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NOVA SCOTIA

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

Nova Scotia, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Businesses in sample (No.)	23										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	8.1	--	--	--	--	75.1	10.8	--	--	--	--
Repairs & maintenance	12.0	--	--	--	--	77.2	15.5	--	--	--	--
Heat, light & telephone	0.6	--	--	--	--	33.8	1.8	--	--	--	--
Rent	-	--	--	--	--	2.3	0.5	--	--	--	--
Personnel expenses	50.3	--	--	--	--	100.0	50.3	--	--	--	--
Financial expenses	6.6	--	--	--	--	100.0	6.6	--	--	--	--
Interest & bank charges	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Professional fees	1.8	--	--	--	--	76.4	2.3	--	--	--	--
Other expenses	30.7	--	--	--	--	100.0	30.7	--	--	--	--
Profit (loss)	-8.4	--	--	--	--	100.0	-8.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 0411 - Logging Industry

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	31	--	--	--	--
Accounts and notes receivable	12	--	--	--	--
Inventory	17	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	61	--	--	--	--
Fixed assets	104	--	--	--	--
Less: Accum. dep. on fixed assets	52	--	--	--	--
Other assets	1	--	--	--	--
Total assets	114	--	--	--	--
Liabilities and equity					
Current loans	18	--	--	--	--
Other current liabilities	13	--	--	--	--
Total current liabilities	30	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	20	--	--	--	--
Other liabilities	14	--	--	--	--
Total liabilities	64	--	--	--	--
Total equity	49	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Logging Industry (SIC 0411)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	7.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.2	--	--	--	--
Interest coverage ratio (times)	5.0	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	14	--	--	--	--
Depreciation	17	--	--	--	--
Other	-8	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	11	--	--	--	--
Purchase of fixed assets	-35	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	12	--	--	--	--
Repayment of long term debt	-9	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	2	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	26	--	--	--	--
Cash & equivalents - End of the year	32	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	66	5,439	343	7	11
less than 20	63	3,431	217	7	11
20 - 99	3	2,008	126	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	93	9,210	494	11	...
less than 20	90	5,656	304	11	...
20 - 99	2	X	84	-	...
100 - 499	1	X	106	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Logging Industry (SIC 0411)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	129				
Average sales \$	140,908	16,527	57,402	142,943	346,758
Average expense \$	126,477	12,550	48,219	123,715	321,423
Average net profit (loss) \$	14,431	3,977	9,183	19,228	25,335
Businesses reporting a profit (No.)	116				
Average sales \$	151,408	16,682	55,812	153,509	379,629
Average expense \$	130,883	11,081	45,337	125,400	341,715
Average net profit \$	20,525	5,601	10,475	28,109	37,914
Businesses reporting a loss (No.)	13				
Average sales \$	114,800	15,983	71,788	117,621	253,806
Average expense \$	118,931	17,707	74,296	119,679	264,041
Average net loss \$	-4,131	-1,724	-2,508	-2,058	-10,235
1985					
Number of observations in sample	111				
Average sales \$	101,977	13,235	22,726	57,001	314,947
Average expense \$	86,837	7,730	16,338	44,863	286,416
Average net profit (loss) \$	13,140	5,505	6,388	12,138	28,531
Businesses reporting a profit (No.)	98				
Average sales \$	112,465	13,294	22,649	56,786	357,131
Average expense \$	96,539	7,627	15,800	42,295	320,434
Average net profit \$	15,926	5,667	6,849	14,491	36,697
Businesses reporting a loss (No.)	13				
Average sales \$	59,579	10,687	24,945	58,592	144,090
Average expense \$	64,147	12,255	31,797	63,903	148,634
Average net loss \$	-4,568	-1,568	-6,852	-5,311	-4,544
1986					
Number of observations in sample	156				
Average sales \$	122,420	12,335	33,283	130,293	313,770
Average expense \$	110,611	17,131	28,218	115,967	281,129
Average net profit (loss) \$	11,809	-4,796	5,065	14,326	32,641
Businesses reporting a profit (No.)	135				
Average sales \$	121,976	12,684	34,387	130,265	310,569
Average expense \$	106,045	8,175	25,396	114,479	276,131
Average net profit \$	15,931	4,509	8,991	15,786	34,438
Businesses reporting a loss (No.)	21				
Average sales \$	143,844	11,939	30,907	130,655	401,873
Average expense \$	153,937	27,312	34,291	135,455	418,689
Average net loss \$	-10,093	-15,373	-3,384	-4,800	-16,816

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

See Table 1 for symbols and notes

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

Nova Scotia, Single Family Housing Contractors (SIC 4011)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Cost of sales	62.7	--	--	--	--	100.0	62.7	--	--	--	--
Occupancy expenses	3.7	--	--	--	--	71.0	5.2	--	--	--	--
Depreciation	0.5	--	--	--	--	63.8	0.8	--	--	--	--
Repairs & maintenance	2.8	--	--	--	--	60.3	4.6	--	--	--	--
Heat, light & telephone	0.3	--	--	--	--	61.9	0.4	--	--	--	--
Rent	0.1	--	--	--	--	14.6	0.6	--	--	--	--
Personnel expenses	13.7	--	--	--	--	99.3	13.8	--	--	--	--
Financial expenses	3.5	--	--	--	--	100.0	3.5	--	--	--	--
Interest & bank charges	2.5	--	--	--	--	94.0	2.6	--	--	--	--
Professional fees	1.1	--	--	--	--	98.7	1.1	--	--	--	--
Other expenses	12.4	--	--	--	--	90.5	13.7	--	--	--	--
Profit (loss)	4.0	--	--	--	--	99.4	4.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4011 - Single Family Housing Contractors

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	38	--	--	--	--
Accounts and notes receivable	26	--	--	--	--
Inventory	32	--	--	--	--
Other current assets	5	--	--	--	--
Total current assets	101	--	--	--	--
Fixed assets	32	--	--	--	--
Less: Accum. dep. on fixed assets	15	--	--	--	--
Other assets	4	--	--	--	--
Total assets	122	--	--	--	--
Liabilities and equity					
Current loans	28	--	--	--	--
Other current liabilities	41	--	--	--	--
Total current liabilities	69	--	--	--	--
Mortgages payable	9	--	--	--	--
Long term debt	10	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	88	--	--	--	--
Total equity	34	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	40				
Low sales value (\$000's)	(1)	(1)	135	266	652
High sales value (\$000's)	(1)	135	266	652	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.2	4.6	1.3	1.5	1.1
Leverage ratios					
Debt/equity ratio (times)	47.9	-8.6	-29.2	51.5	172.9
Interest coverage ratio (times)	40.9	75.6	7.0	64.3	3.5
Debt ratio (times)	5.3	18.3	0.8	1.0	0.9

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	29	--	--	--	--
Depreciation	9	--	--	--	--
Other	-41	--	--	--	--
Dividends	-12	--	--	--	--
Investment activities					
Disposal of fixed assets	45	--	--	--	--
Purchase of fixed assets	-27	--	--	--	--
Increase in investment	-4	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	8	--	--	--	--
Repayment of long term debt	-12	--	--	--	--
Loans from shareholders	9	--	--	--	--
Repayment of loans from shareholders	-14	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-2	--	--	--	--
Increase(decrease) in cash & equivalents	-11	--	--	--	--
Cash & equivalents-Beginning of the year	38	--	--	--	--
Cash & equivalents - End of the year	27	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	296	17,896	954	59	74
less than 20	289	13,580	725	59	74
20 - 99	5	2,348	125	-	-
100 - 499	1	X	55	-	-
500 and over	1	X	49	-	-
1986					
Total	492	30,159	1,431	101	...
less than 20	482	24,399	1,159	99	...
20 - 99	7	3,560	168	2	...
100 - 499	3	2,200	104	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	216				
Average sales \$	332,234	55,213	152,906	288,166	832,652
Average expense \$	319,267	50,446	152,305	274,161	800,156
Average net profit (loss) \$	12,967	4,767	601	14,005	32,496
Businesses reporting a profit (No.)	169				
Average sales \$	336,999	55,975	154,093	291,731	846,196
Average expense \$	316,263	47,115	146,372	268,604	802,960
Average net profit \$	20,736	8,860	7,721	23,127	43,236
Businesses reporting a loss (No.)	47				
Average sales \$	309,097	53,509	151,362	279,461	752,055
Average expense \$	322,279	57,894	160,023	287,729	783,469
Average net loss \$	-13,182	-4,385	-8,661	-8,268	-31,414
1985					
Number of observations in sample	205				
Average sales \$	317,604	34,555	139,430	308,711	787,720
Average expense \$	305,483	27,628	133,792	294,581	765,932
Average net profit (loss) \$	12,121	6,927	5,638	14,130	21,788
Businesses reporting a profit (No.)	158				
Average sales \$	314,264	34,092	126,882	307,812	788,269
Average expense \$	292,588	26,077	112,396	285,116	746,764
Average net profit \$	21,676	8,015	14,486	22,696	41,505
Businesses reporting a loss (No.)	47				
Average sales \$	324,919	40,389	161,142	311,476	786,669
Average expense \$	336,103	47,181	170,813	323,709	802,707
Average net loss \$	-11,184	-6,792	-9,671	-12,233	-16,038
1986					
Number of observations in sample	279				
Average sales \$	346,752	48,380	139,798	306,367	892,461
Average expense \$	341,345	43,435	136,885	295,610	889,450
Average net profit (loss) \$	5,407	4,945	2,913	10,757	3,011
Businesses reporting a profit (No.)	202				
Average sales \$	342,211	51,028	147,919	316,307	853,588
Average expense \$	322,674	42,341	130,433	296,086	821,835
Average net profit \$	19,537	8,687	17,486	20,221	31,753
Businesses reporting a loss (No.)	77				
Average sales \$	371,170	40,373	135,150	286,646	1,022,510
Average expense \$	399,412	46,742	140,578	294,667	1,115,659
Average net loss \$	-28,242	-6,369	-5,428	-8,021	-93,149

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

See Table 1 for symbols and notes

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

Nova Scotia, Excavating and Grading Contractors (SIC 4214)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
	Percent of sales						Percent of sales				
Cost of sales	16.8	--	--	--	--	89.7	18.7	--	--	--	--
Occupancy expenses	24.3	--	--	--	--	100.0	24.3	--	--	--	--
Depreciation	10.7	--	--	--	--	85.0	12.6	--	--	--	--
Repairs & maintenance	10.3	--	--	--	--	76.7	13.4	--	--	--	--
Heat, light & telephone	3.0	--	--	--	--	96.7	3.1	--	--	--	--
Rent	0.3	--	--	--	--	20.7	1.7	--	--	--	--
Personnel expenses	13.8	--	--	--	--	67.8	20.3	--	--	--	--
Financial expenses	7.8	--	--	--	--	100.0	7.8	--	--	--	--
Interest & bank charges	5.7	--	--	--	--	98.5	5.8	--	--	--	--
Professional fees	2.2	--	--	--	--	99.7	2.2	--	--	--	--
Other expenses	32.8	--	--	--	--	100.0	32.8	--	--	--	--
Profit (loss)	4.4	--	--	--	--	100.0	4.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4214 - Excavating and Grading Contractors

Businesses primarily engaged in construction site excavating and grading.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and notes receivable	31	--	--	--	--
Inventory	4	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	52	--	--	--	--
Fixed assets	146	--	--	--	--
Less: Accum. dep. on fixed assets	85	--	--	--	--
Other assets	4	--	--	--	--
Total assets	116	--	--	--	--
Liabilities and equity					
Current loans	23	--	--	--	--
Other current liabilities	27	--	--	--	--
Total current liabilities	50	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	34	--	--	--	--
Other liabilities	2	--	--	--	--
Total liabilities	86	--	--	--	--
Total equity	30	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-15.4	--	--	--	--
Interest coverage ratio (times)	7.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	7	--	--	--	--
Depreciation	52	--	--	--	--
Other	-40	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	135	--	--	--	--
Purchase of fixed assets	-144	--	--	--	--
Increase in investment	-39	--	--	--	--
Decrease in investment	17	--	--	--	--
Financing activities					
Increase in long term debt	185	--	--	--	--
Repayment of long term debt	-181	--	--	--	--
Loans from shareholders	17	--	--	--	--
Repayment of loans from shareholders	-15	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-5	--	--	--	--
Increase(decrease) in cash & equivalents	-11	--	--	--	--
Cash & equivalents-Beginning of the year	-23	--	--	--	--
Cash & equivalents - End of the year	-34	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	147	8,380	425	22	28
less than 20	146	X	338	22	28
20 - 99	1	X	87	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	211	13,413	563	32	...
less than 20	208	11,122	468	31	...
20 - 99	3	2,291	95	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Excavating and Grading Contractors (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	233				
Average sales \$	171,756	23,506	53,694	128,963	480,861
Average expense \$	155,763	18,888	44,360	111,830	447,973
Average net profit (loss) \$	15,993	4,618	9,334	17,133	32,888
Businesses reporting a profit (No.)	192				
Average sales \$	182,850	23,584	53,584	132,001	521,432
Average expense \$	157,961	16,287	41,696	109,402	464,459
Average net profit \$	24,689	7,297	11,888	22,599	56,973
Businesses reporting a loss (No.)	41				
Average sales \$	137,318	23,153	54,357	113,792	357,970
Average expense \$	153,331	30,750	60,580	123,956	398,036
Average net loss \$	-16,013	-7,597	-6,223	-10,164	-40,066
1985					
Number of observations in sample	232				
Average sales \$	207,494	35,707	67,172	143,091	584,005
Average expense \$	192,402	28,047	61,841	146,472	533,246
Average net profit (loss) \$	15,092	7,660	5,331	-3,381	50,759
Businesses reporting a profit (No.)	187				
Average sales \$	215,463	36,737	71,868	156,188	597,060
Average expense \$	188,281	27,636	58,516	136,675	530,297
Average net profit \$	27,182	9,101	13,352	19,513	66,763
Businesses reporting a loss (No.)	45				
Average sales \$	182,769	26,032	56,172	127,645	521,225
Average expense \$	201,747	31,907	69,631	158,024	547,425
Average net loss \$	-18,978	-5,875	-13,459	-30,379	-26,200
1986					
Number of observations in sample	254				
Average sales \$	172,758	19,753	51,222	104,592	515,465
Average expense \$	158,183	16,396	45,154	91,104	480,077
Average net profit (loss) \$	14,575	3,357	6,068	13,488	35,388
Businesses reporting a profit (No.)	198				
Average sales \$	171,596	18,412	50,483	102,615	514,873
Average expense \$	150,069	11,386	42,498	83,260	463,132
Average net profit \$	21,527	7,026	7,985	19,355	51,741
Businesses reporting a loss (No.)	56				
Average sales \$	177,548	22,398	55,614	114,668	517,512
Average expense \$	189,232	26,275	60,933	131,071	538,648
Average net loss \$	-11,684	-3,877	-5,319	-16,403	-21,136

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

See Table 1 for symbols and notes

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

Nova Scotia, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	10									
Low sales value (\$000's)	(1)	--	--	--	--					
High sales value (\$000's)	(1)	--	--	--	--					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.9	--	--	--	--	100.0	51.9	--	--	--	--
Occupancy expenses	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Depreciation	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Repairs & maintenance	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Heat, light & telephone	0.5	--	--	--	--	89.4	0.6	--	--	--	--
Rent	0.2	--	--	--	--	29.5	0.6	--	--	--	--
Personnel expenses	17.9	--	--	--	--	100.0	17.9	--	--	--	--
Financial expenses	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Interest & bank charges	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Professional fees	0.3	--	--	--	--	77.5	0.3	--	--	--	--
Other expenses	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Profit (loss)	18.6	--	--	--	--	100.0	18.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4241 - Plumbing Contractors

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	12	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	12	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	49	--	--	--	--
Fixed assets	15	--	--	--	--
Less: Accum. dep. on fixed assets	4	--	--	--	--
Other assets	3	--	--	--	--
Total assets	63	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	27	--	--	--	--
Total current liabilities	35	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	45	--	--	--	--
Total equity	19	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Plumbing Contractors (SIC 4241)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	7.8	--	--	--	--
Interest coverage ratio (times)	37.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	29	--	--	--	--
Depreciation	5	--	--	--	--
Other	-2	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-5	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	10	--	--	--	--
Cash & equivalents-Beginning of the year	27	--	--	--	--
Cash & equivalents - End of the year	37	--	--	--	--

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

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

Nova Scotia, Plumbing Contractors (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	83	8,037	404	11	24
less than 20	78	4,360	219	11	24
20 - 99	5	3,677	185	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	138	13,670	567	19	...
less than 20	134	7,856	326	19	...
20 - 99	3	X	125	-	...
100 - 499	1	X	116	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Plumbing Contractors (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	132				
Average sales \$	194,528	28,027	57,338	125,027	567,720
Average expense \$	186,337	19,392	49,454	116,926	559,576
Average net profit (loss) \$	8,191	8,635	7,884	8,101	8,144
Businesses reporting a profit (No.)	115				
Average sales \$	180,836	28,306	57,477	122,268	515,293
Average expense \$	164,234	19,509	49,420	103,923	484,085
Average net profit \$	16,602	8,797	8,057	18,345	31,208
Businesses reporting a loss (No.)	17				
Average sales \$	228,684	12,798	50,184	130,791	720,961
Average expense \$	247,131	13,010	51,184	144,096	780,233
Average net loss \$	-18,447	-212	-1,000	-13,305	-59,272
1985					
Number of observations in sample	148				
Average sales \$	145,244	18,784	45,686	108,640	407,866
Average expense \$	135,435	12,619	35,466	102,418	391,236
Average net profit (loss) \$	9,809	6,165	10,220	6,222	16,630
Businesses reporting a profit (No.)	120				
Average sales \$	132,332	18,679	45,625	100,888	364,136
Average expense \$	119,003	11,858	34,719	89,206	340,226
Average net profit \$	13,329	6,821	10,906	11,682	23,906
Businesses reporting a loss (No.)	28				
Average sales \$	189,212	20,568	47,119	122,023	567,137
Average expense \$	195,218	25,537	53,087	125,230	577,018
Average net loss \$	-6,006	-4,969	-5,968	-3,207	-9,881
1986					
Number of observations in sample	159				
Average sales \$	137,688	14,869	31,522	99,473	404,886
Average expense \$	125,344	12,629	18,855	84,609	385,284
Average net profit (loss) \$	12,344	2,240	12,667	14,864	19,602
Businesses reporting a profit (No.)	128				
Average sales \$	138,811	14,865	31,376	99,300	409,701
Average expense \$	123,498	12,610	17,508	81,472	382,403
Average net profit \$	15,313	2,255	13,868	17,828	27,298
Businesses reporting a loss (No.)	31				
Average sales \$	134,985	19,075	33,655	100,717	386,493
Average expense \$	143,212	30,942	38,474	107,143	396,290
Average net loss \$	-8,227	-11,867	-4,819	-6,426	-9,797

