

## INTRODUCIION AND DATA SOURCES

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

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

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

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

## METHODOLOGY

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

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

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

## DATA LIMITATIONS

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

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

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

## STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

The SIC for each industry is described at the bottom of table 1 .

Logging Industry ..... 0411
Service Industries Incidental to Crude Petroleum and Natural Gas ..... 0910
Services Industries Incidental to Mining ..... 0920
Women's Clothing Industries ..... 2440
Sawmill, Planning Mill \& Shingle Mill Products Industrics ..... 2510
Houschold Furniture Industries ..... 2610
Commercial Pinting Industries ..... 2810
Platernaking. Typesetting \& Bindery Industry ..... 2820
Publishing Industrics ..... 2830
Omamental and Architectural Metal Products Industries ..... 3030
Stamped. Pressed and Coated Metal Products Indusuries ..... 3040
Hardware, Tool and Cutlety Industrics ..... 3060
Machine Shop Industry ..... 3081
Single Family Housing ..... 4011
Residential Renovation ..... 4013
Excavating and Grading ..... 4214
Other Site Work ..... 4219
Concrete Pouring and Finishing ..... 4224
Masonry Work ..... 4231
Siding Work ..... 4232
Plumbing ..... 4241
Wet Heating and Air Conditioning Work ..... 4243
Electrical Work ..... 4261
Drywall Work ..... 4272
Finish Carpentry ..... 4274
Painting and Docorating Work ..... 4275
Omamental and Miscellaneous Fabricated Metal Installation ..... 4292
Land Developers ..... 4491
Truck Transport Industries ..... 4560
General Freight Trucking Industry ..... 4561
Dry Bulk Materials Trucking Industry ..... 4564
Forest Producs Trucking Industry ..... 4565
School Bus Operations Industry ..... 4573
Taxicab Industry ..... 4581
Posial Service Industry ..... 4841
Courier Service Industry ..... 4842
-Wholesale Peuoleum Products ..... 5111
Wholesale Food ..... 5210
Wholesale Apparel ..... 5310
Wholesale Motor Vehicle Pars and Accessorics ..... 5520
Wholesale Plumbing. Heating, Air Conditioning Equipment and Supplies ..... 5622
Wholesale Lumber and Building Materials ..... 5630
Wholesale Farm Machinery, Equipment and Supplies ..... 5711
Wholesale Industrial Machinery Equipment and Supplies ..... 5731
Wholesale Waste Matcrials ..... 5910
Wholesale General Merchandise ..... 5980
Food (Groceries) Stores ..... 6011
Food (Specialty) Stores ..... 6012
Prescription Drugs and Patent Medicine Siores ..... 6030
Phamacies ..... 6031
Men's Clothing Stores ..... 6121
Women's Clothing Stores ..... 6131
Clothing Stores n.e.c. ..... 6141
Fabric and Yarn Stores ..... 6151
Mouschold Furniture Stores ..... 6210
Fumbiture, Refinishing and Repair Shop ..... 6213
Appliance, Television, Radio and Stereo Stores ..... 6220
Appliance, Television, Radio and Stereo Stores ..... 6221
Television Radio and Stereo Stores ..... 6222
Appliance, Television, Radio and Stereo Repair Shops ..... 6223
Automobile (New) Dealers ..... 6311

Automobile (Used) Dealers ..... 6312
Gasoline Service Stations ..... 6331
Tirc, liathey l'arts and Accessorics Stores ..... 63.42
Garages (Gencral Kepairs) ..... 6351
Paint and Hody Kepair Shops ..... 6352
Gencral Stores ..... 6.412
Other General Mexchandise Stores ..... 6413
Florist Shops ..... 6521
Hardware Stores ..... 6531
Sporting Goods Stores ..... 6541
Musical Instrument and Record Stores ..... 6550
Jewellery Stores ..... 6561
Toy, Hobby Novelry and Souvenir Stores ..... 6580
Gift Novelly and Souvenis Stores ..... 6582
Second-Hand Merchandise Stores, n.e.c. ..... 6591
Vending Machine Operators ..... 6911
Direct Selicrs ..... 6921
Operators of Buildings and Dwellings ..... 7510
Operators of Residential Buildings and Du'ellings ..... 7511
Operators of Non-Residential Buildings ..... 7512
Insurance and Real Estate Agencies ..... 7611
Computer Services ..... 7721
Advertising Agencies ..... 7741
Management Consulting Services ..... 7771
Hotels and Motor Hotels ..... 9111
Motels ..... 9112
Licensed Restaurants ..... 9211
Unlicensed Restaurants (Including Drive-Ins) ..... 9212
Take-Out Food Services ..... 9213
Catcters ..... 9214
Tavems, Bars and Night Clubs ..... 9221
Entertainment Production Companies and Artists ..... 9631
Sports and Recreation Clubs and Services ..... 9650
Barber Shops ..... 9711
Beauty Shops ..... 9712
Combination Barber and Beauty Shops ..... 9713
Laundry and Cleaners ..... 9720
Power Laundries and/or Dry Cleaners ..... 9721
Self-Scrve Laundries and/or Dry Cleaners ..... 9723
Industrial Machincry and Equipment Rental and Leasing ..... 9911
Audio-Visual Equipment Rental \& Leasing ..... 9912
Automobile and Truck Rental and Leasing Services ..... 9921
Photographers ..... 9931
Welding ..... 9942
Services to Buildings and Dwellings ..... 9950
Janitorial Services ..... 9953
Ticket and Travel Agencies ..... 9961

TABLE 6. Selected operating charscteristics of small businesses by sales quertile, 1985-1987
Nove Seotis, Residential Renovation (SIC 4013)

|  | $\begin{array}{rrrl}\text { Total } \\ & \text { Bottom } \\ & 25 \% & \text { Lower } & \text { Uidde } 25 \%\end{array}$ |
| :---: | :---: |

1985

| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 95 \\ 148.069 \\ 141.960 \\ 6.109 \end{array}$ | $\begin{array}{r} 47.325 \\ 40.513 \\ 6.813 \end{array}$ | $\begin{array}{r} 78.537 \\ 73.238 \\ 5.299 \end{array}$ | $\begin{array}{r} 109.496 \\ 110.421 \\ -925 \end{array}$ | $\begin{array}{r} 356.915 \\ 343.667 \\ 13.248 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buginesses reporting aprofit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profits | 69 148.303 134.466 13.837 | 45.165 35.658 9.507 | $\begin{aligned} & 71.541 \\ & 57.578 \\ & 14.063 \end{aligned}$ | $\begin{array}{r} 109.786 \\ 102.718 \\ 7.058 \end{array}$ | $\begin{array}{r} 366.621 \\ 349.909 \\ 24.712 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales $\$$ <br> Average exdense \$ <br> Average net lass \$ | 25 148.738 154,715 -5.977 | $\begin{aligned} & 55.108 \\ & 57.999 \\ & -2.891 \end{aligned}$ | $\begin{aligned} & 89.000 \\ & 97.000 \\ & -8.000 \end{aligned}$ | $\begin{array}{r} 109.233 \\ 117.424 \\ -8.191 \end{array}$ | $\begin{array}{r} 341.612 \\ 346.437 \\ -4.825 \end{array}$ |



1987

| Mumber of observations in sample <br> Average salos $\$$ <br> Aversge expense $\$$ <br> Average net profit (loss) \$ | 56 154.555 143.151 11.495 | 36.240 28.142 8.098 | $\begin{array}{r} 66.733 \\ 59.370 \\ 7.363 \end{array}$ | $\begin{array}{r} 119.884 \\ 106.641 \\ 13.243 \end{array}$ | $\begin{array}{r} 395,767 \\ 378,489 \\ 17.278 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 44 |  |  |  |  |
| Average sales | 159,848 | 36.476 | 63,587 | 119.556 | 419.672 |
| Average expense ${ }^{\text {a }}$ | 144,299 | 27.663 | 53.856 | 102.004 | 393.671 |
| Average net protit \$ | 15,549 | 8.813 | 9.831 | 17.552 | 26.001 |
| Businesses reporting lose (Mo.) | 136.301 |  |  |  |  |
| Average soles $\$$ | 136.301 | 33.407 | 80.032 | 121.582 | 310,182 |
| Average expense \$ | 143.021 | 33.866 | 83.438 -3.406 | 130.645 | 324.136 |
| Average net loss \$ | -6.720 | -459 | -3.406 | -9.063 | -13,954 |

111 These estimetes are based on sample of Dusinesses reporting sales betwean $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$
See Table for symbols and notes

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

|  | Totali] | $\begin{array}{r} 80+t 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | UpDE! $\text { middle } 25^{\circ}$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo. <br> Low sales value ( $\$ 000$ 'si <br> High sales value ( $\$ 000$ 's) | $(1)^{8}$ | -- | -- | -- | -- |
|  |  |  | Average $1 \$ 00$ |  |  |
| Operating ectivities Cash from operations Depreciation Other | 5 3 -8 | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed essets <br> Purchase of fixed assets <br> Increse in investment <br> Decrease in investment | - | -- | -- | -- | -- |
| Finencing activities <br> Increase in long term debt <br> Repaymen: of long term debt <br> Loans 1 iom shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Inciesse in equity <br> Deciesse in equity <br> Other | $\begin{array}{r} 9 \\ -1 \\ 7 \\ -1 \\ -1 \end{array}$ | - - - - -- -- | $\begin{array}{r}-- \\ - \\ - \\ - \\ - \\ - \\ \hline\end{array}$ | - - - - - - | - <br> - <br> - <br> - <br> - <br> -- |
| Incresse(decrese) in cesh \& equivelents Cash equivalents-Beginning of the yeap Cash equivalents - End of the yeer | -4 | -- | -- | -- | -- |

(11) These esqimates are based on a sample of incorporated businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$. Semple count inctudes only those businesses reporiing sitement of changes
see iable 1 for symbols and notes.

TABLE 5. Employment changes by fize of business, 1984-1987 based on Sic ciassification in ige7
Nove Scotis. Residentlel Bullding and Development (SIC 401)


(11) Averspe labour units are calculored by dividing total payroll by the average annusl wage and salary rate as feported in the

Survey of Employment. Payroll and Hours. Statistics Canada, Catalogue $72-002$. An average labour unit could be interpreted as a
fuli-time amployee. Wote that the business size groups used are defermined at the canado level. Thus if a business has at least
500 mployees in Canada as whole Dut less thar thbi number in eny given province it is shown in the 500 and over group
121 Refers 10 businesses reporting no paypoll deductions in the previous yesr.
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly repor"ing" and "no longer reporting" Dusingses are assumed to have been in bcivity for six months and the informalion is adjusted accordingly

See table ifor symbols and notes.

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Nove Scotia, Excoveting and Grading (SIC 4214)

|  | Total(1) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | Lower $\text { mode } 25 \%$ | Upper $\text { middle } 25 \text { \% }$ | TOP |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $9000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 50 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 74 \end{aligned}$ | $\begin{array}{r} 74 \\ 253 \end{array}$ | $25 \%$ 563 | 563 $(1)$ |
|  | Average (8000's |  |  |  |  |
| Assets - |  |  |  |  |  |
|  |  |  |  |  |  |
| Accounts and notes receivable | 46 | 4 | 13 | 40 | 121 |
| Inventory | , | - | - | - | - |
| Other current assets | 34 | 3 | 10 | 57 | 61 |
| Total current assets | 80 | 8 | 23 | 96 | 181 |
| Fixed ussels | 146 | 23 | 85 | 174 | 281 |
|  | - | - | - | 5 | 10 |
| Other assets | 6 | - | 8 | 5 | 10 |
| Totel sesets | 232 | 30 | 118 | 275 | 472 |
|  |  |  |  |  |  |
| Current loans liabilities | 20 68 | 14 | 21 29 | 62 | 160 |
| Total current lisbilities | 88 | 18 | 50 | 86 | 186 |
| Mortooges payable | - | - | - | - | - |
| long term debi | 12 | 3 | 20 | 8 | 29 |
| Other liobilities | 65 | 28 | 36 | 87 | 105 |
| Totel liabilities | 165 | 49 | 105 | 176 | 311 |
| Total equity | 67 | -19 | 10 | 95 | 161 |

11 inese estimates are based on sample of businsses paporting sales detwen $\$ 23,000$ and $82.000,000$
See table, for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Move Scotia. Exceveting and Grading (SIE 4214)

|  | Topal(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upoet $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in samole (No.) Low sales value ( $\$ 000$ s) Migh sales value ( $\$ 000$ s) | $\begin{array}{r} 50 \\ (1) \\ (1) \end{array}$ | 111 | 74 253 | 253 583 | 563 $11)$ |
|  | Averege |  |  |  |  |
| Liquidiey retio Currant ratio (times) | 0.9 | 0.4 | 0.5 | 1.1 | 1.0 |
| Leverage ratios <br> Debtleouity ietio (times) <br> Interest coverage ratio (times) <br> Detbe rotio (times) | 2.5 3.8 0.7 | -2.6 1.4 1.6 | $\begin{array}{r} 10.6 \\ 1.3 \\ 0.9 \end{array}$ | 1.8 5.9 0.6 | 1.9 4.4 0.7 |

[^0]See iable i for symols and notes.

## Definitions:

1. lionidity retio:

Current = current assets / curtent liabilities
2. Leverse ritios:
ol Detirequity $=$ toa $a l$ liabiliics / equiiy
bl Debt raico = total liabilities /otal assets
c) interest coverage z net profit interest expense / inierest axpense

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotiv. Excavating and Grading (SIE 4214)


## Symol:

zero or no observations
-. too small too be expressed
... not apolicable
$\times$ confidentiol

## footnotes

\{1) These estimntes ere Desed on sample of businesses reporting sales betwen $\mathbf{2 5}, 000$ and $\$ 2,000.000$ Totai weighed expenditure on given item

(3) Yalue in mach cell $=\frac{\text { lotal weighted expenditure on given iten }}{\text { Total weighted sales of businesses poporting this item of expenditupa }}$ fortile.

> Ihis portion of the tsole oertains only to the ousinesses poporting the specilic expense itom. Therefore these rotios ere celculoted individuelly and the sotal will not necesserily equel 100 z .

## Wptes

Oeta are shown by quartiies when at least 13 of the sampled businesses report the specific item
品ecords were ranked in ascending order eccording to sales siz. Esch quarzile (i. e. bottom 25\%. Iower midde 25\%, etc.) represents one querter of the total numoer of Dusingsess. Within esch quertile. the overage ratio is presented. for comperison purposes. the high and low values of seles or shown.

## How to use the setics

III Locete the eppropriate neles range that is displayed on the two lines entirled low sales velue and migh seles veluse
(2) The selected renge will indicate the proper quertiie. i. the bottom 25\%, the lower middle 25\%. the upper middle 25\% or the top $25 \%$.
(3) Deta perteining to the sulected seles site renge will be in thot quertile.

## Stenderd Industrisi Classificution Definition (SIC 18s0):

SIC 4214 - Exceveting and Greding Contrectors
Businesses primarily engeged in construction site excavating and grading. Included are businesses engaged in construction site blasting construction site drainage. consiruction site excavating. construction site grading. consiruction site land breaking and clearing. construction site rock removal and construction site trenching.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nova Scotia. Excaveting and Grading (SIt 4214)

|  | Total(1) | $\begin{gathered} \text { Bottom } \\ 25^{\circ} \end{gathered}$ | Lower middle $25^{\circ}$ | UpDe midale 25: | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ | 211.874 | 38.378 | 67.172 | 145.450 | 595.495 |
| Average expense $s$ | 196.100 | 29.811 | 61.841 | 148.502 | 544.245 |
| Average net Drolit (loss) | 15,774 | 8.56 ? | 5.331 | $-3.052$ | 52.250 |
| Businessen reporting profit (Mo.) |  |  |  |  |  |
| Average sales ${ }^{\text {d }}$ ( | 219.014 | 38.443 | 71.868 | 158,463 | 607.283 |
| Average expense \$ | 199.429 | 28.952 | 58.516 | 135.119 | 539.127 |
| Average net profit | 27.585 | 9.491 | 13.352 | 13.344 | 68.156 |
| Businesses reporting loss (No.) | 41 |  |  |  |  |
| Aversge sales ${ }^{\text {a }}$ | 191.448 | 37.339 | 56.172 69.631 | $\begin{aligned} & 129.884 \\ & 159.727 \end{aligned}$ | 542.396 |
| Average expense Average net loss | 210.739 -19.291 | 43.683 -6.344 | 69.631 -13.459 | 159.727 -29.843 | 569.913 -27.517 |

1985


1987

111 These estimetes are besed on semple of businesses reporting soles betwem $\$ 25.000$ and $\$ 2.000 .000$
Set Table i for symbols and notes

TABLE 4. Statement of changes in financial position for incorporated busimesses only. 1987
Move Scotle, Excovoting and Grading (SIC 4214)

 oniy those Dusinesses reporting a stement of changes


TABLE 5. Enployment changes by size of business. 1984-1987 besed on SIC ciassification in ig87
Nove Scotiv, Exceveting and Grading (SIC 4214)
Business size expressed in
overage labour units(1)

[^1]TABLE 2. Balance sheet profile for incorported businesses only. 1987
Nova Scotia. Dther Site Work (SIC 4219)

(1) Tnese estimates are besed on sompl of businesses reporiing seles beiween $\mathbf{5 2 5 , 0 0 0}$ and 82.000 .000 .

See istel for symbols eno notes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Nove Scolle, Oiher site Work (Sic 4219)

| Bottom | Lower | Upper | Too |
| ---: | ---: | ---: | ---: |
| $25 \%$ | middl $25 \%$ | $25 \%$ |  |


(1) The patios represent the average of petios for each business in the group and cannot be calculated from the figures ghom in ioble 2 .
(2) These estimetes ore besed on sample of businesses reporting sales detween $\$ 25,000$ eno $\$ 2,000,000$

Se isble ifor symols and notes.

Definitions:

1. Liquidity petio:

Cuppent = curpont asseis / curfent liabilities.
2. Leversep petios:

Debs/equity = sotal liabilities / equity.
D) Debt patio z total liabilities / oisl assets
c) Irterest coverage $=$ ner profit * interes: expense / interest expense

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotis, Other Site Work (Sic 4219)

|  | Total(1) |  | Bottom 25\% |  | Lowe r$\text { midde } 25 \%$ |  | Under$\text { middie } 25 \%$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25 . \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low saies value ( 5000 's) High sales value $(\$ 000$ s) |  | $\left.\begin{array}{l} 23 \\ (1) \\ 11 \end{array}\right)$ |  | -- |  | - |  |  |  |  | -- |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3) |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd Ie } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Hooer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tote 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ |  |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sules | 24.9 | -- | -- | -- | -- | 70.8 | 35.2 | - | - | -- |  |
| Oecupancy expenses | 8.5 | - | - | - | -- | 100.0 | 8.5 | -- | - | - |  |
| Depreciation | 4.7 | -- | - | -- | -- | 84.8 | 5.5 | -- | -- | -- |  |
| Repairs 8 maintenance | 1.5 | -- | -- | -- | -- | 59.4 | 2.6 | -- | -- | - |  |
| Heat. light \& ielephone | 1.1 | -- | -- | -- | -- | 75.3 52.0 | 1.4 2.3 | -- | -- | -- |  |
| Rent | 1.2 | -- | -- | -- | -- | 52.0 | 2.3 | -- | -- | -- |  |
| Personnel expenses | 23.6 | - | -- | -- | -- | 89.8 | 26.3 | -- | -- | -- |  |
| Finencial expenses | 3.2 | - | -- | -- | - | 24.9 | 3.3 | - | - | -- |  |
| Interest \& bank charges | 2.4 0.8 | -- | -- | -- | -- | 91.6 58.9 | 2.6 | -- | -- | -- |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 30.0 | - | -- | -- | -* | 100.0 | 30.0 | -- | -- | =- |  |
| Profit (loss) | 5.8 | - | =- | -- | = | 85.7 | 10.9 | -* | -- | = |  |
| Tot: 1 | 100.0 | -- | -- | -- | -- | 100.0 | .... | -- | -- | -- |  |

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zero of ho observations

- 100 smal! too be expressed
not applicoble
* confidenticl


## Footnotes

(1) These estimates or besed on senole of businesses repopting sel es between 325.000 and 22.000 .000 . Tosal weighted expenditure on a given item
(2) Yalut in each cull = $\quad$ Toisl weighied sales of ell businesses in the sample. for fach quartile.
(3) Value in esch cell $=\frac{\text { Total weighted expenditupe on given item }}{\text { Total weighted sties of businesses reporting this item of expenditure }}$ loo esh guertile

This portion of the table pertains only to the businesses reporting the specific mpense item. Therefore thest retios ere culated individually and the totsl will not necessarily nequi 100 z

## Motes

Data ar shown by quarqilas wher at inest 13 of the sampled businesses report the specific itam
Records whe panked im ascending order sceording to soles size. Esch quertile (i. . Dottom 25\%. lower midole 25\%, Etc. 1 represents one querter of the totel number of businesses. Within ach quartile, the everage retio is presented. for comperison purposet, the high and low vilues of siles ore shown

## How to use the tebles

(1) locet the oppropitete siles renpe that is displayed on the two lines entitled kiow sales vilue" end migh seles velue"
\{2) The seleced range will indicete the proper quartile. i. the bottom 25z. the lower nidde 25\%. the upper midde 25\% or the 100 25\%
(3) Deto pertaming so the sulected sules wize range will be in thet quertile

## Stender Industris| Clatsificetion Definition ISIC Isse):

S1C 6219 - Other Site Mork
businesses primari y engaged in site work not elsewhere classified. Included in this industry are businesses primarily engaged


TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Nova Scotis, Other Site work (SIC 4219)

|  | Total11) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lowe t $\text { middle } 25 \%$ | UDOe! midde 25 : | 700 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 34 |  |  |  |  |
| Average sales | 196.493 | -- | -- | -- | -- |
| average expense $\$$ | 179,610 | -- | - | -- | .- |
| Averape net profit (loss) \$ | 18.883 | -- | -- | -- | -- |
| Quainessea reporting profit (Mo.) | 205. 25 |  |  |  |  |
| Average soles $\$$ | 206.115 | -- | -- | -- | -- |
| Average expense 5 | 181.037 | - | -- | -- | -- |
| Average net Diofit \$ | 25.078 | -- | -- | -- | -- |
| Businesses reporting less (Mo.) | 9 |  |  |  |  |
| Averoge salos \$ | 135.222 | -- | -- | -- | -- |
| Average expenses | 142.138 | -- | -- | -. | -- |
| Average net ioss \$ | -6.916 | -- | -- | -- | -- |

1986

| Number of observitions in sample | 42 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 374.730 | -- | -. | -- | -- |
| Average expense \$ | 352.565 | -- |  |  |  |
| Average net drofit (loss) \$ | 22.165 | -- | - | -- | -- |
| Businesses reporting eprofit (Mo.) | 32 |  |  |  |  |
| Average soles \$ | 356.116 | -- | -- |  |  |
| Average expense ${ }^{\text {s }}$ | 320.275 | -- | -- | -- |  |
| Averoge net drafit \$ | 35,841 | -- | - | -- | -- |
| Susinesest reporting lass (Mo.) | 10 |  |  |  |  |
| Avorage sales 5 | 421.666 | -- | -- | -- | -- |
| Averse expense \$ | 426.909 | -- |  |  |  |
| Averege net loss 5 | $-5.243$ | -- | -- | -- | -- |

1987
Mumber of observetions in semple
Average seles $\$$
Average expense $\$$
Average net profi (loss) $\$$


[^2]TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987
Nove Scotis, Other site Work (SIC 4219)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { lower } \\ \text { middle } 25 \text { : } \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { To: } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 00 C^{\prime}$ s) H : gh sales value ( $\$ 000^{\prime}$ 's) | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | verage (\$000̂ |  |  |
| Operating activities Cash from oderstions Deprecistion Other | $x$ <br> $\times$ <br> $\times$ | -- | -- | -- | -- |
| Oividends | $\times$ | - | - | -- | -- |
| Investent ectivities <br> Dispossl of fixed ssesets <br> Purchase of fixed assets <br> incresee in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Ldvances 8 loans from government <br> Inciease in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - - - - - - - | - <br> - <br> - <br> - <br> - <br> - |
| Increseldecrese) in cash o equivalents Cash equivelents-8eginning of the yeer Cash sequivelents - End of the yeer | $x$ $\chi$ $\chi$ $\chi$ | -- | -- | -- | -- |

 only those ousinesses peporting sistement of changes.
Sen ipoli 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC clissificetion in 1987
Nove Scotia. Other Site Work (Sic 4219)


[^3]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotia, Concrete Pouring efinishing (SIC 4224)

|  | Total(1) | Bottom 25\% | Lower $\text { midde } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 4. sinesses ir samole (No.) sales value (\$000's) sales vaive ( $\$ 0000^{\prime} \mathrm{s}$ ) | 25 11 $11)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 6 |  |  | -- |  |
| Accounts and notes receivable Inventory | 60 | -- | -- | - | -- |
| Other current assets | 84 | -- | -- | -- | -- |
| Total current assets | 144 | -- | -- | -- | -- |
| Fixed assets | 81 | -- | -- | - | -- |
| Less: Accum. dep. on fixed assets | - | -- | - -- | - | -- |
| Other assets | 29 | -- | -- | - | -- |
| Totel sssets | 254 | - | - | =- | -- |
| Liabllities and equity |  |  |  |  |  |
| Current loans | 17 | -- | -- | -- | -- |
| Other current liabilities | 86 103 | - | -- | -- |  |
| Total current liabilitios Mortgages payable | 103 | -- | -- | -- | -- |
| Long term debt | 11 | -- | -- | -- | -- |
| Dther liabilities | 34 | -- | -- | -- | -- |
| Total limbilities | 148 | -- | - | -- | -- |
| Total equity | 106 | - | -- | -- | -- |

(1) These es:imetes based on sample of businesses repopting seles detween $\$ 25,000$ and $\$ 2,000,000$

See iable 1 for symbots and notes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Nova Scotim, Eoncrete Pouring : Finlshing (Sic 4224)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | UDPE middle 25\% | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000{ }^{\prime}$ s) | 25 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (times) | 1.4 | -- | -- | -- | -- |
| Leverage ratios <br> Debi/equity ratio (times) <br> Interest coverage ratio (times) <br> Debs ratio (times) | $\begin{aligned} & 1.4 \\ & 6.8 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everage of ratios for each business in the group ond connot be calculated from the figur shown in toble 2

121 These estimetes or besed on semple businesses reporing sales between $\mathbf{3 5}, 000$ and $\$ 2.000,000$.
See teble 1 for symbols and notes.

## merinitions:

1. Liquidity fotio:

Curpent = current assets / current liabilities.
2. Leverage retios:
*) Deterequity F total liabilities / equify
b) Debi ratio = total liabilities/ toial asseis
c) Interest coverage a fet profit - interest expense / incerest expense

TABLE 1. Selected operteting ratios. in percent of sales, 1987
Nove Scotla, Concrete Pouring \& Finishing (Sic 4224)

|  | Total (1) |  | Bot tom 25\% |  | Lower middle 25\% |  | Upper$\text { middle } 25^{\circ}$ |  |  | $\begin{aligned} & \text { Tos } \\ & 25: \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value i\$000's High sales value (\$000's) | $\left.\begin{array}{l} 37 \\ (1) \\ 1 \end{array}\right)$ |  | -- |  |  | -- |  | -- |  |  | -- |  |
|  | Industry average (2) |  |  |  | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onty ( 3 ) |  |  |  |  |  |
| Selected expense item | Total | $\begin{array}{r} \text { Bot40m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ |  |  | Tot 1 | Bottom 25\% | UpDer midde 25\% |  |  | Tod |
|  | Percent of salas |  |  |  |  |  | Percent of sales |  |  |  |  |  |
| Cost of sales | 30.2 | -- | -- | -- | - | 12.4 | 36.7 | -- | -- | -- |  |  |
| Occupancy expenses | 7.2 | -- | - | =- | - | 100.0 | 7.2 | -- | - | - |  | - |
| Deprecistion. | 3.4 | -- | -- | - | -- | 92.6 | 3.6 | -- | - | -- |  | - |
| Repairs \& maintenance | 0.8 | -- | -- | -- | - | 58.9 | 1.2 | - | -- | - |  | - |
| Heat. light \& teleptone | 1.0 | -- | -- | - | -- | 78.1 | 1.2 | -- | -- | -- |  | . |
| Rent | 2.0 | -- | -- | -- | -- | 80.4 | 2.5 | -- | -- | -- |  | -- |
| Personnel expenses | 19.2 | -- | -- | -- | -- | 93.5 | 20.5 | -- | -- | -- |  | - |
| Financial expenses |  | -- | -- | -- | -- |  |  | -- | -- | -- |  | - |
| interest 8 bank charges Professional fees | 1.4 0.9 | -- | -- | -- | -- | 89.1 79.8 | 1.5 1.2 | -- | -- | -- |  |  |
| Other expenses | 27.2 | -- | -- | -- | -- | 100.0 | 27.2 | -- | $\cdots$ | -- |  |  |
| Profit (loss) | 13.5 | -- | -- | -- | -- | 100.0 | 13.9 | -- | =- | -- |  | - |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- |  | -- |

## Syebol:

- zero or $n$ o observazions
- too small too be expressed
not applicable
$\times$ confidential


## Footnotes

11 These estimates are based on sample of businesses reporting seles betwen $\$ 25.000$ and $\$ 2.000 .000$
2) Velue in $=$ Totat weighted expendiqupe on given item

13 Velue in each cell $=\frac{\text { Total weighted expenditure on agiven item }}{\text { Totel weighted seles of businesses peporting inis item of expendture }}$ for uech quertile.
This portion of the sble pertains only to the businesses reporting the specific expense item. Therefore these ratios are celculated individually and the tetal will not necessarily equal io0\%

## Notes

Data are shown by quertiles when at least i3 of the sampled businesses report the specific item
 one quarter of the lote! number of ousingsses. Within mach quertile, the oversge petio is presented. for comperison purposes. the high and low values of seles ere shown.

How to ute the tedies
(1) Locat the eppropriete seles range thes is displayed on the two lines antited low stes value end ohigh seles value (2) The selected range will indicate the proper gustile, i.e. the bottom 25y. the lower middle 25\%, the upper middl 25\% or the top 25\%.
(3) Date pertaiting to the selected seles size range will be in that gusptile.

## Stendere Industrisl Clestification Definition (SIC 1880):

## SIC 424 - Concrete Pouring and Finishing Contrectors

Businesses primarily engaged in concrete pouring or placement and concrete finishing. Concrete dampproofing, concrete finishing. concrete pouring. concrete pumping lplacementl. gunning concrete. paving with concrete. pressure grouting. sesting or costing concrete. woterproofing concrete and weatherproofing concrete are also included in this industry

TABLE 6. Selected operating characteristies of smill businesses by sales quartile, 1985-1987 Nova Scotia, Concrete Fouring finishing (SIC 4224)

| (0) (1) | Bottom | Lower | Upper | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $25 \%$ | middie 25\% | midde $25 \%$ |  |  |  |

1985

| Number of observations in sample <br> Average sales 5 <br> Average expenses <br> Average net profit (loss) \$ | 55 281.289 274.834 16.455 | 50.061 37.856 12.205 | $\begin{array}{r} 161.837 \\ 144.478 \\ 17.359 \end{array}$ | $\begin{array}{r} 306.505 \\ 309.529 \\ -3.024 \end{array}$ | $\begin{array}{r} 646.754 \\ 607.471 \\ 39.283 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporiting a profit (Mo.) | 46 |  |  |  |  |
| Average sales \$ | 276.110 | 45.470 | 159.943 | 284.650 | 614.375 |
| Averope expense 5 | 247.385 | 30.029 | 140,132 | 258.107 | 551,286 |
| Average net Diolit \$ | 28.721 | 15.441 | 19.811 | 26.543 | 53.089 |
| Qusinesges reporting loss (Mo.) | 9 |  |  |  |  |
| Average salos \$ | 367.045 | 71.947 | 177.543 | 329,689 | 889,000 |
| Average expense \$ | 393.191 | 75,173 | 180.51? | 364.074 | \$53.000 |
| Average net loss\$ | -26.146 | -3.226 | -2.974 | -34.385 | -64.000 |


| Mumber of observations in sample <br> Average sales <br> Average expense $\$$ <br> Average net profit (loss) \$ | 58 304.453 287.801 16.652 | 37.936 30.348 7.588 | 69.167 57.221 9.946 | 245,209 236,643 8.566 | 67.500 826.990 40.510 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 47 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 301.140 | 38.067 | 65.959 | 250.385 | 850.150 |
| Average expenses | 280.451 | 29.475 | 53.586 | 236.274 | 802,468 |
| Average net profit | 20.689 | 8,592 | 12,373 | 14.111 | 47.682 |
| Businesses reporting eloss (Mo.) | 11 |  |  |  |  |
| Averoge sales \$ | 375.125 | 36.633 | 74.041 | 221.828 | 1.157.998 |
| Aversge expense \$ | 401.73? | 39.019 | 77.912 | 238,306 | 1.251 .710 |
| Averoge net loss \$ | -26.612 | -2,386 | -3.871 | -16.482 | -83.712 |

1987

rpse estimates are dased on semple of Dusinesses reporting ssles between $\$ 25.000$ and $\$ 2,000,000$.
See iable 1 fot symbols and notes

TABLE 4. Statement of changes in financtil position for incorporated businesses only, ig87
Nove Scotis, Concrete Pouring $\&$ finishing (SIC 4224)

|  | Totalil | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25^{\circ}$ | Upper middie 25\% | To: $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $(\$ 000$ 's! Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 11 \\ & 11 \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  |  |  | 4verage $\$ \$ 000$ |  |  |
| Opereting ectivities Cash from operations Deprecialion Dther | 40 18 -13 | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| Investment ectivities Disposel of fixed assets Purchase of fixed assets increase in investment Decrase in investment | $\begin{array}{r} 21 \\ -79 \\ -5 \\ 7 \end{array}$ | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from povernment <br> Increase in equity <br> Decrease in equity <br> Dther | 30 -18 8 -8 -8 | - -- -- -- -- -- | - - - -- -- -- | - - - -- -- | -- -- -- -- -- |
| Increase(decresse) in cash equivalents Cesh s equivalents-Beginning of the yes Cash \& equivalents - End of the year | -3 48 45 | -- | -- | -- | -- |

 only those businesses reporting statement of changes.
See Table ifor symbals and notes

TABLE 5. Employment changes by tize of business, 1984-1987 besed on SIC ciassification in ig87
Nove Scotie. Concrete Pouring E Fimishing (SIC 4224)


[^4]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotl⿻. Masonry Work (SIC 4231)

|  | Total(1) | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | midole $25 \%$ | midde Uoper | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | 18 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asects |  |  |  |  |  |
| Cash | - |  | -- | -- | -- |
| Accounts and notes receivable | 38 | -- | -- | -- | -- |
| Invenioly | $\bigcirc$ | - | -- | -- | -- |
| Other current assets | 27 | -- | - | -- | -- |
| Total current assets | 65 | -- | - | -- | -- |
| Fixed sssets | 32 | - | -- | -- | -- |
|  | - | -- | -- | -- | -- |
| Other assets | 8 | -- | -- | -- | -- |
| Total essets | 105 | -- | -- | -- | -- |
| Liabilicies and equity |  |  |  |  |  |
| Current loans | 17 | -- | -- | -- | -- |
| Other current liabilities Total current liabilities | 34 51 | -- | -- | -- | -- |
| Mortgages payable | 5 | -- | -- | -- | -- |
| Long term deb? | 1 | -- | -- | -- | -- |
| Other liabilities | 11 | -- | -* | -- | -- |
| Total lisbilities | 52 | - | - | -- | -- |
| Totel equity | 43 | -- | -- | - | -- |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$.

See table 1 for symbols and notes.

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Nove Scotla. Mesonry Work (SIC 4231)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \end{array}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { 10p } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low solos value ( $\$ 000^{\circ}$ s) High sales value ( 8000 's) | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ |  | - |  |  |
|  |  |  | Aversge |  |  |
| Liquidity ratio Current ratio (times) | 1.3 | -- | -- | -- | -- |
| ```Leverage ratios Deb:lequity ratio (times) Interest coverage ratio (times) Dabt ratio (times)``` | $\begin{aligned} & 1.5 \\ & 5.7 \\ & 0.6 \end{aligned}$ | -- | -- | =- | -- |

(1) ine retios represent the overage of ratios for each business in the group and cannot be culculoted from the figures shown in table 2 .
12) These estimetes besed on senple of businesses reporting sales between $\$ 25,000$ ond $\$ 2,000,000$.