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

See Table 1 for symbols and notes

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

Nova Scotia, Electrical Contractors (SIC 4261)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	18										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Cost of sales	40.8	--	--	--	--	99.9	40.8	--	--	--	--
Occupancy expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Depreciation	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Repairs & maintenance	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Rent	0.2	--	--	--	--	40.0	0.5	--	--	--	--
Personnel expenses	25.5	--	--	--	--	84.4	30.2	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Professional fees	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Other expenses	8.4	--	--	--	--	100.0	8.4	--	--	--	--
Profit (loss)	15.5	--	--	--	--	100.0	15.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4261- Electrical Contractors

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

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	7	--	--	--	--
Accounts and notes receivable	26	--	--	--	--
Inventory	11	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	44	--	--	--	--
Fixed assets	33	--	--	--	--
Less: Accum. dep. on fixed assets	12	--	--	--	--
Other assets	-	--	--	--	--
Total assets	65	--	--	--	--
Liabilities and equity					
Current loans	14	--	--	--	--
Other current liabilities	23	--	--	--	--
Total current liabilities	37	--	--	--	--
Mortgages payable	1	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	3	--	--	--	--
Total liabilities	52	--	--	--	--
Total equity	13	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Electrical Contractors (SIC 4261)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.0	--	--	--	--
Interest coverage ratio (times)	13.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Electrical Contractors (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	20	--	--	--	--
Depreciation	6	--	--	--	--
Other	-6	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-10	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	6	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	7	--	--	--	--
Cash & equivalents - End of the year	12	--	--	--	--

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

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

Nova Scotia, Electrical Contractors (SIC 4261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	386	29,473	1,487	51	44
less than 20	361	15,683	802	49	40
20 - 99	11	6,588	324	1	2
100 - 499	8	2,324	116	1	2
500 and over	6	4,878	245	-	-
1986					
Total	494	50,904	2,103	81	...
less than 20	461	25,722	1,083	79	...
20 - 99	15	11,037	444	1	...
100 - 499	12	9,903	400	1	...
500 and over	6	4,242	176	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Electrical Contractors (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	214				
Average sales \$	140,568	23,504	46,176	92,927	399,665
Average expense \$	129,208	17,846	38,832	82,243	376,909
Average net profit (loss) \$	11,360	5,658	7,344	9,684	22,756
Businesses reporting a profit (No.)	190				
Average sales \$	144,387	23,693	42,460	92,811	418,582
Average expense \$	130,954	17,830	31,889	82,649	391,448
Average net profit \$	13,433	5,863	10,571	10,162	27,134
Businesses reporting a loss (No.)	24				
Average sales \$	106,363	14,103	59,318	96,483	255,549
Average expense \$	112,424	18,680	63,389	101,483	266,144
Average net loss \$	-6,061	-4,577	-4,071	-5,000	-10,595
1985					
Number of observations in sample	206				
Average sales \$	125,829	16,968	44,414	97,922	344,011
Average expense \$	114,792	13,877	35,510	85,539	324,241
Average net profit (loss) \$	11,037	3,091	8,904	12,383	19,770
Businesses reporting a profit (No.)	170				
Average sales \$	127,181	16,923	44,389	93,590	353,820
Average expense \$	112,811	13,597	33,882	75,439	328,327
Average net profit \$	14,370	3,326	10,507	18,151	25,493
Businesses reporting a loss (No.)	36				
Average sales \$	116,149	18,084	44,641	111,103	290,768
Average expense \$	122,466	20,883	50,652	116,266	302,061
Average net loss \$	-6,317	-2,799	-6,011	-5,163	-11,293
1986					
Number of observations in sample	238				
Average sales \$	165,262	23,557	66,376	132,147	438,967
Average expense \$	151,890	20,061	57,345	117,960	412,193
Average net profit (loss) \$	13,372	3,496	9,031	14,187	26,774
Businesses reporting a profit (No.)	183				
Average sales \$	170,010	30,202	66,414	141,593	441,829
Average expense \$	150,034	22,335	56,195	117,752	403,852
Average net profit \$	19,976	7,867	10,219	23,841	37,977
Businesses reporting a loss (No.)	55				
Average sales \$	155,727	15,681	65,898	115,058	426,272
Average expense \$	164,186	17,366	71,841	118,336	449,199
Average net loss \$	-8,459	-1,685	-5,943	-3,278	-22,927

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

See Table 1 for symbols and notes

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

Nova Scotia, Finish Carpentry Contractors (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	11					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	34.9	--	--	--	--	100.0	34.9	--	--	--	--
Occupancy expenses	7.8	--	--	--	--	100.0	7.8	--	--	--	--
Depreciation	4.1	--	--	--	--	100.0	4.1	--	--	--	--
Repairs & maintenance	2.7	--	--	--	--	99.5	2.8	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	99.5	1.0	--	--	--	--
Rent	-	--	--	--	--	-	-	--	--	--	--
Personnel expenses	22.4	--	--	--	--	89.5	25.0	--	--	--	--
Financial expenses	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	45.1	1.4	--	--	--	--
Professional fees	0.5	--	--	--	--	89.5	0.6	--	--	--	--
Other expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Profit (loss)	24.8	--	--	--	--	100.0	24.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4274 - Finish Carpentry Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	3	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	9	--	--	--	--
Fixed assets	4	--	--	--	--
Less: Accum. dep. on fixed assets	1	--	--	--	--
Other assets	-	--	--	--	--
Total assets	12	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	7	--	--	--	--
Total current liabilities	10	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	12	--	--	--	--
Total equity	-	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-10.4	--	--	--	--
Interest coverage ratio (times)	1.6	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	5	--	--	--	--
Depreciation	5	--	--	--	--
Other	-11	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-11	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-12	--	--	--	--
Cash & equivalents-Beginning of the year	-1	--	--	--	--
Cash & equivalents - End of the year	-13	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	153	4,257	215	42	41
less than 20	153	4,257	215	42	41
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	306	9,025	377	100	...
less than 20	306	9,025	377	100	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	253				
Average sales \$	55,881	13,125	23,277	45,545	141,577
Average expense \$	46,297	7,644	15,281	34,995	127,268
Average net profit (loss) \$	9,584	5,481	7,996	10,550	14,309
Businesses reporting a profit (No.)	238				
Average sales \$	56,726	12,816	23,379	45,191	145,519
Average expense \$	45,724	6,426	14,306	33,116	129,048
Average net profit \$	11,002	6,390	9,073	12,075	16,471
Businesses reporting a loss (No.)	15				
Average sales \$	48,321	15,466	22,374	49,943	105,499
Average expense \$	52,523	16,880	23,920	58,314	110,977
Average net loss \$	-4,202	-1,414	-1,546	-8,371	-5,478
1985					
Number of observations in sample	239				
Average sales \$	58,490	12,794	22,330	46,793	152,044
Average expense \$	46,612	5,693	9,684	36,364	134,705
Average net profit (loss) \$	11,878	7,101	12,646	10,429	17,339
Businesses reporting a profit (No.)	221				
Average sales \$	59,025	12,990	22,347	46,375	154,387
Average expense \$	45,284	4,458	9,230	33,080	134,366
Average net profit \$	13,741	8,532	13,117	13,295	20,021
Businesses reporting a loss (No.)	18				
Average sales \$	53,420	11,773	21,495	48,857	131,556
Average expense \$	58,608	12,136	32,049	52,577	137,670
Average net loss \$	-5,188	-363	-10,554	-3,720	-6,114
1986					
Number of observations in sample	299				
Average sales \$	70,980	15,222	28,279	55,823	184,595
Average expense \$	59,385	6,502	17,860	43,311	169,866
Average net profit (loss) \$	11,595	8,720	10,419	12,512	14,729
Businesses reporting a profit (No.)	271				
Average sales \$	72,910	15,256	28,279	55,861	192,243
Average expense \$	60,085	6,297	17,860	42,686	173,497
Average net profit \$	12,825	8,959	10,419	13,175	18,746
Businesses reporting a loss (No.)	28				
Average sales \$	72,702	13,840	-	54,733	149,533
Average expense \$	76,524	14,868	-	61,484	153,219
Average net loss \$	-3,822	-1,028	-	-6,751	-3,686

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

See Table 1 for symbols and notes

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

Nova Scotia, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	5					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.6	--	--	--	--	100.0	24.6	--	--	--	--
Occupancy expenses	6.0	--	--	--	--	100.0	6.0	--	--	--	--
Depreciation	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Repairs & maintenance	1.2	--	--	--	--	93.5	1.3	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	64.1	3.7	--	--	--	--
Rent	-	--	--	--	--	2.8	0.5	--	--	--	--
Personnel expenses	13.5	--	--	--	--	31.9	42.2	--	--	--	--
Financial expenses	0.4	--	--	--	--	37.2	1.0	--	--	--	--
Interest & bank charges	0.1	--	--	--	--	37.2	0.3	--	--	--	--
Professional fees	0.3	--	--	--	--	31.9	0.8	--	--	--	--
Other expenses	7.3	--	--	--	--	100.0	7.3	--	--	--	--
Profit (loss)	48.3	--	--	--	--	100.0	48.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4275 - Painters and Decorators

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

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	4	--	--	--	--
Accounts and notes receivable	14	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	17	--	--	--	--
Total current assets	36	--	--	--	--
Fixed assets	10	--	--	--	--
Less: Accum. dep. on fixed assets	4	--	--	--	--
Other assets	-	--	--	--	--
Total assets	42	--	--	--	--
Liabilities and equity					
Current loans	2	--	--	--	--
Other current liabilities	25	--	--	--	--
Total current liabilities	27	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	27	--	--	--	--
Total equity	15	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Painters and Decorators (SIC 4275)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.5	--	--	--	--
Interest coverage ratio (times)	-2.2	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-14	--	--	--	--
Depreciation	10	--	--	--	--
Other	23	--	--	--	--
Dividends	-4	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-37	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	10	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	3	--	--	--	--
Increase(decrease) in cash & equivalents	-7	--	--	--	--
Cash & equivalents-Beginning of the year	27	--	--	--	--
Cash & equivalents - End of the year	20	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Painters and Decorators (SIC 4275)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	100	6,555	329	29	28
less than 20	94	3,709	187	28	28
20 - 99	5	X	141	-	-
100 - 499	1	X	1	1	-
500 and over	-	-	-	-	-
1986					
Total	154	9,582	399	31	...
less than 20	150	7,218	301	31	...
20 - 99	4	2,364	98	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Painters and Decorators (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	91				
Average sales \$	64,293	16,359	25,005	49,187	166,619
Average expense \$	54,531	10,723	16,467	37,591	153,341
Average net profit (loss) \$	9,762	5,636	8,538	11,596	13,278
Businesses reporting a profit (No.)	80				
Average sales \$	52,519	14,645	25,005	48,411	122,014
Average expense \$	39,070	4,408	16,467	32,520	102,884
Average net profit \$	13,449	10,237	8,538	15,891	19,130
Businesses reporting a loss (No.)	11				
Average sales \$	165,998	19,575	-	52,624	425,795
Average expense \$	176,380	22,575	-	60,051	446,514
Average net loss \$	-10,382	-3,000	-	-7,427	-20,719
1985					
Number of observations in sample	93				
Average sales \$	81,397	14,772	24,459	56,267	230,090
Average expense \$	71,687	6,067	13,384	45,564	221,733
Average net profit (loss) \$	9,710	8,705	11,075	10,703	8,357
Businesses reporting a profit (No.)	83				
Average sales \$	89,122	14,772	24,459	56,799	260,457
Average expense \$	76,012	6,067	13,384	42,997	241,601
Average net profit \$	13,110	8,705	11,075	13,802	18,856
Businesses reporting a loss (No.)	10				
Average sales \$	112,025	-	-	52,482	171,568
Average expense \$	123,638	-	-	63,830	183,445
Average net loss \$	-11,613	-	-	-11,348	-11,877
1986					
Number of observations in sample	110				
Average sales \$	116,623	15,544	29,644	61,989	359,313
Average expense \$	104,236	7,443	18,307	48,980	342,215
Average net profit (loss) \$	12,387	8,101	11,337	13,009	17,098
Businesses reporting a profit (No.)	94				
Average sales \$	105,620	15,438	29,569	61,877	315,595
Average expense \$	87,916	6,535	12,757	48,236	284,137
Average net profit \$	17,704	8,903	16,812	13,641	31,458
Businesses reporting a loss (No.)	16				
Average sales \$	156,884	16,933	29,913	64,435	516,254
Average expense \$	168,327	19,335	38,085	65,181	550,705
Average net loss \$	-11,443	-2,402	-8,172	-746	-34,451

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

See Table 1 for symbols and notes

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

Nova Scotia, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	42										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	53.2	--	--	--	--	100.0	53.2	--	--	--	--
Depreciation	7.4	--	--	--	--	98.9	7.5	--	--	--	--
Repairs & maintenance	22.9	--	--	--	--	99.3	23.1	--	--	--	--
Fuel expense	22.9	--	--	--	--	100.0	22.9	--	--	--	--
Personnel expenses	13.5	--	--	--	--	74.8	18.1	--	--	--	--
Financial expenses	7.0	--	--	--	--	100.0	7.0	--	--	--	--
Interest & bank charges	4.5	--	--	--	--	99.5	4.5	--	--	--	--
Professional fees	2.5	--	--	--	--	99.3	2.5	--	--	--	--
Other expenses	16.3	--	--	--	--	97.8	16.7	--	--	--	--
Profit (loss)	9.9	--	--	--	--	100.0	9.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 456 - Truck Transport Industry

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	42				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	19	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	30	--	--	--	--
Fixed assets	69	--	--	--	--
Less: Accum. dep. on fixed assets	37	--	--	--	--
Other assets	3	--	--	--	--
Total assets	66	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	10	--	--	--	--
Total current liabilities	23	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	39	--	--	--	--
Total equity	27	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	(1)	147	277	626
High sales value (\$000's)	(1)	147	277	626	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.1	0.4	1.4	1.5	1.0
Leverage ratios					
Debt/equity ratio (times)	-1.8	-19.5	1.5	3.6	2.0
Interest coverage ratio (times)	26.5	3.8	4.2	85.4	12.2
Debt ratio (times)	0.7	1.1	0.6	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	21	--	--	--	--
Depreciation	38	--	--	--	--
Other	1	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	13	--	--	--	--
Purchase of fixed assets	-62	--	--	--	--
Increase in investment	-6	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	29	--	--	--	--
Repayment of long term debt	-23	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-2	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	-11	--	--	--	--
Cash & equivalents - End of the year	-5	--	--	--	--

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

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

Nova Scotia, Truck Transport Industry (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	470	48.612	2,905	76	105
less than 20	433	17,593	1,046	72	100
20 - 99	25	13,968	819	3	1
100 - 499	8	9,559	587	-	4
500 and over	4	7,492	453	1	-
1986					
Total	716	69.912	3,483	165	...
less than 20	658	25,715	1,270	156	...
20 - 99	37	20,043	999	6	...
100 - 499	16	14,360	725	2	...
500 and over	5	9,794	489	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	282				
Average sales \$	128,536	19,475	46,682	87,672	360,315
Average expense \$	113,689	14,776	36,059	75,089	328,831
Average net profit (loss) \$	14,847	4,699	10,623	12,583	31,484
Businesses reporting a profit (No.)	257				
Average sales \$	127,905	19,093	45,515	89,179	357,839
Average expense \$	110,802	12,980	33,970	72,429	323,829
Average net profit \$	17,103	6,113	11,545	16,750	34,004
Businesses reporting a loss (No.)	25				
Average sales \$	140,502	21,515	63,732	80,608	396,154
Average expense \$	144,893	24,359	66,601	87,556	401,055
Average net loss \$	-4,391	-2,844	-2,869	-6,948	-4,901
1985					
Number of observations in sample	255				
Average sales \$	131,350	16,417	34,864	85,619	388,500
Average expense \$	117,181	13,924	27,702	68,708	358,390
Average net profit (loss) \$	14,169	2,493	7,162	16,911	30,110
Businesses reporting a profit (No.)	224				
Average sales \$	126,539	17,710	35,581	85,092	367,773
Average expense \$	107,445	12,885	25,903	66,870	324,120
Average net profit \$	19,094	4,825	9,678	18,222	43,653
Businesses reporting a loss (No.)	31				
Average sales \$	164,087	13,154	31,450	99,266	512,476
Average expense \$	183,107	16,546	36,272	116,234	563,374
Average net loss \$	-19,020	-3,392	-4,822	-16,968	-50,898
1986					
Number of observations in sample	428				
Average sales \$	130,503	18,412	44,742	101,097	357,762
Average expense \$	116,354	12,108	34,789	82,803	335,716
Average net profit (loss) \$	14,149	6,304	9,953	18,294	22,046
Businesses reporting a profit (No.)	390				
Average sales \$	123,256	18,995	45,339	101,341	327,348
Average expense \$	106,709	11,729	33,459	82,248	299,398
Average net profit \$	16,547	7,266	11,880	19,093	27,950
Businesses reporting a loss (No.)	38				
Average sales \$	184,434	10,758	40,721	93,685	592,570
Average expense \$	194,151	17,079	43,744	99,682	616,099
Average net loss \$	-9,717	-6,321	-3,023	-5,997	-23,529

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

See Table 1 for symbols and notes

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

Nova Scotia, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	5					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	45.6	--	--	--	--	100.0	45.6	--	--	--	--
Depreciation	11.6	--	--	--	--	100.0	11.6	--	--	--	--
Repairs & maintenance	13.9	--	--	--	--	100.0	13.9	--	--	--	--
Fuel expense	20.0	--	--	--	--	100.0	20.0	--	--	--	--
Personnel expenses	19.2	--	--	--	--	100.0	19.2	--	--	--	--
Financial expenses	4.8	--	--	--	--	100.0	4.8	--	--	--	--
Interest & bank charges	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Professional fees	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Other expenses	5.7	--	--	--	--	36.5	15.6	--	--	--	--
Profit (loss)	24.8	--	--	--	--	100.0	24.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4564 - Dry Bulk Materials Trucking Industry