See reble 1 for symools and notes

Definitions:

1. Liquidity retio:

Current $=$ current assets / current liabilities
2. loverage retios:
a) Debt/equity $=$ toral liabilisies $/$ equily
b) Debt ratio $=$ toial liabilities $/$ total assets
c) Interest coverage $=$ net profie - interest expense/ interes? expense

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia. Masonry Work (SIC 4231)


## Symbol:

## zero or no observations

-. too small too be expressed
not apolicable
x confidential

## Footnotes

(1) These estimetes are based on semple of businesses reporting selts between $\mathbf{8 2 5 , 0 0 0}$ end $\$ 2,000,000$
2) Volue in Total weighted expenditure on given itum
(3) Value in ech cell $=\frac{\text { lotal weighted expendizure on given iten }}{\text { fotal weighted sales of businesses reporting this item of expenditure }} \times$ goo for each quertile.

This portion of the table perteins only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the cotol will not necesserily equel $100 \%$.

## Motes

Dete are shown oy quartiles when ot least 13 of the sompled businesses report the specific item
Records wer renked in sscending order according to sales size. Esch quartile li.e, bottom 25\%, lower midde 25\%. etc.) represents one quarter of the total number of businesses. Within esch quartile, the averge ratio is presented. For comparison purposes. the high and low vilues of seles are shown.

## How to use the tables

(1) Locete the approprinte soles renge that is disployed on the two lines entitled "Low geles velue" and "high soles vilue"
(2) The selected range will indicate the proper querite. i.e. the botton 25z, the lower nidde 25\%, the upper miode 25\% or the $100 \quad 25 \%$
(3) Dete perteining to the selected seles size ronge will be in that quartile.

## Standerd Industrist Clessification Definition (SIC 1980):

## SIC 2331 - Masonry Contraciore

Businesses primarily engaged in conventional or specisliy masonry work, except interior marble work. Installation of architectural stone blocklaying brick or stone lining lchimney, kiln. boiler, etc.l bricklaying. installation of granite lexterior workl. installation of marble lexterior workl, masonty work, installation of ornamental stone, pointing masonry, instaltation of slate (exterior work), stone cutting and setting and the installation of veneer facing stone or brick are incluod

TABLE 6. Selected operating charactaristics of amill bustnesses by sales quarttie. 1985-1987
Nove Scotia, Masonry Work (SIC 4231)

|  | Total:1) | $\begin{array}{r} \text { Bo \& \% \%m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25: | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observetions in smmple | 65 |  |  |  |  |
| Average sales $\$$ | 209.285 | 42.424 | 86.633 | 174.650 | 533.432 |
| Average expense | 199.452 | 35,243 | 73.712 | 189.133 | 519.719 |
| Averege net profit \{loss) \$ | 9.833 | 7.181 | 12.921 | 5.517 | 13.713 |
| Businesses reporting profis (No.) |  |  |  |  |  |
| Average sales $\$$ | 207.380 | 42.649 | 86.223 |  |  |
| Average expense ? | 194.565 | 35.000 | 69.576 | 169.133 | $504.551$ |
| Average net profit \$ | 12.815 | 7,649 | 16.647 |  |  |
| Businesses reporting loss (No.) | 9 |  |  |  |  |
| Average soles \$ | 230.574 | 38.000 | 88.463 | - |  |
| Averoge expense ${ }^{\text {a }}$ | 238.953 | 40.000 | 92,195 |  | $584.665$ |
| Averoge net loss \$ | -8.379 | -2.000 | -3,732 | - | -19.407 |

1986


1987

| Number of observations in semple <br> Average sales <br> Average expense <br> Average net prolit (lose) $\$$ | $\begin{array}{r} 34 \\ 166.812 \\ 154.885 \\ 11.927 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting oproflt (Mo.) <br> Average soles <br> Average expense <br> Average net profit $\$$ | $\begin{array}{r} 29 \\ 175.930 \\ 161.022 \\ 14.908 \end{array}$ | -- | - | -- |
| Dusinesses roporting loss (Mc.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 5 \\ 115,471 \\ 120,382 \\ -4,911 \end{array}$ | -- | $\therefore$ | -- |

(1) These estimates ere besed on sample of businesses reporting sais between $\$ 25.000$ and $\$ 2.000,000$.

See lable ifor symbols and notes

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotia, Masonpy Work (SIC 4231)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { miodle } 25 \%$ | Lipper middle 25\% | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales vaiue i 8000 si High sales value $\{\$ 000$ s ! | $\begin{aligned} & 6 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Doereting setivities Cash from operations Dedrection Other | $\begin{array}{r} 17 \\ 6 \\ -4 \end{array}$ | -- | -- | - | -- |
| Dividends | - | -- | -- | -- | -- |
| Investeent ectivities <br> Disposel of fixed assets Purchose of fixed assets Increase in investment Decresse in investment | 2 -14 - | -- | -- | -- | -- |
| Financing ectivities <br> lacrease in long term debt <br> Redayment of long term debt <br> Loans from stareholders <br> Redayment of loans from shareholders <br> Acvances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 1 -1 2 -1 | -- <br> -- <br> -- <br> -- <br> - | - - - -- -- | - - - - - -- | -- - -- -- -- |
| Increase(decrease) in essh s equivelents Cosh equivalents-Beginning of the yeer Cash : equivalents - End of the yoar | 11 6 17 | =- | -- | -- | -- |

 only those businesses coopting stitement of chenges.
See itole I for symols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC cieselfication in 1987
Nove Scotia. Masonry Work (SIC 4231)


(1) Aversge labour units are calculated by dividing total payroll by the suerage annus wage and solary ite os reported in the Survey of Employmen. Payroll onc mours. Statistics Condas. Catslogue $72-002$. An overoge lobour unit could be interpreted as b full-time employef. Mote thet the business size groups used are oetermined si qhe conede level. Thus if business hes of lees $\$ 00$ emplayes in Canades asole but less than tha? numoer in any given province it is shown in the 500 ond over proup
(2) Refers to businesses reporting no payroll deductions in the previous year

131 Refers 10 Dusinesses reporting no payroll deductions in the fallowing vear
"Newly reporting" and "no longer reoorting" businesses are assumed to nave been in acrivity for six months and the information is adjustec accordingly
see table i for symbols and nates.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Novs Scotie, Siding Work (SIC 4232)

|  | iotal(1) | $\begin{array}{r} \text { Bcttom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper midale 25: | $\begin{aligned} & 500 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( 5000 s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 16 \\ & \text { (1) } \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( 5000 s ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 1 |  | -- | -- |  |
| Accounts and notes receivable | 31 | -- | -- | -- | - |
| Inventory | 3 | -- | -- | -- | - |
| Other current assets | 33 | -- | - - | -- | -- |
| Total current sssets Fixed assets | 64 | -- | - | - | -- |
| Fixed assets Less: Accum. dep. on lixed assets | 25 | -- | - | -- | -* |
| Less: Accum. dep. on lixed assets Other assets | - | -- | -- | -- | -- |
| Other assets | 13 | -- | -- | -- | -- |
| Totel assers | 103 | - | -- | - | - |
| Lisbilities and equity .. . . . . . |  |  |  |  |  |
| Cuprent loans liabilities | 14 | -- | -- | -- | - |
| Total curpent liabilites | 58 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | - |
| Long term debi | 5 | -- | -- | -- | - |
| Other lisbilities | 15 | -- | -- | -- | - |
| Totel lisbilities | 73 | -- | -- | - | - |
| Total equity | 30 | - | -- | --- | -- |

(11) These estimstes are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$.
see table i for symbols and notes.

TABLE 3. Finmeini ratios(1) for incorported businesses only, 1987
Nova Scotim. Siding Work (5ic 4232)

|  | Total(2) | Bottom 25\% | $\begin{array}{r} \text { tower } \\ \text { midd } 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l} 16 \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity retio Cuprent catio (times) | 1.1 | -- | -- | -- | -* |
| Leverage retios <br> Debtlequity ratio (times) <br> Interest coverage potio (times) <br> Debt retio (times) | 2.4 6.9 0.7 | -- | -- | -- | -- |

(11) The retios represtent the eversge of retios for each business in the group ond connot be colculoted fron the figurs shown in isble 2 .

121 Thuse serimates are based on smple of businesses reporting sal between $\$ 25 ; 000$ and $\$ 2.000 .000$.
Set iable ifor symols and noter.

Definitions:

1. Liquidity rotie:

Curront $=$ current assets / currans liabilities.
2. Leveroge relios:

Debl/equity = total liabilities / equity
Debr iario = rotal limbilities/total assets
interest coverage $=$ net profit * interest expense/ tnterest expense

TABLE 1. Selected operating ratios, in percent of seles. 1987
Nove Scotia, Siding Work (SIC 4232)

|  | Total(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lower$\text { midole } 25 \%$ |  | Uppe: midde $25 \%$ |  |  | Tof 25\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value (\$000's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
| Selected expense item | Industry overage(2) |  |  |  |  | \% busi- <br> nesses <br> peporting | Repoiting businesses only ( 3 ) |  |  |  |  |
|  | Totel | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe! } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 x \end{aligned}$ |  | Toi 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midd I } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 33.9 | -- | -- | -* | - | 65.6 | 51.6 | -- | - | - | - |
| Dccupancy expenses <br> Depreciation <br> Repairs s maintenance <br> Hest. light \& telephone Rent | 3.1 | -- | - | -- | -- | 100.0 | 3.1 | -- | - | - | - |
|  | 1.2 | -- | -- | -- | - | 94.5 | 1.3 | -- | -- | -- | - |
|  | 0.2 | - | - | - | -- | 25.9 | 0.6 | -- | -- | -- | -- |
|  | 0.6 | -- | -- |  | -- | 77.0 | 0.8 | -- | -- | -- | -- |
|  | 1.1 | -- | -- | -- | -- | 42.7 | 2.6 | -- | - | -- | -- |
| Personnel expenses | 24.0 | -- | -- | -- | -- | 100.0 | 24.0 | -- | -- | -- | -- |
| Financial expenses Interest sbank chorges Professio.nel fees | 0.9 | - | -- | - | -- | 84.7 | 1.0 | -- | -- | -- | -- |
|  | 0.6 | -- | -- |  | -- | 74.5 65.8 | 0.7 0.5 |  | -- | -- | -- |
| Other expenses | 25.3 | -- | -- | - | -- | 100.0 | 25.3 | -- | -- | -- | -- |
| Profit (loss) | 12.9 | -- | -- | -- | -- | 100.0 | 12.9 | -- | -- | - | -- |
| Totel | 100.0 | -- | - | -- | -- | 100.0 |  | -- | -- | - | -- |

## 5ymbol

- zero or no observalions
- too smel 1 t 00 be expressed
not spolicable
$\times$ confidentil


## Footnotes

(1) These estimates are besed on semple of businesses peporting sieles between $\$ 25.000$ ond $\$ 2.000 .000$.

Total weighted expenditure on given item
(3) velue in each cell $=\frac{\text { Tosel weighted sales of ell businesses in the semple }}{\text { lotal weighted seles of businesses reporting this isem of mpenditure }}$ x 100

This portion of the table pertains only to the Dusinesses reporting the specific expense item. Inerefore these retios ere celculated ingividually and the total will not necessarily equel $100 \%$.

Motes
Destere shom by quartiles when at least i3 of the sampled businesses report the specific iten.
Records were ranked in ascending order accopding to sales size. Each queptile 6i. bottom 25k. Iower miode 25\%. etc. (epresents one quarter of the total number of businesses. Within esen quertile, the oueregt retio is pfesented. for comparison purposes, the high ond low velues of seles art hown

How to use the tetber
lif Locse the approprite entes range thet is displeyed on the two lines entitied lom seles values end Migh siel velue"
(2) The selected pange will indicete the proper quertile. i. the bottom 25\%, the lower midde 25z. the upper sidde 25\% or the $\operatorname{top} 25$ 备
(3) Deta perteining to the selected sales size renge will be in that quertile.

## Ssenderd Industris) Clestifiction Definition (SIC 1850):

SIC 232 - Siding Contractort
Businesses primarily engaged in the installation and repair of sioing. clading. metal doors and window framas and reisted work. Includec are businesses dealing in the installation of metal awnings, canopies and shuepers; installation of ciadding lexcluding glass) : installation of curtain walls: installation of metal doors ond wincow frames; instaltation of meral. hardbord and vinyl exterior siding: installation of metal and plastic fascia and soffit and the installation of aluminum, stef. asbestos, cement. plastic and hirdooard siding.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-i987 Nove Scotle, Siding Work (SIC 4232)

|  | Total(1) | Bot 10 m 25\% | Lower $\text { middle } 25^{*}$ | Under $\text { midde } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | 4, 43 |  |  |  |  |
| Average sales $\$$ | 355,710 | -- | -- | -- | -- |
| Averape expense \$ |  | -- | -- | - | -- |
| Average net profit (loss) \$ | 10.354 | -- | -- | - | -- |
| Businesses reporting profit (No.) Average sales $\$$ | 367.678 $\begin{array}{r}37 \\ \hline\end{array}$ | -- | -- |  | -- |
| Average expense $\$$ | 348.196 | -- | -- | -. | -- |
| Average net profit \$ | 19.482 | -- | -- | -- | -- |
| Businesses reporting loss (No.) |  |  |  |  |  |
| Averseg sales $\$$ | 567.980 | -- | -- | - | -- |
| Average expense ${ }^{\text {a }}$ ( Average nei loss | 589,952 -21.972 | -- | -- | -- | -- |

1985

Wumber of observations in sample
Averagg sales $\$$
Average expense $\$$
208.75
185.352

Average net profit (loss)s
23.382

Businesses reporting aprofit (Mo.)
38
221.273
Average sales $\$$
221.273
194.629

Average expense $\$$
26.644

Businesses reporting loss (No.)
Average sales $\$$
263.548

Average expense $\$$
272.921
-9.373

Average net loss \$

1987

Number of observetions in sample
Average sales $\$$
Average expense $\$$
299
230.650
214.358
Average net profit (loss) \$
16.292

Businesges reporting profit (Mo.)
27
237.498
219.829
17.659
Average sales $\$$
Average expense $\$$
Averape net prof it $\$$

Businesses reporting loss (Mo.)
Average stiles $g$
$259.979^{2}$
Average expense $\$ \quad 263.952$
Average net loss $\$$
$-3.973$
11) These estimates are based on a sample. of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See Table 1 for symbols and notes

TABLE 4. Statement of changes in financial position for incorporated busimesses only, 1987
Nove Scotia, siding work (SIC 4232)


| Business size expressed in |
| :--- | :--- | :--- |
| average lubour units(1) |

 Survey of Employmen. Dayroll and mours, Statistics Canada. Catalogue 72-002. An average labour unit could of interpreted as a
full-time employee. Note that the business size groups used are determined at the Canade level. Thus if a business has at least 500 employees in Cansde as a whol but less then thet number in eny given province it is show in the 500 and over groub.
(2) Refers to businesses reporting no poyroll deductions in the previous yeer.
(3) Refers so businesses peporting no payroll deductions in the following yebr
=Newly reportinge and mo longer reporting* ousinesses are assumed to have been in activity for six months and the information is - ojustec accordingly

See Table 1 for symbols and notes

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

|  | Total:1: | $\begin{array}{r} \text { Bot: } 0 \mathrm{~m} \\ 25: \end{array}$ | Lawer <br> midde 25\% | Uppe? middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eus nesses fr sample inc.i Law sales value (\$000's) High sales value (\$000's) | 30 11 11 | --- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cush | - | -- | =- | -- | -- |
| Accounts and notes receivable | 48 | -* | -- | -- | -- |
| Inventory | - | -- | -- | - | -- |
| Other current ossets | 44 | -* | -- | -- | -- |
| Total current ossets | 92 | ** | - - | -- | -- |
| Fixed assers | 22 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed issets | - | -- | =- | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Total ussets | 118 | = | -- | -- | =- |
| Lisbilities and equity |  |  |  |  |  |
| Current losns | 13 | -- | -- | -- | -- |
| Other current liabilities | 51 | -- | -- | -- | -- |
| Total current liabilities | 63 | -- | -- | -- | - - |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 3 | -- | -- | - | -- |
| Dther liabilitios | 8 | -- | -- | -- | -- |
| Total lisbilities | 74 | - | =- | - | -- |
| Totel equity | 44 | -- | -- | -- | -- |

11 These estimates are based on sample of businesses reporing sales Detween 325,000 , ono $32,000,000$
Set labie 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scetle, Iumbing (SIC 4241)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessas in sample (No.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | 30 $(1)$ $(1)$ | -- | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity rstio Current ratio (times) | 1.4 | -- | *- | -* | -- |
| Leverage ratios <br> Debtlequity patio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 1.7 \\ & 4.3 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

11 The patios represent the everage of retios for sech business in the group sid cannot be celculated from the figures shown in loble 2
(2) These estimetef ire besed on semple of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$

See inple 1 for symbols and notes

## offinitions:

1. Liquidisy retio:
cuprent seurrent assets / current liobilities
2. Leverage ratios:
al Debt/equity = lotal liabibities / equity
b) Dett raiso = iotal liabilisies / toial assets
cl Interest coverage $=$ net profic interest expense/ interest axpense.

TABLE 1. Selected operating ratios. In percent of saise. 1987
Nove Scotia, Plumbing (SIC 4241)


## ymbols

zerc or no observetions

- tos small ioo be expiessed
not applicable
$\times$ confidentisl


## Fotnotes

(II These estimates are besed on sample of businesses reporting seles between $\mathbf{3 2 5 . 0 0 0}$ end $\$ 2.000 .000$.
2) Velue in mach cell = lotol weighted expendiqupe on given isem
2) Volve in bach $\mathrm{CEI}=$ Total weighted sales of all businesses in the sample $x$ for each querile
(3) Velue in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Toisl weighted seles of businesses reporiing inis iqem of expenditure }}$ fortile

This portion of the table pertains only to the businesses reporting the specific expense item. iherefore shese peios ere calculated individuslly ano the toisl will not necesserily equal $100 \%$

Note:
Data ere shown by quariles when test lis of the sampled businesses peport the specific item
Records wer ranked in ascending order according to sales size. Esch quertile li. bottom 25\%, lower midde 25x. etc. represt one quarter of the rotal number of businesses. Within each quartile, the average ratio is presented. For comparison purposet. ihe high and low valuss of sales ere shown.

## How to use the teblet

(1) Locete the aporopriste sals renge thet is dispibyed on the two lines entitied low sbies value" and ahigh seles veluem
(21 The selected renge will indicate the proper quertile. i.e. the bottom 25\%, the lower middl 25\%, the upper midde $25 \%$ or the top 25\%.
(3) Date pertaining to the stiected sales size range will be in thet quertile.

## Standurd Industrisl Cletsificetion Definition (SIC 1980):

Sic 4241 - Plumbing Contrector:
 as: installation of waste anc vent orsin systems, installation of hot water heaters and plunting tanks, installation of water meters. installetion of piping systems. installation of plumbing fixtures. installation of primary hot water, installation of roof orainage systems lexcept eavestroughingl and installation of samitary ware

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Nove Scotim. Plumbing (SIC 4241)

|  | To:a! 11 ! | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Hoder midole 25: | $\begin{aligned} & \text { TOO } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sumple | 137 |  |  |  |  |
| Average sales \$ | 170.472 | 33.487 | 71.766 | 122.196 | 454.437 |
| Average expense \$ | 159.745 | 25.038 | 50.628 | 117.032 | 436.282 |
| Average net profit (loss) \$ | 10.727 | 8.449 | 11.138 | 5.164 | 18,155 |
| Ousinesses roporting profit (Mo.) | 112 |  |  |  |  |
| Average sales \$ | 154.887 | 33,559 | 70.524 | 115.249 | 400.217 |
| Average expense \$ | 140.106 | 24.500 | 56.015 | 105.212 | 374.694 |
| Average net profit \$ | 14.781 | 9.059 | 14.508 |  | 25.523 |
| Busineses reporting a loss (Mo.) |  |  |  |  |  |
|  | 226.576 233.438 | 31.556 39.572 | 78.066 84.029 | 134.379 137.761 | 662.301 672.389 |
| Average net loss |  | -8.016 |  |  |  |

1986

| Number of obeervations in semple <br> Average soles ${ }^{\text {s }}$ <br> Averoge expense $\$$ <br> Average net prolit (loss) \$ | 147 182,958 166.343 16.615 | $\begin{aligned} & 40.713 \\ & 26,158 \\ & 14.555 \end{aligned}$ | $\begin{aligned} & 84.419 \\ & 71.097 \\ & 13.322 \end{aligned}$ | $\begin{array}{r} 150.974 \\ 30.923 \\ 20.051 \end{array}$ | $\begin{array}{r} 455.727 \\ 437.195 \\ 18.532 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 117 |  |  |  |  |
| Average sales \$ | 183.900 | 41.677 | 83.269 | 147.822 | 462.830 |
| Aversoe expenses | 162.970 | 24.477 | 86.210 | 124.615 | 436.576 |
| Averse net profit \$ | 20.930 | 17.200 | 17.059 | 23.207 | 26.254 |
| Businsses reporting alose (Mo.) | 30 |  |  |  |  |
| Averoge salos \$ | 182.639 | 33.655 | 90.568 | 177.258 | 429.074 |
| Averape expenses | 189.678 | 38.474 | 97.218 | 183.503 | 439.517 |
| Averape net loss \$ | -7.039 | -4.819 | -6.650 | -6.245 | -10,443 |

1987

| Mumber of observetions in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net protit (loss) \$ | $\begin{array}{r} 55 \\ 176.325 \\ 161.847 \\ 14.478 \end{array}$ | $\begin{aligned} & 31.624 \\ & 16.419 \\ & 15.205 \end{aligned}$ | $\begin{aligned} & 70.699 \\ & 54.467 \\ & 16.232 \end{aligned}$ | $\begin{array}{r} 131.469 \\ 124.925 \\ 6.544 \end{array}$ | $\begin{array}{r} 41.507 \\ 451.578 \\ 19.929 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 46 |  |  |  |  |
| Average sales \$ | 180.472 | 31.624 | 70.699 | 136.140 | 483.423 |
| Average expense s | 152.781 | 16.419 | 54.467 | 122.000 | 458.237 |
| Average not profit \$ | 17.691 | 15.205 | 16.232 | 14.140 | 25.186 |
| Ousinesser reporting elese (Mo.) | 29 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 263.656 | - | - | 122.535 | 404.777 |
| Average expense \$ | 272.404 |  |  | 130.519 | 414.288 |
| Aversge net loss \$ | -8.748 | - | - | -7.984 | -9.511 |

$(11$ These estimetes are besed on semple of bus inesses reporting seles between 825,000 end $\$ 2,000,000$.
see lable 1 for symools and nozes

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nova Scotla. Plumbing (SIC 4241)

|  | Tatal(1) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { !ower } \\ \text { midd!e } 25 \% \end{array}$ | Upper $\text { middie } 25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value $\left(\$ 000^{\circ}\right.$ s) High sales value $\left(\$ 000^{\prime}\right.$ s? | $\begin{aligned} & 15 \\ & 11 \\ & 11 \end{aligned}$ |  |  |  |  |
| Average (\$000's) |  |  |  |  |  |
| Dperating ectivities Cash from oderetions Dedrecietion Dther | 15 5 -16 | - | -- | -- | -- |
| Dividends | - | -- | - | -- | -- |
| Investeent sctivities <br> Disposal of fixed assets <br> Purchese of ixud assets <br> Increse in investment <br> Docrease in investment | -10 | -- | -- | -- | -- |
| Financing ectivitios <br> Increse in lang term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances 8 louns from government Incresse in equity Decresse in equity Dther | 3 -4 3 -2 - | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | -- -- -- -- -- | - <br> - <br> $\therefore$ <br> $\therefore$ <br> - |
| Increase(decrese) in cosh equivalents Casht quivalonts-Buginning of the year Cash 2 squivelents - End of the yeer | -5 2 -2 | -- |  |  | -- |
| III These estimates are baseo on a sample of incorporated businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$. Sample count inciudes only those businesses reporting statement of changes. <br> see isole I for symools and notes. |  |  |  |  |  |
| TABLE 5. Employment changes by | $z$ of business, 1984-1987 based on SIC elessification in 1987 | 1984-1987 based on SIC Classification in 1987 |  |  |  |
| Nove Scotle. Plumbing (SIC 4241) |  |  |  |  |  |



(1) Average labour units ore culculad by dividing total poyroll by the overage annual wage and solapy fate as coported in the Survey of Employmen. Payroll and Mours, Statistics Canda. Catalogue $72-002$. An average labour unit could be interpreted es a fult-time employee. Note that the business size groups used are determined at the Canada lovel. thus if o businass has at fast 500 emplovees in Canada as a mole but less than that number in any given province if is shown in the 500 and over group
(2) Refers to businesses repoiting no payroll deductions in the provious year.

131 Refers to businesses reporting no paypoll deductions in the following year
-Newly repor:ing" and "no longer reporting" businesses are assumed to have oeen in activity for six months and the informetion is adusted accerdingly

See rable 1 for symbols and notes

TABLE 2. Balance sheet proflle for incorporated businesses only. 1987
Nova Scotia. Wet Meating Air Conditioning Work (Sic 4243)

| Total(1) Bottom | Lower | UpDe: | Top |
| :--- | ---: | ---: | ---: |
|  | $25 \%$ | miodele $25 \%$ | $25 \%$ |


| Businesses in sample (No. Lom sales value ( 5000 's) Hign sales value $\{\$ 000$ s | $\begin{aligned} & 4 \\ & (1)^{4} \\ & (1) \end{aligned}$ | -- | - | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cssh | $x$ | -- | -- | -- | -- |
| accounts and notes receivabl | $x$ | -- | - | -* |  |
| Inventory | $\times$ | -- | -- | -- | -- |
| Other current assets | $x$ | -- | -- | -- | -- |
| Totol current essets | x | -- | -- | -- | -- |
| Fixed assets l less: Accum. deo. on fixed sesets | X |  | -- | -- | -- |
| Less: Accum. dep. on fixed sesets Other ussets | x |  | -- | -- | -- |
| Torsi sesers | $x$ | - | -- | - | -- |
| Lisbilities and equisy |  |  |  |  |  |
| Current loans | $x$ | -- | -- | -- | -- |
| Other current liabilities | $x$ $\times$ $\times$ | -- | -- | -- |  |
| Mortgages dayable | X | -- | -- | -- | -- |
| Long term debt | x | -- | - | -- |  |
| Other liabilities | x | -- | - | -- | -- |
| Total lisbilities | $x$ | -- | -- | - | - |
| Totel equity | $x$ | -- | ** | -- | -- |

(19) These estimates are bssec on semple of businesses reporing sales between $\$ 25.000$ and $\$ 2,000.000$

See leole 1 for symbols and noies

TABLE 3. Financial ratios(1) for incorporated businesses only. 198t
Move Scotla, Wet Heetling Alr Conditioning Work (Sic 4243)


(1) The rotios represens the everage of retios for eech business in the group ond cennot be calculted from the figures shown in toble 2 .
(2) These estimetes or besed on smple of businesses reporting sales between $\mathbf{8 2 5 , 0 0 0} \mathbf{0 n 0} \mathbf{8 2 0 0 0 , 0 0 0}$

See isole 1 for symols and notes

## osfinltions:

1. Liquidity retio:

Current z curfent assets / curpenp limbilities.
2. Leverage retios:

[^5]TABLE 1. Selected operating ratios. In percent of sales. 1987
Nove Scotim. Wet Heating : Alr Conditioning Work (Sic 4243)


Symbels

- zero or no observations
- too small too be expressed
. nor applicebl
$\times$ conlidential


## footnotes

(1) These estimetes ere based on semple of businesses reporting beles between 825,000 end $82,000,000$
(2) Velue in each cell $=\frac{\text { Total weignted expenditure on given item }}{\text { Totsl weighted sales of all businesses in the sample }}$, for each quertile

131 value in each cell $=\frac{\text { Total weighed expenditure on given item }}{\text { Total weighted stes of businesses reporting this item of expenditure }}$ for en guartile.
This portion of the toble pertoins only to the businesses reporting the specific expense item. Therefore these ratios ere calculted individusily and the cotsl will not necessarily equel 100 z.

## mores

Deta be show by quertiles when es latest 13 of the sampled busimesses report the specific item
 one querter of the cosel number of businesses. Within wech quertils, the everege retio is presented. for comperison purposes. the high and low values of sales ere shown

## Mow to ute the teblet


121 The selected range will indicete the proper quertile. i. th. the botton 25z, the lower middle 25z. the upper midde 25z of the top 258.
(3) Dete pertining so the stigeted seles sizt penge will be in that quartile

## Stenderd Industrisi CIestifiestion Definition (SIE 1s80):

[^6]TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985=1987$ Nove Scotia, Het Heeting \& Alr Conditioning Work (SIC 4243)



| Number of observations in sample Average sales $\$$ | 318.881 | -- | - | -- |
| :---: | :---: | :---: | :---: | :---: |
| Average exdense $\$$ | 304.247 | -- | -. | -- |
| Average net drofit (loss) \$ | 14.614 | -- | - | -- |
| Businesses reporting a profit (No.) | 14 |  |  |  |
| Average sales \$ | 323,767 |  | - | -- |
| Average expense | 300,278 | -- | -- | -- |
| Averoge net profit \$ | 23,489 | -- | -- | -- |
| Businesses reporting a loss (Mo.) | 7 |  |  |  |
| Average sales $\$$ | 298.528 | -- | -- | -- |
| Average expanse ${ }^{\text {a }}$ | 314.293 | -- | -- | -- |
| Averape net loss $\$$ | - 15.665 | - | -- | -- |


| Number of observations in sample | 10 |
| :---: | :---: |
| Average sales \$ | 187.392 |
| Average expense \$ | 176.242 |
| Average net drofit (loss) \$ | 11,150 |
| Businesses reporting profit (Wo.) | 79 ${ }^{7}$ |
| Average soles \$ | 179.053 |
| Average expense \$ | 162.574 |
| Average net profits | 16,479 |
| Businesses reporting loss (Mo.) | ${ }^{3}$ |
| Average sales 8 | 432,520 |
| Averoge expense | 434,953 |
| Avernge net loss | -2.433 |


See labl 1 for symbols ano notes

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nova Scotle, Wet Mezting Air Conditioning Work (SiC 4243)

|  | Total(1) | Bottom 25\% | Lowe: miadie 25\% | Upper $\text { middle } 25^{\circ}$ | Top 25:. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales vaiue ( $\$ 000^{\circ}$ s) | $\{1\}^{2}$ | -- | -- |  | -- |
|  |  |  | veroge $1 \$ 000$ |  |  |
| Operating activities Cash from operations Oeprecietion Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | K | -- | -- | -- | =- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- $=-$ $=-$ |
| Financing ectivities <br> Increase in long term deb: Recaymen : of long term debt Loans from shareholders Reparment of loans from shareholders Advances \& loans from government <br> Increase in equity <br> Decrease in couity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | - <br> - <br> $\therefore$ <br>  <br> $\cdots$ <br> $\cdots$ | -- <br> -- <br> -- <br> -- <br> - | -- -- -- -- -- -- |
| Increase(decrease) in cash sequivaients Cast equivalents-Beginning of the year Cath 8 equivelents - End of the yetr | $x$ $x$ $x$ | -- | -- | -- | -- |

 only those businesses reporting statement of changes
See iade 1 for symbols ond notes.
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in iget
Move Scotia. Wet Heating Air Conditioning Work (SIC 4243)


(1) Average tabour units re celculated by dividing totel payroll by the overage annul wage and salary rate as reported in the Survey of Employment. Payroll and kours. Statistics Canads. Catologue 72-002. An over age labour unit could be interpreted as o full-time epployee. Note that the business size groups used ore determined of the conad level. Thus if a business hes at least 500 employees in Canada as whol but less than thet number in any given province it is shown in the 500 and over group.
121 Refers to businesses reporting no payroll deductions in the provious year
131 Refers to businesses ceporting no paypll deductions in the following year
"Mewly recorting* and "no longer reporting" ousinesses are assumeo to hove been in activity for six mon ths and the information is adjusted accordingly

See ratle 1 for symols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Electrical Work (SIE 4261)

Total(1) | Bottom | Lower | Uoder | midele $25 \%$ |
| ---: | ---: | ---: | ---: |$\quad 25 \%$

| Eusinesses in samole (No.) Low sales value $(\$ 000$ s) High sales value ( $\$ \mathrm{COO}$ 's) | $\begin{aligned} & 46 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | -- | - |
| Accounts and notes receivable | 47 | -- |  | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 46 | -- | -- | -- | - |
| Total cuprent assets | 93 | -- | -- | -- | -- |
| Fixed assets | 30 | -- |  | -- | -- |
|  | 4 | - | -- | -- | - |
| Other assets | 4 |  |  | -- | -- |
| Total essets | 127 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans Other current liabilities | 14 | -- | - | -- | -- |
| Other current liabilities | 39 | -- | -- | -- |  |
| Total curpent liabilities | 53 | -- | - | -- |  |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt Other lisblilies | 7 | -- | -- | -- | -- |
| Other lisbilities | 17 | -- | -- | -- | -- |
| Total liabilities | 74 | -- | -- | -- | - |
| Total equity | 53 | -- | -- | -- | - |

(1) These timates are besed on ample of businesses reporting sal tes between $\$ 25,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes

TABLE 3. Financisi retios(1) for incorporeted businesses only, 1987
Nove Scotie, Electricel Work (SIC 4251)



121 These estimates ere based on semply of businasses reporting sales betwan $\$ 25,000$ end $\$ 2,000,000$
See table i for symbol and noins.

Definitient:

1. Liquidity retio:

Current = current assets / current liasilitiss
2. Leversg ratios:
al Debt/equity $=$ total liabilities / equity.
bl Debt ratio = total liabilities / total assets
c) Interest coverage s net profit * interest expense / interest expense.

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotia, Electrical Work (Sic 4261)

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

## Symbols

zero or no observations

- too snail 100 be oxpressed
. not applicable
$\times \quad \operatorname{confidentisl}$


## footnotes

(1) These estinates are besed on semple of businesses reporting seles between $\$ 25.000$ end $\$ 2.000 .000$. Tolal weighted expenditure on s given item
2) Velue in each cell $=$ foren $\times 100$ for esh quertile
(3) Volue in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Totsl weighted sales of businesses peporting this item of expendicure }}$ for fortile

This portion of the table per tains only to the businesses peporiing the specific expment itom. Therefore these petios art celculstad individually and the rasal will not necessarily equal 100 z .

## Motes

Deta ore shown by quartiles when at least 13 of the sampled businesses peport the specific item.
Recoros were ranked in ascending order according so sales size. Each quartile (i. e. botton $25 \%$. lower middie $25 \%$, etc. 1 represents one quarter of the lotal number of businesses. Within esch quertile. the sverage ratio is presented. For comparison purposes, the high and low velues of sales ere shown.

How to use the tebles
(1) Lacate the appropriste sals range thot is displayed on the two lines antitud low soles velue and ohigh salas value
(2) The selected range will indicete the proper quer tile. i. A. the bottom 25\%, the lower middle $25 \%$, the upper middl $25 \%$ or the tap 253.
(3) Detm perteining to the selecsed sales sizt range will be in that guertile.

## Standerd Industrisl Claseifictuon Definition (SIC 1980):

## S(C 625 1- Electricel Contrmetors

Businesses primarily engaged in the installation and repair of electrical and conmunication wiring systems, except transmission and distribution lines. Included in this industry are audio-visual wiring systems installation, electric bese board heaters installation. installation of electric hebting blast coils, installation of electric ourglar alarm systems. installaqion of alectric power control oanels and outlets. electrical work. electric fire alarm systems instaliztion. installation of intercommunication systems. electric lighting systems instaltation. public address systems installation installation of electric snow melting cables, telephone wiring installation and eleatrical wire installations to houses buildings and siructures.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotis, Electrical Work (SIC 4251)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { miadle } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middie } 25 \% \end{array}$ | To0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 184 |  |  |  |  |
| Average sales ${ }^{\text {average }}$ | 169.553 | 37.472 | 78.424 | 132.810 | 429.504 |
| Average expense $\$$ | 155,631 | 30.233 | 61.879 | 124.302 | 405.108 |
| Average net profit (loss) \$ | 13.922 | 7.239 | 16.545 | 8.508 | 23.396 |
| Businesees reporting profit (Mo.) Averge soles $\$$ | 152 177.350 | 37.326 |  |  | 455,627 |
| Avorsge expenses | 159.08 | 28.501 | 60.504 | 123.371 | 423,949 |
| Average net profit $\$$ | 18.269 | 8.825 | 17.921 | 14.649 | 31,678 |
| Businesses reporting loss (Mo.) | 32 |  |  |  |  |
| Average soles \$ | 138.564 | 38.721 | 78.400 | 121.075 | 316.059 |
| Average expense \$ | 145.635 | 45.116 | 82.394 | 126.399 | 328.631 |
| Average net loss \$ | -7.071 | -6.395 | -3.994 | -5,324 | -12.572 |

1986


1987

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

See rable 1 for symbols and noses

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia. Electrical Work (SIC 4261)

|  | Totail 1 ) | $\begin{array}{r} 80 t \text { tom } \\ 25 \% \end{array}$ | Lower midele $25 \%$ | Uppe: miodle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) Migh sales value (\$000's) | $\begin{aligned} & 28 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & (1) \\ & 261 \end{aligned}$ | $\begin{aligned} & 261 \\ & 372 \end{aligned}$ | $\begin{aligned} & 372 \\ & 496 \end{aligned}$ | $496$ |
|  |  |  | verage $\$$ |  |  |
| Operating activities Cash from operations Depreciation Dther | 25 7 -10 | $\begin{array}{r} 13 \\ 6 \\ -15 \end{array}$ | $\begin{array}{r} 25 \\ 4 \\ 3 \end{array}$ | 8 8 -12 | $\begin{array}{r} 46 \\ 9 \\ -17 \end{array}$ |
| Dividends | -4 | -3 | -3 | - | -9 |
| Investment activitics <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decrosse in investment | - 12 | $\begin{array}{r} 6 \\ -13 \end{array}$ | 4 -5 | -15 | $-16$ |
| Financing ectivities <br> Increase in long term debt Repayment of long term debt Loans from stareholders <br> Repayment of loans from sharaholders <br> Advances \& loans from government <br> Incrase in equity <br> Decrease in equity <br> Other | 3 -1 7 -5 | 1 | -1 3 -5 - - -1 | $\begin{array}{r}9 \\ -2 \\ 1 \\ -5 \\ \hline\end{array}$ | $\begin{array}{r}4 \\ -2 \\ 19 \\ -10 \\ \hline\end{array}$ |
| Increaseldecrease) in cash s equivalents Cash equivalents-Beginning of the yoar Cash tequivelents - End of the year | 11 10 21 | -4 20 18 | 24 12 35 | -7 $?$ | 24 2 26 |

 only those businesses reporting stotement of chenges
See Table it for symbols and notes.
 Move Scotín. Electricel Work (SIC 4261)


111 suerege labour units are colculsted by dividing qotal payroll by the overoge annus! wege and salary rate as reported in the Survey of Emploympnt. Payroll and Hours. Statistics Canade, Catalogue 72-002. An averbge labour unit could be interpreted as a full-time enployee. Note that the business size groups used are oeiermined at the Canado level. Thus if business hes at least 500 employees in Canada as ahole gut less than that number in any given orovince it is shown in the 500 shd over group.
121 Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year

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

See iatle 1 for symbols and notes

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Nova Scotie, Drymil Work (SIC 4272)

|  | Toral:11 | $\begin{array}{r} 80+t+0 m \\ 25 \% \end{array}$ | Lower $\text { modele } 25 \%$ | Upder <br> midde 25: | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samale (Nc.) Low sales va!ue i\$500's) High saies value ' $\$ 000^{\prime}$ s! | $(1)^{5}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash Accounts and notes receivable | 81 | -- | - | -- | - |
| Inventory | d | -- | -- | -- | -- |
| Other current assets | 56. | -- | - | -- | -- |
| Total current assets | 137 | -- | - | -- | -- |
| Fixed assets | 9 | -- | -- | -- | -- |
|  |  | -- | -- | -- | -- |
| Other assets | 38 | -- | -- | -* | -- |
| Totel assets | 184 | - | -- | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Other cuprent liabilities | 92 | -- | -- | - | -- |
| Toial current liabilities | 125 | -- | -- | - | -- |
| Mortgages Dayable | - | -- | - | -- | -- |
| Long term deot | 2 | - | -- | -- | -- |
| Opher lisbilities | 13 | -- | -- | -- | - |
| *-tal liabilitios | 140 | = | - | - | -- |
| :ol equity | 45 | -- | -- | - | -- |

These estimates re based on sample of businesses reporing soles between $\$ 25.000$ and $\$ 2.000 .000$.
See rate 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotia, Drywell Work (SIC 42T2)

|  | Tot.1(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower | Upper midd $25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low soles value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)^{5}$ |  | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity retio Current fatio (times\} | 1.1 | - | -- | - | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage patio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.1 \\ & 8.5 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the verge of ratios for each business in the group and cennot be celculatad fom the figures shown in teble 2 .

See isole 1 for symbols and notes.

## Definitions:

1. Liquidity petio:

Current = current essets / current liabilities
2. Leverage retios:

DeDt/equity = lotal liabiliqies / equily.
) Debt ratio s cotal liabilitiss / qotal assets
c) Interest coverage : net profit imterest expense / interest expense.

TABLE 1. Selected opereting ratios, in percent of sales. 1987
Nova Scotis, Drywall Work (SIC 4272)


Syabols
zepo or no cbservations

- $t 00$ small 100 be expressed
not applicabl.
- confidentis!


## Footnoter




This portion of the table pertains only to the businesses reporting the specific expense ifem. Therefore these ratios are calculated individuelly and the rotsil will not necessarily equal $100 \%$.

## Notes

Data are shown oy guartilus when at last 13 of the sampled businteses reporq the specific iten,
 one quer ter of the cot mumber of businesses. Within cech quertile. the over ege petio is presented. For comperlson purposes, the high and low vilues of soles me shown.

## Mow to use the tebles


121 The selected pange will indicete the proper guartile. i. ©. the bottom 25z. the lower miode 25y, the upper miode 25\% or the 10p $25 \%$.
131 Dete pertsining to the selected seles sizerange will be in that querile.

## Standsed Industrist CIessifiestion Detinition (SIC 1980):

Sic 4272-Drymell Conipactors
Businesses primarily engaged in the installation of drywall sheets or ponmls. including related taping of joints. sanding ond ofher orywall finishing. This industry includes businesses engaged in deywall finishing ltaping. sanding. stipplingt, orywail installation installation of gypsum wallboard. sheetrock installation ldry wallboardi. drywall stiopling and taping drymell joints.

TABLE 6. Selected operating characteristice of small businesses by sales quartile. 1985-1987 Nova Scotia. Drywall Work (S|C 4272)

| Total\{1\} | Lottom | Uoper | Top |
| ---: | ---: | ---: | ---: |
| $25 \%$ | midcle $25 \%$ | midole $25 \%$ | $25 \%$ |

1985


1986

| Mumber of observetions in sample | 73.020 | -- |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge expenses | 53.448 | -- | -- |  |  |
| Average net profit (loss) | 19,572 | - | - |  | -- |
| Businesses reporting eprofit (Mo.) | 12 |  |  |  |  |
| Avelage sales $\$$ | 73.475 |  |  |  |  |
| Average expenses | 53.376 | -- |  |  |  |
| Average net profit \$ | 20.099 |  |  | -- | -- |
| Businesses reporting loss (Mo.) | ${ }^{3}$ |  |  |  |  |
| Average soles 3 | 92.859 | -- | -- | -- | -- |
| Average expenses | 97.567 | -- | -- |  |  |
| Average net loss \$ | -4.708 | -- | -- | -- | -- |

1887

| Number of observetions in sample <br> Average sales \$ <br> Average expense $\$$ <br> Averoge net profis (loss) \$ | $\begin{array}{r} 26 \\ 114.600 \\ 98.196 \\ 16.404 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 22 |
| Average stes \$ | 113.985 |
| Average expense $\$$ | 94,576 |
| Averige net profit $\$$ | 19.409 |
| Businesses reporting e loss (Mo.) | 4 |
| Averoge sales $\$$ | 206.785 |
| Averoge expense \$ | 221,347 |
| Averoge net loss \$ | -14.562 |

nese estimetes are based on sample of businesses repopting sales between $\$ 25,000$ and $\$ 2,000,000$
see reble 1 for symbols and nozes

TABLE 4. Statement of changes im financial posttion for incorporated businesses only. 1987
Nove Scotia, Drywell work (SIC 4272)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? $\text { middle } 25 \%$ | Uppe <br> middle 25: | $\begin{aligned} & \text { TOF } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No.) Low soles value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $11)^{3}$ | -- | -- |  | -- |
|  |  |  | Average (\$000's) |  |  |
| Opersting ectivities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & k \\ & k \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | - | -- | -- | -- |
| lnvestment ectivities <br> Disposs of fixed essets <br> Purchase of fixed nssets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | - | -- | -- |
| Financing ectivitios <br> Increase in long term debt <br> Repaymen: of lang term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Deciease in equity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - - - - - - - |
| Incresse(decrease) in cash \& equivalents Cash \& quivalents-Beginning of the year Cash equivalents - End of the year | $x$ $\times$ $\times$ | -- | -- | -- | - |

 only those Dusinesses roporting e starmmen of changes
see table 1 for symbols and nores.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciastification in 1987
Hove Scotli. Drywell Work (S1c 4272)

|  |  |  |  | Changes in numb with Doid | of businesses poyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units\{1) | Number of businesses | Total payroll ( $\$ 000$ 's) | Average labaur units(1) | $\begin{array}{r} \text { Newly } \\ \text { repoiting }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 42 | 4.508 | 209 | 15 | 4 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 37 \\ 5 \\ - \\ - \end{array}$ | $\begin{aligned} & 1.493 \\ & 3.015 \end{aligned}$ | $\begin{array}{r} 69 \\ 140 \\ \hline \end{array}$ | 14 $!$ - | 4 |
| 1987 |  |  |  |  |  |
| Total | 58 | 6.871 | 272 | 13 | . . |
| less than 20 <br> 20-99 <br> 100-499 <br> 500 and over | 52 6 - - | 2.626 4.245 $=$ | 104 168 - | 13 | . $\quad$. |

 Survey of Employmant. Payroll and Hours. Stetistics Cansot. Cetelogue $92-002$. An overoge tsbour unit could be interpited os of full-sime emplovee. Note that the business sige proups used ore ofiermined er the consde level. Thus if business hos at feast 500 employees in Canade as athole but less than that number in any given provinct is is show in the 500 and over group.
(2) Refers to businesses reporting no payroll deducsions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

- Mewly : eporting" end "no longer peporting" Dusinesses are assumed to heve been in activiry for six months and the informetion is ajusted occordingly

See itate 1 for symbols and notes.

SOURCE: Small Business and Speciol Surveys Division. Stetistice Cenada.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Finish Carpentry (S1C 4274)

|  | Yotal:1) | Bottom $25 \%$ | bomer $\text { m.ode } 25^{\circ}$ | Under middle 25 : | $\begin{aligned} & 100 \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No. <br> Low sales value ( $\$ 000 \mathrm{~s}$ ) <br> High sales value ( $\$ 0000^{\prime} \mathrm{s}$ ) | (1) ${ }_{(1)}$ | -- | -- | -- | -- |
|  | Average (\$000 s |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 13 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 13 | -- | -- | -- | -- |
| Other current essets | 14 | -- | -- | -- | -- |
| Totol current ossets | 28 | -- | -- | -- | -- |
| Fixed assets | 22 | - | - | - | -- |
| Less: Accum. dep. on fixed assets Other ssets | - | -- | - | -- | -- |
| Other sssets |  |  |  |  |  |
| Totel msets | 51 | - | -- | -- | - |
| Lisbilities and equity 5 |  |  |  |  |  |
| Curient loans | 5 | -- | -- | -- | -- |
| Other current liabilities Total current liabilities | 19 | -- | -- | - | -- |
| Total current liabilities | 24 | -- | -- | - | -- |
| Mortgages daysble | - | -- | -- | -- | -- |
| Long term debt | 3 | - | -- | -- | -- |
| Other liabilities | 14 | - | -- | -- | -- |
| Totel liabilities | 41 | -- | -- | -- | -- |
| Tatal equity | 10 | -- | -- | - | -- |

(11) Inse estimates are based on a sample of businesses reporting sales detween $\$ 25.000$ and $\mathbf{3 2 . 0 0 0 , 0 0 0}$

Set tede ifor symools and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Nove Scotia, Finish Carpentry (SIC 4274)

|  | Total(2) | Bottom $25 \%$ | $\begin{aligned} & \text { bower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { midde } 25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales vilue ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 20 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Avarage |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios <br> Dedilequity ratio (times) <br> Interest coverage ratio (times) <br> Dabt istio (times) | 4.1 1.9 0.8 | -- | -- | -- | -- |

(1) ine retios represent the overoge of ratios for esch business in the group ond connot be csiculated fron the figures ehown in tebie 2.
(2) These estimates ere bused on semple of businesses reporting sel between $\$ 25,000$ snd $\$ 2,000,000$

Soe Table 1 for symbols and notes.

## Definitions

1. Liquidity retio:

Cuprent $=$ curreni assets $/$ current liabilities
2. Leversge retios:
8) Detelequity $=$ to:81 liabilities / equity
b) Oebr paico total liabilisies/ total assess
el Interest coverage $=$ net profit interest expense / interest expense

TABLE 1. Selected operating ratios, in percent of sales, 1989
Nova Scolit. Finish Carpenery (SIC 4274)

|  | Totalil) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Lomer } \\ \text { middie } 25 \% \end{array}$ |  | Upper$\text { miodie } 25 \%$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25: 4 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (Mo.) Low sales value ( $\$ 000$ 's) High soles value ( 5000 's) |  | $\left(\begin{array}{l} 97 \\ (1) \\ (1) \end{array}\right.$ |  | $\begin{array}{r} 11 \\ 38 \end{array}$ |  | $\begin{aligned} & 38 \\ & 59 \end{aligned}$ |  | 59 99 |  |  | 699 |
| Selected expense item | industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd I } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | iozal | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { io } \\ & 25 \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soles | 28.5 | 26.2 | 28.1 | 30.8 | 28.8 | 72.1 | 39.5 | 40.3 | 36.8 | 43.7 | 38. |
| Decupency expenses Deprecialion | 4.9 3.5 | 8.1 4.3 | 6.4 5.6 | 4.4 | 2.7 1.3 | 96.3 84.2 | 5.1 4.9 | 6.6 5.3 | 6.4 | 4.1 | 2. |
| Lepreciation | 0.2 | 0.1 | O. 4 | 2.7 | 0.1 | 83. 3 | 4.1 0.6 | 0.5 | 6.1 1.0 | 2.9 0.4 | 1. |
| Meat. light 8 telephone | 0.6 | 1.0 | 0.1 | 0.7 | 0.4 | 72.6 | 0.8 | 1.2 | 0.6 | 0.9 | 0 |
| Rent | 0.6 | 0.7 | 0.1 | 0.7 | 0.9 | 29.2 | 2.0 | 2.0 | 0.9 | 1.8 | 2. |
| Personnel expenses | 19.8 | 16.2 | 14.7 | 19.3 | 28.7 | 76.4 | 25.9 | 34.7 | 18.7 | 24.0 | 29 |
| Finencial expenses | 1.1 | 1.6 | 1.5 | 1.0 | 1.4 | 89.6 | 1.5 | 1.9 | 1.5 | 1.2 | 1. |
| Interes? \& bank charges | 1.0 | 1.3 | 1.4 | 0.6 | 0.8 | 79.7 | 1.3 | 1.8 | 1.4 | 1.0 | 0. |
| Protessionat fees | 0.3 | 0.3 | 0.1 | 0.4 | 0.6 |  | 0.6 | 1.8 | 0.2 |  | 0. |
| Other expenses | 21.3 | 16.3 | 14.7 | 26.0 | 28.3 | 100.0 | 21.3 | 16.3 | 14.7 | 26.0 | 28. |
| Profit (loses) | 24.2 | 33.6 | 34.6 | 18.6 | 10.2 | 39.7 | 24.2 | 33.6 | 34.6 | 18.6 | 10. |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | - . | . . | . $\cdot$ |  |

## Symbol

zero or no observetions
:00 smal! too be expressed
not applicable
$\times$ conlidentisi

## footnotes

(1) These estimeres se besed on sampl of businesses reporting seles between \$25,000 and $32.000,000$ Total wighted expenditure on given item


131 Value in each cell $=\frac{\text { fotal weighted expenditure on given item }}{\text { lotal weighted sales of businesses reporting this item of expanditure }}$ for each quitile.
This portion of the tebl pertains only to the businesses reporting the specilic expense item. Therefore these ratios ere celculeted individu:ly and the toral will not necessarily equel 100 s.

## Mot?

Dato are shom by quertiles when st leest 13 of the sampled businesses roport the specific ifer.
Recor ds wert renked in ascending order according to sales size. Eech quartile li. . Dottom 25\%, lower midd 25s, etc.) represents one quarter of the tctal number of businesese. Hithin esch quertile, the cverege ratio is presenteo. for conperison purposes. the high and low velues of seliss are shown

Now to use the toles
(1) Locate the appropriate selet range that is displaynd on the two lines entitled low seles veluee end ohigh seles valup"
(2) The selected ronge will indicate the proper quartile. i. e. the botton 25z. the lower midole 25\%. the upper middie 25t or the top 258.
(3) Data perteining to the selected seles ize renge will be in that quertile.

Stonderd Industrial Clestificetion Definition (SIC 1900):
51C 4274 - Finish Cerpentry Contrecters
Businesses primarily engaged in on-site cabinery. millwork installation, pre-fabricated sash end door installation. garage door
instailation. exterior and interior triming and miscellaneous hardware installation. Included are businesses engaged in the installation and finishing of cabinetry. construction of buitt-in cabinets, the installation of interior and exterior wood trim.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Finish Carpentry (SIC 4274)

|  | To:a ${ }^{\text {(i) }}$ | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | UDDE: $\text { midele } 25^{\circ}$ | To0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | - 193 |  |  |  |  |
| Average sales 5 | 88.920 | 30.758 | 47.204 | 70.914 | 206.804 |
| Averoge expense \$ ${ }^{\text {Averoge net prof } \mathrm{it} \text { (loss) } \$ 9}$ | 75.242 | 19.218 | 36.924 | 56.108 | 188.716 |
| Averoge net profit (loss) \$ | 13.678 | 11.540 | 10.280 | 14,806 | 18.088 |
| Businusses raporting eprofit (No.) Average sales $\$$ | 180 88.571 |  | 45.388 | 71.448 | 205.781 |
| Avelage expense \$ | 72.442 | 18,973 | 30.735 | 54.844 | 185.214 |
| Average not prolit \$ | 16,129 | 11,713 | 15,633 | 16.604 | 20.567 |
| Businesses reporting loss (No.) | 97 13 |  |  |  |  |
| Average sales \$ | 92.768 | 36.246 | 49.406 | 66.050 67.509 | 219.370 |
| Aversge expense \$ | 97.593 -4.825 | 37.811 | 53.213 | 67.609 | $231.730$ |
| Average net loss \$ | -4.825 | $-1.565$ | -3.807 | -1.559 | -12.368 |

1986

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Avelage net profis (loss) \$ | 244 95.829 82.686 13.143 | 31.284 19.765 11.519 | $\begin{aligned} & 46.407 \\ & 33.944 \\ & 12.463 \end{aligned}$ | $\begin{aligned} & 83.269 \\ & 68.596 \\ & 14.673 \end{aligned}$ | $\begin{array}{r} 222.354 \\ 208.439 \\ 13.915 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (mo.) | 220 |  |  |  |  |
| Avelage soles \$ | 100.384 | 31.284 | 46.451 | 83.168 | 240.633 |
| Average expense \$ | 85.550 | 19.765 | 33. 301 | 67.453 | 221.670 |
| Average net profit $\$$ | 14.834 | 11.519 | 13,150 | 15.705 | 18.963 |
| Businesees reporting lost (Mo.) | 24 |  |  |  |  |
| Averoge sales $\$$ | 95.906 | - | 44.920 | 84.894 | 157.903 |
| Average expense \$ | 101.392 | - | 55.495 | 86.895 | 169.786 |
| Average net loss \$ | -5.486 | - | -10.575 | -2,001 | -3.883 |

1987

| Number of observations in sample <br> Average soles $\$$ <br> average exoense 5 <br> Average net profit (loss) $\$$ | 108 97.161 82.830 14.331 | $\begin{array}{r} 30.460 \\ 21.241 \\ 9.219 \end{array}$ | $\begin{aligned} & 49.908 \\ & 32.806 \\ & 17.102 \end{aligned}$ | $\begin{aligned} & 83.947 \\ & 71.626 \\ & 12.321 \end{aligned}$ | $\begin{array}{r} 224.329 \\ 205.648 \\ 18.681 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 32 |  |  |  |  |
| Ave'age sales $\$$ | 97.197 | 30.080 | 49.908 | 81.681 | 227.120 |
| Average expenses | 79.054 | 18.761 | 32.806 | 62.720 | 201.968 |
| Average net profits | 10.133 | 11.319 | 17.102 | 18.951 | 25.152 |
| Businesses reporting loss (Mo.) | 16 |  |  |  |  |
| Average ssles \$ | 112.794 | 32.958 | - | 92.007 | 213.418 |
| Average expense \$ | 120.290 | 37.541 | - | 103.294 | 220.036 |
| Averoge net loss \$ | -7.496 | -4.583 | - | -11.287 | -6.618 |

111 These estimetes are dased on sample of businesses reporting sales beimeen $\$ 25,000$ and $\$ 2.000 .000$
See table 1 for symbols and notes

TABLE 4. Statement of changes in financial position for incorporated busimesses only, ig87
Nove Scotit. Finish Corpentry (SIC 4274)

 only those businesses reporiing starment of changes
See Table I for symols and notes

TABLE 5. Employment changes by size of Dusiness, 1984-1987 based on SIC classification in 1987
Nove Scotie. Finlsh Cerpentry (S|C 4274)

| Susiness size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Totsi payroll } \\ (\$ 000 \text { ) } \end{array}$ | Aversge labour units(1) | Changes in number of businesses with poid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 273 | 7.245 | 342 | 66 | 45 |
| less than 20 | 273 | 7.249 | 342 | 66 | 45 |
| 20- $100-499$ | - | - | - | - | - |
| 500 and over |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 383 | 11.969 | 477 | 19 | . |
| lese than 20 | 383 | 11.969 | 477 | 97 | $\cdots$ |
| 20-99 |  | - | - | ) | ... |
| $100-499$ | - | - | - | - | - $\cdot$ |
| 500 and over | - | - | - | - | . . . |

(11) Everage lobour units are calculoted by dividing total payroll by the ber ge annuel wage ond salary rate as feported in the

 500 employees in Eanade as whol but less then thas number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no oayroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"mewly reporting" and "no longer reporting businesses are bsumed to heve begn in activity for six months and the information is adusted accordingly

See lable 1 for symbols ano notes

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Nova Scotia, Painting and Decorating Work (SIC 4275)

|  | Total 11$\}$ | $\begin{array}{r} \text { Bot+om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Loper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $\{3000$ s) Migh sales value $\$ 000$ 's | 19 $(1)$ $(1)$ | -- | -- | -- | $\cdots$ |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 54 | -- | - | -* | -- |
| Inventory | - | -- | -- | -- | - |
| Other current assets | 48 | -- | -- | - | -- |
| Total current assets | 103 | -- | - | -- | -- |
| Fixeo ssets | 15 | -- | - | -- | -- |
| Less: Aceum. deo. on fixed essets | 9 | -- | -- | -- | -- |
| Other ossets | 9 | -- | - | -- | - |
| Total sesets | 127 | -- | -- | =- | - |
| Liabilities and equity |  |  |  |  |  |
|  | 6 34 | -- | -- | -- | -- |
| Other current liabilities Total current liabilities | 40 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term deot | 1 | -* | - | " | -- |
| Dother liabilities | 14 | -- | - | -- | - |
| Total liabilities | 55 | -- | - | -- | -- |
| Total equity | 12 | -- | -- | -- | -- |

(1) These estimetes are based on sample of businusses reporting saies betwem $\$ 25.000$ and $\$ 2.000 .000$

See Table 1 for symols and notes.

TABLE 3. Ftnanctal ratios(1) for incorporated businesses only. 1987
Nove Scotis. Painting end Decortelng Work (SIC 4275)


(1) The retios represens the eversge of ratios for eoch business in the group and cannot be celculbied from the figures shown in fable 2 .
(2) These estimetes spe besed on semple of businesses reporting stes beimeen $\mathbf{5 2 5 , 0 0 0}$ nid $\mathbf{5 2 , 0 0 0 , 0 0 0 .}$

See tiole 1 for symbols and notes.

Definitions:

1. Liquidity erio:

Current $=$ current assets / current liabilities
2. Leversge retios:

```
Deoq/equity = folal |iabulisies/ equily
Deci ratio = toial |iabidiqies/ tota| assets
Interest coverage = net profit - inverest expense / interest expense
```

TABLE 1．Selected operating ratios，in percent of sales， 1987
Nove Scotia，Painting and Decorting Work（SIC 4275）


|  | Total（1） |  | 80t tom |  | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ |  | Upper$\text { midde } 25 \%$ |  |  | Top25\％ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample（ Nc ．） Low sales value（ $\$ 000 \mathrm{~s}$ ） High sales value（ $\$ 000 \mathrm{~s}$ ） |  | （1） $\begin{aligned} & 36 \\ & (1)\end{aligned}$ |  | －－ |  |  |  | －－ |  |  | －－ |
| Selected expense item | Industry average（2） |  |  |  |  | $\left\|\begin{array}{c} \text { \% Dusi- } \\ \text { nesses } \\ \text { reporting } \end{array}\right\|$ | Reporting businesses only（ 3） |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uaper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Top |  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | To |
|  | percent of sales |  |  |  |  |  | Perent of sales |  |  |  |  |
| Cost of sales | 20.2 | －－ | －－ | －－ | －－ | 71.8 | 28.2 | －－ | －－ | －－ |  |
| Dccupancy expenses | 3.7 | －－ | －－ | － | －－ | 100.0 | 3.7 | －－ | －－ | －－ |  |
| Dapreciation | 2.8 0.7 |  |  |  |  | 100.0 28.3 | 2.0 2.6 | －－ | －－ |  |  |
|  | 0.7 | － |  |  | －－ | 28.3 43.9 | 2.6 1.0 | －－ | －－ | －－ |  |
| Rent | 0.5 | －－ | －－ | －－ | －－ | 25.6 | 1.9 | －－ | ．－ | －－ |  |
| Personnel expenses | 33.1 | －－ | －－ | －－ | －－ | 93.7 | 35.4 | －－ | －－ | －－ |  |
| Financial expenses | 0.9 | －－ | －－ | －－ | －－ | 85.1 | 1.1 | －－ | －－ | －－ |  |
| Interest \＆bank charges Professionsi fees | 0.5 0.5 |  | －－ | －－ |  | 58.8 72.3 | 0.8 0.6 |  | －． | －－ |  |
| Other expenses | 16.5 | －－ | －－ | －－ | －－ | 100.0 | 16.5 | －－ | －－ | －－ |  |
| Prafit（loss） | 25.6 | －－ | －－ | －－ | －－ | 100.0 | 25.6 | －－ | －－ | －－ |  |
| Total | 100.0 | －－ | －－ | －－ | －－ | 100.0 | $\ldots$ | －－ | －－ | －－ |  |


|  | Total（1） |  | 80t tom |  | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ |  | Upper$\text { midde } 25 \%$ |  |  | Top25\％ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample（ Nc ．） Low sales value（ $\$ 000 \mathrm{~s}$ ） High sales value（ $\$ 000 \mathrm{~s}$ ） |  | （1） $\begin{aligned} & 36 \\ & (1)\end{aligned}$ |  | －－ |  |  |  | －－ |  |  | －－ |
| Selected expense item | Industry average（2） |  |  |  |  | $\left\|\begin{array}{c} \text { \% Dusi- } \\ \text { nesses } \\ \text { reporting } \end{array}\right\|$ | Reporting businesses only（ 3） |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uaper } \\ \text { middle } \\ 25 \% \end{gathered}$ | Top |  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | To |
|  | percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 20.2 | －－ | －－ | －－ | －－ | 71.8 | 28.2 | －－ | －－ | －－ |  |
| Dccupancy expenses | 3.7 | －－ | －－ | － | －－ | 100.0 | 3.7 | －－ | －－ | －－ |  |
| Dupreciation | 2.7 0.7 |  |  |  |  | 100.0 28.3 | 2.0 2.6 | －－ | －－ |  |  |
| Repairs ommintenance Heat． | 0.7 | － |  |  | －－ | 28.3 43.9 | 2.6 1.0 | －－ | －－ | －－ |  |
| Rent | 0.5 | －－ | －－ | －－ | －－ | 25.6 | 1.9 | －－ | ．－ | －－ |  |
| Personnel expenses | 33.1 | －－ | －－ | －－ | －－ | 93.7 | 35.4 | －－ | －－ | －－ |  |
| Financial expenses | 0.9 | －－ | －－ | ＝－ | －－ | 85.1 | 1.1 | －－ | －－ | －－ |  |
| Interest \＆bank charges Professionsi fees | 0.5 0.5 |  | －－ | －－ |  | 58.8 72.3 | 0.8 0.6 |  | －． | －－ |  |
| Other expenses | 16.5 | －－ | －－ | －－ | －－ | 100.0 | 16.5 | －－ | －－ | －－ |  |
| Prafit（loss） | 25.6 | －－ | －－ | －－ | －－ | 100.0 | 25.6 | －－ | －－ | －－ |  |
| Total | 100.0 | －－ | －－ | －－ | －－ | 100.0 | $\ldots$ | －－ | －－ | －－ |  |

Top

## 5ymbol

zero of no observetions
－－too smell too be expressed
not applicable
$x$ confidential

## footnotes

（1）These estimetes are besed on sonple of businesses reporting seles between 825.000 and $82.000,000$
Vatel weighted expenditure on given item

（3）Valu in esch eell $=$ lot⿱⿻土㇒日幺十 wighted expenditure on given item
Totel weighted ssiss of businesses reporting this item of expenditure $\times 100$
This portion of the tablepertains only to the businesses peporting the specific expense item．Ther fore these retios are calculated individulty and the cotal will noi necessarily aqui $100 z$

## Notes

Data are thom by quertiles when at least 13 of the sampled businusses peport the specific item．
Records were renked in escending order sccording to seles size．Each quertile fi．t．Dottom 25z．tower midde 25t．etc．l repritents one quarter of the totel number of businesses．Mithin each quartite．the everage retio is prasented．for comparison purposes，the high and low veluss of seles ers shown

How to ute the tables

$(2)$ The selected renge will indicete the proper quertile．i．e．the bottom $25 \%$ ，the lower midde $25 \%$ ，the upper midde 258 or the toD 258
（3）Date perteining to the selected stits size ponge will be in thet quertile．

## Standard Industri＊Elestifiestion Definition ISIC 18801：

SIC 4275 －Painting end Decormting Contraetors
Businesses primarily engaged in painting．paperhanging and decoroing in buildings and painting of heevy lengineering structures included ere Dusinesses primarily engaged in point or pbper stripping and perking lo：or rosd surface merking．This indusiry includes the painting of brioges and structures，interiop decorating．pant spripping lexcept furniturel．interior and exterior painting of buildings．Dape？hanging linterior decorsiingl and wal paper hanging and $r$ emoval

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Painting and Decorating Work (SIT 4275)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lawe: $\text { midde } 25 \text {; }$ | Under middle $25 \%$ | Top 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| n- of observetions in smmple |  |  |  |  |  |
| . -erage sales \$ | 115.982 | 38.208 | 55.452 | 91.983 | 278.306 |
| tuerage expense \$ | 105.468 | 24.910 | 48.544 | 76.276 | 272,142 |
| Average net profit (lass) \$ | 10.514 | 13.298 | 6.908 | 15.687 | 6.164 |
| Businesses reporting profit (Mo.) | . 54 |  |  |  |  |
| Average soles $\$$ | 134.744 |  |  |  |  |
| Average expense \$ | 118.951 | 21.022 | 46,921 | 73.881 | $333.979$ |
| Average net prafit \$ | 15.793 | 16.359 | 8.539 | 17.762 | 20.514 |
| Businesses reporting loss (Mo.) | 10 |  |  |  |  |
| Average sales $\$$ g | 93.569 | 45.521 | 55.364 | 94.920 | 178.470 |
| Average expense ${ }^{\text {a }}$ | 103.983 | 59.284 | 67.101 -19.737 | 98.434 | 191.111 |
| Average net loss \$ | -10.414 | -13.783 | -11,737 | -3,514 | -12,64 |

Number of observetions in sample Average saies $\$$
Average expense $\$$
Average net praf it (lass) $\$$

Businesses reporting a profit (No. |
Average soles \$
Average expense $\$$
Aversge net profits

Businesses reporting lose (Mo.)
Average soles $\$$
Averape expense $\$$
Aversge net loss \$

93
160.257
146.755
13.502

80
140.450
119.334

21,116
254.878
273.107
-18.129
31.419
21.74
9.676
32.646
13.970
19.676
28.891
37.754
$-8.963$

52,220
44,757
7.463
52.512
44.427
8.085
48.001
49.527
$-1.519$
91.755
73.826
18.129
87.837
63.657
24.180
110.115
120.344
$-10.228$
465.635
446.894
18.74
389.803
355.282
33.521
832.896
884.803
$-51.907$

1987

| Number of observetions in smmple <br> Avergge sales \$ <br> Average expense $\$$ <br> Average net prafit (loss) \$ | $\begin{array}{r} 52 \\ 114.373 \\ 95.874 \\ 18.499 \end{array}$ | $\begin{aligned} & 30.531 \\ & 17.506 \\ & 13.025 \end{aligned}$ | $\begin{array}{r} 42.470 \\ 33.857 \\ 8.613 \end{array}$ | $\begin{aligned} & 67.923 \\ & 45.196 \\ & 22.727 \end{aligned}$ | $\begin{array}{r} 316.567 \\ 286.936 \\ 29.631 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 41 |  |  |  |  |
| Average sales \$ | 113.233 | 30.531 | 42.306 | 68.739 | 311.357 |
| Average expense $\$$ | 90.880 | 17.506 | 32.316 | 38.706 | 274.992 |
| Average net profits | 22.353 | 13.025 | 9.990 | 30.033 | 36.365 |
| Businesses reporsing loss (Mo.) | 11 |  |  |  |  |
| Average sales $\$$ | 153.068 | - | 44.435 | 65, 357 | 349.412 |
| Average expense \$ | 160.068 |  | 52.350 | 65.622 | 362.233 |
| Average net loss \$ | -7.000 | - | -7.915 | -265 | -12,821 |

111 These estimates ore Dased on a sample of Dusinesses peporting sales between \$25.000 ond \$2.000,000.
See Tade i for symbols snd notes

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nova Scotia, Painting and Decorsting Work (SIC 4275)

|  | Total(1) | $\begin{array}{r} 60+10 m \\ 25 \% \end{array}$ | Lowe ! <br> middle 25\% | Upoer $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value $18000^{\circ}$ s: | $\begin{aligned} & 6 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage 35000 |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{array}{r} 34 \\ 6 \\ -4 \end{array}$ | -- | -- | -- | -- |
| Dividends | $-3$ | - | -- | -- | -- |
| Investment ectivities <br> Dispossel of fixed ussets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 37 \\ -35 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Incresse in long term debt <br> Redayment of long term debt <br> Loans from sharenolders <br> Redayment of loens from shareholders <br> Advances of loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 11 \\ -19 \\ 9 \\ -16 \\ - \\ - \\ -1 \end{array}$ | $=-$ $-=$ $-\infty$ $=-$ $=-$ $-\infty$ | $=-$ -0 -0 $=-$ $=-$ $=-$ $=-$ | -- | -- -- $=-$ $=-$ -- |
| Increase(decrease) in cest s equivslent Cash fequivelents-Beginning of the year Cash equivslents - End of the year | $\begin{aligned} & 19 \\ & 14 \\ & 33 \end{aligned}$ | -- | -- | -- | -- |

 only those businesses raporting statement of chenges.
See Iebl i for symols ang notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in i987
Move Scotie, Peinting and Decorating Work (SIC 4275)


[^7]TABLE 2. Balance sheet proflle for incorporated businesses only. 1987
Nove Scotia. Land Developers (SIC 449)

|  | Torali9) | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { midole } 25:$ | $\begin{aligned} & \text { UDDe? } \\ & \text { middie } 25 \% \end{aligned}$ | Tor 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High sales value $\left(\$ 000^{\circ}\right.$ s) | $\left(\begin{array}{l}3 \\ (1)\end{array}\right.$ | -- | -- | .- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets ${ }^{\text {a }}$ |  |  |  |  |  |
| Cash | $x$ $x$ | - | -- | - | -- |
| Accounts and notes receivable Inventory | $\frac{x}{x}$ | -- | -- | -- | -- |
| Other curtent essets | $x$ | -- | -- | -- | - |
| Total curient assets | $x$ | -- | -- | -- | -- |
| Fixed assets | $\times$ | -- | -- | -- | -- |
| Less: Accum. deo. on lixed assets | $x$ | -- | -- | -- | -- |
| Other assets | $\times$ | -- | -- | -- | -- |
| Totel ussets | $x$ | -- | -- | - | - |
| Liabilities end equity - |  |  |  |  |  |
| Other current liabilities | x | -- | -- | -. | - |
| iotal current liabilities | $x$ | -- | -- | -- | -- |
| Mortpages payable | $x$ | -- | - | -- | -- |
| Long term debt | K | -- | -- | -- | -- |
| Dther liabilities | x | -- | -- | -- | -- |
| Total lisbilities | $x$ | -- | -- | -- | -- |
| Total equity | x | -- | -- | --- | -- |

111 These fstimates are based on a sample of businesses peporiing sales between $\$ 25,000$ and $\mathbf{3 2}, 000,000$.
See Toble 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporsted businesses only, 1987
Hove Scotie. Lend Developers (SIC 4491)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe ! midde $25 \%$ | Upper midde 25 \% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low seles value ( $\$ 000^{\circ}$ s) Migh sales value ( $\$ 000$ 's) | $(1)^{3}$ |  | -- | -- | -- |
|  | Averape |  |  |  |  |
| biquidity retio Current patio (times) | 0.2 | -- | =- | -- | -- |
| Leverage ratios. <br> Deotlequity catio (times) <br> Interest coverage patio (times) <br> Debt istio (times) | $\begin{array}{r} -1.3 \\ 1.1 \\ 4.2 \end{array}$ | -- | -- | -- | -- |

(1) The retios represens the over oge of ratios for bach business in the group and canot oe celculatod fon the figur shown in tobie 2 .
12) These estimeses ere Desed on semplo of businesses reporting estes besweon 325,000 and $\mathbf{3 2}, 000,000$

Set Table i for symbols and notes.