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	1	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	8	--	--	--	--
Fixed assets	64	--	--	--	--
Less: Accum. dep. on fixed assets	41	--	--	--	--
Other assets	1	--	--	--	--
Total assets	32	--	--	--	--
Liabilities and equity					
Current loans	12	--	--	--	--
Other current liabilities	5	--	--	--	--
Total current liabilities	16	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	30	--	--	--	--
Total equity	2	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-3.2	--	--	--	--
Interest coverage ratio (times)	2.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	19	--	--	--	--
Depreciation	23	--	--	--	--
Other	-21	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	19	--	--	--	--
Purchase of fixed assets	-35	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	27	--	--	--	--
Repayment of long term debt	-31	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-3	--	--	--	--
Increase(decrease) in cash & equivalents	-2	--	--	--	--
Cash & equivalents-Beginning of the year	1	--	--	--	--
Cash & equivalents - End of the year	-1	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	470	48,612	2,905	76	105
less than 20	433	17,593	1,046	72	100
20 - 99	25	13,968	819	3	1
100 - 499	8	9,559	587	-	4
500 and over	4	7,492	453	1	-
1986					
Total	716	69,912	3,483	165	...
less than 20	658	25,715	1,270	156	...
20 - 99	37	20,043	999	6	...
100 - 499	16	14,360	725	2	...
500 and over	5	9,794	489	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	16				
Average sales \$	131,086	--	--	--	--
Average expense \$	119,336	--	--	--	--
Average net profit (loss) \$	11,750	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	102,786	--	--	--	--
Average expense \$	89,285	--	--	--	--
Average net profit \$	13,501	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	1,084,891	--	--	--	--
Average expense \$	1,102,565	--	--	--	--
Average net loss \$	-17,674	--	--	--	--
1985					
Number of observations in sample	21				
Average sales \$	79,023	--	--	--	--
Average expense \$	69,147	--	--	--	--
Average net profit (loss) \$	9,876	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	79,930	--	--	--	--
Average expense \$	64,389	--	--	--	--
Average net profit \$	15,541	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	43,593	--	--	--	--
Average expense \$	52,564	--	--	--	--
Average net loss \$	-8,971	--	--	--	--
1986					
Number of observations in sample	39				
Average sales \$	73,219	--	--	--	--
Average expense \$	59,262	--	--	--	--
Average net profit (loss) \$	13,957	--	--	--	--
Businesses reporting a profit (No.)	38				
Average sales \$	71,712	--	--	--	--
Average expense \$	57,436	--	--	--	--
Average net profit \$	14,276	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	369,638	--	--	--	--
Average expense \$	374,641	--	--	--	--
Average net loss \$	-5,003	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Specialty Food Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	32										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	63.5	--	--	--	--	100.0	63.5	--	--	--	--
Occupancy expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Depreciation	2.2	--	--	--	--	88.6	2.4	--	--	--	--
Repairs & maintenance	1.6	--	--	--	--	98.0	1.6	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	89.9	2.2	--	--	--	--
Rent	1.8	--	--	--	--	32.3	5.7	--	--	--	--
Personnel expenses	18.7	--	--	--	--	83.3	22.5	--	--	--	--
Financial expenses	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	98.0	1.8	--	--	--	--
Professional fees	0.8	--	--	--	--	92.9	0.8	--	--	--	--
Other expenses	6.5	--	--	--	--	100.0	6.5	--	--	--	--
Profit (loss)	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. Businesses primarily engaged in selling fried chicken, doughnuts, pizzas, soft ice cream and the like for off-premises consumption are classified in 9213 -- Take-Out Food Services.

This group includes the following types of stores: bread and pastry shops, butcher shops, candy and nut stores, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetables stores, health food stores, ice cream stores, milk stores, specialty food stores (exc. Take-Out food Services).

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Specialty Food Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	11	--	--	--	--
Other current assets	3	--	--	--	--
Total current assets	29	--	--	--	--
Fixed assets	73	--	--	--	--
Less: Accum. dep. on fixed assets	24	--	--	--	--
Other assets	13	--	--	--	--
Total assets	91	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	15	--	--	--	--
Total current liabilities	26	--	--	--	--
Mortgages payable	5	--	--	--	--
Long term debt	29	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	59	--	--	--	--
Total equity	32	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Specialty Food Stores (SIC 6012)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	(1)	215	247	382
High sales value (\$000's)	(1)	215	247	382	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.4	1.2	8.2	0.6	0.9
Leverage ratios					
Debt/equity ratio (times)	-51.8	6.2	0.5	-254.1	11.1
Interest coverage ratio (times)	-3.6	-0.6	-32.8	2.6	8.2
Debt ratio (times)	0.9	0.8	0.2	1.0	1.4

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Specialty Food Stores (SIC 6012)

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

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

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

Nova Scotia, Food Stores (SIC 601)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	666	113,865	11,098	85	125
less than 20	615	18,959	1,880	81	120
20 - 99	32	9,342	968	3	5
100 - 499	10	18,014	1,467	1	-
500 and over	9	67,550	6,783	-	-
1986					
Total	1,009	161,944	14,159	218	...
less than 20	934	27,420	2,456	202	...
20 - 99	49	13,847	1,337	11	...
100 - 499	14	20,450	1,527	4	...
500 and over	12	100,127	8,839	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Specialty Food Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	112				
Average sales \$	157,187	21,852	50,651	109,323	446,920
Average expense \$	154,069	21,773	48,822	104,140	441,542
Average net profit (loss) \$	3,118	79	1,829	5,183	5,378
Businesses reporting a profit (No.)	90				
Average sales \$	145,869	22,020	50,240	108,562	402,653
Average expense \$	137,648	19,989	45,774	96,613	388,214
Average net profit \$	8,221	2,031	4,466	11,949	14,439
Businesses reporting a loss (No.)	22				
Average sales \$	196,264	21,552	51,939	111,167	600,396
Average expense \$	208,035	24,957	58,359	122,388	626,435
Average net loss \$	-11,771	-3,405	-6,420	-11,221	-26,039
1985					
Number of observations in sample	81				
Average sales \$	189,770	22,607	52,602	142,146	541,723
Average expense \$	185,255	19,428	51,964	140,646	528,982
Average net profit (loss) \$	4,515	3,179	638	1,500	12,741
Businesses reporting a profit (No.)	62				
Average sales \$	180,842	16,326	61,814	153,489	491,740
Average expense \$	168,750	8,150	53,929	141,689	471,233
Average net profit \$	12,092	8,176	7,885	11,800	20,507
Businesses reporting a loss (No.)	19				
Average sales \$	246,524	28,059	45,349	111,794	800,894
Average expense \$	261,478	29,219	50,417	137,855	828,422
Average net loss \$	-14,954	-1,160	-5,068	-26,061	-27,528
1986					
Number of observations in sample	153				
Average sales \$	181,966	28,479	67,097	172,860	459,427
Average expense \$	176,147	28,366	65,319	162,539	448,363
Average net profit (loss) \$	5,819	113	1,778	10,321	11,064
Businesses reporting a profit (No.)	122				
Average sales \$	192,413	30,026	74,359	173,865	491,400
Average expense \$	180,861	27,651	66,276	161,050	468,465
Average net profit \$	11,552	2,375	8,083	12,815	22,935
Businesses reporting a loss (No.)	31				
Average sales \$	144,828	26,980	52,081	165,301	334,949
Average expense \$	159,061	29,058	63,342	173,741	370,101
Average net loss \$	-14,233	-2,078	-11,261	-8,440	-35,152

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

See Table 1 for symbols and notes

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

Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	56										
Low sales value (\$000's)	(1)	(1)	661	887	1,416						1,416
High sales value (\$000's)	(1)	661	887	1,416	(1)						(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	66.9	67.7	65.0	68.1	66.7	100.0	66.9	67.7	65.0	68.1	66.7
Occupancy expenses	4.7	4.6	3.7	4.1	6.3	100.0	4.7	4.6	3.7	4.1	6.3
Depreciation	1.0	0.4	1.1	1.0	1.2	97.0	1.0	0.4	1.1	1.0	1.4
Repairs & maintenance	0.5	0.2	0.6	0.3	1.1	89.4	0.6	0.4	0.6	0.3	1.1
Heat, light & telephone	1.0	2.0	0.8	0.8	0.8	100.0	1.0	2.0	0.8	0.8	0.8
Rent	2.2	2.0	1.2	2.0	3.3	73.6	2.9	2.2	2.0	3.0	4.1
Personnel expenses	18.0	21.0	18.2	14.9	18.3	100.0	18.0	21.0	18.2	14.9	18.3
Financial expenses	1.3	2.4	0.9	1.1	1.1	100.0	1.3	2.4	0.9	1.1	1.1
Interest & bank charges	0.8	1.3	0.6	0.8	0.5	100.0	0.8	1.3	0.6	0.8	0.5
Professional fees	0.6	1.0	0.3	0.3	0.6	100.0	0.6	1.0	0.3	0.3	0.6
Other expenses	3.6	3.8	3.3	3.3	4.0	100.0	3.6	3.8	3.3	3.3	4.0
Profit (loss)	5.5	0.5	8.9	8.6	3.5	100.0	5.5	0.5	8.9	8.6	3.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6031 - Pharmacies

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	56				
Low sales value (\$000's)	(1)	(1)	661	887	1,416
High sales value (\$000's)	(1)	661	887	1,416	(1)
Average (\$000's)					
Assets					
Cash	48	27	57	82	26
Accounts and notes receivable	52	12	44	46	97
Inventory	132	34	114	129	231
Other current assets	8	4	2	1	25
Total current assets	240	77	217	257	379
Fixed assets	93	29	52	103	172
Less: Accum. dep. on fixed assets	48	10	21	59	92
Other assets	51	24	21	114	38
Total assets	337	120	269	415	497
Liabilities and equity					
Current loans	29	24	11	17	60
Other current liabilities	90	23	58	119	142
Total current liabilities	119	47	69	137	202
Mortgages payable	1	-	3	-	1
Long term debt	23	17	19	30	27
Other liabilities	9	-	22	-	12
Total liabilities	152	65	114	166	241
Total equity	185	55	155	249	256

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

See Table 1 for symbols and notes.

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

Nova Scotia, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	57				
Low sales value (\$000's)	(1)	(1)	661	887	1,561
High sales value (\$000's)	(1)	661	887	1,561	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.3	1.3	3.5	2.0	2.2
Leverage ratios					
Debt/equity ratio (times)	4.2	-0.2	1.2	12.7	1.2
Interest coverage ratio (times)	133.9	57.4	146.8	66.5	261.2
Debt ratio (times)	4.7	20.3	0.5	0.5	0.5

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45				
Low sales value (\$000's)	(1)	(1)	620	974	1,413
High sales value (\$000's)	(1)	620	974	1,413	(1)
Average (\$000's)					
Operating activities					
Cash from operations	47	4	42	65	58
Depreciation	13	2	12	12	23
Other	9	14	47	-2	-24
Dividends	-19	-3	-25	-39	-
Investment activities					
Disposal of fixed assets	3	3	8	1	-
Purchase of fixed assets	-37	-8	-44	-7	-83
Increase in investment	-44	-21	-109	-	-36
Decrease in investment	22	23	62	-	4
Financing activities					
Increase in long term debt	19	7	-	19	47
Repayment of long term debt	-7	-1	-1	-20	-3
Loans from shareholders	3	-	-	-	10
Repayment of loans from shareholders	-16	-	-19	-26	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	5	-	-	16	-
Decrease in equity	-	-	-	-	-
Other	-	10	-1	-3	-1
Increase(decrease) in cash & equivalents	-3	29	-27	16	-16
Cash & equivalents-Beginning of the year	47	-13	104	17	54
Cash & equivalents - End of the year	44	16	77	33	37

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

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

Nova Scotia, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	137	19,613	1,612	12	12
less than 20	110	10,566	867	12	7
20 - 99	25	X	673	-	5
100 - 499	2	X	72	-	-
500 and over	-	-	-	-	-
1986					
Total	178	33,417	2,220	24	...
less than 20	130	16,273	1,081	12	...
20 - 99	45	15,811	1,053	12	...
100 - 499	2	X	78	-	...
500 and over	1	X	8	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	48				
Average sales \$	710,404	--	--	--	--
Average expense \$	664,043	--	--	--	--
Average net profit (loss) \$	46,361	--	--	--	--
Businesses reporting a profit (No.)	46				
Average sales \$	736,769	--	--	--	--
Average expense \$	677,670	--	--	--	--
Average net profit \$	59,099	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	678,905	--	--	--	--
Average expense \$	711,405	--	--	--	--
Average net loss \$	-32,500	--	--	--	--
1985					
Number of observations in sample	45				
Average sales \$	765,406	--	--	--	--
Average expense \$	707,063	--	--	--	--
Average net profit (loss) \$	58,343	--	--	--	--
Businesses reporting a profit (No.)	41				
Average sales \$	763,861	--	--	--	--
Average expense \$	700,818	--	--	--	--
Average net profit \$	63,043	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	903,630	--	--	--	--
Average expense \$	922,746	--	--	--	--
Average net loss \$	-19,116	--	--	--	--
1986					
Number of observations in sample	80				
Average sales \$	929,264	286,268	731,213	1,040,343	1,659,233
Average expense \$	887,775	289,310	729,664	944,548	1,587,576
Average net profit (loss) \$	41,489	-3,042	1,549	95,795	71,657
Businesses reporting a profit (No.)	68				
Average sales \$	937,996	267,785	772,823	1,040,343	1,671,034
Average expense \$	877,574	249,824	738,566	944,548	1,577,356
Average net profit \$	60,422	17,961	34,257	95,795	93,678
Businesses reporting a loss (No.)	12				
Average sales \$	837,681	301,552	645,989	-	1,565,502
Average expense \$	900,713	321,962	711,431	-	1,668,746
Average net loss \$	-63,032	-20,410	-65,442	-	-103,244

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

See Table 1 for symbols and notes

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

Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	12										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	43.6	--	--	--	--	100.0	43.6	--	--	--	--
Occupancy expenses	9.0	--	--	--	--	100.0	9.0	--	--	--	--
Depreciation	1.2	--	--	--	--	82.9	1.5	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	50.2	1.1	--	--	--	--
Heat, light & telephone	6.0	--	--	--	--	99.1	6.1	--	--	--	--
Rent	1.2	--	--	--	--	46.5	2.6	--	--	--	--
Personnel expenses	47.4	--	--	--	--	99.1	47.8	--	--	--	--
Financial expenses	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	99.1	1.4	--	--	--	--
Professional fees	1.0	--	--	--	--	46.6	2.3	--	--	--	--
Other expenses	8.3	--	--	--	--	99.1	8.4	--	--	--	--
Profit (loss)	-10.6	--	--	--	--	86.7	-12.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 622 - Appliance, Television, Radio and Stereo Stores

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	9	--	--	--	--
Accounts and notes receivable	9	--	--	--	--
Inventory	24	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	43	--	--	--	--
Fixed assets	16	--	--	--	--
Less: Accum. dep. on fixed assets	9	--	--	--	--
Other assets	2	--	--	--	--
Total assets	51	--	--	--	--
Liabilities and equity					
Current loans	30	--	--	--	--
Other current liabilities	12	--	--	--	--
Total current liabilities	42	--	--	--	--
Mortgages payable	2	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	59	--	--	--	--
Total equity	-8	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	19.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-2.6	--	--	--	--
Interest coverage ratio (times)	-3.0	--	--	--	--
Debt ratio (times)	1.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-	--	--	--	--
Depreciation	9	--	--	--	--
Other	9	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	8	--	--	--	--
Purchase of fixed assets	-12	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	11	--	--	--	--
Repayment of long term debt	-6	--	--	--	--
Loans from shareholders	13	--	--	--	--
Repayment of loans from shareholders	-22	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	9	--	--	--	--
Cash & equivalents-Beginning of the year	8	--	--	--	--
Cash & equivalents - End of the year	17	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	182	10,729	841	29	47
less than 20	173	6,947	555	28	46
20 - 99	8	X	225	1	1
100 - 499	-	-	-	-	-
500 and over	1	X	61	-	-
1986					
Total	287	17,898	1,203	58	...
less than 20	275	12,279	823	56	...
20 - 99	11	X	273	2	...
100 - 499	-	-	-	-	...
500 and over	1	X	107	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	46				
Average sales \$	194,241	--	--	--	--
Average expense \$	176,341	--	--	--	--
Average net profit (loss) \$	17,900	--	--	--	--
Businesses reporting a profit (No.)	39				
Average sales \$	182,591	--	--	--	--
Average expense \$	161,536	--	--	--	--
Average net profit \$	21,055	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	282,311	--	--	--	--
Average expense \$	290,248	--	--	--	--
Average net loss \$	-7,937	--	--	--	--
1985					
Number of observations in sample	55				
Average sales \$	209,972	22,373	47,929	117,261	652,325
Average expense \$	200,315	20,473	42,059	109,498	629,231
Average net profit (loss) \$	9,657	1,900	5,870	7,763	23,094
Businesses reporting a profit (No.)	42				
Average sales \$	224,725	20,854	50,110	120,587	707,348
Average expense \$	207,402	12,894	42,978	108,014	665,720
Average net profit \$	17,323	7,960	7,132	12,573	41,628
Businesses reporting a loss (No.)	13				
Average sales \$	173,345	23,748	36,344	107,973	525,313
Average expense \$	180,787	27,334	37,176	113,640	544,999
Average net loss \$	-7,442	-3,586	-832	-5,667	-19,686
1986					
Number of observations in sample	58				
Average sales \$	129,387	16,538	35,718	82,197	383,093
Average expense \$	124,484	13,859	34,297	77,438	372,343
Average net profit (loss) \$	4,903	2,679	1,421	4,759	10,750
Businesses reporting a profit (No.)	44				
Average sales \$	140,791	16,441	40,033	87,537	419,151
Average expense \$	130,442	13,648	36,098	71,841	400,179
Average net profit \$	10,349	2,793	3,935	15,696	18,972
Businesses reporting a loss (No.)	14				
Average sales \$	107,710	19,740	23,660	77,229	310,209
Average expense \$	112,198	20,806	29,264	82,644	316,079
Average net loss \$	-4,488	-1,066	-5,604	-5,415	-5,870

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

See Table 1 for symbols and notes

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

Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	49					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	85.3	--	--	--	--	100.0	85.3	--	--	--	--
Occupancy expenses	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Depreciation	0.6	--	--	--	--	91.6	0.7	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	84.8	0.5	--	--	--	--
Heat, light & telephone	0.9	--	--	--	--	98.5	0.9	--	--	--	--
Rent	0.4	--	--	--	--	62.7	0.7	--	--	--	--
Personnel expenses	9.1	--	--	--	--	98.5	9.2	--	--	--	--
Financial expenses	1.2	--	--	--	--	96.3	1.2	--	--	--	--
Interest & bank charges	0.9	--	--	--	--	95.7	0.9	--	--	--	--
Professional fees	0.3	--	--	--	--	84.1	0.4	--	--	--	--
Other expenses	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Profit (loss)	-0.1	--	--	--	--	99.2	-0.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6331 - Gasoline Service Stations