## Definitions:

1. Liquidity ratio:

Curient = current essets/curpent lisbilities
2. Leverage ration:
8) Debt/equity = cotal lisbilities/equily
bl Oept ratio = lotal liabilities/total assets
cl Interesi covergge = net profit imteres? expense/ imterest expense

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nove Scotis, Land Developers (SIC 4491)

|  |  | 111 |  | Bot 10 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middi } 25 \% \end{aligned}$ |  | Uppe:$\text { midde } 25 \%$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (Mo. Low sales value i $\$ 000$ s) Migh sales volue ( $\$ 000$ 's) |  | (1) ${ }^{9}$ |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bot 40 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uppes } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 6.6 | -- | -- | - | - | 38.1 | 6.7 | -- | - | -- | -- |
| Occupency expenses Dopreciation | 3.2 2.4 | -- | -- | -- | -- | 71.9 | 4.5 3.3 | -- | -- | -- | - |
| Dedreciation | 2.4 | -- | -- | -- | -- | 11. | - | -. | -- | -- | - |
| Heat, light \& teleohone | 0.1 | -- | - | =- | - | 42.2 | 0.3 | - | -- | - | - |
| Rent | 0.7 | -- | -- | -- | -- | 29.7 | 2.4 | -- | - | -- | -- |
| Personnel expenses | 15.4 | -- | -- | -- | -- | 56.1 | 27.4 | - | -- | - | - |
| Financisl expenses | 13.7 | -- | -- | - | -- |  |  | -- | - | -- | - |
| Interest b bank charges Professional fees | 11.9 2.6 | -- | -- | - | -- | 68.8 98.9 | 16.2 2.6 | -- | -- | -- | "- |
| Other expenses | 57.2 | -- | -- | - | -- | 100.0 | 57.2 | - | -- | -- | -- |
| Profit (loses) | 4.0 | -- | -- | - | - | 100.0 | 4.0 | - | - | -- | -- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |

syebols
zero or no observetions

- too small roo be mpressed
not opplicable
$x$ confidentisl


## Footnotes

11) fhese estimetes ore based on semple of businesses reporting seles between $\mathbf{2 5} \mathbf{2 5} .000$ end $\mathbf{8 2} .000 .000$.

Totel weighted expenditure on given item
(2) Volue in ach cill $x$ lotal whighted sates of alt busingsses in the somple $x$ for foch quaptile

This portion of the toble perqeins only to the businesses reporting the specific oxpunse item. Thertore these ratios er catculsed individualiy and the cotal will nat necessarily equal $100 \%$.

## Motes

Data are show by quertiles when bi last 13 of the sonpled businesses peport she specific item.
 on quarter of the totel numoer of businestes. Mithin esth quertile. the gumeg retio is presen zed. for comparison purposes. the high and low velues of seles are thom

## How to ute the tates

(1) bocate the mppropr inte teles penge phet is disployed on thit two lines entirled low sales values end wigh seles velue"
(2) The selected renpe will isdicete the proper queptile, i.e. the botton 25\%. the lower midde 25\%. the upper midde 25\% or the $10025 \%$
(3) Dete pertiming to the selected seles size qunge will be in thet quertile

Stenderd Industrisl clastificetien Definition (5IC 1ss0):
SIC 4est - Lend Bevelopers
Businesses primarily engaged in the ecquisition. essembly. subdivision and servicing of lend for subsequent resele qo builders Included are bus inesses engaged in land developmen for building lot subdividing. Iand developers. Iand assembling and developing and land development for land servicing (hydro. sewer and watef)

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotis, Land Developers (SIC 4491)


1985



1987

(1) Ihese estimates are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$

See ioble 1 for symbols ano notes

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotim, Land Developers (SIC 4491)

|  | (1) | $\begin{array}{r} \text { Bc:tom } \\ 25 \% \end{array}$ | Lowe P $m, d d \in 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) Hign saies value ( $\$ 000$ 's) | (1) ${ }^{1}$ |  |  |  |  |
| Average ( $5000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |  |
| Operating ectivities Cash from operations Depreciation Dther | $x$ $x$ $x$ |  |  | -- | -- |
| Dividends | $x$ | $\cdots$ | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed essets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of lang term debt <br> Loans from shareholders <br> Repayment of loars from shareholders <br> Advances \& loans from government <br> Incrase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- -- -- -- -- | -- <br> - <br> -- <br> -- <br> -- | -- | - - - - - - - |
| Increase(decrease) in cash equivelents Cash s equivelents-8eginning of the yeer Cash : equivalents . End of the yeer | X | -- |  |  |  |
| (1) These estmates are based an sample of incorporated businesses reporing sales between $\$ 25.000$ and 82.000 .000 . Somple coun: includes only those businesses reporting statement of chenges. <br> Sef toble for symbols and notes. |  |  |  |  |  |
| TABLE 5. Employwent changes by size of business, 1984-1987 based on SiC classification in ige7 |  |  |  |  |  |



[^8]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotie. Truck Trensport industries (SIC 455)

(1) These estimates are besed on sample of businesses reporting seles between $\$ 25,000$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0}$.

See ieble 1 for symbols and motes

TABLE 3. Financial ratios(i) for incorpornted businesses only. 1987
Nove Scotie, Truck Trensport Industrles (SIC 456)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp (No. Low sales value (\$000's) High soles value ( $\$ 000$ 's) | $\begin{aligned} & 83 \\ & (1) \\ & (1) \end{aligned}$ | 19 90 | 90 9 | 194 417 | 417 $11)$ |
|  |  |  | Average |  |  |
| Liquidity rotio Current retio (times) | 1.1 | 1.7 | 1.9 | 1.1 | 0.9 |
| Leverage patios <br> Debtlequity retio (timas) <br> Interest coverage ratio (times) <br> Debt retio (times) | 1.7 3.0 0.6 | 2.6 0.2 0.7 | 0.9 4.2 0.5 | 3.1 3.8 0.8 | 1.6 2.9 0.6 |

11) The renios represent the everage of potios for ech business in the group ond cannot be celculstot from the figures shown in teble 2


See Tabit 1 for symbols and notes.

## Definitions:

1. biquidity petio:

Gurrent = current assets / current liabilities
2. Lever sog Fitios:
b Debt/equity $=$ sotal liabilisies / equity
b) Dubt Patio = total liabilities/total assels
c) Interest coverage $=$ net profit - interest expense/interest expense

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nove Scotia, Truck Transport Industries (SiE 456)


## Symols

- zero or no odservations
.- 100 small too be expiessed
not spoliceol
- confidentiol


## Footnotes


(2) Value in eech cell $=\frac{\text { Total weighied expenditur on given item }}{\text { Total weighted sales of oll businesses in the sample }} \times$ for fach guerpile
(3) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total wighted sales of businesses reporting this item of expenditure }}$ foo for quertile

This portion of the tate pertains only to tho businesses peporting the speciflc expense iten. Therefore these retios tere celculateo individually and the total will not necesserily equal $100 \%$.

## Notes

Data ere show by quartiles when st least 13 of the stupled businesses report the specific item
 one quartior of the total number of businesses. Within pach quartile. the overage istio is presented. for conparison pupposes, the high ind low values of selas ere shawn

## How to use the tebles

(1) bocete the sppropilte geles renge thet is displeyed on the two lines untipled blow seles volue and ohigh sales velue"
(2) The selected range will indicste the proper oust tile. i.e. the botton 25\%. the lower middie 25\%. the upper midde 258 or the top $25 \%$.
(3) Date prtaining to the selected sales size range will be in thet quertile

## Stander Industrisl CIBeafiestien Definition 1516 1980):

SIC 4S60 - Truck Iransport Industry
Businesses orimarity engaged in the provision of all types of frucking. sransfer end releted services. Truck eboker-operators are ineluded in this industry.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nova Scotia. Truck Transport Industries (SIC 456)

|  | Tota (1) | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | Lower $\text { middle } 25^{\circ}$ | Uode: $\text { niddie } 25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales vaiue $1 \$ 000$ 's) High saies vaive $\$ \$ 000$ s) | $\begin{aligned} & 4! \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ | $\begin{array}{r} 1 \\ 92 \end{array}$ | $\begin{array}{r} 92 \\ 238 \end{array}$ | $\begin{aligned} & 238 \\ & 442 \end{aligned}$ | $44 ?$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Dperating ectivities Cash from operations Depreciation Other | $\begin{aligned} & 18 \\ & 35 \\ & -4 \end{aligned}$ | $\begin{array}{r} 5 \\ 1! \\ -1 \end{array}$ | $\begin{array}{r} 9 \\ 18 \end{array}$ | $\begin{array}{r} 15 \\ 21 \\ -9 \end{array}$ | 11 89 -4 |
| Dividends | -1 | - | -1 | - | -4 |
| Investeent activities <br> Dispossl of fixed assets <br> Purchase of iixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r}12 \\ -71 \\ \hline\end{array}$ | -11 | - 2 | -51 | $\begin{array}{r}38 \\ -202 \\ \hline\end{array}$ |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shapeholders <br> Redayment of loans from shareholders <br> Acvances $\delta$ loans fiom government <br> Inerease in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 36 \\ -26 \\ 2 \\ -4 \\ - \\ - \\ \hline \end{array}$ | - <br> - <br> - <br> - | -10 -5 - - - 2 | 30 -16 4 -3 | $\begin{array}{r} 111 \\ -74 \\ 1 \\ -6 \\ - \\ - \\ - \\ 5 \end{array}$ |
| Increase(decrease) in cash sequivalents Cash \& equivelents-Beginning of the year Cesh \& equivelents - End of the yeer | $\begin{aligned} & -2 \\ & 14 \\ & 12 \end{aligned}$ | 7 4 51 | $\begin{array}{r} -1 \\ 3 \\ 2 \end{array}$ | -5 27 22 | $\begin{array}{r} -5 \\ -11 \\ -15 \end{array}$ |

(11) These estimates are based on a sample of incorporated businesses reporing sales between $\$ 25.000$ and $\$ 2,000,000$. Sampie count includes only those businesses reporting a statemen: of changes
see Teble 1 for symbols ans notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Mova scotis. Truck Transport Industries (5ic 455)


(1) Average labour units are calculated by dividing total paypoll by the overage annul wage and salary rate as reporteo in the

Survey of Employment. Payroli and Hours. Siatistics Canada. Catalogue $72-002$. An average lobour unit could be interpreted as e full-time employee. Note that the ousiness size groups used are determinec at the Canade level. Thus if a business has at least 500 employees in Canaga as whote but less than that number in any given province it is shown in the 500 and over group
(2) Refers 10 businesses reporting no paytoll deductions in the previous year.

131 Refers io businesses reporting no payroll deductions in the following year
"Newly reoorting" and "no longer pedorting" Dusinesses are assumed to have been in activity for six months and the information is acjustee accordingly

See Taple 1 for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nov: Scotia. Truck Transport Induseries (S|C 455)

|  | Total (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { riddle } 25 \%$ | UDDe: <br> middle 25: | $\begin{aligned} & \text { TCD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| ```Mumber of observetions in sample Average salos $ Average exomense$ Avermge net profit (loss)s``` | $\begin{array}{r} 228 \\ 167.515 \\ 149.419 \\ 18.096 \end{array}$ | $\begin{array}{r} 31.426 \\ 24.097 \\ 7.329 \end{array}$ | $\begin{aligned} & 60.199 \\ & 46.896 \\ & 13.603 \end{aligned}$ | $\begin{array}{r} 118.050 \\ 98.077 \\ 19.983 \end{array}$ | $\begin{array}{r} 450.073 \\ 428.606 \\ 39.467 \end{array}$ |
| ```Businesses reporting profit (No.) Average sales $ Average expense $ Aversge net profit $``` | $\begin{array}{r} 203 \\ 164.973 \\ 140.780 \\ 24.193 \end{array}$ | $\begin{aligned} & 32.263 \\ & 22.151 \\ & 10.112 \end{aligned}$ | $\begin{aligned} & 80.727 \\ & 45.829 \\ & 14.898 \end{aligned}$ | $\begin{array}{r} 118.717 \\ 97.110 \\ 21.607 \end{array}$ | $\begin{array}{r} 448.184 \\ 398.031 \\ 50.153 \end{array}$ |
| Businasses reporting less (No.) <br> Average sales \$ <br> Avermoe expense \$ <br> Average net loss \$ | $\begin{array}{r} 25 \\ 174.941 \\ 195.853 \\ -20.912 \end{array}$ | $\begin{array}{r} 28.124 \\ 31.779 \\ -3.655 \end{array}$ | $\begin{array}{r} 55.917 \\ 68,360 \\ -12.443 \end{array}$ | $\begin{array}{r} 103.246 \\ 119.898 \\ -16.652 \end{array}$ | $\begin{aligned} & 512.476 \\ & 563.374 \\ & -50.898 \end{aligned}$ |

1985


1987

```
Wumber of observations in smmple
    Average sales $
    Average expense $
    Average net prafit (loss)s
```

Businesses reporting profit (No.)
Average saies \$
Average expense
Average expense
205
134.672
118.558
16.194
33.183
55.824
43.600
24.520
8.663
43.600
12.224
95.23
354.448
2
76.468
98.763
329.642

480.073
428.606 Averge salas $\$$
Average expense $\$$
Average net prof it (loss)

Businesses reporting profit (Mo.)
Average sales 5
Average expense $\$$
t 5
17.500
-10.691
40.268
76.221
-3.930
130.935
622.576
$-23.36$

Susinesses reporting lose (Ko.)
Average sales $\$$
Average expense 5
Aversge net loss \$

171
125.060
105,908
105,108
33.621
23.590
10.031
29.984
31.303
31.303
-1.319
209.987
-10.679

111 These estimetes are Desed on sample of businesses reporting seles between 825.000 end 82.000 .000
Sot tate i for symools and notes

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotia. Logglng Industry (SIC 0s11)

|  | Total(1) | Bottom 25* | Lower $\text { midde } 25 \%$ | Under $\text { midole } 25$ | TOP |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - : nesses ir samale (No.) <br> - ssies value ( 8000 s ) <br> sales value ( $\$ 000$ s) | 34 $(1)$ 11 | -- | -- | -. | -. |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | - | -- | -- | -- | -- |
| Accounts and notes receivable | 31 | -- | - | -- | -- |
| Inventory | - | -- | -* | -- | -- |
| Other curpent ssets | 73 | -- | -- | -- | -- |
| Total current sssets | 104 | -. | -- | -- | -- |
| Fixed assets | 391 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other assets | is | -- | -- | -- | -- |
| Other assets | 15 |  |  |  | -- |
| Totel sesets | 514 | -- | - | -- | -- |
| Liebiltties and equity |  |  |  |  |  |
| Current loans | 41 | -- | -- | -- | -- |
| Total current liabilities | 102 | -- | -. | -- | -- |
| Mortgages Dayaol | - | - | - | - | -- |
| Long term dob: | 73 | -- | -- | -- | -- |
| Other liabilitios |  | -- | - | -- | -- |
| Total lisbilities | 192 | -- | - | -- | -- |
| Total equity | 322 | -- | -- | -- | -- |

(1) These estimates ar Dased on sample of Dusinesses peporting sales between \$25,000 and \$2,000,000
see Toble i for symbols and notes.

TABLE 3. Financial ratios (i) for incorporated businesses only, 1987
Nove Scotit, Logging Industry (SIC 0411)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 34 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- |  |
|  |  |  | Average |  |  |
| Liquidity ratio Current iatio (times) | 1.0 | -- | -- | -- | -- |
| Leverage fatios <br> Debtlequity itio (times) <br> Interest coverage ratio (times) <br> Debt iatio (imes) | $\begin{aligned} & 0.6 \\ & 2.8 \\ & 0.4 \end{aligned}$ | -- | -- | -- | -- |

IN The petios pepresent the guerse of rotios for etch business in the group ond connot be celculet from the figures shown in isbl 2

See Table 1 for symbols and notes

## Definitions

1. Liquidity p垬ic:

Curpent : current assets / curtent liabilities
2. Iever ingerinios:

Dect/equity $=$ sotal 1 iadilities $/$ equity
b) Debt ratio = qual ligbilipies / roial assets.
c) Interest coverage a net profit - interest expense / interest expense

TABLE 1 . Selected operating ratios, in percent of sales. 1987
Nova Scotia, Logging industry (S1c 0411)


Symbol:

- zero or no odservelions
- too smell too be expressed
not spplicable
x confidentill


## footnote:

(1) These estimares seresed on sample of businesses reparting seles beiween 525,000 and $\$ 2.000,000$. Totsl weighted expenditure on given itm
(2) Value in eth cell = $\frac{\text { Total weightod soles of all businesses in the sample }}{x} 100$ for each qusrtile.
(3) Velue in eech cell $=\frac{\text { lotal weighted expenditure on giveh item }}{\text { rotsl weighted sales of businesses reporing inis item of expenditure }}$ for fortile
itis portion of the eable pertains only to the businesses peporting the specific expense item. iherefor these ratios are calculateo individueliy and the sotal will not necessarily equal $100 \%$.

Notes
Oats ere shown by quaftiles when at least ij of the sempled businesses report the specific iten.
Records were ranked in ascending order according to sales sizt. Esch quertile (i. bottom 25\%. lower middle 25z. Etc. represents one querter of the roial number of businestes. Within etech quertile. the averege ratio is presented. For comparison purposes, the high end low velues of sales ere shown.

## Now to use the treles

lil boces the eppropriete seles range thet is displayed on the two lines entitled blow seles volue end ohigh stes velue
(2) The selected renge will indicete the proper quertile. i.e. the botton 25\%, the lower middle 25\%. the upper middie 25z or the 800258.
(3) Dete pertaining to the selected sales size fange will be in that quartile.

## Stenderd industrisl CIEsificetion Definition (SIC 18s0):

SIC OFII - logeing Industry
Businesses primerily engeged in hervesting hordwood and softmood trees on en own account bas is. Included ere businesses primerily engaged in the combined activities driving. booming. sorting and rafting and towing of wood. Barking mills are also included These bus inesses incluge barking Irossingl logs. booming logs, bucking trees. Dunching logs, chipping logs. Christmas tite cutting. coniract logging. felling trees lloggingl. fuelwood cutting. log salvaging. log sceling. logs and bolis. unireated wooden pit props untreated wooden poles and pilings. pulpwood cutting. sowlogs, veneer logs and wood chips.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $4985-1987$ Nove Scotia, Logging Industry (SIC 0411)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midde ${ }^{\text {Lower }} 25 \%$ | Uoper midde $25 \%$ | 70\% $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales \$ | 173.325 | 32.708 | 69.856 | 139,559 | 451.177 |
| Average expense \$ ${ }^{\text {average net pioft (loss) } \$ 0}$ | 154.476 | 25.427 | 55,537 | 125.659 | $\begin{array}{r}411.281 \\ \hline 38.895\end{array}$ |
| Average net profit (loss)\$ | 18.843 | 7.281 | 14,319 | 13.900 | 38.896 |
| Businesses reporting a profit (Mo.) | 178.85 |  |  |  |  |
| Average sales \$ Average expanse $\$$ | 178.079 154.876 |  | 70.451 52.824 | 157.695 132.640 |  |
| Average expanse $\$$ Average net profit $\$$ | 154.876 23.203 | $\begin{array}{r} 24.495 \\ 7.907 \end{array}$ | 52.824 17.627 | 132.640 25.055 | $\begin{array}{r} 409,545 \\ 42,222 \end{array}$ |
| Businesses reporting loes (Mo.) | 11 |  |  |  |  |
| Average sales \$ | 162.883 | 37.711 | 66.173 | 113.421 | 434.228 |
| Average expense \$ | 172.444 | 40.680 | 72.333 | 115.597 | 461. 166 |
| Avarage net loss \$ | -9.561 | -2.969 | -6,160 | -2,176 | -26.938 |

1985

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | 140 168.251 150.176 18.075 | $\begin{array}{r} 49.562 \\ 43.273 \\ 6.289 \end{array}$ | $\begin{array}{r} 112.503 \\ 99.445 \\ 13.058 \end{array}$ | $\begin{array}{r} 190.380 \\ 171.227 \\ 19.153 \end{array}$ | $\begin{array}{r} 320.558 \\ 285.760 \\ 33.798 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting eprofit (Mo.) | 124 |  |  |  |  |
| Average sales \$ | 167,947 | 51.270 | 113.730 | 190.280 | 316.507 |
| Average expense\$ | 147.581 | 41,314 | 99,942 | 167.854 | 281.214 |
| Average net profit \$ | 20.366 | 9.956 | 13.788 | 22.426 | 35.293 |
| Businesses reporting loss (Mo.) |  |  |  |  |  |
| Average seles \$ | 192,981 |  |  |  |  |
| Average expense \$ | 200.779 -7.798 | 49,137 | 86.874 | 196.484 | 470.620 |
| Average net loss \$ | -7.798 | -4,698 | -5.396 | -5.35? | -15.749 |

1987

| Number of observations in sample <br> Average sules \$ <br> Average expense \$ <br> Average net prolit (loss) \$ | $\begin{array}{r} 82 \\ 166.689 \\ 152.022 \\ 14.657 \end{array}$ | $\begin{array}{r} 37.129 \\ 28.267 \\ 8.862 \end{array}$ | $\begin{array}{r} 47.301 \\ 38.682 \\ 8,619 \end{array}$ | $\begin{array}{r} 115.679 \\ 105.182 \\ 10.497 \end{array}$ | $\begin{array}{r} 456,648 \\ 435,958 \\ 30.690 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 71 |  |  |  |  |
| Average sales \$ | 170.341 | 37.324 | 47.301 | 112.764 | 483.974 |
| Average expense \$ | 150.538 | 27.749 | 38.682 | 98.291 | 437.431 |
| Average not prodits | 19.803 | 9.575 | 8,519 | 14.473 | 46,543 |
| Businesses reportinge loss (Mo.) | 11 |  |  |  |  |
| Average sales 5 | 181.842 | 33.564 | - | 133.673 | 378.289 |
| Average expense 5 | 204.631 | 37.732 | - | 147.718 | 428.442 |
| Average net loss \$ | -22.789 | -4.168 | - | -14.045 | -50.153 |

(1) inese estimates are based on sample of businesses reporting saies between 525,000 and $\$ 2,000.000$

See table $\mid$ for symbols and notes

TABLE 4. Statement of changes in financtal position for incorporated businesses only. 1987
Nove Scotis. Logging Industry (Sic 0411)


111 inese estimates are based or a sempl of incorporated businesses reporting sales betwen $\$ 25.000$ and 82.000 .000 . Sumple count includes only qnose ousinesses pepoiqing a stetement of enanges
see table i for symbols and notes.

TABLE 5. Employment changes by ize of business. 1984-1987 based on SIC ciasifificetion in 1987
Nove Scetle, Logging Industry (sic 0411)

| Business size expressed in average labour units(1) |  | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \end{array}$ | Average labour units(1) | Changes in number of businesses with paid emplayees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses |  |  | Newly reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 56 | 7.327 | 433 | 13 | 12 |
|  | 92 | 4.589 | 271 | 13 | 12 |
| $20-99$ | 3 | 4. $\times$ | 98 | - | - |
| 500 and over 64 |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Total | 94 | 8.113 | 437 | 10 | . . |
| less then 20 | 91 | 6. 432 | 347 | 9 | . . |
| 20-99 | $?$ | ${ }^{x}$ | 69 | 1 | . . . |
| $100-199$ 500 ond over | 1 | $x$ | 1 | 1 | . $\cdot$ |
| 500 and over | - | - | - | - | ... |

 Survey of Emplovent. Payroll and Mours. Statistics Canada. Catalogue 92-002. An Everage labour unit could be interpreied os a fult-time employes. Note thes the business size grougs used ere derermined ot the landolevel. Thus if ousiness has at leas 500 employees in Canade as a whole but tess than that number in any given province it is show in the 500 and over group
2) Refers 10 businesses reporiting no paypoll deductions in the previous yeer
${ }^{131}$ Refers to businesses reporting no payroll deduetions in the following year
"Newty reporting" ano "no longer reporting" businesses are assumed to have been in sctivity for six months and the information is adjusted accoldingir

See table I for symbols and motes.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia, Samill, Planning Mill Shingle Mlli Products Industries (SiC 251)

|  | iotal(1) | Bot tom $25 \%$ | midole $25 \%$ | Uoper midale $25 \%$ | To <br> $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 34 $(1)$ $(1)$ | -- | -- | -- | -- |
|  |  |  | Average (\$000 |  |  |
| Assets |  |  |  |  |  |
| Cosh |  |  | -- | -- | -- |
| Accounts and notes receivable Inventory | 67 | -- | -- | -- | -- |
| Other curtent assets | 158 |  | -- | -- | -- |
| Total curent assets | 225 168 |  | -- | -- |  |
| Fixod assets deo. on fixed assets | 168 | -- | -- | -- | -- |
| Other assats | 45 | -- | -- | -- | -- |
| Totel essets | 438 | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans | $\begin{array}{r}53 \\ 136 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Total current liabilities | 189 |  |  |  |  |
| Mortgages payble |  | -- | -- |  |  |
| Long term debt | 25 73 | -- | -- | -- | -- |
| Total limbilities | 287 | -- | -- | -- | -- |
| Total equity | 151 | -- | -- | -- | -- |

(1) These estimates are besed on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$

See table t for symbols ano notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nova Scotla. Sawill, Planning Will Shingle Mili Producte industries (Sic 251)


(1) The ratios pepresent the merege of ratios for each business in the group and connot be calculoted from the figur shown in feble 2 .
(2) These estimates be besed on semple businesses reporting sales between $\$ \mathbf{2 5}, 000$ and $\$ 2,000,000$.

Sen isbl for symbols and notes.

Definitions:

1. Liquidity retio:

Current = current assets / current liobilities
2. leveroge retios:
al Debi/equipy = lotal liabilities fequity
bl Debi ratio = cotal lisbilities / totel assets
c) Interes: coverage $=$ nei prolit * interest expense/finterest axpense.

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotie, Samill, Planning mil Shingle Mill Products Industries (Sic 251)

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

## Symbol:

- zero or no odservetions
- too smal! too be expressed
... not epplicable
$\times$ confidentiol


## Footnotes

(1) These estinetes bre besed on sample of busintsses reporting sales between $\$ 25,000$ end $\$ 2,000,000$.

Total wighted expenditure on given item
(2) Value in each cell $=\frac{\text { iotal weighted seles of ell businesses in the sampla }}{\text { lop }}$ for fortile.
(3) Value in each cell $=\frac{\text { lotal weighededenditure on a given item }}{}$

This portion of the table pertains only to the businesses reporing the specific expense item. Therefore these fatios are calculated individually and the total will not necessarity equal looz

## Motes

Ds:a are shown Dy quertiles when ef least 13 of the sampled businesses feporf the specific item
Records were ranked in escending opder scording so sales size. Each quariil (i.e. Dottom 25\%, lower middle 25\%, etc. represtis one quarter of the total number of businesses. Hithin each quartile, the everege retio is presented. For comparison purposes, the high and low values of selies are shown

## now to use the tebles


2) The selected renge will indicste the proper quartile. i.e. the bottom 25\%, the lower wiode 25\%. the upper midde 25\% or the top 25\%.
(3) Oate pertaining to the selected seles size pange will be in thet quertile.

## Standard Industrisl Clessifieation Definition (S1C 1980):

S1C 2510 - Sewmill, Plening Mill mend Shingle Mill Producti Industfies
Businesses peimarily engaged in manufacturing funder, both rough and oressed. shingtes and other samill or other planing mill products.

- Sawmill, Planning Mill Ehingle Mill Products Industries (Sic 251)

|  | Tota (1) | Bottom $25 \%$ | Lower <br> middle 25\% | Under midule 25; | $\begin{aligned} & \text { TCD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample Average sales $\$$ <br> Average expense \$ <br> Averge net profit (loss) $\$$ | $\begin{array}{r} 59 \\ 310.207 \\ 288.266 \\ 21.941 \end{array}$ | $\begin{array}{r} 27.522 \\ 35.452 \\ -7.930 \end{array}$ | $\begin{aligned} & 66.120 \\ & 30.238 \\ & 16.182 \end{aligned}$ | $\begin{array}{r} 273.429 \\ 218.177 \\ 55.252 \end{array}$ | $\begin{array}{r} 893.456 \\ 869.197 \\ 24.259 \end{array}$ |
| Businesses paporting profit (Mo.) Average sales $\$$ Aversge expense $\$$ Average net profits | $\begin{array}{r} 50 \\ 293.191 \\ 265.654 \\ 29.537 \end{array}$ | $\begin{array}{r} 30.231 \\ 28.130 \\ 2.101 \end{array}$ | $\begin{aligned} & 44.895 \\ & 24.970 \\ & 19.925 \end{aligned}$ | $\begin{array}{r} 274.392 \\ 218,180 \\ 56.212 \end{array}$ | $\begin{array}{r} 823.247 \\ 783.334 \\ 39.913 \end{array}$ |
| Businesses peporting loss (Mo.) <br> Averoge sales $\$$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 9 \\ 403,749 \\ 426,372 \\ -22.623 \end{array}$ | $\begin{aligned} & 27.111 \\ & 36.564 \\ & -9.453 \end{aligned}$ | $\begin{array}{r} 57.346 \\ 67.973 \\ -10.627 \end{array}$ | $\begin{array}{r} 217.000 \\ 218.000 \\ -1.000 \end{array}$ | $\begin{array}{r} 1,313.537 \\ 1.382 .949 \\ -69.412 \end{array}$ |

1986

| *umber of observations in sample | 51 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| iverage sales \$ | 380.007 | 34.181 | 63.248 | 263.459 | 1.159 .138 |
| merage expenses | 360.204 | 24.789 | 55.976 | 253.474 | 1.106.575 |
| Average net profit (loss) \$ | 19.803 | 9.392 | 7.272 | 9.985 | . 52.563 |
| Businesses reporting profit (No.) | 48 |  |  |  |  |
| Averse sales \$ | 404,524 | 35.194 | 62.812 | 274.814 | 1.245.279 |
| Averse expense $\$$ | 376.931 | 23,673 | 53.333 | 262.420 | 1.168.298 |
| Average net profit \$ | 27.593 | 11.521 | 9.479 | 12.394 | 76.979 |
| Businesser reporting lose (Mo.) | 13 |  |  |  |  |
| Avoroge sales \$ | 278,593 | 27.387 | 65.770 | 168.146 | 853.070 |
| Averoge expense \$ | 292.293 | 32.276 | 71.255 | 178.381 | 887.259 |
| Averoe net loss ${ }^{\text {a }}$ | -13.700 | -4.889 | -5.485 | -10.235 | -34.189 |

1987

| Wumber of observations in sample <br> Average sales \$ <br> Averape expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 56 \\ 381.525 \\ 371.404 \\ 10.121 \end{array}$ | $\begin{array}{r} 36.690 \\ 27.511 \\ 9.179 \end{array}$ | $\begin{array}{r} 87.560 \\ 81.604 \\ 5.956 \end{array}$ | $\begin{array}{r} 325.119 \\ 320.858 \\ 4.261 \end{array}$ | $\begin{array}{r} 1.076 .731 \\ 1.055 .644 \\ 21.089 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 42 |  |  |  |  |
| Average sales \$ | 399,446 | 36.690 | 99.843 | 357.130 | 1.104.122 |
| Average expense $\$$ | 368.058 | 27.511 | 90.735 | 319,940 | 1.034 .046 |
| Average net profits | 31.388 | 9.179 | 3.108 | 37.190 | 70.076 |
| Dusinesses reporting a loss (Mo.) | 14 |  |  |  |  |
| Aversge sales \$ | 443,485 | - | 58.078 | 250.127 | 1.021.949 |
| -vorage expense ${ }^{\text {d }}$ | 493.843 | - | 59,686 | 323.001 | 1.098.842 |
| Average net loss $\$$ | -50,358 | * | $-1.608$ | -72.574 | -75.893 |

(1) These estimetes are based on a semple of businesses reporting swles tween $\$ 25,000$ and $\$ 2,000,000$.

See table 1 for symbols and notes

TABLE 4. Statement of changes in finanetal position for incorporated businesses only. 1987
Nova Scotia, Samill, Planning Mill shingle Mill Products Industries (Sic 251)

|  | Tetal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe: <br> midd $1 \in 25 \%$ | Upper middle 25\% | Tor $25^{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samfe \{No.\} Low sales value 18000 s) High sales value $18000^{\circ}$ s) | $\begin{aligned} & 15 \\ & 11) \\ & 11 \end{aligned}$ |  | -- | -- |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Dperating ectivities Cash from operations Dedreciation Other | 33 38 14 | -- | -- | -- | -- |
| Dividends | -1 | - | -- | -- | -- |
| Investement sctivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{array}{r} 66 \\ -98 \\ -24 \\ \hline \end{array}$ | -- | -- -- -- | -- | , |
| Finmeing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Leans from shareholders <br> Redayment of loans from shareholders <br> advances 8 loans from government <br> Increase in equity <br> Decretse in equity <br> Other | $\begin{array}{r} 27 \\ -32 \\ 11 \\ -20 \\ -2 \\ 12 \\ \hline 7 \end{array}$ | -- $-=$ - - - - | - <br> - <br> - <br> - <br> - | $=$ $=-$ $=-$ $=-$ $=-$ | -- -- - - -- -- |
| Increase(decrease) in cash s equivelents Cash equivalents-Beginning of the year Cash equivalents - End of the year | $\begin{aligned} & 35 \\ & 51 \\ & 86 \end{aligned}$ | -- | -- | -- | -- |

11) These estimates are based on sample of incorporatec businesses reporting sales berween $\$ 25.000$ and $\$ 2,000.000$. Sample count includes only inose businesses ceporting sitement of chonges.
Ste iable 1 for symbols and nores

TABLE 5. Employment changes by tize of business, 1984-1987 based on SIC clasificstion in i987 Nova Scotia, Sawnlly, Planning Mill Shingie Mill Products Industrles (Sic 251)


(1) Average labour units are colculated by dividing total poyroll by the average annual wage and salary roit as reported in the Survey of Employment. Payroll and hours, Statistics Conda, Catalogue t2-002. An average labour unit could be interpreted as a full-time enployec. Note the: the business size groups used are determined of the Conge level. Thus it a business has ot least 500 employees in Canade as mhole but less than that number in any given province it is shown in the 500 and over group
12) Refers to businesses reporiing no payroll oeductions in the pievious year
13) Refers to businesses reoorting no payroll ceductions 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 odjustec according'y

See iable for symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotis, Mousehold Furniture Industries (SIt 261)

|  | Total(1) | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { UoDer } \\ & \text { midd } 025 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 2 \equiv: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samole (No.) Low soles value iSOOC's) High sales value ( 3000 's) | (1) ${ }^{9}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | $\bigcirc$ | -- | -- | -- | -- |
| Accounts and notes receivable | 67 | -- | -- | - | -- |
| Inventory | - | -- | -- | - | -- |
| Other cuftent assets | 129 | -- | -- | -- | -- |
| Total current assets | 197 | -- | -- | -- | -- |
| Fixed assets | 76 | -- | -- | -- | - |
| Less: Accum. dep. on fixed assets | 28 | -- | - | - | - |
|  | 28 | - | - | - | -- |
| Total asests | 300 | -- | - | = | -- |
| Liebilities and equity |  |  |  |  |  |
| Cuprent loans | 103 | -- | - | - | -- |
| Other current liabilitios | 70 | -- | - | -- | -- |
| Total curfent liabilities | 173 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term debt | 41 | -- | -- | -- | -- |
| Other liabitities | 77 | -- | -- | -- | -* |
| Total liabilities | 291 | -- | -- | -- | -- |
| Totel equity | 10 | -- | -- | -- | - |

- These estimates are besect on sample of businesses reporting sales detween $\mathbf{3 2 5 . 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0}$
see Tatel 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporeted businesses oniy. 1987
Nove Scotis, mousehoid Furniture Industries (SIC 251)



121 insese estinates are besed on semple of businesses reporting sales betwes $\$ 25,000$ end $\$ 2,000.000$

See Tole for symoors and notes

## Definisiens:

1. Liquidity petig

Current = current asseqs/ current liabilities
2. Levernge retios:
a. Debt/equity $=10$ tal liabitities / equity

Bi Debt ratio $=$ potal liabilities $/$ total Assets
cl Interest coverspe z net profi * interest expense/ interest expense.

TABLE 1. Selected operating ratios, in percent of saies, 1987
Nove Scotia. Household Furniture Industries (SIC 251)
Total(1)
Bottom
tom Lower
$25 \% \quad$ midde $25 \%$
-
m. Uoper

Top


## Symools

zero or no observations

- too smil too be expressed
not applicable
$\times$ confidentisl


## Footnotes

(1) These estineres are based on sompl of ousinesses reporting sales between 825,000 and $52,000,000$. rotsl weighted expenditure on given item

(3) Valu in each celt $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted seles of businesses reporting this item of expenditupe }}$ for eneptile

This portion of the table pertins only to the businessers peporting the spacific expense item. Therefore these ratios sor calculatad individuslly ard the toisl wilt not necesserily equal $100 \%$

## Notes

Data ere shom by guartiles when et lest 13 of the sompleo businesses roport the specific item.
Records were ranked in ascending order according to seles size. Esch quertile (i, bottom 25\%, lower midde 25\%, elc.l represents one querter of the total number of businesses. Hithin each quertile. the overse retio is presented. for comperison pupposes. the high end low values of sales are shown.

## How to use the teblet


(2) The stlected renge will indicate the proper quertile. i.e. the botion 25\%. the tower midde 25z, the upper midel $25 \%$ or the top 252.
(3) Deta pertinimg to the selacted steles size renge will be in thet quertile.

## Stunderd Industrial CImesiflestion Definltion (SIC 1980):

S1C 2610 - Housthold fupniture Industrite
Businesses primarily engaged in manufacturing mousenold furniqure. of all kinds and of all matepials

TABLE 6．Selected operating characteristics of small businesses by sales quartile．1985－1987
Nove Scotle．Household Furniture Industries（S1C 261）



Mumber of observations in sampl
Average sales $\$$
Average expense $\$$
Average net Drofis（loss）$\$$

Businesses reporting profit（Mo．）
Average sales 5
Average expense g
Average net profit 5

Businesees reporting－lose（Mo．） Average sales Average expense $\$$
Average net loss $\$$
Average net loss
$122.319^{8}$
121.834

485
124.217
121.710
2.507
$191.61 \frac{2}{7}$
195.218
$-3.601$

1987

20
298.211
$295.63 ?$
2.581
Average net profit（loss）s

Businesses roporting profit（NO．）
Aversge sales $\$$
Average expense $\$$
Average net profit $\$$

Businesses reporting lese（Mo．） Average ales
Average expense \＄
Aver⿻日禸刀e net loss？
383.245
400.816
$-17.571$
$(1)$ These esiimates are based on a somple of businesses reporiing sales betwean $\$ 25,000$ and $\mathbf{3 2}, 000,000$
See table 1 for symbols and notes

TABLE 4. Statement of changes in financial position for incorporated businesses oniy, 1987
Nove Scotla. Household Furniture Industries (SIC 261)

|  | 7otal(1) | $\begin{array}{r} \text { Sot tom } \\ 25 \% \end{array}$ | middle 25 (owe? | Unper $\text { midale } 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low sales value i $\$ 000$ 's) Migh sales value ( $\$ 0000^{\prime}$ ) | $\left(\begin{array}{l} 3 \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  |  |  | verage 1500 |  |  |
| Operating ectivities Cash from operstions Dapreciation Other | $x$ $x$ $x$ | -- | =- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment activities <br> Dispossi of fixed essets <br> Purchase of fixed essets <br> Increse in investment <br> Oocresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in lang term debt Repayment of iong term debt Loans from shareholders Repayment of loans trom shareholoers Advances 8 loans from government Increase in equity Decresse in equity Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - - - - - - | -- -- -- - - | - - - - - - | -- -- - - - - |
| Increase(decrease) in cash tequivelents Cash equivalents-Beginning of the year Cash equivalents - End of the yeer | $x$ $\times$ $\times$ x | -- | -- | -- | -- |

(1) These estimeres based on sample of incorporated businesses peporting sales betwen $\$ 25.000$ ond $\$ 2.000,000$. Semple count includes oniy those businesses reporting estatement of changes.
See table 1 for symols and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC classificetion in 1987
Nove Scotis. Mousehold Furniture Industries (SIC 251)

| Business size expressed in everoge lsboup units(1) | Number of businesses | Totsl payroll$(\$ 000 \text { s })$ | Average labour units (1) | Changes in number of businesses with poid mplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nowly reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 25 | 2,587 | 180 | 8 | 3 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 21 \\ 3 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r}567 \\ \times \\ \times \\ \hline\end{array}$ | $\begin{aligned} & 44 \\ & 80 \\ & 56 \end{aligned}$ | 6 1 1 - | $!$ |
| 1987 |  |  |  |  |  |
| Totel | 32 | 2.317 | 150 | 11 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 95 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 25 1 1 2 | $\begin{array}{r} 823 \\ 1.433 \\ x \\ x \end{array}$ | $\begin{array}{r} 56 \\ 99 \\ 1 \\ 2 \end{array}$ | 6 2 1 2 | " |

[^9]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotis, Commerciel Printing Industries (SIC 281)

|  | Total(1) | Bottom $25 \%$ | Lower $\text { middle } 25 \%$ | Unpe: $\text { midde } 25 \%$ | To |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales vaiue ( 8000 's) High sales value $(9000$ 's | $\begin{gathered} 2 ? \\ (1) \\ (1) \end{gathered}$ | -- | -- | -- | -- |
|  | Average $1 \$ 000$ 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and notes poceivable | 57 | -- | -- | -- | -- |
| Inventary | 5 | -- | -- | -- | -- |
| Other cuprent assets | 38 | -- | - | - | -- |
| Total cuprent assets | 95 | -- | -- | -- | -- |
| Fixed assets | 56 | -- | -- | -- | -- |
| Less: Accum. dep, on fixed assets |  | -- | -- | -- | -- |
| Other assets | 6 | -- | -- | -- | -- |
| Totel asets | 155 | - | - | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans Other eurrent liabilities | 12 52 | -- | - | -- | -- |
| Total cuprent liabilities | 64 | -- | -- | .- | -- |
| Mor*gages payable | - | -- | -- | -- | -- |
| Long term debt | 8 | -- | -- | -- | -- |
| Other liabilities | 35 | -- | -- | -- | -- |
| Total liebilities | 107 | -- | -- | - | -- |
| Total equity | 49 | -- | - | -- | -- |

111 These asqimares are based on a sample of businesses reporting sales detween $\$ 25,000$ and $\$ 2,000,000$.
See Tople 1 for sympols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987

## Nove Scotis, Commercial Printing Industries (SIC 281)

|  | Total 2 ) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \% \end{aligned}$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value $(\$ 000$ s) | $\begin{aligned} & 27 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity potio Curfent ratio (times) | 1.5 | - | -" | -- | -- |
| Leversoe retios. <br> Debt/oquity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 2.2 \\ & 4.2 \\ & 0.7 \end{aligned}$ | -- | --- | -- | -- |

IIf The ratios represent the everage of rolios for ach business in the group ano cennot be calculeled from the figures shown in table 2
(2) These estimetes ere besed on smole of businesses reporting seles between $\$ 25,000$ and $\$ 8,000,000$

See table ifor symbols and notes.

## D*finitions:

1. Liquidity rotio:

Curfent = curfent assets / current liabilities
2. Leverage rotios:
B) Debt/equity $=$ total liabilities / equity
b) Debt ratio = qotal liabilities / total assets
c) Interest coverage $=$ net profit * interest expense / interest expense

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotia, Commercial Printing Industries (SIC 281)
Total(1) Bot:om
Lower

| Upper | Toc |
| ---: | ---: |
| midde $25 \%$ | $25 \%$ |


| Businesses in sample (Nc.) Low sales value ( 8000 s) $\mathrm{H}: \mathrm{gh}$ sales value ( $\$ 0000^{\circ} \mathrm{s}$ ) | $36$ <br> (1) <br> (1) |  | -- |  |  | -- | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nosses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 ! |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 33.8 | - | -- | -- | -- | 54.6 | 35.7 | -- | -* | -- | -- |
| Occupsncy expenses | 10.0 | -- | -- | -- | -- | 100.0 | 10.0 | -- | -* | -- | -- |
| Depreciation | 2.8 | -- | -- | -- | -- | 71.9 | 4.0 | -- | -- | -- | - |
| Repairs \& maintenance | 1.2 | -- | -- | -- | -- | 71.5 | 1.6 | -- | -- | - | -- |
| Heat. light \& telephone | 3. 3 | -- | -- | -- | -- | 96.4 | 3.5 4.4 | -- | -- | -- | - |
| Rent |  | - | -- | -- | -- |  | 4.4 | -- | -- | -- | -- |
| Personnel expenses | 34.4 | - | -- | - | - | 95.3 | 36.1 | -- | -- | -- | -- |
| Financial expenses | 2.2 | -- | -- | -- | - | 73.3 | 3.0 | -- | -- | -- | -- |
| Interest \& bank charges | 1.6 | -- | -- | -- | -- | 67.9 | 2.4 | -- | - |  |  |
| Professional fees |  | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| Other expenses | 16.0 | -- | -* | - | -* | 100.0 | 16.0 | -- | - | -- | - |
| Profit (loss) | 3.6 | -- | -* | -- | -- | 100.0 | 3.6 | -- | -- | - | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | - |

## Symbole

- zero or no observetions
- too small too de expressed
no: applicable
$\times$ confidential


## Footnotes

111 These estimetes bre besed on sempl of businesses poporting seles between $\$ 25.000$ and $\$ 2.000 .000$
Topal weighted expenditure on given $i t$ em

(3) Velue in ach $c e l 1=\frac{\text { Totsi weighted expenditupe on given itam }}{\text { TotBl weighted sales of businesses reporting this item of expenditure }}$ for exh quertile.

This portion of the table pertains only to the businesses reporting the specific expense itom. Therefore these pes are calculated individually end the totel will not necssserily equat 100 \%.

## Notes

Dete fe shown by quartiles when at least 13 of the sampled businesses report the specific iten.
Recoros wers ranked in ascending order according to sales size. Each quartile li.e. botiom $25 \%$, lower midde $25 \%$. etc.l represents one quarter of the total number of businesses. Within eact quartile, the average retio is ppesented. For conparisch purposes. the high and low values of saies ore shown.

How to use the tables
(1) Locate the appropriate soles range that is displbyed on qhe two lines entitled low sales value" and migh sates veluem
(2) The selected range will indicate the proper quertile. i, the botom $25 \%$, the lower midole $25 \%$, the upper midol $25 \%$ or the top $25 \%$.
(3) Ota pertaining to the selected sbles si20 range will be in thet quartile.

## Stenderd Industrial CInssifiestion ofinition (SIC 1980):

SIC 2810 - Comercisl Printing industries
Businesses primarily engaged in the production of commercial andor job printing regstless of the printing method or process used lletterpress. including flexogiaphic. photographic or lithographic: intaglio or gravure; stencil printing or silk-screen. etc.l

TABLE 6. Selected operting characteristics of small businesses by sales quartile. i985-1987 Move Scotit. Commercisl Printing Industries (SIC 281)

|  | Toral(1) | Bottom 25\% | Lower miodle 25\% | Upper middle $25 \%$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| ```-' observetions in sample eje sales $ Aversoe expenses Average net profit (loss)$``` | 257.185 <br> 237.715 $29.470$ | -- | -- | -- | -- |
| Businesse: reporting a profit (No.) <br> Average sales 3 <br> Averoge expense \$ <br> Average net profits | $\begin{array}{r} 38 \\ 277.254 \\ 243,590 \\ 33.684 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting lose (No.) <br> Average sales \$ <br> Average experse \$ <br> Average net loss $\$$ | $\begin{array}{r} 8 \\ 218.931 \\ 236.229 \\ -17.298 \end{array}$ | -- | -- | -- | - |
|  |  |  | 1986 |  |  |
| Number of observetions in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 53 \\ 169.525 \\ 156.118 \\ 5.407 \end{array}$ | $\begin{array}{r} 52.456 \\ 73.119 \\ -20.663 \end{array}$ | $\begin{array}{r} 58.894 \\ 52.957 \\ 5.937 \end{array}$ | $\begin{array}{r} 117.470 \\ 98.956 \\ 18.514 \end{array}$ | $\begin{array}{r} 417.278 \\ 399.439 \\ 17.839 \end{array}$ |
| Buslnesses reporting a profit (Mo.) <br> Aversge sales \$ <br> Average expense \$ <br> Averspe nei piofit $\$$ | $\begin{array}{r} 40 \\ 205,571 \\ 183.547 \\ 22.024 \end{array}$ | - | $\begin{array}{r} 58.894 \\ 52.95 ? \\ 5.937 \end{array}$ | $\begin{array}{r} 119.767 \\ 98.822 \\ 20.945 \end{array}$ | $\begin{array}{r} 438.053 \\ 398.852 \\ 39.191 \end{array}$ |
| ```nesses reporting loss (Mo.) c-age sales $ \muverge expense$ Avrige net loss $``` | $\begin{array}{r} 13 \\ 179.124 \\ 199.177 \\ -12.053 \end{array}$ | $\begin{array}{r} 52.456 \\ 73.119 \\ -20.663 \end{array}$ | - | $\begin{array}{r} 97.037 \\ 100,155 \\ -3.118 \end{array}$ | $\begin{array}{r} 387.878 \\ 400.256 \\ -12.378 \end{array}$ |

1987

Wumber of observations in semple

$$
\begin{aligned}
& \text { Average sales } \$ \\
& \text { Average expense } \$ \\
& \text { Average net Drofit (loss) }
\end{aligned}
$$

Businesses reporting profit (Mo.)
Averago seles $s$
37
253.091
239.655
13.435

29
326.979
298.119
28.860

Busincsaes reporting loes (No.)
Average soles $\$$
235.539

Average expense \$ 262.272
Averape net loss 5 -26.733
ty fate estimetes are based on sample of busines $\$$ es reporting sules betmeen $\$ 25.000$ and $32.000,000$
See Teble 1 for sumbols and notes

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Commercial Printing Industries (SIC 281)

|  | Total(1) | $\begin{array}{r} \text { Bot } \% \text { Om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Uepe. middle 25 : | $\begin{aligned} & \text { Tos } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in samale (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 9 \\ & (1)^{9} \\ & (1) \end{aligned}$ |  | -- |  | -- |
|  |  |  | Average (\$000 |  |  |
| Operating ectivities Cash from operations Dedieciation Dther | $\begin{array}{r} 26 \\ 11 \\ -11 \end{array}$ | -- | -- | -- | -- |
| Oividends | - | -- | -- | -- | -- |
| Lnvestment ectivities Disposal of fixed assets Purchese of fixed assets Increese in investmen? Decrese in investment | $\begin{array}{r} 3 \\ -17 \\ -4 \\ -4 \end{array}$ | -- | $\square$ $=-$ $=-$ | -- | -- |
| Finencing activities <br> Increase in long term debt <br> Repayment of lang term oebt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrese in equily <br> Dther | 7 -8 1 -1 - - -1 - | -- -- -- - - - | -- -- -- -- -- | -- -- -- -- -- | -- -- - -- -- |
| Increaseldecrease) in cash s equivelents Cesh suivalents-Beginning of the year Cast equivelents - End of the year | 1 2 6 | =- |  | -- | -- |


onty those businesses reporting statement of chenges
Spe Table I for symbols and notes

TABLE 5. Empioyment changes by size of business, 1984-1987 bated on SIC classification in ig87
Nova Scotia, Commerclst Printing Industries (Sic 281)


(11) Average labour units ore calculated by dividing total payroll by the averoge annual wage and salaiy rate as roported in the Survey of Employmenq. Payroll ano Hours, Stasistics Canada. Catalogue 72-002. An aversog labour unit could be interpreted as a full-time mployae Note thel the dusiness size groups used are derermincd ot the canmo level. Thus if of business has et leas? 500 employees in Canade as a whole Dut less than thet number in ony given province it is show in the 500 ond over group.
121 Refers to businesses raporting no payrol! deductions in the previous year
(3) Refers to businesses repoting no paytoll deductions in the following year.
"Newly repor:ing" and "no longer peporting" businesses are assumed to have been in activity for six months and the information is adjusied accoraing!y

See table ifor symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Platemming. Typeserting \& Bindery Industry (SIC 282)

|  | iotal(1) | Bot:om $25 \%$ | Lowe ! midde 2 E\% | UDDe: middle 25; | 700 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales vaive ( $\$ 000$ 's) High sales value $\{3000$ 's | $\begin{aligned} & (1)^{9} \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Average (\$000's |  |  |  |  |
| Absets |  |  |  |  | -- |
| Cash Accounts and notes receivable | 14 | -- | -- | $\cdots$ | -- |
| Inventory | 14 | -- | -- | - -- | -- |
| Other current assets | 52 | -- | -- | -- | -- |
| Total current assets | 66 | -- | -- | -- | $\cdots$ |
| Fined assets | 46 | - | -- | -- | -- |
| Less: Accum. dop. on fixed esseis | - | - | -- | -- | -- |
| Dither ossets | 12 |  | -- | -- | -- |
| Totel essets | 125 | -" | -- | - | - |
| Liebilities and equity |  |  |  |  |  |
| Other curtent liabilities | 53 | -- | -- | -- | -- |
| Total current liabilities | 62 | -- | -- | - | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Lons term debt | 17 | -- | -- | - | -- |
| Other liabilities | 14 | -- | -- | -- | -- |
| Total liabilitios | 93 | -- | -- | - | -- |
| Total equity | 32 | - | -- | - | - |

(1) These estimetes be based on sample businesses reporting sales between $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$

Set isol ifor symbols and notes

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Mova Scotia, Pletembing, Typesetting indery Industry (SIC 2t2)


(1) The pelios represent the everage of retios for ech business in the proup and cannot be celculatud from the figures shown in table 2
12) These estimetes or besed on sample of businesses reporiing setes beiween $\$ 25,000$ end $\$ 2,000,000$.

See icble for symbols and notes.

## Definitions:

1. Liquldity ratio:

Currens $=$ current ssse?s $/$ current limbilisies
2. leverage retios:
ar Debtequity $=$ sotal liabilities / equisy
b) Deot ratio = icial liabilities/foral assers
c) Interest coverage z net profis - interest expense / interest expense

TABLE 1. Selected operating ratios, in percent of saies. 1887
Move Scotte, Platemeking. Typeseting Bindery Industry (SIC 282)

|  |  | 1(i) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middie 25\% |  | UpDer$\text { m:dde } 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole iNo. Low sales value ( $\$ 000$ s) High saies value $(\$ 000 \mathrm{C}$ ) |  | $\begin{aligned} & 9 \\ & (1)^{9} \\ & 11 \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
|  |  | Indus | try aver | age (2) |  |  |  | Dorting | busines | ses only | ( 3 ) |  |
| Solected expense item | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Total | Bottom 25\% | $\begin{array}{r} \text { Lowel } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  |  |  | Percent | f soles |  |  |  |  | cent of | sales |  |  |
| Cost of sales | 17.3 | - | -- | -- | -- | 30.2 | 19.2 | -- | -- | -- |  | - |
| Occupancy expenses | 14.7 | - | -- | =- | - | 50.2 | 16.3 | -- | - |  |  | - |
| Depreciation | 2.1 | -- | -- | -- | -- | 90.2 | 2.4 | -- | -. | - |  |  |
| Redai a maintenance | 0.8 | -- | -- | -- | -- | 58.6 | 1.3 | -- | -- | -- |  | - |
| Hest. light os telephone | 2.8 | -* | - | -- | -- | 95.2 | 3.1 | -- | -- | -- |  | - |
| Rent | 9.0 | - | -- | -- | -- |  |  | -- | -- | -* |  |  |
| Personnel expenses | 24.8 | -- | -- | -- | - | 90.2 | 27.5 | -- | - | -- |  |  |
| Financial expenses | 2.3 | -- | -* | -- | -- | 90.2 | 2.5 | -- | -- | -- |  |  |
| Interest 8 bank charges | 1.2 | -- | -- | -- | -- | 80.5 | 1.5 | -- | -- | -- |  |  |
| Professional fees | 1.1 | -- | -- | -- | -- | 90.2 | 1.2 | -- | -- | -- |  | - |
| Other expenses | 38.6 | -- | -- | - | -- | 100.0 | 38.6 | -- | -- | -- |  |  |
| Profit (loss) | 2.3 | - - | -- | - | -- | 100.0 | 2.3 | -- | -- | =- |  |  |
| Totel | 100.0 | -- | - | -- | -- | 100.0 |  | -- | -- | - |  | - |

Symol:
zero or no observations
-- too small ios de expressed
no BDDI ictol

- confidentisl


## Footnotes

(11) These estimates are based on sample of businesses repopting sel between 325,000 and $\mathbf{3 2 , 0 0 0 , 0 0 0}$
lotal weighted expenditure on given item
(2) Value in aach cell $=\frac{\text { Total ighteo sales of all businesses in the semple }}{} \times 100$ for bach quartile.
(3) Velue in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting inis item of expenditure }} \times$ for ech quartile.

This portion of the toble pertoins oniy to the busimesses reporting the specific expense item. Therefore these ratios are colculated individuslly and the total will not necesser ly equil 100 z.

## Wotes

Date ar shown by quertiles when st lest 13 of the sempled businesses peport ine specific item
Records were renked in sscending ordep according to sales ize. Esch quartile li. e. botton 25\%, lower nidde 25z, etc.l reprosents one quarter of the total number of businesses. Hithin ech quertile, the oversge retio is presented. for comprison purposes. the migh and low values of seles or shown.

How to use the tedlet
(1) Locete the sppropfite seles renge thet is displayed on the two lines entitled bow sules volue end ahigh seles velue"
(2) The sticcted renge will indicate the proper quertile. i.c. the botsom 25\%. the lomer middie 25\%, the upper midde 25\% or the top 25x.
(3) Deta perteining to the selscted seles size range will be in thet guartile.

Stendard Industrial Clestificetion Definision (51C 1980):
SIL 2820 - Platenting. Fypetetting and Bindery Industry
Businesses primarily engaged in providing specislized stepices to the printing and pur: shing tredes. advertising agencies or others: the making of image bearing photographic films. places and printers dies of all types: iypeseting for the prineing trade making binders or covers, hand or machine bindery work and allied poseppinting. conve: ing or finishing operations. Included ore tusinesses engaged in photographic film developing. printing and entarging.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Nova Scotia, Platemaking. Typesetting Eindery Industry (Sit 282)

| Total(1) Bottom | Lower | Upoer | Top |
| :--- | ---: | ---: | ---: | ---: |
|  | $25 \%$ | mode $25 \%$ | $25 \%$ |

1985


Number of observetions in stmole
Average sales $\$$
Average expense $\$($ loss $)$
Average net Diofit (loss

Businceses reporting profit (Mo.)
Averige soles $\$$
Aversge expense
Average net profit $\$$

Buslnesses reporting loss (No.) Averege seles 5 Average expense Averoge net loss \$
$175.045^{9}$
175.045
184.969
19.924
$165.04{ }^{6}$
165.043
156.932
56.932
8,111

290,806
290.906
325,814
-34.908

1986


1987

| Mumber of observetions in semple | ${ }^{5}$ |
| :---: | :---: |
| querope sales \$ | 314.642 |
| Average expense \$ | 308.788 |
| Average net protit (loss) \$ | 5.854 |
| Cusinesses reporting eprofit (Mo.) | 5 |
| Average sales \$ | 313.969 |
| Averoge expense \$ | 295.039 |
| Average net profit | 18.930 |
| Businesses reporting lose (Mo.) | 4 |
| Averoge sales 5 | 419.626 |
| Average exonese 5 | 430.547 |
| Average net loss \$ | -10.921 |

(11) These estimates are besed on sample of businesses peporting seles between $\$ 25.000$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$

See iable 1 for symbols and notes

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig8y Mova Scotia, Platemaking, Typesetting Bindery Industry (SIC 282)

|  | Totai (1) | Bot 40 m $25 \%$ | Lower <br> modere $25 \%$ | Upper <br> middle 25: | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 s) High sales vaiue (\$000's) | $(1)^{2}$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Operating activities Cast from operstions Depreciation Othe: | $x$ X x | -- | -- | -- | --- |
| Dividends | X | - | - | -* | -* |
| Investment activities <br> Dispossl of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decresse in investment |  |  |  |  |  |
| Financing ectivities <br> Increase in long term debt <br> Repsyment of long term debt <br> Loans from sharehoiders <br> Redayment of loans from shareholders <br> Advances $\delta$ loans from government <br> Increase in equity <br> Decrease in equity <br> Cther |  | -- | -- -- -- -- -- -- | -- - - - -- - -- -- | -- |
| Incresse(decreast) in cash equivelents Cash equivalents-8eginning of the year Cagh equivelents - End of the year | $x$ $x$ $x$ |  | -- |  | - |
| (11) These estimates are basec on sample of incorporared businesses only those businestes reporting statmment of changes. <br> Ses Thble 1 for symbols and notes. |  | orting | ween 325.000 | $000.000 \text {. }$ |  |

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC cisseificetion in 1987 Nova Scotia, Pletemaking, Typesetting E Bindery Industry (Sic 282)


(1) Average lebour units are ceiculated by dividing total paypoll by the everage annuel wage end salory pete as reported in the Survey of Employment. Payroll and mours. Statistics Conada, Catalogue 72-002. An overage laboup unit could be interpieted as a full-time mployet Note that the business size oroups used are determined at the Canede level. thus if business has at leas 500 employess in Canada as a whole but less than that numbet in any given province it is show in the 500 and over group.
121 Refers to businesses reporting no payroll ouductions in the previous year.
(31) Refers to businesses reporting no payroll oeductions in the following ymar.
"Wewly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusied accordingly.

See iable for symols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia, Publishing Industries (SIC 283)
Total(1) Bottom Lower Uoper Tot

| Businesses in sample (No. Law sales value ( 8000 's) High sales value (\$000's) | $(1)^{7}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average ( $8000{ }^{\prime}$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - |  | -- | -- | -- |
| Accounts and notes receivabl | 21 | -- | -- | -- |  |
| Inventory | - | -- | - | -- |  |
|  | 32 | -- | -- | -- | -- |
| Total current assets | 53 | -- | -- | -- | -- |
| Fixed assets | $4 i$ | - | - | - | -- |
| Less: Accum. dep. on fixed assets |  | -- | -- | -- | -- |
| Other assets | 23 |  | -- | -- | -- |
| Total essets | 117 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans Dther current liabilities | 10 34 | --- | -- | -- | -- |
| Dther current liabilities | 44 | .- | -- | -- | -- |
| Morigages oayable | - | -- | -- | -- | -- |
| Long term debt | 4 | -- | -- | -- |  |
| Diher liabilities | 49 | -- | -- | -- | -- |
| Total liobilities | 98 | -- | -- | *- | -- |
| Total equity | 21 | - | -- |  | -- |

181 These estimates orebased on smple of businesses reporting soles between $\$ 25,000$ and $\$ 2,000,000$.
See Tbble 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporisted businesses only. 1987
Nove Scotis. Publishing Industries (SIC 283)


II the retios represent the overage of retios for esch business in the proup ono cannot be calculated from the figures shown in table 2
121 inese estimetes ar besed on semple of businesses reporting $\$ 01$ es between $\$ 25,000$ and $\$ 2,000,000$.
Sen table 1 for symols and notes.

## Befinitiont:

1. biquidiey ritio:

Current z current osseis / current liabilities
2. Leverage retios:
al Debt/equity = Rotal liabilities / equity
b) Detit ratio = cotal liabilities/total assets.
c) interest coverage = net profit . interest expense /inerest expense

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia. Publishing Industries (SIC 283)

|  | Tetal(1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lower$\text { middie } 25 \%$ |  | $\begin{array}{r} \text { Uoder } \\ \text { middie } 25 \% \end{array}$ |  | Tos 25: |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales velue $(3005$ ) High sales vaive i $\$ 000$ 's | $\begin{array}{r} 9 \\ \langle 1\} \\ (1\} \\ \hline \end{array}$ |  |  |  |  | -- |  | -. |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 1 \text {. } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | TOD $25 \%$ |  | Totel | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Upper } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 5.2 | -* | -- | -- | -- | 24.0 | 21.6 | -- | -- | - | - |
| Decuponcy expenses | 8.2 | -- | - | - | -* | 100.0 | 8.2 | -- | -- | -- | -- |
| Depieciation | 2.6 | -- | -- | -- | -- | 75.0 | 3.5 | -- | -- | - | -- |
| Repairs \& maintenance | 0.3 | -- | -- | -- | -- | 48.6 | 0.6 | -- | -- | -- | -- |
| Hest. light \& teleohone | 4.0 | -- | -- | -- | - | 100.0 | 4.0 | -- | - | -- | -- |
| Ren: | 1.3 | -- | -- | - | -- | 67.2 | 2.0 | -- | -- | -- | -- |
| Personnel expenses | 33.7 | -- | -- | -- | -- | 100.0 | 33.7 | -- | -- | -- | -- |
| Financial expenses | 5.5 | -- | =- | -- | -- | 100.0 | 5.5 | -- | -- | -- | -- |
| Interest 8 bank charges | 1.0 | -- | -- | -- | -- | 73.6 100.0 | 5.4 1.5 | -- | -- | -- | -- |
| Proressiona Hees |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 56.8 | -- | -- | =- | -- | 100.0 | 56.8 | -- | -- | - | -- |
| Profit (loss) | -9.4 | - | -- | - | -* | 100.0 | -9.4 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | - | - | 100.0 | . . | -- | -- | -- | -- |

## Symbols

## 200 0: ho observotions

-- 200 small too be exoressed
nor spplicable

- confidential


## Footnotes

lit These estimates ar based on semple of businesses peporting selus betwen $\$ 25,000$ and $\mathbf{3 2}$, 000, 000
Total weighted expenditure on given item
21 Value in each celi : Total weighted sales of bll businesses in the sample $\times 100$ for each guartile.
3) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Toथal weighted sales of businesses reporting this item of expenditure }}$ for

This portion of the table pertains only 10 the businesses reporting the specific expense item. Tharefore these ratios ore calculated individually and the cotal will not mecessarily equal 100\%.

## Motet

Dats are shown by guartiles when bt last 13 of the sampled businesses report the specific itam
Records were ranked in escending order sccording to stes size. Each quartile li.e. Dotton 25\%, lower middle 25\%, atc. represents one querter of the cotal number of businesses. Hithin oach quertile. the bverage ratio is presented. for comperison purposes. phe high and low values of seles er shown.

## Mow to use the tables

(1) Locett the appropritte seles fange that is displayed on the two lines entitled "Low sales value" and migh seles value"
2) The selected range will indicate the proper quartilu. i. . the bottom 25\%. the lower middle 25\%. the upper midde $25 \%$ or the top $25 z$
(3) Data perteining to the sulucted sales size range will be in that quartile.

## Stenderd Indutirial CIBesificetion Definition (SIC 1980):

[^10]TABLE 6. Selected operating eharacteristics of small businesses by sales quartile, 1985-1987 Nova Scotla, Publishing industries (SIC 283)

|  | Total 11 | Botrom 25\% | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25^{\circ}$ | 70\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample Average sales \$ | 152.685 |  |  |  |  |
| Average soles \$ <br> Average expense $\$$ | 152.665 158.537 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -5.872 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 5 |  |  |  |  |
| Average sales \$ | 126.983 | -- | -- | -- | -- |
| Average expense | 103.912 | -- | -- | -- | -- |
| Averoge net Drofit \$ | 23.071 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | 4 |  |  |  |  |
| Average soles \$ | 467.285 | - | -- | -- | - |
| Average expense \$ | 763.940 | -- | -- | -. | -- |
| Average net loss \$ | -296.655 | -- | -- | -- | -- |

1986


1987

| Number of observations in semple Average soles $\$$ <br> average monense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 10 \\ 212.034 \\ 215.893 \\ -3.859 \end{array}$ |
| :---: | :---: |
| Businesses peporting eprofit (Mo.) | 7 |
| Average sales \$ | 253.916 |
| Average expense \$ | 233,578 |
| Average net profit \$ | 20.338 |
| Businesses reporting lose (Mo.) | 3 |
| Average sales \$ | 149.660 |
| Aver age expense \$ | 186.830 |
| Averape net loss \$ | -37,170 |

[^11]TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotla, Pubilshing Industrles (SIC 283)

|  | Total(1) | $\begin{aligned} & \text { Bettom } \\ & 25^{*} \end{aligned}$ | Lowe : $\text { midide } 25 \%$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25: \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Lom sales value i\$000's! High sales value ( $\$ 000$ 's) | $\begin{aligned} & (1)^{4} \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  |  |  | Average (5000 |  |  |
| Operating activities Cash from operations Depreciation Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of ixed assets <br> Increase in investment <br> Decresse in investment | $x$ $x$ $\times$ $x$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of lang term debt <br> Loans from sharehol ders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - - - - | -- <br> -- <br> -- <br> - <br> - | -- -- -- -- -- | - <br> - <br> -- <br> - <br> - <br> - |
| Increaseldecresel in cosh s equivalents Cash s equivalents-Beginning of the yesr Cash equivalents - End of the yeur | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |

(1) These estimates are besed on sample of incorporated businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$. Stmple count inelues only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in ige7
Nove Scotil. Publishing Industries (SIC 283)

|  |  |  |  | Changes in num with poid | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in averege labour units(1) | Number of businesses | Total Dayrol ( $\$ 000$ 's) | Average labour units(1) | Newly peporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 36 | 2.036 | 102 | 7 | 10 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 22 \\ 6 \\ 8 \\ \hline \end{array}$ | $\begin{aligned} & 764 \\ & 797 \\ & 475 \end{aligned}$ | $\begin{array}{r}35 \\ 39 \\ 28 \\ \hline\end{array}$ | 6 1 | 7 1 1 1 |
| 1987 |  |  |  |  |  |
| Totel | 45 | 3.734 | 192 | 6 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 30 7 7 1 | $\begin{array}{r} 1.385 \\ 1.815 \\ x \\ x \end{array}$ | $\begin{array}{r} 77 \\ 86 \\ 22 \\ 7 \end{array}$ | 6 | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units are celculated by dividing totsl poyroll by the average annuel wage and salapy rate os reportod in the Survey of Employment, Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted os a full-time employee. Note that the Dusiness size groups used are determined at the canada level. Thus if ousiness has ot least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 ond over group.
121 Kefers to businesses reooriing no peyroll deduciions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year

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

See iable 1 for symools and notes

TABLE 2. Balance sheet profile for ineorporated businesses only, 1987
Nova Scotia, Stamped. Pressed : Coared Meral Products Industries (SIt 304)

$\therefore$ These estinates are based on sample of businasses reporting seles between $\mathbf{3 2 5 . 0 0 0}$ and $\mathbf{3 2} .000 .000$.
5ee Table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses only, 1987 Nova Scotit, Stamped, Pressed 2 Coled Metel Products Industries (SIC 304)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middi } 25 \% \end{aligned}$ | Upper midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales velue (\$000's) | $(1)^{8}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | -- | -- | -- | - |
| Leverage ratios <br> Debtlequity retio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | $\begin{aligned} & 6.4 \\ & 2.8 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(11 The petion represent the werege of petios for cech business in the group end canot be csiculsted from the figures shown in lable 2 .
(2) These estimetes ere beged on semple of businesses reporting sal es betwean $\mathbf{3 2 5}, 000$ and $\mathbf{8 2} .000 .000$

See Tabie 1 for rybols and nozes.

## Definisions:

1. Liquidity retio:

Current = cuprent assets / Current liabilities
2. Leverage retios:
b) Deti/equity $=$ loqal liobilities / equity.
b) Debi patio ${ }^{2}$ total litbilities f total assets
c) Interesi coverage $s^{3}$ net profit interest expense $f$ interest expense

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia, Stamped. Pressed $A$ Coased Metal Products Industries (SIC 304)

| Total(1) Bot10m |  |
| ---: | ---: | ---: |
| $25 \%$ | Lidde $25 \%$ |

midde 25 :
50:
25:


## Symot:

2Ero of ho observetions
-- too smell too be mopressed
not spolicable

- confidentis!


## Footnotet

(11 These estimates are bused on semple of bustinesses peporiing sales between 825,000 and $82,000,000$.

(3) Yalu in each coll $=\frac{\text { lotel weighed expenditure on given item }}{\text { Total weighed seles of businesses reporting this item of expenditure }}$ for est quartile

This portion of the sable pertains only to the businesses roporting the specific axpense itom. Therofore these ratios are catculated individully and the total witl not necesserily equsl ions.

## Motes

Detere shown by quertiles when et lesst 13 of the sumpled businesses report the specific item
Records were remked in escending order according to sales size. Esch quertile li. bet bom 25z, lower miodie 25z. ett.l represents one quarter of the total number of businesses. Within esch quartile, the average ratio is presented. For comparison purposes, the high and low volues of sales ser showm.