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	11	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	26	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	45	--	--	--	--
Fixed assets	52	--	--	--	--
Less: Accum. dep. on fixed assets	17	--	--	--	--
Other assets	2	--	--	--	--
Total assets	82	--	--	--	--
Liabilities and equity					
Current loans	18	--	--	--	--
Other current liabilities	25	--	--	--	--
Total current liabilities	44	--	--	--	--
Mortgages payable	4	--	--	--	--
Long term debt	19	--	--	--	--
Other liabilities	3	--	--	--	--
Total liabilities	70	--	--	--	--
Total equity	12	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	524	676	1,088
High sales value (\$000's)	(1)	524	676	1,088	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.3	1.5	0.8	1.3	1.6
Leverage ratios					
Debt/equity ratio (times)	6.9	-4.2	17.9	-0.8	13.4
Interest coverage ratio (times)	14.7	8.5	0.9	46.1	4.0
Debt ratio (times)	0.9	0.9	1.0	0.9	0.9

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26	(1)	470	676	1,065
Low sales value (\$000's)	(1)		470	676	(1)
High sales value (\$000's)	(1)			1,065	
Average (\$000's)					
Operating activities					
Cash from operations	7	6	4	9	9
Depreciation	6	5	5	7	5
Other	1	1	4	-	-1
Dividends	-	-	-	-	-1
Investment activities					
Disposal of fixed assets	1	-	-	1	2
Purchase of fixed assets	-6	-8	-3	-5	-8
Increase in investment	-	-	-	-	-1
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	1	1	-	3	2
Repayment of long term debt	-5	-3	-8	-5	-5
Loans from shareholders	3	-	5	1	4
Repayment of loans from shareholders	-4	-	-4	-3	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	1	-	3	-	-
Increase(decrease) in cash & equivalents	3	1	6	6	-1
Cash & equivalents-Beginning of the year	9	-9	17	10	14
Cash & equivalents - End of the year	12	-8	22	16	13

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

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

Nova Scotia, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	519	25,868	2,296	64	54
less than 20	510	23,203	2,084	64	54
20 - 99	7	1,846	167	-	-
100 - 499	1	X	26	-	-
500 and over	1	X	19	-	-
1986					
Total	670	34,904	2,611	109	...
less than 20	658	30,722	2,330	108	...
20 - 99	9	2,905	219	1	...
100 - 499	2	X	60	-	...
500 and over	1	X	2	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	423				
Average sales \$	586,429	181,785	428,509	625,488	1,109,935
Average expense \$	576,715	178,206	418,417	614,862	1,095,374
Average net profit (loss) \$	9,714	3,579	10,092	10,626	14,561
Businesses reporting a profit (No.)	373				
Average sales \$	582,203	181,640	425,431	622,640	1,099,100
Average expense \$	569,370	174,532	412,600	609,184	1,081,162
Average net profit \$	12,833	7,108	12,831	13,456	17,938
Businesses reporting a loss (No.)	50				
Average sales \$	616,434	182,190	447,994	646,592	1,188,958
Average expense \$	624,936	188,534	455,239	656,942	1,199,030
Average net loss \$	-8,502	-6,344	-7,245	-10,350	-10,072
1985					
Number of observations in sample	403				
Average sales \$	637,253	196,493	468,740	701,252	1,182,528
Average expense \$	627,336	190,531	458,657	691,819	1,168,338
Average net profit (loss) \$	9,917	5,962	10,083	9,433	14,190
Businesses reporting a profit (No.)	339				
Average sales \$	641,952	208,230	464,434	704,987	1,190,157
Average expense \$	628,180	198,627	450,823	691,612	1,171,659
Average net profit \$	13,772	9,603	13,611	13,375	18,498
Businesses reporting a loss (No.)	64				
Average sales \$	617,830	161,569	487,895	683,022	1,138,833
Average expense \$	625,523	166,440	493,508	692,829	1,149,315
Average net loss \$	-7,693	-4,871	-5,613	-9,807	-10,482
1986					
Number of observations in sample	392				
Average sales \$	607,317	158,096	427,935	663,834	1,179,404
Average expense \$	599,262	155,551	420,245	652,975	1,168,277
Average net profit (loss) \$	8,055	2,545	7,690	10,859	11,127
Businesses reporting a profit (No.)	326				
Average sales \$	602,878	148,682	427,274	670,721	1,164,834
Average expense \$	589,443	142,165	415,797	652,670	1,147,138
Average net profit \$	13,435	6,517	11,477	18,051	17,696
Businesses reporting a loss (No.)	66				
Average sales \$	623,272	185,757	431,066	646,133	1,230,133
Average expense \$	632,961	194,883	441,318	653,759	1,241,882
Average net loss \$	-9,689	-9,126	-10,252	-7,626	-11,749

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

See Table 1 for symbols and notes

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

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	15										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	68.0	--	--	--	--	100.0	68.0	--	--	--	--
Occupancy expenses	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Depreciation	1.4	--	--	--	--	99.0	1.4	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	98.2	1.1	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Rent	1.0	--	--	--	--	45.7	2.1	--	--	--	--
Personnel expenses	17.1	--	--	--	--	100.0	17.1	--	--	--	--
Financial expenses	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Professional fees	0.3	--	--	--	--	90.7	0.3	--	--	--	--
Other expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Profit (loss)	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6342 - Tire, Battery, Parts and Accessories Stores

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	14	--	--	--	--
Accounts and notes receivable	28	--	--	--	--
Inventory	63	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	105	--	--	--	--
Fixed assets	58	--	--	--	--
Less: Accum. dep. on fixed assets	28	--	--	--	--
Other assets	50	--	--	--	--
Total assets	186	--	--	--	--
Liabilities and equity					
Current loans	27	--	--	--	--
Other current liabilities	53	--	--	--	--
Total current liabilities	79	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	40	--	--	--	--
Other liabilities	9	--	--	--	--
Total liabilities	128	--	--	--	--
Total equity	58	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	30.8	--	--	--	--
Interest coverage ratio (times)	83.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	12	--	--	--	--
Depreciation	8	--	--	--	--
Other	-48	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-12	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	95	--	--	--	--
Repayment of long term debt	-61	--	--	--	--
Loans from shareholders	15	--	--	--	--
Repayment of loans from shareholders	-15	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-6	--	--	--	--
Cash & equivalents-Beginning of the year	7	--	--	--	--
Cash & equivalents - End of the year	1	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	42	1,958	190	8	7
less than 20	40	X	146	7	7
20 - 99	2	X	44	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	55	4,722	338	8	...
less than 20	50	3,093	238	6	...
20 - 99	5	1,629	100	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	12				
Average sales \$	432,346	--	--	--	--
Average expense \$	418,930	--	--	--	--
Average net profit (loss) \$	13,416	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	437,976	--	--	--	--
Average expense \$	422,612	--	--	--	--
Average net profit \$	15,364	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	751,128	--	--	--	--
Average expense \$	779,128	--	--	--	--
Average net loss \$	-28,000	--	--	--	--
1985					
Number of observations in sample	20				
Average sales \$	426,652	--	--	--	--
Average expense \$	397,419	--	--	--	--
Average net profit (loss) \$	29,233	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	426,264	--	--	--	--
Average expense \$	386,631	--	--	--	--
Average net profit \$	39,633	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	593,701	--	--	--	--
Average expense \$	605,721	--	--	--	--
Average net loss \$	-12,020	--	--	--	--
1986					
Number of observations in sample	33				
Average sales \$	349,847	--	--	--	--
Average expense \$	338,571	--	--	--	--
Average net profit (loss) \$	11,276	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	358,079	--	--	--	--
Average expense \$	336,642	--	--	--	--
Average net profit \$	21,437	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	441,510	--	--	--	--
Average expense \$	447,040	--	--	--	--
Average net loss \$	-5,530	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, General Stores (SIC 5412)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Cost of sales	83.0	--	--	--	--	100.0	83.0	--	--	--	--
Occupancy expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Depreciation	0.6	--	--	--	--	84.2	0.8	--	--	--	--
Repairs & maintenance	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Rent	0.2	--	--	--	--	15.7	1.0	--	--	--	--
Personnel expenses	11.0	--	--	--	--	100.0	11.0	--	--	--	--
Financial expenses	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Professional fees	0.3	--	--	--	--	100.0	0.3	--	--	--	--
Other expenses	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Profit (loss)	-0.2	--	--	--	--	100.0	-0.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6412 - General Stores

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	10	--	--	--	--
Accounts and notes receivable	13	--	--	--	--
Inventory	60	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	84	--	--	--	--
Fixed assets	58	--	--	--	--
Less: Accum. dep. on fixed assets	28	--	--	--	--
Other assets	10	--	--	--	--
Total assets	123	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	44	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	60	--	--	--	--
Total equity	64	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, General Stores (SIC 6412)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.9	--	--	--	--
Interest coverage ratio (times)	10.0	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, General Stores (SIC 6412)

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

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

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

Nova Scotia, General Stores (SIC 6412)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	46	2,777	300	8	13
less than 20	44	X	226	8	13
20 - 99	2	X	74	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	64	4,460	435	11	...
less than 20	62	3,089	296	11	...
20 - 99	1	X	25	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	114	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	67				
Average sales \$	341,501	92,084	209,169	351,942	712,810
Average expense \$	329,777	84,221	200,205	337,489	697,191
Average net profit (loss) \$	11,724	7,863	8,964	14,453	15,619
Businesses reporting a profit (No.)	62				
Average sales \$	340,934	92,084	215,225	352,880	703,546
Average expense \$	327,076	84,221	204,310	337,479	682,295
Average net profit \$	13,858	7,863	10,915	15,401	21,251
Businesses reporting a loss (No.)	5				
Average sales \$	414,176	-	158,506	328,696	755,325
Average expense \$	423,055	-	165,857	337,751	765,556
Average net loss \$	-8,879	-	-7,351	-9,055	-10,231
1985					
Number of observations in sample	48				
Average sales \$	310,316	--	--	--	--
Average expense \$	298,368	--	--	--	--
Average net profit (loss) \$	11,948	--	--	--	--
Businesses reporting a profit (No.)	40				
Average sales \$	308,382	--	--	--	--
Average expense \$	292,268	--	--	--	--
Average net profit \$	16,114	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	306,521	--	--	--	--
Average expense \$	311,445	--	--	--	--
Average net loss \$	-4,924	--	--	--	--
1986					
Number of observations in sample	75				
Average sales \$	316,326	54,158	146,232	310,584	754,331
Average expense \$	309,948	51,370	139,646	301,103	747,674
Average net profit (loss) \$	6,378	2,788	6,586	9,481	6,657
Businesses reporting a profit (No.)	54				
Average sales \$	335,961	89,189	143,026	302,238	809,389
Average expense \$	323,606	80,960	133,314	287,091	793,057
Average net profit \$	12,355	8,229	9,712	15,147	16,332
Businesses reporting a loss (No.)	21				
Average sales \$	291,400	28,804	156,848	345,735	634,213
Average expense \$	298,837	29,953	160,612	360,120	648,663
Average net loss \$	-8,437	-1,149	-3,764	-14,385	-14,450

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

See Table 1 for symbols and notes

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

Nova Scotia, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	12										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	73.4	--	--	--	--	100.0	73.4	--	--	--	--
Occupancy expenses	10.1	--	--	--	--	100.0	10.1	--	--	--	--
Depreciation	3.9	--	--	--	--	96.8	4.0	--	--	--	--
Repairs & maintenance	1.0	--	--	--	--	76.6	1.3	--	--	--	--
Heat, light & telephone	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Rent	2.3	--	--	--	--	53.7	4.3	--	--	--	--
Personnel expenses	12.0	--	--	--	--	100.0	12.0	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	1.9	--	--	--	--	96.7	2.0	--	--	--	--
Professional fees	1.0	--	--	--	--	96.8	1.0	--	--	--	--
Other expenses	3.0	--	--	--	--	84.5	3.6	--	--	--	--
Profit (loss)	-1.4	--	--	--	--	100.0	-1.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6413 - General Merchandise Stores

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

TABLE 2. Balance sheet profile for 1986
Nova Scotia, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	10	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	49	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	63	--	--	--	--
Fixed assets	72	--	--	--	--
Less: Accum. dep. on fixed assets	18	--	--	--	--
Other assets	5	--	--	--	--
Total assets	121	--	--	--	--
Liabilities and equity					
Current loans	19	--	--	--	--
Other current liabilities	27	--	--	--	--
Total current liabilities	46	--	--	--	--
Mortgages payable	8	--	--	--	--
Long term debt	28	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	82	--	--	--	--
Total equity	39	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, General Merchandise Stores (SIC 6413)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	3.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.0	--	--	--	--
Interest coverage ratio (times)	-47.7	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-1	--	--	--	--
Depreciation	5	--	--	--	--
Other	16	--	--	--	--
Dividends	-9	--	--	--	--
Investment activities					
Disposal of fixed assets	7	--	--	--	--
Purchase of fixed assets	-8	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	1	--	--	--	--
Cash & equivalents - End of the year	7	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, General Merchandise Stores (SIC 6413)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	18	7,641	859	4	9
less than 20	16	586	66	4	9
20 - 99	-	-	-	-	-
100 - 499	1	X	5	-	-
500 and over	1	X	788	-	-
1986					
Total	48	11,270	1,150	16	...
less than 20	45	1,379	141	15	...
20 - 99	-	-	-	-	...
100 - 499	1	X	5	1	...
500 and over	2	X	1,004	-	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	18				
Average sales \$	379,985	--	--	--	--
Average expense \$	367,562	--	--	--	--
Average net profit (loss) \$	12,423	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	371,828	--	--	--	--
Average expense \$	357,786	--	--	--	--
Average net profit \$	14,042	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	187,926	--	--	--	--
Average expense \$	202,319	--	--	--	--
Average net loss \$	-14,393	--	--	--	--
1985					
Number of observations in sample	30				
Average sales \$	209,780	--	--	--	--
Average expense \$	207,377	--	--	--	--
Average net profit (loss) \$	2,403	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	188,390	--	--	--	--
Average expense \$	177,282	--	--	--	--
Average net profit \$	11,108	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	272,475	--	--	--	--
Average expense \$	282,304	--	--	--	--
Average net loss \$	-9,829	--	--	--	--
1986					
Number of observations in sample	41				
Average sales \$	277,952	--	--	--	--
Average expense \$	268,418	--	--	--	--
Average net profit (loss) \$	9,534	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	271,131	--	--	--	--
Average expense \$	253,881	--	--	--	--
Average net profit \$	17,250	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	286,624	--	--	--	--
Average expense \$	294,964	--	--	--	--
Average net loss \$	-8,340	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	9									
Low sales value (\$000's)	(1)	--	--	--	--					
High sales value (\$000's)	(1)	--	--	--	--					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	66.7	--	--	--	--	100.0	66.7	--	--	--	--
Occupancy expenses	7.0	--	--	--	--	100.0	7.0	--	--	--	--
Depreciation	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	40.2	1.0	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Rent	3.4	--	--	--	--	96.3	3.6	--	--	--	--
Personnel expenses	15.1	--	--	--	--	100.0	15.1	--	--	--	--
Financial expenses	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Interest & bank charges	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Professional fees	0.3	--	--	--	--	97.3	0.3	--	--	--	--
Other expenses	7.0	--	--	--	--	100.0	7.0	--	--	--	--
Profit (loss)	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6531 - Hardware Stores

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

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and notes receivable	17	--	--	--	--
Inventory	72	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	91	--	--	--	--
Fixed assets	16	--	--	--	--
Less: Accum. dep. on fixed assets	5	--	--	--	--
Other assets	26	--	--	--	--
Total assets	129	--	--	--	--
Liabilities and equity					
Current loans	40	--	--	--	--
Other current liabilities	45	--	--	--	--
Total current liabilities	84	--	--	--	--
Mortgages payable	1	--	--	--	--
Long term debt	23	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	109	--	--	--	--
Total equity	21	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Hardware Stores (SIC 6531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	6.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-0.3	--	--	--	--
Interest coverage ratio (times)	5.2	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	2	--	--	--	--
Depreciation	8	--	--	--	--
Other	6	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-5	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-10	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-8	--	--	--	--
Cash & equivalents—Beginning of the year	-41	--	--	--	--
Cash & equivalents - End of the year	-49	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	96	6,756	557	12	14
less than 20	91	4,705	382	12	14
20 - 99	5	2,051	175	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	132	9,381	738	24	...
less than 20	126	6,701	522	24	...
20 - 99	6	2,680	216	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Hardware Stores (SIC 5531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	28				
Average sales \$	362,299	--	--	--	--
Average expense \$	349,145	--	--	--	--
Average net profit (loss) \$	13,154	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	350,386	--	--	--	--
Average expense \$	335,852	--	--	--	--
Average net profit \$	14,534	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	558,810	--	--	--	--
Average expense \$	560,537	--	--	--	--
Average net loss \$	-1,727	--	--	--	--
1985					
Number of observations in sample	22				
Average sales \$	502,993	--	--	--	--
Average expense \$	476,554	--	--	--	--
Average net profit (loss) \$	26,439	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	482,181	--	--	--	--
Average expense \$	451,119	--	--	--	--
Average net profit \$	31,062	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	891,608	--	--	--	--
Average expense \$	906,332	--	--	--	--
Average net loss \$	-14,724	--	--	--	--
1986					
Number of observations in sample	49				
Average sales \$	299,579	--	--	--	--
Average expense \$	300,702	--	--	--	--
Average net profit (loss) \$	-1,123	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	303,369	--	--	--	--
Average expense \$	281,046	--	--	--	--
Average net profit \$	22,323	--	--	--	--
Businesses reporting a loss (No.)	20				
Average sales \$	298,257	--	--	--	--
Average expense \$	325,363	--	--	--	--
Average net loss \$	-27,106	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)							
Businesses in sample (No.)	20													
Low sales value (\$000's)	(1)	--	--	--	--									
High sales value (\$000's)	(1)	--	--	--	--									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	69.9	--	--	--	--	100.0	69.9	--	--	--	--			
Occupancy expenses	11.2	--	--	--	--	100.0	11.2	--	--	--	--			
Depreciation	2.6	--	--	--	--	76.6	3.3	--	--	--	--			
Repairs & maintenance	3.5	--	--	--	--	79.5	4.4	--	--	--	--			
Heat, light & telephone	3.4	--	--	--	--	100.0	3.4	--	--	--	--			
Rent	1.7	--	--	--	--	47.9	3.6	--	--	--	--			
Personnel expenses	12.3	--	--	--	--	75.3	16.3	--	--	--	--			
Financial expenses	5.3	--	--	--	--	100.0	5.3	--	--	--	--			
Interest & bank charges	4.6	--	--	--	--	100.0	4.6	--	--	--	--			
Professional fees	0.7	--	--	--	--	74.3	0.9	--	--	--	--			
Other expenses	19.1	--	--	--	--	100.0	19.1	--	--	--	--			
Profit (loss)	-17.8	--	--	--	--	100.0	-17.8	--	--	--	--			
Total	100.0	--	--	--	--	100.0	...	--	--	--	--			

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6541 - Sporting Goods Stores

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

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	14	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	63	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	93	--	--	--	--
Fixed assets	43	--	--	--	--
Less: Accum. dep. on fixed assets	13	--	--	--	--
Other assets	4	--	--	--	--
Total assets	127	--	--	--	--
Liabilities and equity					
Current loans	25	--	--	--	--
Other current liabilities	44	--	--	--	--
Total current liabilities	69	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	28	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	97	--	--	--	--
Total equity	30	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.4	--	--	--	--
Interest coverage ratio (times)	10.0	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	24	--	--	--	--
Depreciation	8	--	--	--	--
Other	-18	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-55	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	32	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	20	--	--	--	--
Repayment of loans from shareholders	-12	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-2	--	--	--	--
Cash & equivalents-Beginning of the year	4	--	--	--	--
Cash & equivalents - End of the year	1	--	--	--	--

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

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

Nova Scotia, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	31	1,877	185	4	15
less than 20	30	X	141	4	15
20 - 99	1	X	44	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	52	3,880	317	4	...
less than 20	49	2,369	191	3	...
20 - 99	3	1,511	126	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	12				
Average sales \$	118,998	--	--	--	--
Average expense \$	114,029	--	--	--	--
Average net profit (loss) \$	4,969	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	168,964	--	--	--	--
Average expense \$	160,039	--	--	--	--
Average net profit \$	8,925	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	18,953	--	--	--	--
Average expense \$	20,867	--	--	--	--
Average net loss \$	-1,914	--	--	--	--
1985					
Number of observations in sample	32				
Average sales \$	264,120	--	--	--	--
Average expense \$	261,950	--	--	--	--
Average net profit (loss) \$	2,170	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	278,431	--	--	--	--
Average expense \$	262,889	--	--	--	--
Average net profit \$	15,542	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	229,635	--	--	--	--
Average expense \$	246,015	--	--	--	--
Average net loss \$	-16,380	--	--	--	--
1986					
Number of observations in sample	35				
Average sales \$	259,486	--	--	--	--
Average expense \$	261,203	--	--	--	--
Average net profit (loss) \$	-1,717	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	270,145	--	--	--	--
Average expense \$	261,009	--	--	--	--
Average net profit \$	9,136	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	265,089	--	--	--	--
Average expense \$	299,156	--	--	--	--
Average net loss \$	-34,067	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	26									
Low sales value (\$000's)	(1)	--	--	--	--					
High sales value (\$000's)	(1)	--	--	--	--					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.6	--	--	--	--	97.9	50.7	--	--	--	--
Occupancy expenses	12.1	--	--	--	--	100.0	12.1	--	--	--	--
Depreciation	1.1	--	--	--	--	46.8	2.3	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	74.7	1.0	--	--	--	--
Heat, light & telephone	4.2	--	--	--	--	99.0	4.2	--	--	--	--
Rent	6.1	--	--	--	--	47.3	12.8	--	--	--	--
Personnel expenses	33.8	--	--	--	--	100.0	33.8	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	96.1	1.6	--	--	--	--
Professional fees	1.3	--	--	--	--	97.7	1.4	--	--	--	--
Other expenses	5.8	--	--	--	--	100.0	5.8	--	--	--	--
Profit (loss)	-4.0	--	--	--	--	100.0	-4.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 658 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	5	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	18	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	26	--	--	--	--
Fixed assets	18	--	--	--	--
Less: Accum. dep. on fixed assets	7	--	--	--	--
Other assets	1	--	--	--	--
Total assets	38	--	--	--	--
Liabilities and equity					
Current loans	5	--	--	--	--
Other current liabilities	4	--	--	--	--
Total current liabilities	10	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	25	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	35	--	--	--	--
Total equity	4	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	18.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	...	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	1.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	6	--	--	--	--
Depreciation	7	--	--	--	--
Other	6	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	14	--	--	--	--
Purchase of fixed assets	-21	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	4	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-13	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	4	--	--	--	--
Cash & equivalents-Beginning of the year	2	--	--	--	--
Cash & equivalents - End of the year	5	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

Business size expressed in: average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	393	19,272	1,843	45	53
less than 20	372	10,544	1,009	43	51
20 - 99	12	3,067	309	-	-
100 - 499	9	5,661	525	2	2
500 and over	-	-	-	-	-
1986					
Total	556	28,615	2,312	127	...
less than 20	523	14,540	1,171	123	...
20 - 99	14	3,800	320	-	...
100 - 499	17	X	814	4	...
500 and over	2	X	7	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	29				
Average sales \$	99,032	--	--	--	--
Average expense \$	98,693	--	--	--	--
Average net profit (loss) \$	339	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	92,605	--	--	--	--
Average expense \$	86,647	--	--	--	--
Average net profit \$	5,958	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	347,130	--	--	--	--
Average expense \$	486,542	--	--	--	--
Average net loss \$	-199,412	--	--	--	--
1985					
Number of observations in sample	31				
Average sales \$	98,970	--	--	--	--
Average expense \$	96,520	--	--	--	--
Average net profit (loss) \$	2,450	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	113,621	--	--	--	--
Average expense \$	103,306	--	--	--	--
Average net profit \$	10,315	--	--	--	--
Businesses reporting a loss (No.)	14				
Average sales \$	79,112	--	--	--	--
Average expense \$	87,554	--	--	--	--
Average net loss \$	-8,442	--	--	--	--
1986					
Number of observations in sample	70				
Average sales \$	109,528	12,409	19,154	51,200	355,348
Average expense \$	105,717	9,922	23,143	50,544	339,259
Average net profit (loss) \$	3,811	2,487	-3,989	656	16,089
Businesses reporting a profit (No.)	42				
Average sales \$	130,826	12,409	19,293	70,788	420,815
Average expense \$	117,016	9,922	14,844	60,879	382,418
Average net profit \$	13,810	2,487	4,449	9,909	38,397
Businesses reporting a loss (No.)	28				
Average sales \$	108,523	-	19,113	38,373	268,083
Average expense \$	117,024	-	25,566	43,776	281,731
Average net loss \$	-8,501	-	-6,453	-5,403	-13,648

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

See Table 1 for symbols and notes

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

Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Cost of sales	43.5	--	--	--	--	95.8	45.4	--	--	--	--
Occupancy expenses	17.2	--	--	--	--	100.0	17.2	--	--	--	--
Depreciation	2.0	--	--	--	--	87.2	2.3	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	49.4	0.6	--	--	--	--
Heat, light & telephone	3.5	--	--	--	--	98.0	3.5	--	--	--	--
Rent	11.4	--	--	--	--	87.8	13.0	--	--	--	--
Personnel expenses	27.3	--	--	--	--	100.0	27.3	--	--	--	--
Financial expenses	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Interest & bank charges	1.9	--	--	--	--	92.2	2.1	--	--	--	--
Professional fees	0.9	--	--	--	--	95.4	0.9	--	--	--	--
Other expenses	8.0	--	--	--	--	100.0	8.0	--	--	--	--
Profit (loss)	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft d'coupage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery, and retail souvenirs.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	10	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	26	--	--	--	--
Other current assets	4	--	--	--	--
Total current assets	42	--	--	--	--
Fixed assets	31	--	--	--	--
Less: Accum. dep. on fixed assets	13	--	--	--	--
Other assets	2	--	--	--	--
Total assets	62	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	7	--	--	--	--
Total current liabilities	13	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	33	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	47	--	--	--	--
Total equity	15	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	22.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	...	--	--	--	--
Interest coverage ratio (times)	1.6	--	--	--	--
Debt ratio (times)	1.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	6	--	--	--	--
Depreciation	7	--	--	--	--
Other	8	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	16	--	--	--	--
Purchase of fixed assets	-25	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	5	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-14	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	4	--	--	--	--
Cash & equivalents-Beginning of the year	2	--	--	--	--
Cash & equivalents - End of the year	6	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
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Total	393	19,272	1,843	45	53
less than 20	372	10,544	1,009	43	51
20 - 99	12	3,067	309	-	-
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500 and over	-	-	-	-	-
1986					
Total	556	28,615	2,312	127	...
less than 20	523	14,540	1,171	123	...
20 - 99	14	3,800	320	-	...
100 - 499	17	X	814	4	...
500 and over	2	X	7	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	26				
Average sales \$	94,469	--	--	--	--
Average expense \$	95,594	--	--	--	--
Average net profit (loss) \$	-1,125	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	86,879	--	--	--	--
Average expense \$	81,701	--	--	--	--
Average net profit \$	5,178	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	347,130	--	--	--	--
Average expense \$	486,542	--	--	--	--
Average net loss \$	-139,412	--	--	--	--
1985					
Number of observations in sample	28				
Average sales \$	92,548	--	--	--	--
Average expense \$	90,150	--	--	--	--
Average net profit (loss) \$	2,398	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	104,662	--	--	--	--
Average expense \$	94,388	--	--	--	--
Average net profit \$	10,274	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	102,034	--	--	--	--
Average expense \$	110,924	--	--	--	--
Average net loss \$	-8,890	--	--	--	--
1986					
Number of observations in sample	67				
Average sales \$	102,859	11,704	18,204	55,818	325,709
Average expense \$	98,201	10,898	18,026	54,737	309,141
Average net profit (loss) \$	4,658	806	178	1,081	16,568
Businesses reporting a profit (No.)	40				
Average sales \$	120,116	11,704	16,341	70,788	381,630
Average expense \$	104,648	10,898	11,073	60,879	335,740
Average net profit \$	15,468	806	5,268	9,909	45,890
Businesses reporting a loss (No.)	27				
Average sales \$	110,218	-	19,937	42,635	268,083
Average expense \$	118,517	-	24,493	49,327	281,731
Average net loss \$	-8,299	-	-4,556	-6,692	-13,648

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

See Table 1 for symbols and notes

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

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	112					
Low sales value (\$000's)	(1)	(1)	30	57	108	
High sales value (\$000's)	(1)	30	57	108	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	30.5	29.2	29.9	33.3	29.6	100.0	30.5	29.2	29.9	33.3	29.6
Depreciation	11.1	16.6	10.1	7.2	11.1	84.7	13.1	16.7	11.4	10.2	13.6
Repairs & maintenance	7.7	4.8	6.5	11.5	7.9	77.8	9.9	10.8	8.6	11.9	8.7
Heat, light & telephone	10.0	6.6	8.4	14.4	10.5	77.2	13.0	11.8	9.8	15.3	14.7
Rent	1.7	1.2	4.9	0.2	0.1	11.8	14.2	8.4	19.5	37.3	1.4
Personnel expenses	9.0	7.3	10.0	8.3	10.0	37.3	24.1	23.4	26.9	36.0	17.7
Financial expenses	30.8	31.4	30.8	30.5	30.7	99.9	30.9	31.4	30.9	30.5	30.7
Interest & bank charges	25.5	22.1	28.2	24.5	26.6	88.4	28.8	22.5	32.0	29.0	31.9
Professional fees	5.3	9.3	2.5	6.0	4.1	91.8	5.8	9.9	3.4	6.0	4.1
Other expenses	21.1	23.8	22.7	19.5	18.4	99.4	21.2	24.3	22.8	19.5	18.4
Profit (loss)	8.6	8.3	6.7	8.4	11.3	96.8	8.9	8.5	6.8	8.4	12.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 751 - Operators of Buildings and Dwellings

Businesses primarily engaged in the operating or in owning and operating buildings and dwellings.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	112				
Low sales value (\$000's)	(1)	(1)	30	57	108
High sales value (\$000's)	(1)	30	57	108	(1)
Average (\$000's)					
Assets					
Cash	34	5	15	25	88
Accounts and notes receivable	8	2	9	1	21
Inventory	7	-	-	-	26
Other current assets	32	22	13	11	81
Total current assets	81	29	37	37	216
Fixed assets	488	104	201	241	1,368
Less: Accum. dep. on fixed assets	95	28	14	37	295
Other assets	78	19	21	19	245
Total assets	551	123	245	260	1,535
Liabilities and equity					
Current loans	36	1	43	37	58
Other current liabilities	28	7	16	10	79
Total current liabilities	64	8	58	46	137
Mortgages payable	200	13	94	82	591
Long term debt	107	45	76	67	235
Other liabilities	15	-	-	12	49
Total liabilities	387	67	229	207	1,011
Total equity	164	56	16	53	523

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	112				
Low sales value (\$000's)	(1)	(1)	30	55	108
High sales value (\$000's)	(1)	30	55	108	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.9	3.6	2.1	3.4	2.7
Leverage ratios					
Debt/equity ratio (times)	25.3	103.0	3.2	-	3.2
Interest coverage ratio (times)	17.3	25.7	5.3	10.1	28.9
Debt ratio (times)	0.8	0.8	0.9	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	24	71	123
High sales value (\$000's)	(1)	24	71	123	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	14	4	-1	6	49
Depreciation	13	3	4	11	33
Other	-30	-48	-1	5	-97
Dividends	-17	-4	-18	-1	-41
Investment activities					
Disposal of fixed assets	7	-	2	-	25
Purchase of fixed assets	-35	-1	-1	-27	-107
Increase in investment	-13	-30	-2	-	-32
Decrease in investment	11	62	5	-	2
Financing activities					
Increase in long term debt	44	12	1	31	134
Repayment of long term debt	-23	-6	-1	-32	-51
Loans from shareholders	18	2	21	12	28
Repayment of loans from shareholders	-10	-19	-3	-	-23
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	-	-	-	-	1
Increase(decrease) in cash & equivalents	-21	-24	4	4	-80
Cash & equivalents-Beginning of the year	61	27	62	6	136
Cash & equivalents - End of the year	40	2	66	9	56

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	397	26,525	1,826	53	35
less than 20	364	13,347	938	49	33
20 - 99	18	6,703	453	3	-
100 - 499	9	4,184	281	1	2
500 and over	6	2,291	154	-	-
1986					
Total	498	39,005	2,240	88	...
less than 20	457	18,923	1,089	76	...
20 - 99	25	11,972	693	10	...
100 - 499	9	5,325	301	1	...
500 and over	7	2,785	157	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	78				
Average sales \$	121,928	16,985	37,891	92,238	340,599
Average expense \$	91,174	13,195	12,317	85,424	253,760
Average net profit (loss) \$	30,754	3,790	25,574	6,814	86,839
Businesses reporting a profit (No.)	57				
Average sales \$	129,565	16,814	39,459	91,591	370,395
Average expense \$	80,039	9,699	11,504	77,302	244,659
Average net profit \$	49,526	7,115	27,955	14,289	125,736
Businesses reporting a loss (No.)	21				
Average sales \$	99,945	17,424	36,069	94,425	251,860
Average expense \$	113,966	22,131	40,001	112,865	280,868
Average net loss \$	-14,021	-4,707	-3,932	-18,440	-29,008
1985					
Number of observations in sample	77				
Average sales \$	134,259	17,609	33,898	82,594	402,935
Average expense \$	99,940	9,502	32,558	74,139	283,562
Average net profit (loss) \$	34,319	8,107	1,340	8,455	119,373
Businesses reporting a profit (No.)	58				
Average sales \$	130,213	17,132	33,767	78,316	391,635
Average expense \$	82,554	1,258	29,192	59,780	242,502
Average net profit \$	47,659	15,874	4,575	18,536	149,133
Businesses reporting a loss (No.)	19				
Average sales \$	155,027	18,208	34,259	92,632	475,009
Average expense \$	179,516	22,971	41,824	107,836	545,431
Average net loss \$	-24,489	-4,763	-7,565	-15,204	-70,422
1986					
Number of observations in sample	156				
Average sales \$	114,191	23,265	42,607	75,657	315,233
Average expense \$	103,357	23,191	40,277	72,668	277,292
Average net profit (loss) \$	10,834	74	2,330	2,989	37,941
Businesses reporting a profit (No.)	88				
Average sales \$	135,664	21,956	43,158	80,722	396,820
Average expense \$	103,087	15,871	33,610	69,255	293,613
Average net profit \$	32,577	6,085	9,548	11,467	103,207
Businesses reporting a loss (No.)	68				
Average sales \$	90,574	23,758	42,129	67,662	228,746
Average expense \$	102,509	25,944	46,048	78,055	259,990
Average net loss \$	-11,935	-2,186	-3,919	-10,393	-31,244

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

See Table 1 for symbols and notes

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

Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	70						71				
Low sales value (\$000's)	(1)						108				
High sales value (\$000's)	(1)						(1)				
	Percent of sales						Percent of sales				
Occupancy expenses	24.2	34.7	35.5	11.8	18.8	100.0	24.2	34.7	35.5	11.8	18.8
Depreciation	15.1	16.1	27.2	4.6	11.1	88.9	17.0	16.6	27.2	4.8	15.6
Repairs & maintenance	4.2	11.3	1.6	3.2	4.8	71.4	5.9	13.7	6.4	3.5	5.0
Heat, light & telephone	2.9	4.8	2.0	3.2	2.8	46.6	6.2	5.8	11.8	4.0	7.5
Rent	2.0	...	...	...	...	6.5	30.2	...	...	...	...
Personnel expenses	11.5	7.1	1.3	35.1	6.2	37.3	30.7	45.3	9.2	38.1	21.3
Financial expenses	40.8	36.0	54.2	13.7	48.8	99.1	41.2	36.0	55.9	13.7	48.8
Interest & bank charges	34.2	18.1	48.5	7.7	44.8	97.5	35.1	19.5	50.0	7.9	44.8
Professional fees	6.6	17.9	5.7	6.1	4.0	95.1	7.0	20.2	6.4	6.1	4.0
Other expenses	17.8	25.3	6.7	35.8	12.8	98.7	18.0	26.0	6.9	35.8	12.8
Profit (loss)	5.7	-3.1	2.3	3.6	13.3	96.9	5.9	-3.4	2.5	3.6	13.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating buildings and dwellings such as: arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, real estate operating - non-residential buildings, shopping centre operating, stadium operating and theatre building operating.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	70				
Low sales value (\$000's)	(1)	(1)	25	71	108
High sales value (\$000's)	(1)	25	71	108	(1)
Average (\$000's)					
Assets					
Cash	49	1	4	82	82
Accounts and notes receivable	11	4	2	2	27
Inventory	-	-	-	-	1
Other current assets	52	2	1	37	125
Total current assets	112	7	7	121	235
Fixed assets	773	73	216	276	1,843
Less: Accum. dep. on fixed assets	151	30	46	59	349
Other assets	120	4	33	21	303
Total assets	854	54	211	359	2,032
Liabilities and equity					
Current loans	41	2	12	8	102
Other current liabilities	27	3	7	16	59
Total current liabilities	68	5	19	24	161
Mortgages payable	292	9	28	32	800
Long term debt	186	33	116	107	354
Other liabilities	15	1	-	5	40
Total liabilities	561	47	163	167	1,355
Total equity	293	7	48	192	677