## How to use the toles

(11 bocat the sppopristo selos renge thet is displayed on the two lines entitlod kow sales value" end emigh sales value",
(2) The selected pence will indicete the proper quartile, i. e. the botton 25x. the lower widdie 25x, the upper midde 25\% or the 10p 25 t
(3) 0eta pertaining to the seleczed siliss size ringe will be in that quertile

## sienderd Industrisl Clessificetion Definitien (SIC 18E0):

SIC 3040-Stemped. Pressed and Caeted Metal Products industpies
Businesses primarily engaged in custom meial coating. manufacturing metal closures and containers and other stamped and pressed netal producis

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Nova Scotia. Stmped, Pressed : Cosed Metal Products Industries (SIC 304)

|  | Total:1) | $\begin{array}{r} \text { Bot } 10 \text { m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoder } \\ & \text { midole } 25 \% \end{aligned}$ | T00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 4 |  |  |  |  |
| Average sales \$ | X | -- | -- | -- | -- |
| Average expense \$ | $x$ | -- | -- | - | -- |
| Average net prolit (loss) \$ | X | - | -- | -- | -- |
| Businesses reporting a profit (Ma.) | 3 |  |  |  |  |
| Average sslos 8 | $x$ | - | -- | -- | -- |
| Average expenses | x | -- | -- | -. | -- |
| Average not profits | $x$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | x |  |  |  |  |
| Averige sios $\$$ | $x$ | -- | -- | -- | -- |
| Averige expense \$ | x | -- | -- | -- | -- |
| Average net loss \$ | x | -- | - | -- | -- |


| Wumber of observations in sampie | 4 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales \$ | $x$ | -- | -- | -- | -- |
| Average expense \$ | $x$ | -* | -- | - | -- |
| Averspe net profit (loss) \$ | X | - | - | -- | - |
| Businesses reporting profit (No.) | 4 |  |  |  |  |
| Averoge sales \$ | x | -- | -- | -- | -- |
| Averoge expense \$ | $x$ | -- | -- | -- | -- |
| Averoge net profit \$ | X | -- | - | -- | -- |
| Ousinesses redorting loss (Ma.) | - |  |  |  |  |
| Average sales $\$$ | X | -* | -- | - | - |
| Average expense $\$$ | x | -- | -- | -- | -- |
| Aversge net loss \$ | $x$ | -- | -- | - | -- |


(1) These estimares besed on sample of businesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$.

See table I for symbols and notes

TABLE 4. Statement of changes in financial position for incorporsted businesses only, 1987 Mova Scotis, Stamped, Pressed Coated Metal Products Industries (SIC 304)

|  | Total(1) | Bottom 25\% | Lowe? $\text { midsle } 25$ | $\begin{array}{r} \text { Uoper } \\ \text { midoie } 25 \% \end{array}$ | To: 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $1 \$ 000 \mathrm{si}$ High stiles volue ' $\$ 000$ 's) | $(1\}^{4}$ | -- |  |  | -- |
|  |  |  | verage $\$ 000$ |  |  |
| Operating ectivities Cash from oderstions Deprecition Other | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | - | - | -- |
| Investment ectivities <br> Dispossi of fixed sssets <br> Purchose of fixed essets <br> Increse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loens from shareholders <br> Repayment of loans from shareholders <br> Lovances of loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - - - - - | - <br> - <br> - <br> $\cdots$ | -- <br> - <br> - <br> - <br> - | -- -- -- -- -- |
| Incresse(decrese) in cesh \& equivalents Cash equivelents-Beginning of the year Cash s equivalents - End of the year | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

(11) These estimetes are oased on sampl of incorporbtec businesses reporting sales detween $\$ 25,000$ and $\$ 2.000,000$. Sample count includes only those businesses reporting stasement of changes
See iable i for symols and noies.

TABLE 5. Employment changes by size of butiness. 1984-1987 based on SIC classification in 1987
Nova Scotis, Stamped, Pressed Coated Metal Products Industrles (Sic 304)


[^12]"Newly peporting" and "no :onger reporting" businesses are assumed to heve been in activity for six months and the information is sdjusted accordinglv

See iable 1 for symoots and notes

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Nove Scotis. Machine Shop industry (SIC 3081)

(1) These estimates ar based on sample of Dusinesses reporiing soles beiween $\$ 25.000$ and $\$ 2.000,000$.
see iable 1 for symbols and notes

TABLE 3. Financial ratios(i) for incorporated businesses only, 1987
Nove Scoits. Mechine Shop Industry (SIC 3081)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\text { middle } \frac{\text { Lower }}{25 \%}$ | Upper middle 25\% | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $9000^{\prime}$ ) | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity ratio Cuprent iatio (times) | 1.5 | -- | -- | -- | -- |
| Leverage retios <br> Debtlequity retio (times) <br> Interest coverage retio (times) <br> Dedt ratio (times) | $\begin{array}{r} 10.2 \\ 1.4 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

111 The retios ropresent the everege of potios for pech business in the group end connot be celculsted fron the figures shown in foble 2 .

Soe Teble 1 for symols and notes.

## Oefinitions:

1. Liquidity retio:

Cuppens z cuppent ossets / curpent listulitios
2. Leverage relios:

- Debt/equity = rosal liabitiqies / equisy
b) Det iatio = qotal iabilities $/$ total essets
c) Interest coveroge $z$ net profit interest expense $/$ interest expense

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotis, Machine Shop Industry (SIE 3087)

## Total(1)

Bot tom
$25 \%$
-mirde Lower $25 \%$
Upder
middle 25:

## TOD $25:$

| Businesses : $n$ samele (No. Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) High sales value (\$000's) | $\begin{aligned} & 26 \\ & (1) \\ & 11 \end{aligned}$ |  |  |  |  |  | -- |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Solected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot iom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uppei } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tol } \\ & 25! \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of solus |  |  |  |  |
| Cost of sesles | 32.5 | -- | -- | -- | -- | 55.7 | 34.0 | -- | - | -- | - |
| Occupency expenses | 10.1 | - | -* | -- | -- | 100.0 | 10.1 | -- | -- | -- | . |
| Deprecistion | 5.7 | -- | -- | -- | -- | 96.8 | 5.9 | -- | -- | -- |  |
| Repoirss maintenence | 0.6 | -- | -- | -- | - | 70.4 | 0.8 | -- | -- | -- |  |
| Ment. light \& telephone Rent | 2.3 1.6 | -- | -- | -- | -- | 100.0 50.0 | 2.3 3.2 | -- | -- | -- | - |
| Personnel expenses | 37.6 | -- | - | -- | -- | 100.0 | 37.6 | -- | -- | -- | - |
| Financial expenses | 5.1 | -- | - | - | -- | 97.3 | 5.2 | -- | -- | -- | - |
| interest 8 bank charges | 3.8 9.5 | -- | -- | -- | -- | 90.9 91.9 | 4.0 9.8 | -- | -- | - | - |
| Other expenses | 13.2 | -* | -- | -- | -- | 100.0 | 13.2 | -- | -- | - | - |
| Profit (loss) | 1.5 | -* | -- | - | -- | 93. | 1.6 | -- | -- | -- | - |
| Total | 100.0 | -- | - | - | -- | 100.0 |  | -- | -- | -- | - |

## Symbole

## zero or no observetions

- too small too be erpressed
not soplicable
- confidentiol


## feotnotes

(1) Thes estimetes bre besed on sempte of businesses roporting setes between 825.000 end 52.000 .000 . Toral weighted expenditue on siven iqen

(3) Yelve in eech cell $=\frac{\text { Tost weighed expendizure on given item }}{\text { Tots weighred ssies of busingses reporting this item of expenditure }}$ foo for each quertile.

This portion of the toble perqian only to the businesses reportimo the specific oxpense item. therefore these peties erm celculeted individuelly end the cotsi will not necesserily equel $100 z$

## Motas

Data are shown by quertiles when at least 13 of the sampled businesses report the specific item.
pecords were renked in escending ordep accopding 10 seles size. Each quattile li. bottom 25z, lower middt 25z, etc. 1 pepresents on querter of the cotsl numor of bus inessts. Within sach quertile. the suer ege ratio is presented. for comparison puppose the high and low values of sitise shown

How to utt the tes
llf locat the oppropriete seles pange that is displayed on the two lines entitled low stel value and ohigh sales value
(2) The selected penge will indicete the proper guertile. i. e. the bottom 25\%. the lower middle 25t. the upper middie 25t or the 10p $25 \%$.
(3) Dest pertaining to the selocted sales size renge will be in thet quertile.

## Stender Industivl Elestificetion befinition ISIF 19801:

SIE 3081 . Mechine Snop Industpy
Businesses primarily engaged in manufacturing nachine parts and equipment. other than complete machimes. for the trade. This industry includes machine shops providing custom and repair services. Businesses primarily engaged in rebuilding or renanulacturing automotive angines are included here.

TABLE 6. Selected operating characteristics of mall businesses by sales quartile, 1985-1987
Nove Scotia. Mechine Shop Industry (SIE 3081)

|  | ic:01:9) | Bo: 20 m 25: | Lower <br> midde $25 \%$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25 \text { : } \end{aligned}$ | T00 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ | $197.187$ | - |  | - | -- |
| Average expense $\$$ | $194,676$ | - | - | -- | - |
| Average net prolit (loss) \$ | 2.511 | -- | - | - | - |
| Businesses reporting profit (Mo.) | 195.178 |  |  |  |  |
| Average sales $\$$ | 195.178 | -- | - | -- | -- |
| Average expense ${ }^{\text {a }}$ a Average net prof it 5 | 168.682 | -- | -- | -- | -- |
| Average net profits | 26.496 | -- | -- | -- | -- |
| Businesses peporting loss (Mo.) | 3 |  |  |  |  |
| Areisge seles ${ }^{\text {a }}$ | 305.119 | -- | -- | -- | -- |
| Average expenses | 108.572 | -- | -- | -- | -- |
| Averege net loss | -103.453 | -- | -- | -- | -- |

1988


1887

Number of observetions in sample Average sales Average expense 5 Average net Drofit (loss)s

Businesses reporsing piofit (Mo.)

$$
\begin{aligned}
& \text { Average sties } 5 \\
& \text { Average oxpense }
\end{aligned}
$$

$$
\text { Average net profit } s
$$

Businesees reporting lose (MO.)
Averoge sales 5
Average expenses
Averege net loss
316.62
316.620
306.976
9.644
307. 212
279.913
27.499

307, 734
341.974
$-34.240$

111 inese estimares ore besed on semple of businesses reporting sales between 325,000 and $\$ 2.000 .000$
See iotle ifor symbols and noqes

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987
Nove Scotia. Machine Shop Industry (Sic 3081)

|  | Tozal(1) | $\begin{array}{r} \text { Bot }+0 \mathrm{Om} \\ 25 \% \end{array}$ | Lome i $\text { miode } 25 \%$ | UpDe: <br> midole 25: | $\begin{aligned} & \text { Toe } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lon sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ si | $(1)^{9}$ | -- | --- | -- | -- |
|  |  |  | verage 1\$000 |  |  |
| Operating ectivities Cash from operetions Depreciation Oiner | $\begin{array}{r} 6 \\ 24 \\ -64 \end{array}$ | -- | -- | -- | -- |
| Dividends | -2 | - $=$ | =- | -- | - |
| Investment activities <br> Dispossal of fixed assets <br> Purchsse of 1 ixed assets <br> incresse in investment <br> Decress in investment | $\begin{array}{r} 35 \\ -45 \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increese in lang term debt <br> Repayment of long term dobt <br> Loans fiom shareholders <br> Redaymen! of loans from shareholders <br> Aovances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 42 \\ -19 \\ 61 \\ -25 \\ - \\ - \\ - \\ -3 \end{array}$ | -- | -- | -- | -- |
| Increase(decresse) in cash s equivelents Cash equivelents-Beginning of the yeer Cash equivelents . End of the yoer | 10 -13 -2 | - | -- | -- | - |


only those pusinesses reporting sterement of changes.
See Table i for symbols and notes

Move Scotis. Machine Shop Industry (SIC 3081 )

 Surver of Employment. Payroll and Hours. Statistics Cansda. Catalogut 12-002. An overage labour unit could be interproied as o fu! 1-time enployet. Note that the business size groups used are determined at the Canada level, thus if business has at least 500 enployees in Canadz as a whole but less than that number in any given province it is show in the 500 ond over group.
(2) Refers 10 Dusinesses reporting no payroll deductions in the previous yeor.
(3) Refers to businesses reporting no payroll deductions in the following year.
"Mowly reporting" and "o longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted aceordingly.

Set tate ifor symbols anc notes

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotia. Single Family Housing (SIC 4011)

|  | Tctal:1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | $\begin{aligned} & \text { Uoper } \\ & \text { midde } 25: \end{aligned}$ | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $9000{ }^{\prime}$ s) | 101 <br> (1) <br> (1) | $11)$ 99 | $\begin{array}{r} 99 \\ 168 \end{array}$ | $\begin{aligned} & 168 \\ & 520 \end{aligned}$ | $\begin{aligned} & 520 \\ & 111 \end{aligned}$ |
|  | Average ( $\$ 000{ }^{\prime}$ s) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cesh | - | - | - | - | - |
| Accounts and notes receivable | 25 | 10 | 6 | 27 | 62 |
| Inventory | - | - | - | - | - |
| Other curcent essets | 68 | 21 | 22 | 54 | 173 |
| Total current assets | 94 | 31 | 28 | 81 | 235 |
| Fixed assets | 23 | 4 | 9 | 15 | 64 |
|  | 30 | 114 | 2 | - | 14 |
| Other assets | 30 | 114 | 2 | 3 | 14 |
| Totel estets | 148 | 150 | 39 | 95 | 313 |
| Liabilities and equitr ${ }^{\text {a }}$ |  |  |  |  |  |
| Current loans liabilities | 12 56 | 9 | 3 14 | 13 | 155 |
| Total curient liobilities | 68 | 10 | 17 | 56 | 183 |
| Mortgages dayable |  | - | 左 | - |  |
| Long term debt | 2 | - | 1 | 1 | 5 |
| Other I isbilities | 23 | 4 | 18 | 10 | 59 |
| Total lisbilities | 53 | 14 | 36 | 67 | 247 |
| Total equitr | 56 | 136 | , | 32 | 66 |

(1) These estimates ere based on s semple of businesses roporting sales betwein $\$ 25.000$ and $\$ 2.000 .000$

Seet tabl i for symbols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Nove Scotis. Single family Housing (Sic 4011)

|  | Total(2) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom sales value ( $8000^{\circ}$ s) Migh salcs value ( $5000^{\prime} \mathrm{s}$ ) | 101 <br> (1) <br> (1) | $\begin{array}{r} 19 \\ 98 \end{array}$ | 99 168 | $\begin{aligned} & 168 \\ & 520 \end{aligned}$ | 520 <br> $11)$ |
|  | Averoge |  |  |  |  |
| Liquidity cetio Current ratio (times) | 1.4 | 3.1 | 1.6 | 1.4 | 1.3 |
| Leverage retios <br> Dabt/equity retio (times) interest coverues retio (times) <br> Sebt rotio (times) | 1.7 2.8 0.6 | 0.1 0.1 | 17.2 6.1 0.9 | 2.1 2.8 0.7 | 3.8 3.0 0.8 |

(i) The retios represtent the averaga of resios for each business in the group and cannot be calculated from the figures shom in iable 2 .
(2) These estimetes or besed on smel of businesses reporting seles between $\$ 25,000$ end $\$ 2,000,000$.

See fable ifor symbols and notes.

## Definitions:

1. Liquidiey retio:

Cuprens a currene asses / current liabilities
2. Leverage retios:

- Deblequity = total iiabilities / equity
b) Debi ratio $=$ total liabilities / total assets
c) Interest coverage $=$ net profit . interest expense $/$ interest expense

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotia, Single Family Mousing (SIC 4011)

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

## Symole

- zero or no observations
.- 100 small 100 be expressed
- not applicable
$x$ confidentill


## Foerneres

(1) These estimates nre besed on semple of businesses fopoping seles between 825,000 and 12,000,000
(2) value in iotal weighted expendisure on siven item
(3) Yalue in esch cell $=\frac{\text { Tot wighted expenditure on given itom }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times 100$ for each quartile.

This portion of the qsole pertains only to the businesses reporting the specific expense item. pher fore these plios are culculated individubliy and the total will not necessarily equal $100 \%$.

## motes

Data ere shown by quartiles when st least 13 of the sampled businesses report the specific itten
fecords were ranked in ascending order according 10 sales size. Each quartile li. e. bottom 25\%, lower middie 25\%. etc.) represents one qusper of the cotel number of businesses. Within esch quitile, the mepoge ratio is presented. For comparison purposes, the high ano low velues of soles ere shom.

Mow to use the thbles
(1) Locete the sppropite seles range thet is displayed on the two lines entitled bow sales velue" end "Migh selos velue".
 top $25 \%$.
(3) Data perteining to the selected sales size penge will be in the quartile.

## Standere Industrisl Clasificetion Definttion 1516 1Es0):

```
SIC 4011-Single femily Mousing Coneractors
Businesses primarily engaged in the development and construction of single derached and single attached dwellings such as: cottages.
single duplexes. gorder nomes, semi-detached houses, single sttached houses, single detached houses, erecting prefabricated homes, row
```

houses lexcept row duplexest, ingle residences and sumer homes

TABLE 6. Selected operating characteristics of smill businesses by sales quartile, 1985-1987 Novi Scotis, Single Fanily Housing (Sic 4011)

|  | Total(1) Bottom Lower Uoder midde $25 \%$ middele $25 \%$ |
| :---: | :---: |

1985

| Wumber of observitions in sample <br> Aversge soles $\$$ <br> Aversge expense $\$$ <br> Average net profit (loss)s | $\begin{array}{r} 199 \\ 345.744 \\ 333.219 \\ 12.533 \end{array}$ | $\begin{array}{r} 52.854 \\ 46.847 \\ 6.207 \end{array}$ | $\begin{array}{r} 161.664 \\ 155.237 \\ 6.427 \end{array}$ | $\begin{array}{r} 341.059 \\ 326.883 \\ 14.178 \end{array}$ | $\begin{array}{r} 827.399 \\ 804.076 \\ 23.323 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses roperting profit (Mo.) | 153 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 341,425 | 51.859 | 156,771 | 339.614 | 817.654 |
| Average expense \$ | 318,569 | 43.562 | 141,622 | 314.405 | 774.686 |
| Average net profit 3 | 22.858 | 8.097 | 15.149 | 25.209 | 12.988 |
| Businesses reporting e loss (Mo.) | 46 |  |  |  |  |
| Average sales 5 | 356.350 | 62.981 | 170.241 | 344,423 | 847.755 |
| Average expense 8 | 368.324 | 72.799 | 179,100 | 355.929 | 865.46 ? |
| Average net loss $\$$ | -11.974 | -9.818 | -8,859 | -11.506 | -17.712 |

1986


1987

| Mumber of observations in somple <br> Average seles $\$$ <br> Average expense \$ <br> Average net Drolit (loss) \$ | 167 310.997 297.293 13.704 | $\begin{array}{r} 87.051 \\ 87.518 \\ .467 \end{array}$ | $\begin{array}{r} 121.885 \\ 112,670 \\ 9.215 \end{array}$ | $\begin{array}{r} 244.329 \\ 222.537 \\ 21.792 \end{array}$ | $\begin{array}{r} 10.723 \\ 786.445 \\ 24.278 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting profis (Mo.) | 112 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 319.929 | 57.987 | 133.039 | 239.034 | 849.654 |
| Average expenses | 295,730 | 53.174 | 113.755 | 207.988 | 808.004 |
| Average net profits | 24.199 | 4.813 | 19.284 | 31.046 | 41.650 |
| Dusinesses raporting loss (Mo.) | 55 |  |  |  |  |
| Averoge salas | 286.802 | 75.270 | 103.981 | 282.528 | 705.430 |
| Average expenses | 298.036 | 80.524 | 110.928 | 272.552 | 728.139 |
| Average net loss | -11.234 | -5.254 | -6.947 | -10.02 | -22,709 |

(1) These estinetes bre besed on sempl of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$

See rable for symbols and notes

TABLE 4. Statement of changes in financial position for incorporeted businesses only. 1987
Nova Scotia, Single Family Housing (SIC 4011)

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

(1) These estimetes ar dased on sample of incorporated businesses roporting sales betwen $\$ 25,000$ and $82,000,000$. $\$$ ample count includes
onty those bus inesses reporting statement of changes.
set labie for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC cisseification in i987 Nove Scotis, Residentisl Building and Development (SIC 401)

| Business size expressed in |
| :--- | :--- | :--- |
| sverage labour unitsil) |

 Survey of Emoloment. Parpoll and Hours, Statistics Csnsda. Cetalogue 92-002. An over sge labour unit could be interdieted as full-time employer. Note that the business size groups used ere determined er the Canede level. ihus it obusiness has at least 500 employees in Canade as a whole but less than that numoer in ony given province it is show in the 500 ond over group.
121 Reters 10 businesses recorting no payroll deductions in the previous yeer.
(3) Refers 10 businesses reporting no payroll deductions in the following year
"New y reporting" and "no longer repopting" businesses are assumed to have ben in activity for six months and the information is adjusted accordingly

Ser late 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Nove Scotia. Residential Renovelion (SIC 4013)

| Teqa |  | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | Lower modele $25 \%$ | Upoer $\text { micole } 25 \%$ | TOE 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh sales value ! $\$ 000^{\prime}$ s) | 24 (1) (1) | -- | -- | -- | -- |
|  | Average ( $8000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cssh <br> Accounts and notes rectivable | 22 | -- | - | -- | -- |
| Accounts and notes rectivabl. Inventory | 22 | - | - | - | - |
| Other current ossets | 22 | -- | - | -- | -- |
| Total cuprent ossets | 44 | -- | -- | -- | -- |
| Fixed assets | 14 | -- | -- | -- | -- |
| Less: Accum. deo. on fixed assets | 20 | -- | -- | -- | -- |
| Other assets | 20 | -- | -- | -- | -- |
| Totel neats | 78 | =- | -- | - | - |
| Listllities and equity |  |  |  |  |  |
| Current loans | 19 30 | -- | -- | -- | -- |
| Total current lisbilities | 41 | -- | -- | -- | -- |
| Mortgages oayable | - | - | -- | -- | -- |
| Long lerm deb? |  | -- | -. | -- | -- |
| Other liabilities | 6 | -* | - | -- | -- |
| Total liabilitles | 51 | -- | =- | - | -- |
| Total equity | 27 |  | -- | -- | -- |

(11) These estimates are besed on sample businesses reporting soles detwen $\$ 25.000$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$

See iable 1 for symbols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Nove Scotle, Resldentitl Renovetion (SIC 4013)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 x \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Curfent retio (times) | 1.1 | -- | -- | - | - |
| Leverage ratios <br> Dabilequity ratio (times) <br> Interest coverage retio (times) <br> Oeb: relio (times) | 1.9 4.3 0.7 | -- | -- | -- | -- |

(1) The ratios represent the over oge of ritios for each business in the group and connot be calculated from the figures shown in fable 2
(2) These estimstes are bised on somple businessen reporting swies between 325,000 and $32,000,000$

See itble 1 for symools and notes

Definitions:

1. liquidity retio:

Cuprent = current assets / curtent liabilities
2. Leverage ratios:

Debr/equity = qotal liabilities / equity.
b) Debi rasio = foral liabilities / total assets
c) interest coverage $=$ net profit - inferest expense $/$ interest expense.

TABLE 1. Selected operating ratios. in percent of sales, 1987
Nove Scotia, Residential Renovation (SIC 4013)

|  | Total(1) |  | $\begin{gathered} \text { Bot } 20 m \\ 25^{\circ} \end{gathered}$ |  | Lower$\text { midde } 25:$ |  | Uoper$\text { ridde } 25 \%$ |  |  | Tos 25:- |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 900$ 's) Migh sales value ( $\$ 000^{\circ}$ s) |  | $\begin{aligned} & 51 \\ & (1) \\ & (1) \end{aligned}$ |  | (1) 47 |  | $\begin{aligned} & 47 \\ & 92 \end{aligned}$ |  | $\begin{array}{r}82 \\ 154 \\ \hline\end{array}$ |  |  | 154 19 |  |
| Selecteo expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \# busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses on $\mid$ y $(3)$ |  |  |  |  |  |
|  | Tois! | 30110m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UdDer idde 25* | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ |  | Tor |
|  | Percent of sales |  |  |  |  |  | Percent of sates |  |  |  |  |  |
| Cost of sales | 32.7 | 15.8 | 45.2 | 31.5 | 37.7 | 76.1 | 42.3 | 30.4 | 45.2 | 45.9 |  | 44.3 |
| Occupency expenses cuepreciation | 5.1 2.1 |  |  | 3.0 2.3 | 2.7 1.4 | 98.1 76.3 | 5.2 3.1 | 13.8 | 2.5 1.8 | 3.0 2.5 |  | 2.7 |
| पepreciation <br> Repairs 8 maintenance | 2.4 1.5 | 4.4 5.6 | 1.5 0.2 | 2.3 0.1 | 0.1 | 76.3 38.2 | 3.1 3.9 | 13.1 6.1 | 1.8 2.5 | 2.5 0.4 |  | 0. |
| Hest. light \& telephone | 0.7 | 2.2 | - | 0.4 | 0.4 | 62.8 | 1.2 | 2.6 | 3.5 | 0.5 |  | 0. |
| Rent | 0.5 | 0.4 | 0.8 | 0.3 | 0.7 | 55.4 | 1.0 | 0.5 | 1.4 | 0.8 |  | !. |
| Persennel expenses | 19.2 | 14.0 | 15.8 | 21.7 | 25.2 | 80.5 | 23.9 | 22.2 | 21.6 | 22.4 |  | 28.5 |
| Finsenciel expenses | 2.1 | 3.8 | 1.3 | 1.7 | 1.5 | 91.5 | 2.2 | 3.8 | 1.8 | 1.7 1.8 |  | 1.8 |
| Interest Protessional fees | 1.3 0.8 | 2.2 1.6 | 0.6 0.7 | 1.5 0.2 | 1.0 0.5 | 86.3 72.0 | 1.5 | 2.2 2.4 | 1.8 1.0 | 1.8 0.3 |  | 1.1 |
| Other expenses | 28.4 | 31. | 22.0 | 30.8 | 23.0 | 100.0 | 28.4 | 31.8 | 22.0 | 30.8 |  | 23.0 |
| Profit (loss) | 12.6 | 22.3 | 13.2 | 11.2 | 3.8 | 100.0 | 12.6 | 22.3 | 13.2 | 11.2 |  | 3.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | $\ldots$ | $\ldots$ |  |  |

## Symbol:

- zero or no observelions
-- too small too be expressed
no 1 appl cable
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## Footnotes

111 These estimetes or Desed on sampte of businesses reporting ssins betwen 525,000 and $52,000.000$.
(2) Value in eech cell $=\frac{\text { loqs weighted expenditure on given item }}{\text { rotal weighted sales of all busingeses in the sample }} \times 100$ for ech quartile

31 Value in each cell $=\frac{\text { Totel weighted expenditurs on given item }}{\text { Total weighted seles of busimesses reporting this item of expenditure }}$ for fortile.
This portion of the table pertains only to the busingsses reporiing the specific expense item. Therefore these tatios are catculated individuelly and the rotal will not necesserily equal $100 \%$.

## Mates

Deta are shown by quartiles when ot test 13 of she sampled businesses report the specific item
Records were renked in escending order sccording to seles size. Each quertile di. b. bottom 25z. lower midde 25s, etc.l represents On quarter of the cotol number of businesses. Within uach quartile, the overage patio is presented. For comperison purposes, the high and low values of sel es er shown

How to use ine tebles

(2) The sultcted renge will Indicete the proper quertile, i. the bottom 25z, the lower midde 258. the upper midde 25s or the top 258.
13) Dete pertsining to the selyeted selas gize range will be in that quer tile.

## Stenderd Industris! Clastificepion befinition (S16 1880):

SIC 4013 - Residentiel Renovetion Contrectors
Businesses primarily engaged in pesidentisl aditions, mojor improvements and repairs, renovation. rebabilitation, retro-fisting and
conversions involving more than one trade such as: generaf contractors for residential additions. generel contraciors for home
inprovements and reptirs, general contractors for house alterations and general contractors for residential renovafions

TABLE 1. Seisected operating ratios, in percent of sales. 1987
Mova Scolla. General Freight Trucking Industry (SIC 4561)

| Totai(i) Bottom | Lower | Upoer | Top |
| ---: | ---: | ---: | ---: | ---: |
|  | $25^{\circ} \%$ | middle $25^{\circ} \%$ | $25^{\circ}$, |


| Businesses in samol (No. Low sales value 18000 s) Migh sales value ( 8000 's) | $\begin{aligned} & 140 \\ & 11 \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 11) \\ 46 \end{array}$ |  |  | $\begin{aligned} & 48 \\ & 70 \end{aligned}$ |  | $\begin{array}{r} 70 \\ 112 \end{array}$ |  | $\begin{aligned} & 118 \\ & 111 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selacted expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe1 } \\ \text { midd1 } \\ 25 \% \end{array}$ | Upder midole 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcont of sates |  |  |  |  |
| Cost of seles | 1.5 | 2.5 | 0.7 | 1.1 | 1.2 | 7.3 | 18.4 | 36.8 | 9.6 | 12.0 | 21.4 |
| Oceupency expenses | 19.8 | 16.2 | 17.5 |  |  | 98.3 | 20.2 | 16.2 |  | 24.8 | 21.0 |
| Deprecistion | 9.6 8.1 | 7.1 7.9 | 7.1 8.9 | 13.3 7.8 | 10.7 | 89.1 64.6 | 10.7 12.6 | 7.1 15.7 | 9.4 15.2 | 15.7 9.8 | 11.2 |
| Reduits maintenance Heat. light telophone | 8.7 | 1.2 | 8.5 | 0.5 | - 0.6 | 64.6 57.7 | 12.6 1.2 | 1.7 | 15.2 0.9 | 1.1 | O.9 |
| Rert | 1.5 | - | 1.0 | 2.9 | 1.9 | 25.9 | 5.7 | . | 3.6 | 10.8 | 4.0 |
| Personnel expenses | 11.5 | 1.8 | 16.5 | 12.7 | 14.8 | 67.4 | 17.0 | 4.9 | 27.5 | 15.6 | 16.3 |
| Financial expenses | 3.7 | 3.9 | 2.6 | 1. 3 | 3.9 | 94.4 | 3.9 | 3.9 | 3.0 | 4.3 | 4.2 |
| Interest 6 bank charges | 3.2 | 3.5 | 2.1 | 3.9 | 3.4 | 78.0 | 4.1 | 4.0 | 3.2 | 5.0 | 4.0 |
| Professional fees | 0.5 | 0.5 | 0.5 | 0.3 | 0.5 | 67.1 | 0.7 | 0.8 | 0.9 | 0.4 | 0.8 |
| Other expenses | 43.6 | 40.2 | 46.6 | 38.1 | 49.2 | 100.0 | 43.6 | 40.2 | 45.6 | 38.1 | 49.2 |
| Profit (loss) | 20.0 | 35.4 | 15.1 | 19.0 | 10.0 | 98.9 | 20.2 | 35.4 | 18.1 | 13.0 | 10.4 |
| Tote 1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . | - . | $\cdots$ | -•• | . $\cdot$ |

## Symbol.

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## footnetes

II) These betmates are besec on a sample of businesses reporting sules betmeen 325,000 ond $52,000.000$.
2) Total wighted expendisure on giver item

131 velue in each cell $=\frac{\text { Total weighted oxpendique on given item }}{\text { lotel weighted sales of businesses reporting ehis item of expenditure }}$ for ench guertile:
This portion of the tablo perteins only io the businesses reporting ehe specific expense item. Therefore thest petios are celculated individuslly and she sotel will not necesserily equal $100 \%$.

## Motes

Deta er shom by quartiles when tot lest 13 of the smoled businesses poport she specific item
 one quarter of the totel number of Dusinesses. Within esch quartile, the overage rstio is presented. for comperison purposes, the high and lom velues of sales se shown.

How to use the tables
f1) bocate the eppropribte seles range thei is disployed on the two bines entitled blow sales velue" and migh seles velue
121 The ssiected renge will indicete the proper quartile, i. the botton $25 \%$, the lower miodle $25 \%$, the upper midde $25 \%$ or the 100258
(3) Deto petteining to the selected seles size penge will be in thet quartile.

## Sesederd Induserisl CIsseificesion Definition (SIC 1s80):

51 C 51 Generel Freight Trucking Inoustry

 transfer trucking services, general freight truck transport services and generat freight trucking contractors

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia. General Freight Trucking Industry (SIC 4551)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Unoer midole $25^{\circ}$. | TOS $25^{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses iri samole (No.) Low sales value (5000's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{r} 57 \\ \{1 \\ 11 \end{array}\right\}$ | $\begin{array}{r} 11 \\ 57 \end{array}$ | 57 168 | $\begin{array}{r} 158 \\ 389 \end{array}$ | 389 $11)$ |
|  | Averape (5000's) |  |  |  |  |
| Assete |  |  |  |  |  |
| Cash | 23 | 3 | 2 | 17 | 70 |
| Accounts and notes peceivable Inventory | 23 | 3 | 2 | 17 | - |
| Other current assets | 35 | 12 | 37 | 19 | 71 |
| Total current assets | 59 | 16 | 39 | 36 | 149 |
| Fixed assets | 110 | 30 | 53 | 75 | 276 |
| Less: Accum. dep. on fixed assets | - | , | 3 | 6 | 21 |
| Other assets | 8 | 1 | 3 | 6 | 21 |
| Totel essets | 176 | 47 | 95 | 118 | 438 |
|  |  |  |  |  |  |
| Current loans Other current i iabilities | 17 40 | 3 6 | 14 | 32 | 53 108 |
| Total current liabilities | 58 | 9 | 17 | 41 | 161 |
| Mortgages dayable | - | - | - | - | - |
| long term debt | 12 | 4 | - | 5 | 38 |
| Other liabilities | 44 | 24 | 25 | 55 | 74 |
| Total liebilitles | 114 | 37 | 42 | 102 | 273 |
| Total equity | 62 | S | 53 | 16 | 166 |

(1) These ustinates are based on a sample of businesses reporting sales between $\$ 25,000$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$.

Sea fable I for symools and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nova Scotia, General Frelght Trucking Industry (SIC 4561)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middlewer } 25 \%$ | $\begin{array}{r} \text { UDDer } \\ \text { miode } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | (1) | 1 5 57 | 57 168 | $\begin{array}{r} 168 \\ 389 \end{array}$ | 389 $11)$ |
|  |  | Average |  |  |  |
| Liquidity retio Current ratio (times) | 1.0 | 1.7 | 2.2 | 0.9 | 0.9 |
| Leverage retios <br> Debt/equity ratio (times) <br> Interest coverage plio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.8 \\ & 2.8 \\ & 0.6 \end{aligned}$ | 4.1 0.4 0.8 | 0.8 5.2 0.4 | 6.6 2.6 0.9 | 1.6 2.8 0.6 |

11) The ratios pepresent the averege of ratios for each business in the group and connot de celculated from the figures shown in ioble 2 .
12) These estimetes ere besed on semplof businesses reporiing seles between $\$ 25,000$ end $\$ 2.000,000$.

See table 1 for symols and notes.

## Definitiens:

1. Liquidity ratia:

Current = current assets / current liabilities.
2. Leverege retios:
al Debr/equity $=$ total 1 iabilities / equity.
b) Debt ratio $=$ toial liabilities / rotal assets.
c) Interest coverage a net profit + interest expense / interest expense.