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	70				
Low sales value (\$000's)	(1)	(1)	25	71	108
High sales value (\$000's)	(1)	25	71	108	(1)
Average					
Liquidity ratio					
Current ratio (times)	4.2	2.7	0.6	12.9	1.8
Leverage ratios					
Debt/equity ratio (times)	34.7	277.8	24.7	-24.2	-1.6
Interest coverage ratio (times)	12.8	1.7	19.8	26.3	1.6
Debt ratio (times)	0.7	0.9	0.8	0.5	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45				
Low sales value (\$000's)	(1)	(1)	34	80	123
High sales value (\$000's)	(1)	34	80	123	(1)
Average (\$000's)					
Operating activities					
Cash from operations	26	-2	1	8	72
Depreciation	20	6	10	6	46
Dther	-33	-6	4	1	-96
Dividends	-34	-	-1	-7	-94
Investment activities					
Disposal of fixed assets	11	-	-	-	33
Purchase of fixed assets	-71	-1	-1	-6	-204
Increase in investment	-6	-1	-11	-	-8
Decrease in investment	4	-	14	-	2
Financing activities					
Increase in long term debt	74	16	-	-	208
Repayment of long term debt	-22	-5	-7	-5	-55
Loans from shareholders	27	1	22	2	61
Repayment of loans from shareholders	-15	-8	-27	-	-18
Advances & loans from government	-	-	-	-	-
Increase in equity	-1	-	-	-	-4
Decrease in equity	-	-	-1	-	1
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-18	1	4	-2	-57
Cash & equivalents-Beginning of the year	13	2	2	9	31
Cash & equivalents - End of the year	-5	3	5	7	-25

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	397	26,525	1,826	53	35
less than 20	364	13,347	938	49	33
20 - 99	18	6,703	453	3	-
100 - 499	9	4,184	281	1	2
500 and over	6	2,291	154	-	-
1986					
Total	498	39,005	2,240	88	...
less than 20	457	18,923	1,089	76	...
20 - 99	25	11,972	693	10	...
100 - 499	9	5,325	301	1	...
500 and over	7	2,785	157	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	26				
Average sales \$	158,156	--	--	--	--
Average expense \$	125,950	--	--	--	--
Average net profit (loss) \$	32,206	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	186,704	--	--	--	--
Average expense \$	121,450	--	--	--	--
Average net profit \$	65,254	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	134,554	--	--	--	--
Average expense \$	167,431	--	--	--	--
Average net loss \$	-32,877	--	--	--	--
1985					
Number of observations in sample	28				
Average sales \$	141,753	--	--	--	--
Average expense \$	91,930	--	--	--	--
Average net profit (loss) \$	49,823	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	141,593	--	--	--	--
Average expense \$	86,868	--	--	--	--
Average net profit \$	54,725	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	152,500	--	--	--	--
Average expense \$	159,000	--	--	--	--
Average net loss \$	-6,500	--	--	--	--
1986					
Number of observations in sample	101				
Average sales \$	132,623	26,487	46,306	97,329	360,370
Average expense \$	115,502	24,332	46,630	96,054	294,993
Average net profit (loss) \$	17,121	2,155	-324	1,275	65,377
Businesses reporting a profit (No.)	58				
Average sales \$	177,266	30,553	46,372	103,135	529,004
Average expense \$	129,310	23,011	38,679	92,290	363,258
Average net profit \$	47,956	7,542	7,693	10,845	165,746
Businesses reporting a loss (No.)	43				
Average sales \$	92,144	24,260	46,229	85,391	212,697
Average expense \$	104,978	25,055	55,847	103,795	235,213
Average net loss \$	-12,834	-795	-9,618	-18,404	-22,516

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

See Table 1 for symbols and notes

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

Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	15										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	13.7	--	--	--	--	100.0	13.7	--	--	--	--
Depreciation	3.4	--	--	--	--	97.2	3.5	--	--	--	--
Repairs & maintenance	3.3	--	--	--	--	72.6	4.5	--	--	--	--
Heat, light & telephone	3.3	--	--	--	--	98.7	3.3	--	--	--	--
Rent	3.7	--	--	--	--	75.3	4.9	--	--	--	--
Personnel expenses	49.3	--	--	--	--	100.0	49.3	--	--	--	--
Financial expenses	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional fees	3.3	--	--	--	--	94.0	3.5	--	--	--	--
Other expenses	34.1	--	--	--	--	100.0	34.1	--	--	--	--
Profit (loss)	-2.1	--	--	--	--	100.0	-2.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields such as: real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	33	--	--	--	--
Accounts and notes receivable	40	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	36	--	--	--	--
Total current assets	109	--	--	--	--
Fixed assets	26	--	--	--	--
Less: Accum. dep. on fixed assets	12	--	--	--	--
Other assets	58	--	--	--	--
Total assets	182	--	--	--	--
Liabilities and equity					
Current loans	18	--	--	--	--
Other current liabilities	92	--	--	--	--
Total current liabilities	111	--	--	--	--
Mortgages payable	1	--	--	--	--
Long term debt	10	--	--	--	--
Other liabilities	5	--	--	--	--
Total liabilities	127	--	--	--	--
Total equity	56	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.2	--	--	--	--
Interest coverage ratio (times)	142.5	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	50	--	--	--	--
Depreciation	5	--	--	--	--
Other	-27	--	--	--	--
Dividends	-13	--	--	--	--
Investment activities					
Disposal of fixed assets	18	--	--	--	--
Purchase of fixed assets	-9	--	--	--	--
Increase in investment	-25	--	--	--	--
Decrease in investment	3	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	1	--	--	--	--
Increase(decrease) in cash & equivalents	2	--	--	--	--
Cash & equivalents-Beginning of the year	64	--	--	--	--
Cash & equivalents - End of the year	65	--	--	--	--

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

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

Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	334	30,960	1,780	63	55
less than 20	301	17,283	1,002	61	50
20 - 99	17	8,265	473	2	3
100 - 499	7	940	54	-	1
500 and over	9	4,472	251	-	1
1986					
Total	491	60,469	3,016	95	...
less than 20	443	26,858	1,344	91	...
20 - 99	26	14,499	723	2	...
100 - 499	12	11,915	592	2	...
500 and over	10	7,197	357	-	...

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	47				
Average sales \$	176,007	--	--	--	--
Average expense \$	159,533	--	--	--	--
Average net profit (loss) \$	16,474	--	--	--	--
Businesses reporting a profit (No.)	36				
Average sales \$	179,077	--	--	--	--
Average expense \$	150,908	--	--	--	--
Average net profit \$	28,169	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	175,040	--	--	--	--
Average expense \$	190,492	--	--	--	--
Average net loss \$	-15,452	--	--	--	--
1985					
Number of observations in sample	44				
Average sales \$	154,887	--	--	--	--
Average expense \$	139,058	--	--	--	--
Average net profit (loss) \$	15,829	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	156,197	--	--	--	--
Average expense \$	128,393	--	--	--	--
Average net profit \$	27,804	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	133,632	--	--	--	--
Average expense \$	160,458	--	--	--	--
Average net loss \$	-26,826	--	--	--	--
1986					
Number of observations in sample	54				
Average sales \$	170,128	50,675	95,205	143,613	391,017
Average expense \$	152,184	48,267	84,804	133,157	342,509
Average net profit (loss) \$	17,944	2,408	10,401	10,456	48,508
Businesses reporting a profit (No.)	44				
Average sales \$	168,021	53,746	88,660	144,195	385,483
Average expense \$	139,598	39,252	68,235	114,427	336,477
Average net profit \$	28,423	14,494	20,425	29,768	49,006
Businesses reporting a loss (No.)	10				
Average sales \$	321,253	46,450	107,160	143,093	988,307
Average expense \$	329,790	60,672	115,069	149,925	993,495
Average net loss \$	-8,537	-14,222	-7,909	-6,832	-5,188

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

See Table 1 for symbols and notes

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

Nova Scotia, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	14					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	11.3	--	--	--	--	97.6	11.6	--	--	--	--
Depreciation	8.8	--	--	--	--	97.6	9.0	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	8.8	8.6	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	95.2	1.1	--	--	--	--
Rent	0.7	--	--	--	--	20.8	3.6	--	--	--	--
Personnel expenses	40.5	--	--	--	--	97.6	41.5	--	--	--	--
Financial expenses	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Interest & bank charges	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Professional fees	1.7	--	--	--	--	64.5	2.6	--	--	--	--
Other expenses	18.0	--	--	--	--	100.0	18.0	--	--	--	--
Profit (loss)	26.0	--	--	--	--	100.0	26.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7721 - Computer Services

Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	9	--	--	--	--
Accounts and notes receivable	19	--	--	--	--
Inventory	22	--	--	--	--
Other current assets	4	--	--	--	--
Total current assets	55	--	--	--	--
Fixed assets	24	--	--	--	--
Less: Accum. dep. on fixed assets	14	--	--	--	--
Other assets	8	--	--	--	--
Total assets	74	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	26	--	--	--	--
Total current liabilities	43	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	28	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	72	--	--	--	--
Total equity	2	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Computer Services (SIC 7721)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.5	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	14	--	--	--	--
Other	-25	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	4	--	--	--	--
Purchase of fixed assets	-9	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	15	--	--	--	--
Financing activities					
Increase in long term debt	2	--	--	--	--
Repayment of long term debt	-10	--	--	--	--
Loans from shareholders	11	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	2	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-3	--	--	--	--
Increase(decrease) in cash & equivalents	-2	--	--	--	--
Cash & equivalents-Beginning of the year	-42	--	--	--	--
Cash & equivalents - End of the year	-43	--	--	--	--

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

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

Nova Scotia, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	35	7,758	301	13	22
less than 20	24	2,059	75	10	15
20 - 99	4	170	9	2	4
100 - 499	3	659	24	1	3
500 and over	4	4,870	193	-	-
1986					
Total	90	15,054	497	28	...
less than 20	65	4,287	128	22	...
20 - 99	14	4,347	157	4	...
100 - 499	7	954	30	2	...
500 and over	4	5,466	182	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	3				
Average sales \$	298,434	--	--	--	--
Average expense \$	289,094	--	--	--	--
Average net profit (loss) \$	9,340	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	189,693	--	--	--	--
Average expense \$	177,128	--	--	--	--
Average net profit \$	12,565	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	1,692,107	--	--	--	--
Average expense \$	1,724,107	--	--	--	--
Average net loss \$	-32,000	--	--	--	--
1985					
Number of observations in sample	3				
Average sales \$	331,596	--	--	--	--
Average expense \$	323,293	--	--	--	--
Average net profit (loss) \$	8,303	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	331,596	--	--	--	--
Average expense \$	323,293	--	--	--	--
Average net profit \$	8,303	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	16				
Average sales \$	307,626	--	--	--	--
Average expense \$	301,228	--	--	--	--
Average net profit (loss) \$	6,398	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	315,903	--	--	--	--
Average expense \$	291,538	--	--	--	--
Average net profit \$	24,365	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	308,818	--	--	--	--
Average expense \$	317,370	--	--	--	--
Average net loss \$	-8,552	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Management Consulting Services (SIC 7771)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
	Percent of sales						Percent of sales				
Occupancy expenses	12.3	--	--	--	--	100.0	12.3	--	--	--	--
Depreciation	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Repairs & maintenance	1.5	--	--	--	--	39.9	3.6	--	--	--	--
Heat, light & telephone	3.4	--	--	--	--	76.8	4.4	--	--	--	--
Rent	2.3	--	--	--	--	35.8	6.5	--	--	--	--
Personnel expenses	39.6	--	--	--	--	100.0	39.6	--	--	--	--
Financial expenses	10.6	--	--	--	--	100.0	10.6	--	--	--	--
Interest & bank charges	7.4	--	--	--	--	100.0	7.4	--	--	--	--
Professional fees	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Other expenses	20.2	--	--	--	--	100.0	20.2	--	--	--	--
Profit (loss)	17.2	--	--	--	--	100.0	17.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	6	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	12	--	--	--	--
Fixed assets	29	--	--	--	--
Less: Accum. dep. on fixed assets	11	--	--	--	--
Other assets	145	--	--	--	--
Total assets	174	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	48	--	--	--	--
Total current liabilities	61	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	75	--	--	--	--
Other liabilities	2	--	--	--	--
Total liabilities	139	--	--	--	--
Total equity	35	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Management Consulting Services (SIC 7771)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	3.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	9.5	--	--	--	--
Interest coverage ratio (times)	15.8	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

Nova Scotia, Management Consulting Services (SIC 7771)

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

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

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

Nova Scotia, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	91	10,214	624	18	29
less than 20	80	3,209	205	18	24
20 - 99	5	1,587	100	-	1
100 - 499	5	X	194	-	3
500 and over	1	X	125	-	1
1986					
Total	178	17,150	962	53	...
less than 20	155	6,151	351	47	...
20 - 99	12	3,646	208	3	...
100 - 499	9	X	287	3	...
500 and over	2	X	116	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	23				
Average sales \$	119,026	--	--	--	--
Average expense \$	92,430	--	--	--	--
Average net profit (loss) \$	26,596	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	117,971	--	--	--	--
Average expense \$	82,265	--	--	--	--
Average net profit \$	35,706	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	340,844	--	--	--	--
Average expense \$	427,558	--	--	--	--
Average net loss \$	-86,714	--	--	--	--
1985					
Number of observations in sample	17				
Average sales \$	75,871	--	--	--	--
Average expense \$	68,664	--	--	--	--
Average net profit (loss) \$	7,207	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	90,584	--	--	--	--
Average expense \$	76,183	--	--	--	--
Average net profit \$	14,401	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	73,480	--	--	--	--
Average expense \$	75,483	--	--	--	--
Average net loss \$	-2,003	--	--	--	--
1986					
Number of observations in sample	27				
Average sales \$	65,657	--	--	--	--
Average expense \$	50,455	--	--	--	--
Average net profit (loss) \$	15,212	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	66,773	--	--	--	--
Average expense \$	50,190	--	--	--	--
Average net profit \$	16,583	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	29,427	--	--	--	--
Average expense \$	37,406	--	--	--	--
Average net loss \$	-7,979	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	12										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	33.2	--	--	--	--	100.0	33.2	--	--	--	--
Depreciation	4.4	--	--	--	--	54.5	8.1	--	--	--	--
Repairs & maintenance	14.3	--	--	--	--	100.0	14.3	--	--	--	--
Heat, light & telephone	14.6	--	--	--	--	100.0	14.6	--	--	--	--
Rent	-	--	--	--	--	-	-	--	--	--	--
Personnel expenses	22.8	--	--	--	--	100.0	22.8	--	--	--	--
Financial expenses	28.2	--	--	--	--	100.0	28.2	--	--	--	--
Interest & bank charges	26.1	--	--	--	--	100.0	26.1	--	--	--	--
Professional fees	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Other expenses	24.8	--	--	--	--	100.0	24.8	--	--	--	--
Profit (loss)	-9.0	--	--	--	--	100.0	-9.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	7	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	2	--	--	--	--
Other current assets	6	--	--	--	--
Total current assets	19	--	--	--	--
Fixed assets	227	--	--	--	--
Less: Accum. dep. on fixed assets	85	--	--	--	--
Other assets	13	--	--	--	--
Total assets	175	--	--	--	--
Liabilities and equity					
Current loans	31	--	--	--	--
Other current liabilities	29	--	--	--	--
Total current liabilities	60	--	--	--	--
Mortgages payable	84	--	--	--	--
Long term debt	18	--	--	--	--
Other liabilities	16	--	--	--	--
Total liabilities	178	--	--	--	--
Total equity	-3	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Motels (SIC 9112)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-2.4	--	--	--	--
Interest coverage ratio (times)	0.7	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-7	--	--	--	--
Depreciation	19	--	--	--	--
Other	-3	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-39	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	3	--	--	--	--
Financing activities					
Increase in long term debt	4	--	--	--	--
Repayment of long term debt	-18	--	--	--	--
Loans from shareholders	18	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	3	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-25	--	--	--	--
Cash & equivalents-Beginning of the year	-13	--	--	--	--
Cash & equivalents - End of the year	-38	--	--	--	--

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

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

Nova Scotia, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	76	7,051	856	3	11
less than 20	70	2,476	301	3	11
20 - 99	4	X	142	-	-
100 - 499	2	X	413	-	-
500 and over	-	-	-	-	-
1986					
Total	107	11,269	1,154	16	...
less than 20	97	3,945	404	15	...
20 - 99	7	1,965	201	1	...
100 - 499	2	X	344	-	...
500 and over	1	X	205	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Motels (SIC 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	16				
Average sales \$	235,769	--	--	--	--
Average expense \$	221,872	--	--	--	--
Average net profit (loss) \$	13,897	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	282,817	--	--	--	--
Average expense \$	255,674	--	--	--	--
Average net profit \$	27,143	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	143,199	--	--	--	--
Average expense \$	155,801	--	--	--	--
Average net loss \$	-12,602	--	--	--	--
1985					
Number of observations in sample	18				
Average sales \$	364,773	--	--	--	--
Average expense \$	335,371	--	--	--	--
Average net profit (loss) \$	29,402	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	372,041	--	--	--	--
Average expense \$	339,512	--	--	--	--
Average net profit \$	32,529	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	50,871	--	--	--	--
Average expense \$	65,410	--	--	--	--
Average net loss \$	-14,539	--	--	--	--
1986					
Number of observations in sample	42				
Average sales \$	175,583	--	--	--	--
Average expense \$	170,885	--	--	--	--
Average net profit (loss) \$	4,698	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	197,423	--	--	--	--
Average expense \$	182,606	--	--	--	--
Average net profit \$	14,817	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	147,022	--	--	--	--
Average expense \$	158,765	--	--	--	--
Average net loss \$	-11,743	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	70									
Low sales value (\$000's)	(1)	(1)	162	320	509					
High sales value (\$000's)	(1)	162	320	509	(1)					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	37.1	32.3	40.3	35.0	40.6	94.4	39.3	32.3	40.3	44.3	40.6
Occupancy expenses	14.4	17.8	14.1	8.0	18.0	100.0	14.4	17.8	14.1	8.0	18.0
Depreciation	2.8	4.1	2.4	1.3	3.7	93.5	3.0	5.0	2.5	1.4	3.7
Repairs & maintenance	3.0	2.2	2.0	1.0	6.7	94.3	3.2	2.2	2.0	1.3	6.7
Heat, light & telephone	5.1	6.8	5.9	3.2	4.8	99.9	5.1	6.8	5.9	3.2	4.8
Rent	3.4	4.7	3.9	2.5	2.8	47.6	7.2	13.3	5.9	4.7	7.9
Personnel expenses	33.3	38.5	36.4	27.4	32.0	94.4	35.3	38.5	36.4	34.7	32.0
Financial expenses	3.6	5.7	3.3	2.1	3.5	100.0	3.6	5.7	3.3	2.1	3.5
Interest & bank charges	2.4	3.4	2.1	1.5	2.8	93.9	2.6	3.4	2.2	1.9	2.8
Professional fees	1.1	2.2	1.2	0.6	0.7	97.1	1.2	2.2	1.2	0.6	0.7
Other expenses	13.6	9.0	7.4	28.1	8.5	100.0	13.6	9.0	7.4	28.1	8.5
Profit (loss)	-2.0	-3.3	-1.5	-0.6	-2.5	100.0	-2.0	-3.3	-1.5	-0.6	-2.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises and licensed to serve alcoholic beverages.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	70				
Low sales value (\$000's)	(1)	(1)	162	320	509
High sales value (\$000's)	(1)	162	320	509	(1)
Average (\$000's)					
Assets					
Cash	19	27	14	25	13
Accounts and notes receivable	11	6	1	23	13
Inventory	9	1	6	10	16
Other current assets	6	2	1	13	7
Total current assets	45	36	22	70	49
Fixed assets	169	100	86	74	401
Less: Accum. dep. on fixed assets	70	55	37	30	153
Other assets	19	-	14	35	26
Total assets	164	81	85	148	322
Liabilities and equity					
Current loans	21	11	8	23	41
Other current liabilities	38	9	21	71	44
Total current liabilities	59	20	29	94	85
Mortgages payable	12	-	4	14	26
Long term debt	56	18	29	21	149
Other liabilities	2	2	-	1	4
Total liabilities	129	40	62	130	265
Total equity	35	41	23	18	58

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

See Table 1 for symbols and notes.

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

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	70				
Low sales value (\$000's)	(1)	(1)	183	374	513
High sales value (\$000's)	(1)	183	374	513	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.1	1.6	1.0	1.3	0.7
Leverage ratios					
Debt/equity ratio (times)	-0.6	1.6	0.3	-	-3.6
Interest coverage ratio (times)	2.3	0.6	1.5	8.6	0.6
Debt ratio (times)	0.9	0.5	0.9	1.0	1.0

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41				
Low sales value (\$000's)	(1)	(1)	188	321	513
High sales value (\$000's)	(1)	188	321	513	(1)
Average (\$000's)					
Operating activities					
Cash from operations	2	23	4	-4	-7
Depreciation	13	15	7	10	18
Other	-9	-24	-10	-12	6
Dividends	-16	-9	-1	-	-47
Investment activities					
Disposal of fixed assets	8	2	6	3	21
Purchase of fixed assets	-49	-71	-28	-22	-73
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	49	92	15	19	65
Repayment of long term debt	-31	-30	-7	-12	-66
Loans from shareholders	21	-	14	14	49
Repayment of loans from shareholders	-3	-7	-4	-2	-2
Advances & loans from government	2	-	-	-	6
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-3
Other	3	8	-	-	3
Increase(decrease) in cash & equivalents	-12	-1	-5	-6	-30
Cash & equivalents—Beginning of the year	20	5	11	19	39
Cash & equivalents - End of the year	9	4	6	13	9

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

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

Nova Scotia, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	284	39,912	5,006	19	17
less than 20	220	11,856	1,485	17	12
20 - 99	57	15,840	1,985	2	4
100 - 499	3	6,298	792	-	-
500 and over	4	5,918	744	-	1
1986					
Total	349	51,418	5,591	54	...
less than 20	260	14,941	1,623	36	...
20 - 99	78	22,466	2,440	16	...
100 - 499	6	8,015	874	2	...
500 and over	5	5,996	654	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	62				
Average sales \$	421,570	98,069	211,170	380,596	996,445
Average expense \$	399,635	91,309	195,483	365,176	946,571
Average net profit (loss) \$	21,935	6,760	15,687	15,420	49,874
Businesses reporting a profit (No.)	54				
Average sales \$	426,317	98,733	211,170	381,936	1,013,427
Average expense \$	399,829	91,420	195,483	361,333	951,079
Average net profit \$	26,488	7,313	15,687	20,603	62,348
Businesses reporting a loss (No.)	8				
Average sales \$	443,236	67,311	-	373,271	889,127
Average expense \$	463,481	86,171	-	386,188	918,084
Average net loss \$	-20,245	-18,860	-	-12,917	-28,957
1985					
Number of observations in sample	51				
Average sales \$	370,307	85,722	222,495	410,250	762,759
Average expense \$	358,066	84,254	220,161	391,419	736,428
Average net profit (loss) \$	12,241	1,468	2,334	18,831	26,331
Businesses reporting a profit (No.)	37				
Average sales \$	388,162	110,839	253,768	399,615	788,427
Average expense \$	366,898	101,833	245,703	374,750	745,306
Average net profit \$	21,264	9,006	8,065	24,865	43,121
Businesses reporting a loss (No.)	14				
Average sales \$	345,904	64,717	180,921	486,565	651,413
Average expense \$	366,176	69,553	186,205	511,029	697,916
Average net loss \$	-20,272	-4,836	-5,284	-24,464	-46,503
1986					
Number of observations in sample	124				
Average sales \$	354,337	91,183	203,954	396,291	725,921
Average expense \$	355,709	97,200	196,085	404,321	725,229
Average net profit (loss) \$	-1,372	-6,017	7,869	-8,030	692
Businesses reporting a profit (No.)	85				
Average sales \$	397,814	81,619	207,105	394,667	907,864
Average expense \$	373,373	76,018	192,304	384,621	840,547
Average net profit \$	24,441	5,601	14,801	10,046	67,317
Businesses reporting a loss (No.)	39				
Average sales \$	324,099	98,517	191,745	397,799	608,333
Average expense \$	349,377	113,444	210,735	422,627	650,701
Average net loss \$	-25,278	-14,927	-18,990	-24,828	-42,368

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

See Table 1 for symbols and notes

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

Nova Scotia, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Percent of sales											
Cost of sales	43.9	52.5	48.3	32.9	42.8	97.1	45.2	52.5	48.3	37.1	42.8
Occupancy expenses	14.6	23.4	12.6	14.9	9.2	100.0	14.6	23.4	12.6	14.9	9.2
Depreciation	3.2	8.3	2.2	1.9	1.6	95.1	3.4	9.0	2.3	2.0	1.6
Repairs & maintenance	1.6	3.5	0.4	1.0	1.9	58.1	2.7	4.4	1.7	2.7	1.9
Heat, light & telephone	4.1	8.2	2.6	3.0	3.3	97.6	4.2	8.2	2.6	3.3	3.3
Rent	5.7	3.4	7.4	8.9	2.4	65.4	8.7	8.3	8.6	11.3	5.0
Personnel expenses	29.2	23.0	31.1	31.8	29.8	100.0	29.2	23.0	31.1	31.8	29.8
Financial expenses	4.6	7.6	4.1	2.7	4.4	99.4	4.6	7.6	4.1	2.7	4.5
Interest & bank charges	2.9	5.0	1.6	1.9	3.5	91.7	3.1	5.2	1.7	1.9	4.5
Professional fees	1.7	2.6	2.5	0.8	0.9	76.0	2.2	3.1	2.6	1.7	1.2
Other expenses	12.0	7.1	8.2	20.8	11.4	100.0	12.0	7.1	8.2	20.8	11.4
Profit (loss)	-4.2	-13.6	-4.3	-3.0	2.3	99.1	-4.3	-13.6	-4.3	-3.1	2.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises and not licensed to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	63				
Low sales value (\$000's)	(1)	(1)	96	134	255
High sales value (\$000's)	(1)	96	134	255	(1)
Average (\$000's)					
Assets					
Cash	7	3	6	4	14
Accounts and notes receivable	2	1	-	2	6
Inventory	3	-	2	2	8
Other current assets	1	-	-	1	3
Total current assets	13	5	8	9	30
Fixed assets	56	19	40	42	116
Less: Accum. dep. on fixed assets	22	8	9	23	46
Other assets	8	-	1	4	26
Total assets	55	16	41	33	126
Liabilities and equity					
Current loans	7	4	7	1	16
Other current liabilities	14	2	17	11	25
Total current liabilities	21	6	23	12	41
Mortgages payable	2	-	6	-	2
Long term debt	24	25	12	13	49
Other liabilities	1	-	-	1	2
Total liabilities	48	32	42	25	93
Total equity	7	-16	-1	8	33

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

See Table 1 for symbols and notes.

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

Nova Scotia, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	61				
Low sales value (\$000's)	(1)	(1)	98	214	344
High sales value (\$000's)	(1)	98	214	344	(1)
Average					
Liquidity ratio					
Current ratio (times)	0.9	1.1	1.8	0.7	0.8
Leverage ratios					
Debt/equity ratio (times)	138.5	-13.6	...	87.1	-7.1
Interest coverage ratio (times)	1.5	-4.8	3.7	1.9	7.1
Debt ratio (times)	1.2	1.4	1.1	1.0	1.2

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	(1)	21	219	344
High sales value (\$000's)	(1)	21	219	344	(1)
Average (\$000's)					
Operating activities					
Cash from operations	15	-3	28	-1	9
Depreciation	6	3	2	7	10
Other	-11	4	-17	-7	-7
Dividends	-1	-	-	-	-5
Investment activities					
Disposal of fixed assets	5	-	10	1	1
Purchase of fixed assets	-21	-	-4	-4	-73
Increase in investment	-3	-	-	-	-11
Decrease in investment	-	-	1	-	-
Financing activities					
Increase in long term debt	18	-	2	12	53
Repayment of long term debt	-5	-	-	-11	-9
Loans from shareholders	8	-	7	2	16
Repayment of loans from shareholders	-3	-2	-4	-3	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	2
Increase(decrease) in cash & equivalents	6	1	24	-3	-15
Cash & equivalents-Beginning of the year	12	-	5	5	32
Cash & equivalents - End of the year	18	1	29	2	17

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

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

Nova Scotia, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	151	11,074	1,391	13	23
less than 20	130	5,152	647	9	21
20 - 99	18	5,010	630	4	2
100 - 499	2	X	70	-	-
500 and over	1	X	44	-	-
1986					
Total	203	20,199	2,201	30	...
less than 20	167	6,636	723	24	...
20 - 99	32	10,671	1,164	6	...
100 - 499	3	X	256	-	...
500 and over	1	X	58	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	51				
Average sales \$	223,810	59,447	126,083	190,193	519,515
Average expense \$	214,669	52,848	118,104	191,076	496,648
Average net profit (loss) \$	9,141	6,599	7,979	-883	22,867
Businesses reporting a profit (No.)	40				
Average sales \$	234,592	64,440	116,095	182,072	575,761
Average expense \$	216,986	52,766	100,051	175,447	539,680
Average net profit \$	17,606	11,674	16,044	6,625	36,081
Businesses reporting a loss (No.)	11				
Average sales \$	200,631	50,687	152,064	208,372	391,401
Average expense \$	210,688	52,992	165,064	226,062	398,633
Average net loss \$	-10,057	-2,305	-13,000	-17,690	-7,232
1985					
Number of observations in sample	45				
Average sales \$	172,987	--	--	--	--
Average expense \$	163,735	--	--	--	--
Average net profit (loss) \$	9,252	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	192,245	--	--	--	--
Average expense \$	176,523	--	--	--	--
Average net profit \$	15,722	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	141,864	--	--	--	--
Average expense \$	145,723	--	--	--	--
Average net loss \$	-3,859	--	--	--	--
1986					
Number of observations in sample	138				
Average sales \$	176,046	34,836	84,191	182,168	402,988
Average expense \$	171,414	32,972	83,008	176,744	392,932
Average net profit (loss) \$	4,632	1,864	1,183	5,424	10,056
Businesses reporting a profit (No.)	94				
Average sales \$	169,285	28,281	74,818	167,600	406,442
Average expense \$	157,676	23,635	68,900	154,707	383,460
Average net profit \$	11,609	4,646	5,918	12,893	22,982
Businesses reporting a loss (No.)	44				
Average sales \$	189,144	45,935	96,894	216,131	397,616
Average expense \$	196,674	48,782	102,128	228,122	407,665
Average net loss \$	-7,530	-2,847	-5,234	-11,991	-10,049

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

See Table 1 for symbols and notes

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

Nova Scotia, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	46					
Low sales value (\$000's)	(1)	--	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	40.8	--	--	--	--	100.0	40.8	--	--	--	--
Occupancy expenses	19.9	--	--	--	--	100.0	19.9	--	--	--	--
Depreciation	4.5	--	--	--	--	85.3	5.3	--	--	--	--
Repairs & maintenance	1.9	--	--	--	--	82.9	2.3	--	--	--	--
Heat, light & telephone	4.5	--	--	--	--	98.4	4.6	--	--	--	--
Rent	9.0	--	--	--	--	86.3	10.4	--	--	--	--
Personnel expenses	26.1	--	--	--	--	100.0	26.1	--	--	--	--
Financial expenses	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Interest & bank charges	2.5	--	--	--	--	97.8	2.5	--	--	--	--
Professional fees	0.9	--	--	--	--	96.9	0.9	--	--	--	--
Other expenses	11.1	--	--	--	--	100.0	11.1	--	--	--	--
Profit (loss)	-1.3	--	--	--	--	100.0	-1.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths, and prepared food take-out service (exc. caterers and mobile food services).

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	4	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	2	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	9	--	--	--	--
Fixed assets	44	--	--	--	--
Less: Accum. dep. on fixed assets	11	--	--	--	--
Other assets	13	--	--	--	--
Total assets	55	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	6	--	--	--	--
Total current liabilities	15	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	30	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	45	--	--	--	--
Total equity	10	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Take-Out Food Services (SIC 9213)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	51	155	281
High sales value (\$000's)	(1)	51	155	281	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.3	0.3	2.2	1.6	0.8
Leverage ratios					
Debt/equity ratio (times)	-75.1	26.3	-3.9	-155.8	-170.2
Interest coverage ratio (times)	1.8	-6.6	0.5	11.4	3.7
Debt ratio (times)	1.4	2.6	1.6	0.5	0.9

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	5	--	--	--	--
Other	4	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-16	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	2	--	--	--	--
Repayment of long term debt	-8	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	9	--	--	--	--
Cash & equivalents - End of the year	4	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Take-Out Food Services (SIC 9213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	145	9,765	1,225	20	43
less than 20	130	4,180	524	19	41
20 - 99	12	2,917	366	1	1
100 - 499	3	2,668	335	-	1
500 and over	-	-	-	-	-
1986					
Total	262	14,347	1,561	68	...
less than 20	238	6,523	709	63	...
20 - 99	22	X	732	4	...
100 - 499	2	X	120	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	55				
Average sales \$	132,801	17,934	59,649	117,211	336,408
Average expense \$	126,886	18,209	52,917	111,485	324,932
Average net profit (loss) \$	5,915	-275	6,732	5,726	11,476
Businesses reporting a profit (No.)	46				
Average sales \$	131,519	16,484	60,656	112,529	336,408
Average expense \$	124,098	14,900	51,980	104,580	324,932
Average net profit \$	7,421	1,584	8,676	7,949	11,476
Businesses reporting a loss (No.)	9				
Average sales \$	69,354	20,472	55,735	131,854	-
Average expense \$	71,213	23,999	56,558	133,081	-
Average net loss \$	-1,859	-3,527	-823	-1,227	-
1985					
Number of observations in sample	48				
Average sales \$	173,457	--	--	--	--
Average expense \$	168,386	--	--	--	--
Average net profit (loss) \$	5,071	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	185,621	--	--	--	--
Average expense \$	166,054	--	--	--	--
Average net profit \$	19,567	--	--	--	--
Businesses reporting a loss (No.)	14				
Average sales \$	112,140	--	--	--	--
Average expense \$	136,933	--	--	--	--
Average net loss \$	-24,793	--	--	--	--
1986					
Number of observations in sample	143				
Average sales \$	120,550	30,006	60,930	109,977	281,288
Average expense \$	116,850	30,218	57,554	106,071	273,558
Average net profit (loss) \$	3,700	-212	3,376	3,906	7,730
Businesses reporting a profit (No.)	105				
Average sales \$	118,203	18,120	59,622	112,492	282,578
Average expense \$	108,995	12,676	53,221	100,776	269,305
Average net profit \$	9,208	5,444	6,401	11,716	13,273
Businesses reporting a loss (No.)	38				
Average sales \$	120,961	33,222	64,761	107,345	278,517
Average expense \$	124,880	34,965	70,248	111,613	282,695
Average net loss \$	-3,919	-1,743	-5,487	-4,268	-4,178