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

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe? midde 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample (No.) Low sales value ( $\mathrm{SOCO}^{\circ}$ si Hig: sales value ( $\$ 000$ 's) | $\begin{aligned} & 29 \\ & (11 \\ & 11 \end{aligned}$ | $\begin{array}{r} (1) \\ 56 \end{array}$ | $\begin{array}{r} 56 \\ 209 \end{array}$ | $\begin{aligned} & 209 \\ & 457 \end{aligned}$ | $\begin{aligned} & 457 \\ & 111 \end{aligned}$ |
|  |  |  | verage (\$000 |  |  |
| Operating ectivities Cash from operations Dapreciation Other | $\begin{array}{r} 14 \\ 31 \\ -7 \end{array}$ | $\begin{array}{r} 2 \\ 2 \\ -1 \end{array}$ | $\begin{array}{r} 5 \\ 15 \\ -1 \end{array}$ | $\begin{array}{r} 18 \\ 21 \\ -12 \end{array}$ | $\begin{array}{r} 28 \\ 78 \\ -13 \end{array}$ |
| Dividends | -1 | - | $=$ | - | -4 |
| Investeent activities <br> Disposel of fixed assets Purchase of fixed assets Incroese in investment <br> Decrese in investment | $\begin{array}{r} 13 \\ -56 \end{array}$ | -4 | -16 | $\begin{array}{r}3 \\ -48 \\ \hline\end{array}$ | $\begin{array}{r}43 \\ -142 \\ \hline\end{array}$ |
| Finencing ectivities <br> Inciese in long term deb* <br> Repayment of long term debt <br> Lasns from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Inciesse in equity <br> Deciesse in equity <br> Other | $\begin{array}{r} 28 \\ -22 \\ 2 \\ -3 \\ - \\ \hline \\ \hline 2 \end{array}$ | - <br> - <br> - <br> - | -2 1 - - - - 1 | 27 -15 4 -4 | $\begin{array}{r}80 \\ -65 \\ 1 \\ -6 \\ - \\ \hline\end{array}$ |
| Increses(decrease) in cash tequivalents Csh suivalents-8eginning of the yeer Cash equlvilents - End of the year | 2 10 12 | 17 | 5 34 39 | -6 8 2 | 6 -22 -15 |

111 These estimates eqe desed on sample of incorporeted businesses feporting seles beiween $\$ 25.000$ end 82.000 .000 . Sumple count includes oniy those businesses reporting a statement of changes.
see table 1 for symbols and notes

TABLE 5. Empioyment changes by ize of business. 1984-1887 based on SIC ciaselfication in 1987
Nove Scotis. Truck Transport Industrles (SIC 455)



 f01t-time employee. Note that the Dusiness size groups used aredetermined of the Cen ode level. Thus if o business has at loast 500 employees in Canace as a whol but luss than that number in any given province it is shom in the 500 and over group.
(2) Refers io Dusinesses reporting no payroll deductions in the previous year.

131 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 adjusteo accordingly
see roble ifor symbols and notes

TABLE 6. Selected operating characteristics of small businesses by seles quartile. $1985-1987$
Nova Scotia, General Freight Trucking Industry (Sic 4561)

|  | Total!1) Bottom Lower UDDer ToD <br>  $25 \%$ midole $25 \%$ $25 \%$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

1985

| Wumber of observations in sample <br> Averege sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 13 234.104 216.789 15.315 | $\begin{array}{r} 30.429 \\ 23.733 \\ 5.695 \end{array}$ | $\begin{aligned} & 89.058 \\ & 83.150 \\ & 17.898 \end{aligned}$ | $\begin{array}{r} 159.945 \\ 155.847 \\ 14.098 \end{array}$ | $\begin{array}{r} 654.984 \\ 532.416 \\ 22.568 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 73 |  |  |  |  |
| Average seles 5 | 224.418 | 30.977 | 79.482 | 156.887 | 630.326 |
| Average expense \$ | 198,745 | 22.406 | 57.744 | 138.071 | 576.760 |
| Average net profits | 25.673 | 8.571 | 21.738 | 18.816 | 53.566 |
| Businesses reporting loss (Mo.) | 10 |  |  |  |  |
| Average sales \$ | 282.963 | 25.814 | 93.967 | 270.701 | 74.389 |
| Average expense \$ | 315.706 | 34.912 | 107.451 | 293.019 | 827.443 |
| Average net loss \$ | -32,743 | -9.098 | -13,504 | -22,318 | -86.054 |

1946

| Wumber of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 68 335.211 311.105 24.105 | $\begin{aligned} & 49.041 \\ & 28.785 \\ & 20.756 \end{aligned}$ | $\begin{array}{r} 121.631 \\ 100.938 \\ 20.693 \end{array}$ | $\begin{array}{r} 328.840 \\ 311.854 \\ 16.986 \end{array}$ | $\begin{array}{r} 841.331 \\ 802,842 \\ 38.489 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 61 |  |  |  |  |
| Average salos 5 | 339.262 | 48.934 | 121.986 | 321.434 | 864,693 |
| Average exoense 5 | 309.208 | 27.929 | 99.512 | 295.616 | 813,773 |
| Average net drofit $\$$ | 30.054 | 21.005 | 22.474 | 25.818 | 50.920 |
| Businesses reporting loss (Mo.) | 7 |  |  |  |  |
| Averse seles \$ | 321.535 | 52.340 | 113.768 | 372.947 | 747.087 |
| Average exdense \$ | 338.745 | 55,168 | 132.509 | 408.556 | 758.747 |
| Average net loss \$ | -17.209 | -2, 828 | -18.741 | -35.609 | -11.660 |

1987

| Wumber of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Averape net profit (loss) \$ | $\begin{array}{r} 150 \\ 122.223 \\ 107.378 \\ 14.845 \end{array}$ | $\begin{aligned} & 32.571 \\ & 21.611 \\ & 10.960 \end{aligned}$ | $\begin{aligned} & 53.986 \\ & 43.391 \\ & 10.595 \end{aligned}$ | $\begin{aligned} & 89.784 \\ & 71.738 \\ & 18.046 \end{aligned}$ | $\begin{array}{r} 312.550 \\ 292.772 \\ 19.778 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reperting profit (Mo.) | 129 |  |  |  |  |
| Average sules \$ | 113.462 | 32.571 | 54.579 | 89.453 | 277.244 |
| Average exoense ${ }^{\text {a }}$ | 95.504 | 21.611 | 39.213 | 70.917 | 250.276 |
| Averoge net profits | 17.958 | 10.960 | 15.366 | 18.536 | 26.968 |
| Businesses reporting less (Mo.) | 21 |  |  |  |  |
| Average salos \$ | 253.458 | - | 52.303 | 107.762 | 600.310 |
| Average expense | 270.283 | - | 55.267 | 116.446 | 639.136 |
| Average net loss \$ | -16.825 | - | -2.964 | -8.684 | -38.826 |

11) These estimetes are besed on sample of businesses reporting sules between $\$ 25,000$ and $\$ 2.000,000$.

See rable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotim, Dry Bulk Materials Trucking Industry (SIC 4564)

| To:al11 | Bcttom | Lowe: | Under | To |
| :---: | :---: | :---: | :---: | :---: |
|  | 25\% | midde 25\% | midde 25\% | 25 |


| Businesses in samp e No. Low sales value $\$ 00 \mathrm{C}$ s) High sales volue ( $\$ 000^{\circ}$ s) | $\begin{array}{r} 15 \\ (1) \\ (1) \\ \hline \end{array}$ |  | -- |  |  |  | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense ilem | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Totol | Bot10m 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UDOET midol 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vohicle expenses | 22.0 | -- | -- | - | - | 12.8 |  |  | -- | -- | -- |
| deprecietion | 9.4 | -- | -- |  | -- | 72.3 | 12.9 | -- | - | - | -- |
| Repeirs \& maintenance | 4.2 | -- | -- | -- | -- | 52.3 50.1 | 7.9 17.0 | -- | -- | -- | -- |
| Personnel expenses | 6.5 | - | -* | -- | -- | 51.0 | 12.7 | -- | -- | -- | -- |
| Financiel expenses | 1.8 | -- | -- | -* | -- | 100.0 | 1.8 | -- | -- | -- | -- |
| Interest 8 bank charges | 1. 4 | -- | -- | - | -- | 70.7 100.0 | 2.0 0.5 | -- | - | - | -- |
| Other expenses | 51.1 | -- | -- | -- | -- | 100.0 | 51.1 | -- | - | - | -- |
| Profit (lose) | 18. 5 | - | -- | -- | -- | 100.0 | 18.5 | - | -- |  | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -* | -- | -- | *- |

## Syabol

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not applicable

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## Footnotes

(1) These estimases are besed on semple of businesses peportinp seles between 325,000 end 32,000,000


This portion of the toble pertains only to she businesses poporting the specific expense item. Therefore shese rios sre celculeted individubily and the lose! will not necesserily equet 100 z

## Motes

Data are shown by quartiles when at luas 13 of the sampled businesses repopt the specific item
Records were ranked in escending order eccording to seles size. Eech quertile (i. Dottom 25\%. lower middit 25x, Etc. represtite one querter of the lotel number of businesses. Within esth quartile, the gersge ratio is presented. for conparison purposes. the high and low vilues of seles ir shown.

How to use the tebles
Il bocete the bopropriste seles renge thet is displeyed on the two lines antitad bow sal es value and ehigh sales valuem
121 The selected range will indicate the proper quartile, i. e. the betton 25\%. the lomer middle 25\%. the upper nidde $25 z$ or the 100 $25 \%$.
(3) Deqs pertsining to the selected sols size renge will be in thet quertlle.

## Stenderd Induetrial Clessifiention Definition (SIC 1880):

SIC 45E4 - Dry Bulk Meterisis Trucking Industry
Susinesses primarily engeged in transporting. usubly by dump-irucks, such dey bulk materisis es cement. filt. sand end debris including
 bulk samk truck service. dump truck transporting service lfill. sand. deorisl, snow hauling truck service end dry bulk eank truck fronsporting service.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Ory Bulk Materials TruckIng Industry (SIC 4564)


| Businesses in sample (No.) | 6 |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Low salos value $\left(\$ 000^{\prime} s\right)$ | $(1)$ | -- | - |
| High saics value $\left(\$ 000^{\prime} s\right)$ | $(1)$ | - | - |

Average ( $\$ 000^{\prime} \mathrm{s}$ )

| Assets |  |
| :---: | :---: |
| Cesh |  |
| Accounts and notes receivable | 58 |
| inventory |  |
| Other current ussets | 50 |
| Total cuprent ossets | 109 |
| Fixed assets | 239 |
| Less: Accum. ded. Dn fixed essets | - |
| Other ascets | 10 |
| Total ascets | 359 |
| Lisbilities and equity |  |
| Current loans | 65 |
| Other current lisbilities | 76 |
| Total cuptent liobilities | 140 |
| Mortogges dayabl |  |
| Long term debt | 65 |
| Other liabilities | 34 |
| Total liabilitios | 239 |
| Total savity | 120 |


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| -- | -- | -- | - |

(11) These estimates are based on sample of businesses peporting sales between $\$ 25,000$ snd $\$ 2,000,000$.

See iable 1 for symbols and notes

TABLE 3. Financiai retios (1) for incorporated businesses only, 1987
Nova Scotia, Dry Bulk Meterits Trucking Industry (SIC 4564)



(2) These estimetes mro besed on semple of businesses peporting sales between 525,000 end $\mathbf{2 5}, 000.000$.

See iable 1 for symbols and notes.

Definitions:

1. biguidity ratio:

Current $=$ current assets / current lisbilities
2. Leversige ritios:

```
Deot/equiqy = rotal li abilities / equity.
Devq ratio = total lisbilities / rotal assets
Interest coverage = net profit * interest exounse/ interest expunse.
```

TABLE 4. Statement of emanges in financial position for incorporated businesses only, 1987
Nova Scotia. Dry Bulk Materimis Trucking Industry (SIC 4564)

|  | Total: : | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } 25: \end{aligned}$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samele inc.) Low sales value ( 8000 s) High sales value $(\$ 000$ s) | $\left.(1)^{2}\right)$ | -- | -- | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Operating activities Cash from operations Geprecietion Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | --- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed essets <br> Puichase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increse in long term debt <br> Repryment of long term debt <br> Loans from sharaholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> lncrease in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | $-=$ -- -- -- -- | - <br> - <br> -- <br> -- <br> -- | - -- -- -- -- | - - - - - - - |
| Inerease(decreasel in eash a equivalents Cash s equivalents-Beginning of the year Crsh equivaients - End of the yeer | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |

 only those businesses reporting statement of chenges.
see indel 1 for symbols and notes.

TABLE 5. Employment ehanges by ize of bustness. 1984-1987 besed on SIC ciassification in ig87
Nove Scotis. Truck Transport Industries (SIC 45s)

| Business size expressed in |
| :--- | :--- | :--- |
| averspe labour units(1) |

[^13]TABLE 6. Selected operating characteristics of smali businesses by sales quartile. $1985-1987$
Nova Scotit. Dry Bulk Materials Trucking Industry (SIC 4564)


1985

| Wumber of observations in sample <br> Averege soles \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 16 \\ 135.270 \\ 118.074 \\ 17.196 \end{array}$ |
| :---: | :---: |
| Gusinesses reporting profit (Mo.) | 12 |
| Average sales 5 | 175.298 |
| Average expense \$ | 147.908 |
| Average net profit \$ | 27.390 |
| Businesses reporting los: (Mo.) | 4 |
| Aversge sales \$ | 57.172 |
| Average expense \$ | 67.983 |
| Average net loss \$ | $-10,811$ |

1986
Mumber of observations in sample
Average sales $\$$
Aver age expense $\$$
Aver age net profit (lose) $\$$


| Number of obeervetions in semple <br> Average sales $\$$ <br> Average expense 5 <br> Averoge net profit (loss) $\$$ | $\begin{array}{r} 16 \\ 130.229 \\ 112.488 \\ 17.741 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) | 12 |
| Average sales \$ | 148.768 |
| Average axpense \$ | 119.728 |
| Average net profits | 29.040 |
| Businesses reporting a loss (Wo.) | 290.128 |
| Aversoe sales 5 | 290,126 |
| Average expense\$ | 293,747 |
| Average net loss \$ | -3.621 |

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

See Toble i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Gorest Products Trucking Industry (SIC 4565)

|  | Total(1) |  | $\begin{array}{r} 80: 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower <br> (C25\% |  | Uoner <br> modde 25\% |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\mathbf{~}^{8000}$ 's) High sales value ( 8000 's) |  | $\left.\begin{array}{l} 19 \\ \{1 \\ 11 \end{array}\right\}$ |  | -- |  |  |  |  |  |  |  |
| Selocted expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UpDer middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tote 1 | $\text { Bot } 40 \mathrm{~m}$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } 1 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 12.4 | - | -- | - | - | 56.2 | 22.0 | -- | =- | -- | = |
| Occupaney expenses | 15.4 10.7 | -- | -- | -- | -* | 100.0 100.0 | 15.4 10.7 | -- | -- | -- | -- |
| Repairs b maintenance | $10 . ?$ | -- | -- | -- | -* | 33.8 | 12.3 | -- | -- | -- | -. |
| Hest. light \& telepnone | 0.6 | -- | -- | -- | -- | 74.8 | 0.8 | -- | -- | -- | -- |
| Rent |  | -- | -- | -- | -- | 5.7 | 0.7 | -- | -- | -- | -- |
| Personnel expenses | 16.5 | -- | - | -- | -- | 82.3 | 20.0 | -- | - | -- | -- |
| Financial expenses | 3.1 | -- | -- | -- | - | 100.0 | 3.1 | -- | -- | -- | - |
| interest 8 bank charges Professional fees | 2.5 0.6 | -- | -- | -- | -- | 98.4 85.2 | 2.5 | -- | -- | -- | -- |
| Other expenses | 37.0 | - | -- | - | -- | 100.0 | 37.0 | -- | - | - | -- |
| Profit (loss) | 15.6 | - | -- | - | -- | 93.8 | 16.6 | - | =- | -- | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -* | -- | - |

## Symol:

zero or no observetions
-- to smail soo be expressed
not spplicsole
$\times$ conlidential

## Feotnotes

Ill Thess estinates are based on a sample of businesses reporiing selss between $\mathbf{\$ 2 5 . 0 0 0}$ end $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$


131 Velue in eech cell $=\frac{\text { Total weighted expenditure on given item }}{\text { lotal weighted seles of businosses reporting thit isem of expenditure }}$ for esch gursile
Ihis portion of the table pertains only to the businesses roporting the specific expense item. fhercfort these fetios ere ctculeted individustly and the toial will mot necesserily equs 100 z.

## Mores

Dete ere shown by quartiles when et lest 13 of the sampled businesces report the specific ifem
 on quarter of the cotal humber of Dusinesses. Within each quertire. the wer ege ratio is presented. For conparison purposes. the high ano low velues of seles ere shown

Mow to use the teoles
(11 bocete the epproprite selos range thet is displeyed on the two lines entithed kow seles value" and "high seles veluet
121 The selected rango will indicete the proper quertile. i. e. the bottom 25\%. the lower niddle 25\%. the upper midde $25 \%$ or the $10025 \%$.
(3) Data pertaining to the selected selss size range will be in thet quivitile.

## Stencerd Industrief Clezsifiention Definition (\$IC 1880)

51E 45s5 - Forest Products Trucking Industry
Businesses primarily engaged in transoorting pulpwood. wood chips and saw-logs whether or not specialized equipment is used. Included
 truck hauling service.

TABLE 2. Balance sheet profile for incorporated busimesses only. 1987
Nove Scotis, Forest Products Trucking Indusery (SIC 4565)

|  | To4al(1) | $\begin{gathered} \text { Bottom } \\ 25 \% \end{gathered}$ | Lowe? $\text { middle } 25 \%$ | Uoper mode 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 8 \\ & (1) \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash <br> Accounts end notes receivable |  |  | -- | -- | -- |
| Accounts and notes receivable inventory | 9 | -- | -- | -- | -- |
| Other current assets | 39 | -- | -- | -- |  |
| Total current assets | 48 | -- | - | - | - |
| Fixed assets | 117 | - | - | -- | -- |
| Less: Accum. deo. on fixed sasets | - | -- | -- | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Totel essets | 159 | =- | -- | -- | - |
| Limbilties and equity - 8 - .- |  |  |  |  |  |
| Cuther cuprent liabilities | 50 | -. | -. | -- |  |
| Total current liabilities | 59 | -- | -- | -- |  |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 6 | -- | -- | -- | -- |
| Other I iabilities | 43 | -- | -- | -- | -- |
| Tetal liabilities | 108 | - | $\cdots$ | - | -- |
| Total equity | 62 | - | -- | -- |  |

(1) These estimates or based on sample of businesses reporting sales between $\$ 25.000$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0 .}$

Sed Table 1 for symbols and notes.

TABLE 3. Finameial ratios(1) for incorpormted businesses only. iget
Nove Scotim, Forest Products Trucking Industry (SIC 4565)


| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)^{8}$ | -- | -- |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Averse |  |  |  |
| Liquidity retio Current ratio (times) | 0.8 | -- | -- | -- | -- |
| Leversege ratios ```Oebt/equity retio (times) Interest coverage ratio (times) Debt retio (times)``` | 1.7 4.6 0.6 | -- | -- | -- | -- |

111 The ratios represens the everege of retios for mech business in tho group and cannot be colculeted fipm the figures shown in teble 2.
(2) These estimates are besed on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000.000$.

Sem inole i for symbols and noits.

## Definitions:

1. Liquidity retio:

Currene z current assets / eurrent liabilities.
2. Leverage retios;

Dedrequizy = total fiabilities / equity
Di Debt ratio $=$ total lisoilities / total assets
c) Interest coverage $=$ net profit . interest expense f interesp exponse.

TABLE 4. Statement of changes in financial position far incorporated businesses only. 1987
Nova Scotia, Forest Products Trucking Indusiry (SIC 4565)

(1) These estimetes are baspe or sample of incorporated businesses reporing sales detwen $\$ 25.000$ anc $\$ 2.000 .000$. Sample count inclubes only those businesses eparting a statement of changes
see Table i for symools and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ig87 Nova Scotle. Truck Transport Industries (SIC 455)

| Business size axoressed in everage labour units(1) | Number of businesses | Total payroll(\$000's) | Average labour units(1) | Changes in number of businesses with poid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer rmorting(3) |
| 1984 |  |  |  |  |  |
| Total | 559 | 67.338 | 4,103 | 148 | 55 |
| $\begin{aligned} & \text { lass then } 20 \\ & 20-95 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 611 \\ 29 \\ 10 \\ 9 \end{array}$ | $\begin{aligned} & 23.931 \\ & 16.106 \\ & 10.210 \\ & 17.091 \end{aligned}$ | $\begin{array}{r} 1.291 \\ 915 \\ 543 \\ 1.354 \end{array}$ | $\begin{array}{r} 141 \\ 3 \\ 4 \\ - \end{array}$ | $\begin{array}{r} 50 \\ 2 \\ 3 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 771 | 107.287 | 6.524 | 169 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 713 \\ 36 \\ 14 \end{array}$ | $\begin{aligned} & 31.758 \\ & 21.844 \\ & 13.311 \\ & 40.374 \end{aligned}$ | $\begin{array}{r} 1.467 \\ 1.029 \\ 612 \\ 3.416 \end{array}$ | 183 5 1 - | $\because \cdots$ |


 full- i ime emplover. Note that the ousimess size groups used are determined et the Conade level. Thus if a business has at leas 500 employees in Canada as a whole but less than that number in eny given province it is shown in the 500 and over group
121 Refers 10 businesses teporting no payroll deductions in the provious year
(3) Refers to businesses reporing no payroll deductions in the following year.

- Mewly reporting" and mo langer feporting" businesses are assumed co have been in activity or sin montm and the informetion is adjusted accordingly

See table i for symbols ano noles.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nova Scotit, Forest Products Trucking Industry (SIC 4565)


1985

| Number of observetions in smople <br> Aversge sales \$ <br> Average expense $\$$ <br> Avertge net profit (loss) s | $\begin{array}{r} 29 \\ 165.331 \\ 111.893 \\ 23.438 \end{array}$ |
| :---: | :---: |
| Businesses reporting a profit (Mo.) | 27 |
| Aversge sales 5 | 167.216 |
| Average expense \% | 142.570 |
| Average net profit $\$$ | 24,646 |
| Businesses reporting e loss (Mo.) | 2 |
| Average sales \$ | 292.844 |
| Average expense \$ | 302.682 |
| Average net loss \$ | -9.838 |

1986


1987

| Wumber of observations in smple <br> Average sales \$ <br> Average expense $\$$ <br> Average net piofit (loss) $\$$ | $\begin{array}{r} 21 \\ 206.143 \\ 182.460 \\ 23.683 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) | 19 |
| Average sales \$ | 204,170 |
| Average expense $\$$ | 179.408 |
| Average net profit \$ | 24,762 |
| Businesses reporting elose (Mo.) |  |
| Average sales \$ | 495.902 |
| Average expense 5 | 503,964 |
| Average net loss $\%$ | -8,062 |

[^14]TABLE 1. Selected operating ratios. in percent of saies, 1987
Nove Scotia. Schooi Bus Operations Industry (SIC 4573)

| Total(1) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower $\text { middie } 25^{\circ}$ | Upper miode 25\% | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |



## Symbels

```
zero or no ooservations
to0 small 200 be mxpressed
    not spolicable
* confionnti|
```


## Footnotes

(1) Ihese estimstes ere Daseo on semple of businesses reporting selos between $\$ 25.000$ end $\$ 2.000 .000$.

21 Volue in eech cell $=$ Tolal weighted expenditure on given item


## Notet

Date er shown by quertiles when of loest 13 of the ssingled businesses report the specific item
Records wer ronked in escending order eccording to sales size. Eech quitile li. e. bottom 252. lower midde 25z, eic.l represents one quarter of the cotel number of businesses. Within sach quartile. the puerse ratio is presthed. for comperison purposes. the hiph and low velues of soles ere shom

How to use the tebles

(2) The selected renge will indicste the proper quertile, i.e. the botron 25\%, the lower midde 25\%. the upper midde 25\% or the 10p $25 \%$
(3) Deto perteining to the solgcsed sbles sizergnge will be in that quortile

Stenderd Induetriel Clestificetien Definition (5IC 1980):

SIC 4573 - School Bus Operations Industry
gusimesses primarily engaged in operating buses and other motor vehicles to transport pupils to and fron school such as school bus services

TABLE 2. Balance sheet profile for incorporated businasses only. 1987
Nova Scotia, School Bus Operations Industry (SIC 4573)

|  | Toralı11 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lomer mode 25\% | Uodet $\text { middie } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $1 \$ 000^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | (1) ${ }^{4}$ | -- | -- |  | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts end notes receiveble | x | -- | - | -- | -- |
| Inventory | $\times$ | -- | -- | -- | -- |
| Other current assets | $x$ | - | -- | -- | -- |
| Total current assets | $x$ | -- | -- | -- | -- |
| Fixed assets | $x$ | - | -- | - | -- |
| Less: Accum. dep. on fixed assets | X | - | -- | -- | -- |
| Other sesets | $\times$ | -- | -* | -- | -- |
| Total asseta | $x$ | - | -* | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Other current lisbilities | $x$ | -- | -- | -- | -- |
| Total curcent liabilities | $\times$ | -- | -- | -- | -* |
| Mortgages dayable | x | -- | - | -- | - |
| Long term debt | $x$ | - | - | -- | - |
| Other libilities | $x$ | - | - | -- | - |
| Total lisbilities | x | =- | -- | - | =- |
| Tosal equity | X | =- | - | -- | -- |

$(11$ These 耍
See iable 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Nove Seotis, School Dus Operations Industry (Sic 4573)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Upper midde 25\% | 70p |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)^{4}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Leverege rasios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debs ratio (times) | $\begin{aligned} & 1.2 \\ & 7.6 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(11) The retios represens the everege of retios for eech businese in the group end cannot be celculeted from the figures shown in toole 2 .
(2) These estimeses ere besed on seple of businesses reporting seles between 25.000 end 82.000.000.

See Teble for symbols and notes.

## Definitions:

1. liquidity retio:

Current z current assets $/$ current lisoilities.
2. leverapt rasios:
s) Deot/equity = potal hisoilities / equify
b) Debt ratio = total liabilities / total assets
c) Interest coverage z net profis * interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nove Scotia. School Bus Operatlons Industry (SIC 4573)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& Total(1) \& \[
\begin{array}{r}
50+70 \pi \\
25 \%
\end{array}
\] \& \begin{tabular}{l}
Lomer \\
midd! 25\%
\end{tabular} \& Uppe:
\[
\text { midde } 25 \%
\] \& \[
\begin{aligned}
\& \text { TOE } \\
\& \text { iS: }
\end{aligned}
\] \\
\hline Businesses in sample (No.) - Ow sales value \(\$ 000^{\circ}\) ' High sales value \(1 \$ 000^{\circ}\) s: \& \[
\begin{aligned}
\& 2 \\
\& 11! \\
\& 11
\end{aligned}
\] \& -- \& -- \& -- \& -- \\
\hline \& \& \& Averoge \(1 \$ 000\) \& \& \\
\hline Operating activities Cash from operations Depreciation Dther \& \(x\)
\(X\)
\(X\)

x \& -- \& -- \& -- \& - <br>
\hline Dividends \& $x$ \& - \& - \& -- \& - <br>

\hline Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment \& $$
\begin{aligned}
& x \\
& x \\
& x \\
& x
\end{aligned}
$$ \& -- \& -- \& -- \& -- <br>

\hline | Financing ectivities |
| :--- |
| Increase in long term bebt |
| Reparment of long term debt |
| Loans from sharenolders |
| Repayment of loans from shareholders |
| Advances 8 loans from government |
| Increase in equify |
| Decrease ifi equity |
| Other | \& \[

$$
\begin{aligned}
& x \\
& x \\
& x \\
& x \\
& x \\
& x \\
& x \\
& x \\
& x
\end{aligned}
$$
\] \& -- \& -- \& -- \& - <br>

\hline Increase(decrease) in cash equivelenta Cssh sequivalents-Beginning of the year Cash guivalents - End of the yew \& $x$
$x$
$x$ \& -- \& -- \& - --- \& -- <br>
\hline
\end{tabular}

 only those busimesses peporiing stetement of changes.
See labie i for symbols and noqes

Nova Scotia. Sehool Bus Operations Indutery (SIC 4573)

(1) Average labour units are calculated by dividing total payroll oy the merage annual wage and salary rate as paported in the Survey of Employment. Payroll and Hours. Statistics Canade. Cetologue 12-002. An averoge labour unit could be interpreted as o full-time employee Note that the business size groups useo are defermined at the canede level. Fhus if a business has ot least 500 mployees in Canada as whol but less then that number in ony given province it is show in the 500 ond over group
${ }^{(2)}$ Refers to businesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses reporting no peyroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to nave been in activity for site months and the information is adusted accordingly

See lable for symbols ano notes.

SOURCE: Small Business and Specint Surveys Division. Statistics Conade.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Nova Scotia, School Bus Operations Industry (SIC 4573)


1985

```
Mumber of observetions in sample
    Average sales $
    Average expenses
    Average net Drofit (loss)$
```

Businesses reporting profit (Mo.)
Average sales $\$$
Averspe expenses
Average net profit $s$
Businesses reporting lose (No.)
Average soles \$
Average expense $\$$
Average expense $\$$
Average net loss $\$$

| Mumber of observetions in sample Average sales $\$$ Average expense $\$$ Average net profit (loss) \$ |
| :---: |
| Businesses reporting profit (Mo.) <br> Average soles $\$$ <br> Averspe expense $\$$ <br> Average net profit $\$$ |
| Businesses reporting lose (No.) <br> Aversge seles <br> Average expense \$ <br> Average nef loss \$ |

1986

Mumber of observations in sample Average salas \$ Average expense $\$$
Average net Drofit (loss) 5
6
86.623
79.589
7.034
$\begin{array}{lll}-- & -- & -- \\ -- & --\end{array}$

| 2 |
| :--- |
| $x$ |
| $x$ |
| $x$ |
|  |
|  |
| $x$ |
| $x$ |
| $x$ |

-- -. -

| -. | - |
| :--- | :--- | :--- |
| -- | - |

--
--
x

usinesses reporting a profit (Mo.)
Aversae sales \$
104,945
Averoge expenses
96.522

Average net profits
43.625

Aversog sules
45.519

Averoge expense $\$$
$-9.894$

1987

Mumber of observetions in sample Average sales \$
Average expense $\$$
130.168

Average expense $\$$ (loss) $\$ 1$
Average nei prof it (loss)
114.515

5
130.168
114.515
15.653
Average sales $\$$
$\begin{array}{lr}\text { Average sapense } \$ & 114.515 \\ \text { Average net profits } & 15.653\end{array}$

Businesses reporting lose (Mo.)
Averseg seles $\$$
Average expense $\$$
Average net loss $\$$

(11) These estimetes are based on sample of businusses raporiing sales between $\$ 25,000$ and 82.000 .000 .

See itole 1 fo: symols and nores

TABLE 1. Selected operating ratios. In percent of sales. 1987
Nova Scotia, Taxicab Industry (SIC 4581)

|  | Toral: i |  |  | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | Lower$\text { middle } 25^{\circ}$ |  | Upoe. <br> middle 25: |  |  | iof$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (No.) Low sales value ( 5000 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 8 \\ 19 \\ 11 \end{array}$ |  |  |  |  |  | -- |  |  | -- |  |
| Selected expense item | Industry everage (2) |  |  |  |  | $\begin{aligned} & \text { x busi- } \\ & \text { nessas } \\ & \text { reoorting } \end{aligned}$ | Reporting businesses only 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midife } \\ 25 \% \end{array}$ | Uoper middle 25\% | Top 25\% |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lower middle 25\% | Uoper middle $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Vehicle expenses | 13.0 | - | -- | -- | -- | 100.0 | 13.0 | - | - | - - | -- |
| Depreciation | 6.0 | -- | -- | -- | -- | 100.0 | 6.0 | -- | -- | - - | - |
| Repairs of mintensnce | 2.5 | -- | - | - | -- | 27.9 | 9.1 | - | -- | - - | - |
| Fuel expense | 4.5 | -- | - | - | -- | 20.4 | 22.2 | -- | -- | -- | -- |
| Personnel expenses | 15.5 | =- | - | - | - | 42. | 36.2 | - | -- | -- | - |
| Finencial expenses | 1.5 | - | =- | - | -- | 100.0 | 1.5 | - | -* | - | - |
| irierest \& bank charges | 1.2 | - | - | =- | -- | 79.6 | 1.5 | - | -* | - | - |
| Piolessional fees | 0.3 | - | = - | -- | - | 63.2 | 0.4 | - | -- | - | -* |
| Other expenses | 44.3 | -* | - | - | $=0$ | 100.0 | 44.3 | - | -- | - | - |
| Pperit (loss) | 25.7 | -- | -- | -- | -* | 100.0 | 25.7 | - - | - - | - | - |
| Totei | 100.0 | -- | - | -- | - | 100.0 | - | - | , | $=0$ | -- |

## 5yebols

- zero or no observations
- 800 snell too be expressed
not epplicsel
$\times$ confidentizl


## footnotes

(1) These essinetes are bsed on semple of businesses reporting seles between $\$ 25.000$ end $\$ 2.000 .000$
12) value on eech cell $=\frac{\text { loss! wighted expenditure on given isen }}{\text { lotal wighted seles of all businesses in the sample }}$ foo for esch quertile.
(3) Volue in esch coll lotal wighted expenditure on given item
Total wighted seles of businesses reporting this item of expenditure $\times 100$ for bech guertile
This portion of the sable perteins only to the dusinesses roporing the specificexpense itom. Therefore these petios ere culated indiviqually and the total will not necesserily qual $100 z$

## Motes

Date are shown by quartiles when let lest 13 of the sampled businesses report the specific item
 on querter of the total number of businesses. Within each queptile. the oversge retio is presented. For comparison ourposes, the high and low velues of seles bre showm

How to uet the tebles

(2) The selected renge will indicate the proper gusptile, i.e. the botion 25x, the lower midde 25x. the upper midol 25x or the sop $25 \%$
(3) Daza pertaining to the selected stes size rengewill be in that quartile.

## Stinderd Industris! ciaseificetion Oefinition (SIC 1880):

SIC 4581 - Texitetio Industry
Businesses primerily angaged in providing passenger transporialion by automobiles not operated on fogular schedules or between fixed qe:minals. Taxicat flege owners and organizations are included regardess of whether drivers are hired rent their cabs of ere othorwise
 and raxicat services are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia, Taxicab Indusery (SIC 4581)

|  | Tot 1 (1) | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower midole 25\% | Upper $\text { middle } 25^{\circ}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | (1) ${ }^{\text {(1) }}$ | -- |  | -- |  |
|  | Average ( 5000 s ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | x | -- | -- | -- | -- |
| Inventory | $x$ | -- | -- | -- | -- |
| Other current assets | k | -- | -- |  |  |
| Total current assets | $x$ | -- | -- | - |  |
| Fixed assets | $x$ | -- | -- | -- |  |
| Less: Accum. dep. on fixed essets | $x$ | -- | -- | -- | -- |
| Other assets | X | -- | -- | - | -* |
| Total essets | $x$ | -* | -- | -- | - |
| Liebilities and equity - .- - . - |  |  |  |  |  |
| Current loons Diner current liabilities | x | - | -- | - | -- |
| Total current liabilities | $x$ | -- | -- | -- | -- |
| Mortgages dayable | $x$ | -- | -- | -- | -- |
| Long term debt | $x$ | -- | -- | -- | -- |
| Other liabilities | $x$ | -- | -- | -- | -- |
| Total lisbilities | $x$ | -- | -- | -- | -- |
| Total equity | $x$ | -- | -- | -- | -- |

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

See table 1 for symbols and notes.

TABLE 3. Financial retios (1) for incorporated businessé only. 1887
Nove Scotis. Texiceb Industry (SIC 4581)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upder $\text { middle } 25 \%$ | ToD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) Migh sales value ( $\$ 000$ 's) | (1) |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current retio (times) | x | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity fitio (times) <br> Interest coverage ratio \{times) <br> Debt ratio \{imes) | $x$ <br> $\times$ <br> $\times$ | =- | -- | -- | -- |

(11) The ratios pepresent the everege of potios for each business in the group ond cennot be celculeted from the figures shown in teble 2 .

121 These estimetes fre besed on yepple of busineszes reporting seles between $\mathbf{2 5}, 000$ end $82,000,000$.
See table ifor ymools and notes.

## Definitiona:

1. Liquidity retio:

Currens $=$ current assets / current limbilisies.
2. Leverege ratios:
a) Dett/equity $=$ total liabilities / equity.
b) Debt ratio $=$ total liabilities / total assets
c) Interes? coverage a net profit . interest expense / interest expense

TABLE 4. Statement of changes in financtal position for incorporated businesses only, ig87
Nov Scotis. Taxicab Industry (SIC 4581)

 onty those businesses reporting statement of changes.
See Table 1 for smools and notes

More Scotis, Taxicab Industry (SIC 4581)


[^15]TABLE 6. Selected operating characteristics of sinil businesses by sales quartile. $1985-1987$
Nova Scotia, Taxicab Industry (SIC 4581)


1985


1986

| Mumber of observations in stmple Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ |  |
| :---: | :---: |
| Businesses reporting profit (No.) | 25 |
| Average sales \$ | 59.496 |
| Averige expense $\$$ | 46.375 |
| Average net profits | 13.121 |
| Businesses reporting - lose (Mo.) |  |
| Average sales \$ | 255.759 |
| Average expense \$ | 288,514 |
| Average net loss $\$$ | -32.755 |

1987


[^16]TABLE 1. Selected operating ratios. In percent of sales. 1987
Nove Scotis, Courier Service industry (SIE 4842)


## Symbols

zero or no observetions

* 100 small 100 be expressed
no: Epplicate
$x$ confiden?


## footnotes


128 Value in esch cell $=$ Tota weghted expenditure on given item $x$ por for esh guerile
(3) Velue in eech cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotel weighted seles of businesses reporting this item of expendipure }}$ for foch gurtile

This portion of the ibble pertoins only to the businesses peporiing the specitic mpense item. Therefore thest ritios are colculted individustly and the total will not necessarily equal $100 \%$.