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

See Table 1 for symbols and notes

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

Nova Scotia, Taverns, Bars, and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	39										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	36.9	--	--	--	--	92.3	40.0	--	--	--	--
Occupancy expenses	12.5	--	--	--	--	100.0	12.5	--	--	--	--
Depreciation	4.3	--	--	--	--	98.1	4.4	--	--	--	--
Repairs & maintenance	3.6	--	--	--	--	100.0	3.6	--	--	--	--
Heat, light & telephone	3.6	--	--	--	--	97.6	3.7	--	--	--	--
Rent	0.9	--	--	--	--	14.7	6.1	--	--	--	--
Personnel expenses	25.5	--	--	--	--	100.0	25.5	--	--	--	--
Financial expenses	5.5	--	--	--	--	99.7	5.5	--	--	--	--
Interest & bank charges	3.7	--	--	--	--	99.7	3.7	--	--	--	--
Professional fees	1.7	--	--	--	--	96.8	1.8	--	--	--	--
Other expenses	13.8	--	--	--	--	100.0	13.8	--	--	--	--
Profit (loss)	5.9	--	--	--	--	95.7	6.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Taverns, Bars, and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	60	--	--	--	--
Accounts and notes receivable	11	--	--	--	--
Inventory	10	--	--	--	--
Other current assets	23	--	--	--	--
Total current assets	105	--	--	--	--
Fixed assets	464	--	--	--	--
Less: Accum. dep. on fixed assets	247	--	--	--	--
Other assets	57	--	--	--	--
Total assets	379	--	--	--	--
Liabilities and equity					
Current loans	64	--	--	--	--
Other current liabilities	75	--	--	--	--
Total current liabilities	138	--	--	--	--
Mortgages payable	5	--	--	--	--
Long term debt	100	--	--	--	--
Other liabilities	9	--	--	--	--
Total liabilities	253	--	--	--	--
Total equity	127	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Taverns, Bars, and Night Clubs (SIC 9221)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	(1)	346	403	653
High sales value (\$000's)	(1)	346	403	653	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.2	1.3	0.4	0.5	1.7
Leverage ratios					
Debt/equity ratio (times)	26.6	72.3	-26.7	84.5	1.7
Interest coverage ratio (times)	17.1	31.7	1.2	3.8	21.3
Debt ratio (times)	0.8	1.0	1.0	0.9	0.5

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Taverns, Bars, and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	(1)	346	388	699
High sales value (\$000's)	(1)	346	388	699	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	34	53	5	11	49
Depreciation	26	9	24	15	39
Other	-42	-74	-5	12	-67
Dividends	-7	-24	-	-12	-1
Investment activities					
Disposal of fixed assets	19	91	1	-	2
Purchase of fixed assets	-53	-8	-4	-4	-118
Increase in investment	-5	-22	-1	-3	-
Decrease in investment	14	37	33	-	1
Financing activities					
Increase in long term debt	12	7	3	29	11
Repayment of long term debt	-33	-59	-46	-33	-15
Loans from shareholders	24	7	-	5	51
Repayment of loans from shareholders	-5	-2	-	-22	-1
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-1
Decrease in equity	-	-	-	-	-4
Other	-2	-	-	-	-
Increase(decrease) in cash & equivalents	-18	14	11	-2	-55
Cash & equivalents-Beginning of the year	-14	7	-15	5	-32
Cash & equivalents - End of the year	-33	21	-4	4	-87

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Taverns, Bars, and Night Clubs (SIC 9221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	71	6,777	851	7	9
less than 20	57	3,289	413	5	8
20 - 99	14	3,488	438	2	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	107	11,047	1,204	18	...
less than 20	88	5,663	617	13	...
20 - 99	18	X	462	5	...
100 - 499	1	X	125	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Taverns, Bars, and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	25				
Average sales \$	523,865	--	--	--	--
Average expense \$	460,067	--	--	--	--
Average net profit (loss) \$	63,798	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	535,214	--	--	--	--
Average expense \$	465,226	--	--	--	--
Average net profit \$	69,988	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	365,970	--	--	--	--
Average expense \$	372,915	--	--	--	--
Average net loss \$	-6,945	--	--	--	--
1985					
Number of observations in sample	21				
Average sales \$	513,175	--	--	--	--
Average expense \$	470,073	--	--	--	--
Average net profit (loss) \$	43,102	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	513,566	--	--	--	--
Average expense \$	463,414	--	--	--	--
Average net profit \$	50,152	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	362,472	--	--	--	--
Average expense \$	371,448	--	--	--	--
Average net loss \$	-8,976	--	--	--	--
1986					
Number of observations in sample	49				
Average sales \$	491,914	--	--	--	--
Average expense \$	470,240	--	--	--	--
Average net profit (loss) \$	21,674	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	472,330	--	--	--	--
Average expense \$	440,159	--	--	--	--
Average net profit \$	32,171	--	--	--	--
Businesses reporting a loss (No.)	20				
Average sales \$	506,763	--	--	--	--
Average expense \$	539,482	--	--	--	--
Average net loss \$	-32,719	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	5					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	26.9	--	--	--	--	100.0	26.9	--	--	--	--
Depreciation	11.6	--	--	--	--	100.0	11.6	--	--	--	--
Repairs & maintenance	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Heat, light & telephone	10.2	--	--	--	--	100.0	10.2	--	--	--	--
Rent	2.9	--	--	--	--	32.2	9.0	--	--	--	--
Personnel expenses	29.4	--	--	--	--	100.0	29.4	--	--	--	--
Financial expenses	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Professional fees	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Other expenses	31.1	--	--	--	--	100.0	31.1	--	--	--	--
Profit (loss)	7.9	--	--	--	--	93.8	8.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 8712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	1	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	6	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	7	--	--	--	--
Fixed assets	40	--	--	--	--
Less: Accum. dep. on fixed assets	21	--	--	--	--
Other assets	-	--	--	--	--
Total assets	26	--	--	--	--
Liabilities and equity					
Current loans	5	--	--	--	--
Other current liabilities	5	--	--	--	--
Total current liabilities	11	--	--	--	--
Mortgages payable	2	--	--	--	--
Long term debt	21	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	34	--	--	--	--
Total equity	-8	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Beauty Shops (SIC 9712)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.9	--	--	--	--
Interest coverage ratio (times)	1.4	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Beauty Shops (SIC 9712)

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

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

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

Nova Scotia, Beauty Shops (SIC 9712)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	301	8,944	935	62	58
less than 20	294	7,305	764	62	57
20 - 99	4	1,037	108	-	1
100 - 499	2	X	33	-	-
500 and over	1	X	30	-	-
1986					
Total	493	16,441	1,776	100	...
less than 20	471	10,820	1,169	98	...
20 - 99	19	4,780	517	2	...
100 - 499	2	X	55	-	...
500 and over	1	X	35	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	33				
Average sales \$	42.083	--	--	--	--
Average expense \$	32.478	--	--	--	--
Average net profit (loss) \$	9.605	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	40.181	--	--	--	--
Average expense \$	29.517	--	--	--	--
Average net profit \$	10.664	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	168.611	--	--	--	--
Average expense \$	177.056	--	--	--	--
Average net loss \$	-8.445	--	--	--	--
1985					
Number of observations in sample	39				
Average sales \$	36.528	--	--	--	--
Average expense \$	27.343	--	--	--	--
Average net profit (loss) \$	9.185	--	--	--	--
Businesses reporting a profit (No.)	37				
Average sales \$	36.485	--	--	--	--
Average expense \$	26.725	--	--	--	--
Average net profit \$	9.760	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	25.245	--	--	--	--
Average expense \$	25.747	--	--	--	--
Average net loss \$	-5.02	--	--	--	--
1986					
Number of observations in sample	46				
Average sales \$	41.423	--	--	--	--
Average expense \$	32.679	--	--	--	--
Average net profit (loss) \$	8.744	--	--	--	--
Businesses reporting a profit (No.)	44				
Average sales \$	41.615	--	--	--	--
Average expense \$	31.649	--	--	--	--
Average net profit \$	9.966	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	19.964	--	--	--	--
Average expense \$	24.555	--	--	--	--
Average net loss \$	-4.591	--	--	--	--

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

See Table 1 for symbols and notes

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

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	22										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Occupancy expenses	15.0	--	--	--	--	99.6	15.0	--	--	--	--
Depreciation	6.7	--	--	--	--	99.0	6.8	--	--	--	--
Repairs & maintenance	3.0	--	--	--	--	73.8	4.0	--	--	--	--
Heat, light & telephone	3.5	--	--	--	--	76.9	4.6	--	--	--	--
Rent	1.8	--	--	--	--	41.1	4.3	--	--	--	--
Personnel expenses	49.4	--	--	--	--	77.8	63.5	--	--	--	--
Financial expenses	4.1	--	--	--	--	100.0	4.1	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	99.6	2.1	--	--	--	--
Professional fees	1.9	--	--	--	--	97.9	2.0	--	--	--	--
Other expenses	36.8	--	--	--	--	100.0	36.8	--	--	--	--
Profit (loss)	-5.2	--	--	--	--	100.0	-5.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 995 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	3	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	2	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	10	--	--	--	--
Fixed assets	28	--	--	--	--
Less: Accum. dep. on fixed assets	8	--	--	--	--
Other assets	3	--	--	--	--
Total assets	34	--	--	--	--
Liabilities and equity					
Current loans	12	--	--	--	--
Other current liabilities	3	--	--	--	--
Total current liabilities	15	--	--	--	--
Mortgages payable	1	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	4	--	--	--	--
Total liabilities	35	--	--	--	--
Total equity	-	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	13.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-1.5	--	--	--	--
Interest coverage ratio (times)	165.0	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-14	--	--	--	--
Depreciation	22	--	--	--	--
Other	13	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	3	--	--	--	--
Repayment of long term debt	-12	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-1	--	--	--	--
Cash & equivalents-Beginning of the year	-3	--	--	--	--
Cash & equivalents - End of the year	-4	--	--	--	--

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

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

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	147	14,930	1,902	24	27
less than 20	132	4,111	462	23	27
20 - 99	8	2,137	280	-	-
100 - 499	2	X	170	-	-
500 and over	5	X	990	1	-
1986					
Total	238	20,966	2,229	64	...
less than 20	218	6,433	597	58	...
20 - 99	11	2,858	316	3	...
100 - 499	4	1,729	195	2	...
500 and over	5	9,946	1,121	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	48				
Average sales \$	60,784	--	--	--	--
Average expense \$	50,148	--	--	--	--
Average net profit (loss) \$	10,636	--	--	--	--
Businesses reporting a profit (No.)	43				
Average sales \$	61,114	--	--	--	--
Average expense \$	46,666	--	--	--	--
Average net profit \$	14,448	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	166,576	--	--	--	--
Average expense \$	174,888	--	--	--	--
Average net loss \$	-8,312	--	--	--	--
1985					
Number of observations in sample	39				
Average sales \$	77,642	--	--	--	--
Average expense \$	66,590	--	--	--	--
Average net profit (loss) \$	11,052	--	--	--	--
Businesses reporting a profit (No.)	35				
Average sales \$	80,097	--	--	--	--
Average expense \$	66,281	--	--	--	--
Average net profit \$	13,816	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	124,400	--	--	--	--
Average expense \$	128,009	--	--	--	--
Average net loss \$	-3,609	--	--	--	--
1986					
Number of observations in sample	97				
Average sales \$	74,184	11,612	16,442	36,418	232,265
Average expense \$	65,790	4,717	6,531	27,740	224,172
Average net profit (loss) \$	8,394	6,895	9,911	8,678	8,093
Businesses reporting a profit (No.)	79				
Average sales \$	64,504	11,612	16,442	39,727	190,235
Average expense \$	49,799	4,717	6,531	28,746	159,203
Average net profit \$	14,705	6,895	9,911	10,981	31,032
Businesses reporting a loss (No.)	18				
Average sales \$	151,228	-	-	21,158	281,298
Average expense \$	161,535	-	-	23,101	299,968
Average net loss \$	-10,307	-	-	-1,943	-18,670

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

See Table 1 for symbols and notes

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

Nova Scotia, Janitorial Services (SIC 9953)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
	Percent of sales						Percent of sales				
Occupancy expenses	15.2	--	--	--	--	99.4	15.3	--	--	--	--
Depreciation	6.9	--	--	--	--	94.8	7.3	--	--	--	--
Repairs & maintenance	3.0	--	--	--	--	66.8	4.5	--	--	--	--
Heat, light & telephone	3.9	--	--	--	--	70.2	5.6	--	--	--	--
Rent	1.4	--	--	--	--	29.4	4.7	--	--	--	--
Personnel expenses	47.7	--	--	--	--	73.2	65.1	--	--	--	--
Financial expenses	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	99.4	2.1	--	--	--	--
Professional fees	2.1	--	--	--	--	94.2	2.2	--	--	--	--
Other expenses	40.8	--	--	--	--	100.0	40.8	--	--	--	--
Profit (loss)	-7.9	--	--	--	--	100.0	-7.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as car service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance sheet profile for 1986

Nova Scotia, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	3	--	--	--	--
Accounts and notes receivable	3	--	--	--	--
Inventory	2	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	8	--	--	--	--
Fixed assets	18	--	--	--	--
Less: Accum. dep. on fixed assets	5	--	--	--	--
Other assets	2	--	--	--	--
Total assets	23	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	3	--	--	--	--
Total current liabilities	12	--	--	--	--
Mortgages payable	1	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	4	--	--	--	--
Total liabilities	21	--	--	--	--
Total equity	1	--	--	--	--

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

See Table 1 for symbols and notes.

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

Nova Scotia, Janitorial Services (SIC 9953)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	30.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-2.5	--	--	--	--
Interest coverage ratio (times)	17.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Nova Scotia, Janitorial Services (SIC 9953)

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

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

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

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	147	14,930	1,902	24	27
less than 20	132	4,111	462	23	27
20 - 99	8	2,137	280	-	-
100 - 499	2	X	170	-	-
500 and over	5	X	990	1	-
1986					
Total	238	20,966	2,229	64	...
less than 20	218	6,433	597	58	...
20 - 99	11	2,858	316	3	...
100 - 499	4	1,729	195	2	...
500 and over	5	9,946	1,121	1	...

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

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

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

See Table 1 for symbols and notes.

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

Nova Scotia, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	17				
Average sales \$	48,821	--	--	--	--
Average expense \$	41,832	--	--	--	--
Average net profit (loss) \$	6,989	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	41,076	--	--	--	--
Average expense \$	33,138	--	--	--	--
Average net profit \$	7,938	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	345,266	--	--	--	--
Average expense \$	355,266	--	--	--	--
Average net loss \$	-10,000	--	--	--	--
1985					
Number of observations in sample	25				
Average sales \$	81,157	--	--	--	--
Average expense \$	69,825	--	--	--	--
Average net profit (loss) \$	11,332	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	92,523	--	--	--	--
Average expense \$	78,047	--	--	--	--
Average net profit \$	14,476	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	87,500	--	--	--	--
Average expense \$	89,500	--	--	--	--
Average net loss \$	-2,000	--	--	--	--
1986					
Number of observations in sample	61				
Average sales \$	50,223	10,671	13,619	18,996	157,607
Average expense \$	40,949	5,367	3,905	6,689	147,835
Average net profit (loss) \$	9,274	5,304	9,714	12,307	9,772
Businesses reporting a profit (No.)	48				
Average sales \$	38,748	10,671	13,619	18,700	112,003
Average expense \$	26,684	5,367	3,905	5,812	91,652
Average net profit \$	12,064	5,304	9,714	12,888	20,351
Businesses reporting a loss (No.)	13				
Average sales \$	123,844	-	-	26,468	221,220
Average expense \$	127,503	-	-	28,799	226,206
Average net loss \$	-3,659	-	-	-2,331	-4,986

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

See Table 1 for symbols and notes

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

Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	5										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	11.7	--	--	--	--	12.4	94.4	--	--	--	--
Occupancy expenses	19.6	--	--	--	--	100.0	19.6	--	--	--	--
Depreciation	2.7	--	--	--	--	100.0	2.7	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	90.0	0.3	--	--	--	--
Heat, light & telephone	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Rent	7.6	--	--	--	--	100.0	7.6	--	--	--	--
Personnel expenses	65.5	--	--	--	--	100.0	65.5	--	--	--	--
Financial expenses	28.6	--	--	--	--	100.0	28.6	--	--	--	--
Interest & bank charges	5.5	--	--	--	--	94.6	5.8	--	--	--	--
Professional fees	23.1	--	--	--	--	100.0	23.1	--	--	--	--
Other expenses	49.8	--	--	--	--	100.0	49.8	--	--	--	--
Profit (loss)	-75.1	--	--	--	--	100.0	-75.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments.

TABLE 2. Balance sheet profile for 1986
Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	29	--	--	--	--
Accounts and notes receivable	64	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	9	--	--	--	--
Total current assets	101	--	--	--	--
Fixed assets	29	--	--	--	--
Less: Accum. dep. on fixed assets	11	--	--	--	--
Other assets	36	--	--	--	--
Total assets	155	--	--	--	--
Liabilities and equity					
Current loans	27	--	--	--	--
Other current liabilities	74	--	--	--	--
Total current liabilities	101	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	106	--	--	--	--
Total equity	50	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	21.7	--	--	--	--
Interest coverage ratio (times)	-12.0	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-53	--	--	--	--
Depreciation	6	--	--	--	--
Other	43	--	--	--	--
Dividends	-9	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	9	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	22	--	--	--	--
Decrease in equity	-18	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-15	--	--	--	--
Cash & equivalents-Beginning of the year	33	--	--	--	--
Cash & equivalents - End of the year	18	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Nova Scotia, Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	30	2,240	186	3	8
less than 20	24	1,290	109	3	6
20 - 99	4	X	60	-	1
100 - 499	-	-	-	-	1
500 and over	2	X	17	-	-
1986					
Total	48	4,501	271	5	...
less than 20	38	1,656	102	5	...
20 - 99	7	2,275	139	-	...
100 - 499	1	X	10	-	...
500 and over	2	X	20	-	...

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

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

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

See Table 1 for symbols and notes.

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TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	3				
Average sales \$	470,483	--	--	--	--
Average expense \$	464,341	--	--	--	--
Average net profit (loss) \$	6,142	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	153,133	--	--	--	--
Average expense \$	132,849	--	--	--	--
Average net profit \$	20,284	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	787,832	--	--	--	--
Average expense \$	795,832	--	--	--	--
Average net loss \$	-8,000	--	--	--	--
1985					
Number of observations in sample	5				
Average sales \$	169,480	--	--	--	--
Average expense \$	153,388	--	--	--	--
Average net profit (loss) \$	16,092	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	169,480	--	--	--	--
Average expense \$	153,388	--	--	--	--
Average net profit \$	16,092	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	198,748	--	--	--	--
Average expense \$	208,055	--	--	--	--
Average net profit (loss) \$	-9,307	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	296,030	--	--	--	--
Average expense \$	280,336	--	--	--	--
Average net profit \$	15,694	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	173,289	--	--	--	--
Average expense \$	199,735	--	--	--	--
Average net loss \$	-26,446	--	--	--	--

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

See Table 1 for symbols and notes