## Motise

Deta art shown by quartiles when at least 13 of the sampled businesses peport the specific item
Records were renked in escending order eccording to soles size. Esch quartile li. botrom 25\%. lower midd e 25\&. etc. represents one quarter of the totbl number of ousinesses. hithin each quertile, the overge ratio is presented. for comparison purposes. the high and lom vilues of seles are nown.

## How to use the tables


12) The selected renpe will indicete the proper quertile. i. . the bottom 25\%. the lower nidde 25\%. the upper midde 25z op the top $25 \%$
(3) Date perteining to the selected sales size range will be in that quartile

## Stenderd induttrist Clessificetion Definition (SIC 1980):

\$1E 4842 - Courier Service Industry
Businesses primarily engaged in providing e deivery service for lesters and mail-qype small percels. Businesses engaged in courier messenger services, courier parcel delivery services. courier parcel oxpress sepvices and courier pick-up and delivery services are incluoed in the industry

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Nova Scotia. Courier Service Inductry (SIC 4842)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lower midde 25: | UDper midde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : n sample iNo. Low sales vaive ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000$ 's) | (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aswets |  |  |  |  |  |
| Cash | $x$ $\times$ $\times$ | -- | -- | -- | -- |
| Inventopy | x | -- | -- | -. | -- |
| Opher current assels | X | - | -- | -- | -- |
| Total curcent assets | $x$ | -- | $\cdots$ | -- | -- |
| Fixed assets | $x$ | -- | - | ** | -- |
| Less: Accum. dep. on fixed assets | x | - | $\cdots$ | - | - |
| Diher assets | $\times$ | -* | -- | -- | -- |
| Total asets | $x$ | -- | -- | -- | -- |
| Liebilitios and equity |  |  |  |  |  |
| Other current liabilities | X | -- | -- | -- | -. |
| Total current liabilitios | $x$ | -- | -- | -- | -- |
| Mortgages oarabl | $x$ | -- | -- | -- | -- |
| Long term debt | $x$ | - | - | -- | -- |
| Other liabilities | x | -- | =- | -- | -- |
| Total limbilitios | $x$ | - | -- | -- | -- |
| Total equity | X | - | -- | -- | -- |

19 These estinges bre Dased on sample of businesses reporting sales between $\mathbf{3 2 5 , 0 0 0}$ and $\mathbf{2 2} .000,000$.
See iatel for symbols and notes

TABLE 3. Financial ratios(1) for incorpormted businesses only, 1987
Move Scotia, Courler Service Indusery (SIC 4842)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midd Lower $25 \%$ | Upper <br> middle 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low soles value ( $\$ 000$ 's) High sales value ( $\$ 0000^{\prime}$ s) | (1) |  |  |  | -- |
|  |  |  | Average |  |  |
| Liquidity petio Current ratio (times) | K | -- | - | - | - |
| Leverege ratios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratic (times) | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

(1) The retios represent the everge of cetios for each business in the group and cannot belculated from the figur shom in table 2
12) These estimetes are sesed on smale of Dusinesses roporting soles betmen 525,000 end $52,000,000$
see inde 1 for symbols mod notes.

## Definitions:

1. Liquidity petio:

Curront s curront assets / eurront lisbilities

## 2. Leverege potios:

a) Cebslequity $=$ roral liabilities / equity
b) DeDr ratio sotal liatilities / total assets
c) inzerest coverage $=$ ner profit + interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporited businesses only, 1987
Nova Scotia, Courier Service Industry (SIC 4842)

|  | Toral (1) | $\begin{array}{r} 80 t+0 m \\ 25: \% \end{array}$ | Lowe? <br> modele 25: | Upper <br> midde 25* | Tos 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample (No.) | - |  |  |  |  |
| Lon saies value ! \$000's!. | - | -- | -* | - | -- |
| H.gn sales value $1 \$ 000$ si | - | -- | -- | - | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating ettivities | - |  |  |  |  |
| Cesh from operations | $x$ | = | - | - | -- |
| Deprecistion | $x$ | - | - - | - | - - |
| Dther | X | - - | = - | =- | -- |
| Dividends | $x$ | -- | -- | - | - - |
| Investment ectivitice |  |  |  |  |  |
| Disposel of fixed assets | $x$ | -- | - | - - | -- |
| Purchase of fiked assets | $x$ | -- | -- | -- | =- |
| Increase in investment | $x$ | - | -- | -- | -- |
| Decresse in investment | $x$ | -- | $=$ | -- | - - |
| Financing ectivities |  |  |  |  |  |
| Increase in long term debt | $x$ | -- | -- | -* | -- |
| Repayment of long term oebt | $x$ | -- | -- | -- | - |
| Loans fiom shat holders | X | -- | -- | -- | ". |
| Resayment of loans from shareholders | $x$ | -- | -- | -- | -- |
| Aovances \& loans fiom government | $x$ | -- | -- | - | -- |
| Increase in eauity | $x$ | -- | -- | - - | =- |
| Dezrease in equity | $x$ | - | - | -- | - |
| Other | $x$ | - | -- | -- | = |
| Incresse\{decresse\} in cssh g equivalents | $x$ | -- | -- | - | - |
| Cesh s equivelents-Beginning of the yesr | X | -- | -- | - - | - |
| Cash s equivalents - End of the year | X | - | - | - - | - |

 only those businesses reporting a siatement of chenges
See iable 1 for symbols and notes

Nove Scotie, Courler Service Industry (SIC 4842)
Business size expressed in
average labour units (l)
 Surver of Employment. Payroll ano Hours. Statistics Canada. Catelogue 78-002. An werage iabour unit could de interoreted as a fuil-itme employeg. Note thet the business size groups used are determined at the Canado level. Thus if business has bt last
500 employees in Canades whole but less than thst number in any given province it is shown in the 500 and over group
121 Refers to busimesses reporting no payroll dedwetions in the previous year
131 Reters 10 businesses reporting no payroll deductions in the following year
"newly reporting" and "no longe reporting" Dusinesses ere assumed to have been in activity for six months and the information is adusted accordingly

See itole for symbols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Nova Scotia, Courler Service Industry (SIC 4842)

| Totalil Bottom | Lower Upoer | ToD |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | $25 \%$ |

1985

| Mumber of observations in sample <br> Aversge soles $\$$ <br> Average expense $\$$ <br> Average net piofit (loss) \$ | $\begin{array}{r} 5 \\ 184.731 \\ 165.185 \\ 19.548 \end{array}$ | -- | - | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprafit (Mo.) | 4 |  |  |  |
| Average sales \$ | 87.209 | $\cdots$ | -- | -- |
| Average expense \$ | 59.535 | - | - | -- |
| Average net profit \$ | 27.674 | -- | -- | -- |
| Businesses reporting less (Mo.) | 1 |  |  |  |
| Average sames \$ | 874.000 | -- | -- | -- |
| Averape exponse | 885.000 | -- | -- | -- |
| Average net loss \$ | -11.000 | -- | -- | -- |

1988


(1) These espimetes are besed on semple businesses reporting seles between 825.000 and $\$ 2.000 .000$.

See ioble for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Seotia. Wholesmle Petroleum Products (SIC 5111)
Total(1)

| Bottom Lowe: |  |
| ---: | ---: |
| $25 \%$ | midode $25 \%$ | UDDE:

Te:


| Selected expense item | Inoustry average (2) |  |  |  |  | * businesses reporting | Redarting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { miod } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 27.5 | =- | =- | -- | -* | 42.5 | 64.6 | -- | -- | - | -- |
| Occupancy expenses | 14.3 | - | - | -- | -- | 100.0 | 14.3 | -- | -- | -- | - |
| Deprecietion | 6.2 | $\cdots$ | -- | -- | -- | 98.1 | 6.3 | -* | -- | -- | -- |
| Repaips 8 maintenance | 5.9 | = | -- | -- | -- | 85.0 | 7.0 | - | -- | -- | -- |
| Heat. light \& telephone | 1.5 | -- | -- | -- | -- | 89.2 | 1.6 | -- | -- | -- | - |
| fent | 0.7 | -- | -- | -- | -- | 32.2 | 2.1 | -- | -- | -- | -- |
| Personnel expenses | 23.8 | -- | -- | -- | -- | 100.0 | 23.8 | -- | -* | =- | -- |
| Financial expenses | 3.7 | - | -- | - | -- | 96.2 | 3.8 | - | -- | -- | -- |
| Interest \& bank charges | 2.9 | - | -- | -- | -- | 90.5 | 3.2 | -- | -- | -- | - |
| Protessionai fees | 0.8 | -- | - | -- | -- | 87.9 | 0.9 | -- | -- | -- | -- |
| Other expenses | 17.4 | - | - | - | -- | 100.0 | 19.4 | - | -- | -- | -- |
| Profit (loss) | 13.5 | -- | -- | -- | -- | 100.0 | 13.5 | -- | -- | -- | -- |
| Total | 100.0 | -- | - | -- | -- | 100.0 |  | -- | - | -- | - |

## ymbols

zero or no observerions

- 100 smal! 100 be expressed
not applicsole
$\times$ confidentiol
Foornotes
111 These estimates ar besed on sample of businesses reporting seles beiween $\$ 25.000$ nod $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$
Total weigheod expenditure on given item
(2) Value in exch cell : $\overline{\text { Toial weighted soles of all businesses in the semple }} \times 100$ for each guartile
(3) Volue in each cell $=$ Tosal weighted expeadieure on given isam * 100 for esch quarite

Toisl weighted soles of businesses reporting this item of expenditure
This portion of the tedle pertains onty to the businesses reporting the specific expense iten. Therefore thest putios ere celculated individually ane the rets, will not necesserity edual $100 \%$

## Not 1

Date are shown by quartiles when at leas? 13 of the sampled businesses report the specific ifem
Records were renked in escending order occording to soles size. Esch querqile li. e. botiom 25\%. fower midele $25 \%$, eic. 1 represents one quarier of the total number of businesses. Within each quartile, the oversge ratio is presented. for comparison purposes, the high and low velues of sales are shown.

How to use the tables
I11 Locar the sppropriate seles range thet is displayed on the two lines entitled "low sales velue" end "High setes value"
121 ine selected renge will indicete qhe proper quetile, i, the botton $25 \%$, the lower midd $25 \%$, the upper midde $25 \%$ or the iOD $25 \%$
(3) Dete perteining to the selveied stes size ponge will be in that quertite

## stencert induepisl Clessifiction Definition (SIC 1980):

sit 5111 - Wholesile Peproleum Products
8us inesses primarily engaged in wholesele dealing in refinod perpoleum products. Businesses primarily angeged in dealing in fuel oil and liquefiec petroleum gases ar classified in this industry fegardess of whether theis sales are considered io be whaleste or retail. Included are businesses engaged in molesale bulk ishk station. wholesale diesel fuel, wholesale fuel oil, wholesale furnace oil. wholesale gasoline. wholesale heating oil. wholesale kerosene. wholesale liquified petroleum gases, wholesale lubricating oils and greases. wholesale petroleum producis and wholesale of refined perpleum products

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotin, Wholesale Petroleum Products (SIC 5111)

| - | Tota : 11 | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lowe ! middle 25\% | Upper middle $25 \%$ | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $5000^{\prime}$ s) High sales vaiue ( $5000^{\prime}$ s) | $\left.\begin{array}{l} 32 \\ i 1 \\ i 1 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | - | -- | -- | -- |
| Accounts and notes receivable | 84 | -- | -- | -- | -- |
| Inventory | - | - | -- | -- | - |
| Other current assets | 83 | -- | -- | -- | -- |
| Total current assets | 167 | -- | -- | -- | -- |
| Fixed ssets | 93 | -- | - | - | -- |
| Less: Accum. dep. on fixod ssets | 34 | -- | - | -- | -- |
| Other assets | 34 | -- | - | -- | -- |
| Totel ussets | 294 | - | - | -- | - |
| Liabilities and equity |  |  |  |  |  |
| Current loans liabilities | 47 | -- | -- | -- | -- |
| Total eurient liabilities | 147 | -- | -- | -- | -- |
| Mortgapes payable | - | -- | -- | - | - |
| Long term debt | 14 | $\cdots$ | -- | - | -- |
| Other lisbilities | 38 | - | - | - | -- |
| Total liabilities | 198 | -- | -- | -* | - |
| Total equity | 95 | -- | -- | -- | -- |

(1) These estinates be desed on a sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$.

See iable 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotle, Wholesale Petroleum Products (Sic si11)

|  | Total(2) | Bottom 25\% | Lome P $\text { middle } 25 \%$ | Upper midde $25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 32 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverege ratios <br> Debtlequity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.1 \\ & 3.7 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the evertge of ratios for each business in the group and cannor be celculated from the figutes shown in fable 2 .
(2) These estimetes bered on semple of butinesses peporting seles beiween 825,000 and $58,000,000$.

See iable ifor symbols and notes.

Definitions:
i. Liquidity retio:

Current : curren: assets / current liabilities.
2. Leverege retios:

Deblequity $=$ sotal liabiliqies / equity
b) Debt iatio = total liabilites/total assets
cl Inserest coverage = net prolit interest expense/ intersst expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, ig87
Nova Scotia. Wholesale Peiroleum Products (SIC 5111)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $m, d c \in 25 \%$ | Uocer <br> middle 25\% | $\begin{aligned} & \text { Toc } \\ & 2 \equiv: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samel (No.) Low sales ralue: \$000 s: ب. g' ales value : $9000^{\circ}$ s) | $(1)^{?}$ | -- | -- | -- | --- |
|  |  |  | verage (\$00 |  |  |
| Opereting ectivities <br> Cash from operations <br> Depreciation <br> Oeter | $\begin{array}{r} 25 \\ 21 \\ -10 \end{array}$ | -- | -- | -- | - |
| Dividends | -6 | -- | -- | - - | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 12 \\ -36 \\ -3 \\ \hline \end{array}$ |  | -- | -- | -- -- - |
| Financing ectivities <br> lncrease in long term debt <br> Repzyment of long term debt <br> Loans from shareholders <br> Redayment of loans fiom shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 1 \\ -1 \\ 9 \\ -3 \\ - \\ - \\ -1 \end{array}$ | -- | -- |  | -- |
| lncrese(decrese) in cesh o equivalents Cosh i equivelents-Beginning of the yoer Cash \& equivalents - End of the year | 4 -8 -4 | -- | -- | - $\quad=-$ | - - |

 only those Dusinesses reporiing o stattment of changes
5ee Table i for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciaseification in 1987
Nov Scotic, Wholesele Petroleum Products (SIC 5111)


(1) Average isbour units are calculated by dividing total paypoll by the overage annul wage and salary rate as raported in the
 full-time employec. Note that the business size groups used are determined ot the canme level. Thus if a business has at least 500 employes in Canads as a whole bus less than tha? number in any given province it is shown in the 500 and over group
(2) Reters to Dusinesses reporting no payrall deductions in the previous year.
(3) Refers io Dusinesses reporting no payroll deductions in the following year.
"Newly reporting" and "no longer reporting" Dusinesses are assumed to nove been in activity for six moniths and the information is odjusied accordingly.
see iable 1 for symbols and notes.

TABLE 6. Selected operting eharacteristics of small businesses by sales quartile, 1985-1987 Nova Scotia, wholesale Petroleum Products (SIC 5111)


| Number of observetions in smmple <br> Average sales $\$$ <br> Average expense s <br> Aversge met Drafit (loss) \$ | $\begin{array}{r} 20 \\ 306.350 \\ 293.492 \\ 12.858 \end{array}$ | -- |  | - |
| :---: | :---: | :---: | :---: | :---: |
| Businesges reporting a profit (Mo.) <br> Average sales $\$$ <br> Average expenses <br> Average net profits | $\begin{array}{r} 18 \\ 305.619 \\ 284.100 \\ 21.519 \end{array}$ | -- | -- | - |
| Businesses reporting aloss (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Averoge net loss \$ | $\begin{array}{r} 2 \\ 499.500 \\ 506.500 \\ -9.000 \end{array}$ | -- | -- | -- |


| Number of observations in sample <br> Average sales <br> Averoge expense \$ <br> Average net profit (loss) $\$$ | 30 302.380 285.595 16.785 | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting orofit (Mo.) | 25 |  |  |  |
| Average sales \$ | 347.956 | -- | -- | -- |
| Average expense \$ | 323.309 |  |  | -- |
| Averege net drofit \$ | 24,647 | -- | -- | - |
| Businesses reporting lose (Mo.) | 4 |  |  |  |
| Average sales \$ | 418,643 | -- | -- | = |
| Averoge expense \$ | 423.013 | -- | -- | -- |
| Aversge net loss \$ | -4,370 | -- | -- | -- |


| Number of observations in sample <br> Averape sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 50 \\ 487.573 \\ 461.459 \\ 26.114 \end{array}$ | $\begin{aligned} & 91.488 \\ & 60.494 \\ & 30.99 \end{aligned}$ | $\begin{array}{r} 219.693 \\ 208.279 \\ 11.414 \end{array}$ | $\begin{array}{r} 417.229 \\ 383.165 \\ 34.064 \end{array}$ | $\begin{array}{r} 1.221 .883 \\ 1.193 .896 \\ 27.987 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting prefit (Mo.) | 41 |  |  |  |  |
| Average soles ${ }^{\text {S }}$ | 475.054 | 89.801 | 215.518 | 411.021 | 1.183.874 |
| Average expense $\$$ | 439.626 | 55.068 | 197.408 | 352.696 | 1.153.333 |
| Average net orofit \$ | 35.428 | 34,733 | 18.110 | 58.325 | 30.541 |
| Businesses reporting lose (Mo.) |  |  |  |  |  |
| Avorape sales \$ | 618.493 | 110.778 | 235.004 | 431.196 | 1.696.993 |
| Average expense \$ | 630.837 | 122.564 | 248.137 | 451.721 | 1.700.926 |
| Average net loss \$ | -12,344 | -11.786 | -13.133 | -20.525 | -3.931 |

[^17]TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia, Wholesale Food (SIC 521)

|  | Totalil |  | Bot tom 25\% |  | Lower$\text { middle } 25 \%$ |  | Lipper <br> midde 25\% |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses : r. sampie (No Low sales value ( $3000^{\prime} s$ ) figh sains vaiue ( 3000 s) | $\begin{array}{r} 76 \\ (1) \\ (1) \end{array}$ |  | $\begin{aligned} & (1) \\ & 135 \end{aligned}$ |  | $\begin{array}{r} 135 \\ 340 \end{array}$ |  | $\begin{aligned} & 340 \\ & 849 \end{aligned}$ |  |  | $\begin{aligned} & 845 \\ & 111 \end{aligned}$ |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only 3 i |  |  |  |  |
|  | Total | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Uoper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tote. | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | TOD |
|  | Percent of sales |  |  |  |  |  | Percent of salas |  |  |  |  |
| Cost of sales | 61.2 | 52.6 | 62.4 | 61.7 | 57.6 | 12.9 | 73.8 | 68.3 | 82.1 | 67.7 | 77.8 |
| Occupency expenses | 4.3 | 5.9 | 4.2 | 3.3 | 2.8 | 100.0 | 4.3 | 6.9 | 4.2 | 3.3 | 2.8 |
| Dedreciotion | 1.6 | 2.3 | 1.7 | 1.2 | 1.4 | 79.9 | 2.1 | 3.6 | 2.2 | 1.5 | 1.4 |
| Repaits \& maintenance | 0.4 | 0.6 | 0.3 | 0.4 | 0.3 | 56.3 | 0.7 | 1.0 | 1.1 | 0.6 | 0.4 |
| Hest, light \& telepnone | 1.4 | 2.1 | 1.6 | 1.2 | 0.9 | 90.3 | 1.6 | 2.4 | 1.9 | 1.2 | 0.9 |
| Rent | 0.8 | 2.0 | 0.6 | 0.4 | 0.3 | 37.7 | 2.1 | 5.3 | 1.6 | 1.5 | 0.6 |
| Personnel expenses | 11.9 | 14.9 | 13.9 | 11.0 | 7.8 | 81.5 | 14.6 | 35.0 | 14.6 | 12.6 | 7. 8 |
| Financiel expenses |  |  |  |  |  |  |  |  |  |  |  |
| interest \& bank charges Professional fees | 1.0 0.4 | 1.6 0.7 | 0.7 0.2 | 0.9 0.6 | 0.9 0.2 | 78.4 76.6 | 1.3 0.5 | 3.5 1.0 | 0.7 0.3 | 0.9 0.7 | 1.1 0.3 |
| Other expenses | 20.1 | 29.6 | 12.9 | 20.7 | 17.5 | 100.0 | 20.1 | 29.6 | 12.9 | 20.7 | 17.5 |
| Profit (loss) | 1.2 | -6.4 | 5.7 | 2.0 | 3.2 | 95.6 | 1.3 | -6.4 | 5.7 | 2.2 | 3.3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\cdots$ | . . | $\ldots$ | . . |

## Syebols

zero or no observetions
-- $t 00 \mathrm{sms} / 1 \mathrm{t}$ too be expressed
not applicable

* conficentis!


## Pootnetes

(1) These estimeses bre bestd on sempl of businesses reporting seles beiween \$25,000 end 12,000,000

(3) Vhlue in each cell $=\frac{\text { Total whighted expendiqure on given irem }}{\text { fore! wighted sales of businesses roporsing this isem of expenditure }}$ for ech queftile

This portion of the tabl pertins only to the businesses reporting the specific oxpense item. Therefore these retios ore calculated indiviouslly and the sotel will not necessorily equel $100 \%$.

## Notes

Deta ere showm by quartiles when at lest 13 of the sampled businesses report the specific itam

one querter of the cotsl number of businosses. Within each quertile. the overege fatio is presented. for comperison purposes, ihe
high and low values of sales are shown

Mow to use the tebles

121 The selected renge will indicse the proper quartile, i. th. the botton 25\%, she lower midde 25\%, sto upper middle 25\% or she 100 25\%
(3) Dete perteining to the selgeted seles size range will be in thet querpile.

Stenderd Industrial Cleseificetion Definition (S1L 1980):
S16 5210. Wholesel Food
Businesses primarily engaged in wholessib deeling in confectionery, frozen foods lpackegedl. deiry products, poultry and eggs. fish and seatood. fresh fruits and vegetsbles, meat and meat products or other speciality lines of food

TABLE 2. Balance sheet profile for incorporated businesses only. i987
Nova Scotia. Wholesale Food (SIC 521)
icial(1)
Bot tom
Lower
midder $25 \%$
UDPO:
TOD

Jusinesses ir samole (No.)
Lon saies vaiue (\$000's)
Lon saies vaiue (\$000 s) $\qquad$
$\qquad$ --

Average (3000's)

| Assets |  |
| :---: | :---: |
| Cash | - |
| Accounts and notes receivable | 63 |
| Inventory | - |
| O:her current assets | 92 |
| Total curcent assets | 155 |
| Fixed assets | 86 |
| Less: Accum, deo. on fixed essets | - |
| Other assets | 43 |
| Total ussets | 284 |
| Liebilities and equity |  |
| Current Ioens | 46 |
| Other current liabilities | 113 |
| Total curcent liabilities | 159 |
| Mortgages onyabla | - |
| Long term debt | 15 |
| Other liabilities | 41 |
| Total liabilities | 215 |
| Total equity | 69 |


| -- | -- |
| :---: | :---: |
| -- | -- |
| -- | -- |
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| -- | -- |
| -- | -- |
| -- | -- |
| -- | -* |
|  |  |
| -- | -- |
| -- | -- |

--
--
accounts and notes receivable
-:
oiner current assets
-
$\begin{array}{lr}\text { Total current assets } & 155 \\ \text { Tolser }\end{array}$
Fixed assets
less: Accum, deo. on fixed assets 43

Totel asent:
284

111 inese estimstes are based on sample of businesses reporing salos between $\$ 25,000$ and $\$ 2.000,000$
See able 1 for symbols and notes

TABLE 3. Financiai ratios(1) for incorporated businesses only. 1987
Nove Scotis. Wholesale Food (SIC 521)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middl } 25 \% \end{aligned}$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ ' 5 ) High sales value ( $\$ 000^{\prime}$ ) | $\begin{array}{r} 49 \\ (1) \\ (1) \end{array}$ |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Cuprent ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverage patios <br> Debi/equity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.1 \\ & 3.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(11) The ratios represent the everoge of petios for ech business in the group ond connot be culculated from the figur shown in tablez

121 These estimetes spebesed on sempl of businesses peporting seles between $\$ 25,000$ end $\$ 2.000 .000$.
See lable ifor symoo is and notes.

Definitions:

1. Liquidity potis:

Current $=$ curpent essets $/$ current liabilities.
2. Leverage reties:

Debtequity $=$ toial lisollities / equily
Oebt 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. 1989
Nova Scotia. Wholesale Food (Sic 521)

|  | Total(1) | $\begin{array}{r} \text { Bct tor } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Loner } \\ & \text { midde } 25 \% \end{aligned}$ | Uppe: $\text { modie } 25 \%$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No. com sales value i $\$ 0000^{\circ}$ s) - 2r 5aies value (\$000's | $\begin{aligned} & 20 \\ & 111 \\ & 11 \end{aligned}$ |  | -- | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating activities Cash from ootations Deprecistion Other | $\begin{array}{r} 34 \\ 15 \\ -21 \end{array}$ | -- | --- | -- | -- |
| Dividends | -11 | - | -- | -- | -- |
| Investment ectivilies <br> Disposa! of fixed sessets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{array}{r} 17 \\ -73 \\ -10 \\ 9 \end{array}$ | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debt Reparment of long term debt <br> Loans from shareholders <br> Reparment of loans from shareholders <br> Advances \& loans ftom government <br> increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 66 \\ -36 \\ 17 \\ -18 \\ - \\ - \\ - \\ -5 \end{array}$ | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - - - - - - | - <br> - <br> - <br> - <br> - |
| Increseseldecreasel in cast \& equivelents Cash squivalents-Beginning of the year Cash equivalents - End of the year | $\begin{array}{r} -17 \\ 48 \\ 31 \end{array}$ | -- | -- | -- | -- |

111 These estimates are dased on sample of incorportite dusinesses reporting sales detween 525,000 end $\$ 2,000.000$. Samole count includes only those Dusinesses reporting estetement of changes
See table 1 for symbols ano notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC citssification fn 1987
Nove Scotla, Wholesale Food (SiC 521)

|  |  |  |  | Changes in numb with poid | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overage labour unitsil) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000{ }^{\prime} \mathrm{s}\right) \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 180 | 43.066 | 3.095 | 30 | 17 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 148 \\ 23 \\ 6 \\ 3 \end{array}$ | $\begin{array}{r} 10.941 \\ 12.389 \\ 4.466 \\ 15.270 \end{array}$ | $\begin{array}{r} 691 \\ 793 \\ 289 \\ 1.330 \end{array}$ | $\begin{gathered} 2 ? \\ 1 \\ 1 \\ 1 \end{gathered}$ | 10 4 3 |
| 1987 |  |  |  |  |  |
| Totel | 204 | 53.774 | 3.337 | 34 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 156 \\ 31 \\ 13 \\ 4 \end{array}$ | $\begin{array}{r} 13.169 \\ 17.605 \\ 9.373 \\ 13.627 \end{array}$ | $\begin{array}{r} 656 \\ 884 \\ 456 \\ 1.341 \end{array}$ | 27 3 2 2 | … $\ldots$ $\ldots$ |

III Average labour units are calculated by dividing total peyroll by the bverape onnul wage and selary rate as roported in the


500 enployees in Cansod os whote but less than that number in any given province it is shown in the 500 and over group
(2) Reiers to businesses reporting no payroll deductions in the previous year
(3) Refers to businesses reporting mo payroll deductions in the following year

[^18]TABLE 6. Seiected operating characteristics of small businesses by sales quartile, $1985-1987$
Nova Scotia, Wholesale Food (SIC 521)


| Wumber of observations in sample <br> Average soles \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 47 \\ 537.161 \\ 520.893 \\ 16.268 \end{array}$ | -- |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 34 \\ 560,574 \\ 519,536 \\ 41.038 \end{array}$ |  |  |  |  |
| Businessen reporting loss (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 13 \\ 493.289 \\ 505.978 \\ -12.689 \end{array}$ |  |  |  | -- |


| Number of observetions in sumple <br> Average sales \$ <br> Average expense \$ <br> Querage net profit (loss) \$ | 54 350.226 339.206 11.020 | $\begin{array}{r} 47.103 \\ 62.476 \\ -15.373 \end{array}$ | $\begin{array}{r} 128.356 \\ 104.747 \\ 23.609 \end{array}$ | $\begin{array}{r} 304,635 \\ 294,934 \\ 9.701 \end{array}$ | $\begin{array}{r} 920.809 \\ 894.665 \\ 26.144 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesces reporting a profit (Mo.) | 42 |  |  |  |  |
| Averape sales $\$$ | 387.425 | 86.935 | 127.765 | 355.758 | 979.243 |
| Average expense \$ | 358.423 | 66.800 | 100.895 | 336.012 | 929.986 |
| Average net profits | 29.002 | 20,135 | 26.870 | 19.746 | $49.25 ?$ |
| Businesses reporting loss (Mo.) | 12 |  |  |  |  |
| Averoge sales \$ | 311.888 | 45.398 | 140.502 | 246.776 | 814.877 |
| Average expense \$ | 331.317 | 62.290 | 183.904 | 248,442 | 830.633 |
| Aversge net loss \$ | -19,429 | -16,892 | -43.402 | -1,666 | -15.756 |

1987

| Wumber of observations in smmple <br> Average sales \$ <br> Aversge expense \$ <br> Average net profit (loss) \$ | 184 543.720 527.394 16.326 | $\begin{aligned} & 69.896 \\ & 71.261 \\ & -1.365 \end{aligned}$ | $\begin{array}{r} 239.908 \\ 227.584 \\ 12.324 \end{array}$ | $\begin{aligned} & 564.233 \\ & 552.713 \\ & 11.520 \end{aligned}$ | $\begin{array}{r} 1.300 .844 \\ 1.258 .018 \\ 42.826 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting apofit (Mo.) | 82 |  |  |  |  |
| Average sales \$ | 544.874 | 67.592 | 240,602 | 559.794 | 1.313.509 |
| Averoge expense $\$$ | 515.863 | 57.329 | 226,158 | 525.343 | 1.254 .623 |
| Average net drofit \$ | 29.011 | 10.263 | 14.444 | 32.154 | 58.886 |
| Businesses reporting loss (Mo.) | 22 |  |  |  |  |
| Average sales $\$$ | 525.145 | 72.846 | 232.920 | 578.404 | 1.216.408 |
| Average expense \$ | 556.164 | 89.108 | 241.938 | 612.953 | 1.280.655 |
| Average net loss \$ | -31.019 | -16.262 | -9.018 | -34.549 | -64.247 |

111 These estimetes are besed on sample of businesses reporing ssles beiween $\$ 25.000$ and $\$ 2.000 .000$.
See Tate 1 for symols ano notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Novs Scotin, Wholesele Apperel (SIC 531)

|  | Tois)(1) |  |  | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | Lowe: <br> middle 25: |  | Upoer <br> midole 25\% |  |  | TOC 25\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sampie iNo. Lon saies vilue ( $\$ 000$ 's) High sales vaiue ( $\$ 000$ 's) |  | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting businesses only! 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | Uoper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tosal | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miodle } \\ 25 \% \end{array}$ | UDDE miodie | TOD $25 \%$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of salos | 17.9 | -- | - | -* | =- | 43.6 | 40.9 | - | =- | -- | - - |
| Occupancy expenses | 8.7 | -- | - | -- | - | 100.0 | B. 7 | -- | -* | -- | -- |
| Dedrecistion | 3.8 | - | -- | =- | - - | 100.0 | 3.8 | - | -- | -- | -- |
| Reoairs 8 maintenance | 0.1 | -- | -- | - | - - | 18.7 | 0.4 | -- | -- | - | -- |
| Heat. light s tetephone Ren: | 3.1 | -- | -- | -- | - | 93.8 62.5 | 3.3 2.8 | -- | -- | -- | -- |
| Personnel expenses | 35.9 | =- | -- | -- | =- | 93.8 | 38.3 | - | -- | =- | - |
| j $\quad \cdots$ - expenses est \& bonk charges - ssional fees | 3.4 | - | - - | - | -- | 100.0 | 3.4 | -- | -- | -- | - |
|  | 2.2 1.3 | -- | -- | -- | -- | 93.7 87.6 | 2.3 1.5 | - - | -- | -- | -- |
| Other expenses | 25.5 | - | - | -- | - | 100.0 | 25.6 | -- | - - | -- |  |
| Profit (lose) | 8. 4 | -- | - | - | - | 100.0 | 8.4 | -- | -- | - | -- |
| Total | 100.0 | - | -- | -- | =- | 100.0 |  | - - | $\cdots$ | -* | - |

## Syebols

- zero or no observations
* isc smill too de expressed
not applicabl
$\times$ contiontial


## footnotes

111 These estimates ar based on sample of businesses reporiing sties beqwen 325.000 and \$2.000.000
(2) Velue in eech cell. lotal weighted expenditure on given item
(3) Value in eath cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }}$ for gurtile

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these retios ore calculated individually and the cotsl will not necesserily cqual $100 \%$

## Motes

Dats ere shown by quartiles when et least 13 of the sempled businesses report the specific item
Records were ranked in ascending opoer eccording to seles size. Each quartile li. e. ootom 25\%. lower midde 25\%. etc. represents one quarter of the total number of pusinessus. Within eech quartile. the overage patio is presented. For comporison purposes. the high and low values of sales or show

How to use the tebles
(1) locst the oppropriste seles range thet is displayed on the two lines entilled bow seles velue" and ohigh seles velue
(2) The seltcted range will indicete the proper quertile. i. e. the bottom 25\%. the lower midde 25\%, the upper middle 25\% of the top 25\%.
(3) Dets pertaining to the selected seles size range will be in that quertile.

Stenderd Induetriel Cisesificetion Definition (SIC ID80):

## 3155310 - Tholesele Apperel

8usinesses primarily engaged in wholesel dealing in men's and boys' clothing and furnishings: women's. misses' and enilden's outermear hosiery. underweer and apparel accessories; shoes andother footwer: and other apparel.

TABLE 2. Baiance sheet profile for incorporated businesses only, 1987
Move Scotia, Wholesale Apparel (51c 531)

|  | T0:a1(1) | $\begin{array}{r} \text { Sot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoder } \\ \text { middie } 25 \% \end{array}$ | Too 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (5000's) High sales value ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  | Average ( $\$ 000$ 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cesh |  |  | -- | -- | -- |
| Accounts and notes receivable Inventory | 33 | -- | -- | -- | -- |
| Other curtent assets | 74 | -- | -- | -- |  |
| Total current assets | 107 | -- | -- | -- |  |
| Fixes assets | 27 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 33 | -- | -- |  |  |
| Other ussets | 33 | -- | -- | -- |  |
| Totel usets | 187 | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans Other current liabilities | 24 56 | - | -- | -- | -- |
| Total current liabilities | 80 | -- | -* | - | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | $!$ | -- | -- | -- |  |
| Other liabilities | 17 | -- | -- | -- | -- |
| Total liabilities | 58 | -- | $\cdots$ | - | -- |
| Total equitr | 65 | -- | = | --- | -- |

(1) These estimetes are based on sample of businesses reporting sales detween $\$ 25,000$ and $82,000,000$

See toble i for symools and noies.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotle, Wholesale Apparel (S|C 531)

|  | Total(2) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midde 25\% | UpDer middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 14 $(1)$ 11 | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.3 | -- | -- | -- | -- |
| Leverege raties <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.4 \\ & 2.9 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

fll The retios represent the everape of cesios for each business in the group and cennot be calculated from the figures shown in ioble 2.
121 These eszimates ere besed on semple of businesses reporting seles beiween 825,000 and $82,000,000$.
See Teble 1 for symbols and notes.

Definitions:

1. Liquidity retio:

Current $=$ current assets / current liabilities.
2. Leverege retios:

- Detr/equity = total liabilisies / equity.
b) Debr ratio = total liabilities / tosal assers
c) Interest coversge = net profit - inserest expense / interest expense.

TABLE 4. Statemant of changes in financial position for incorporated businesses only. ig87 Mova Scotin. Wholesale Apparel (SIC 531)

 only those businesses reporting statement of changes.
See Table 1 for symools and notes

TABLE 5. Employment changes by fize of business. 1984-1987 based on Sic classification fn 1987
Nov Scotie, Wholesale Apporel (SIC 531)

|  |  |  |  | Changes in numb with pa | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(l) | Number of businesses | Total pariol! $(\$ 000)$ | Average laboup units(1) | feporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 36 | 3.110 | 339 | 6 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 30 \\ 3 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 1.41 \\ 820 \\ x \\ x \end{array}$ | $\begin{array}{r} 154 \\ 94 \\ 16 \\ 75 \end{array}$ | $\begin{aligned} & 5 \\ & 1 \end{aligned}$ |  |
| 1987 |  |  |  |  |  |
| Total | 38 | 3,758 | 232 | 7 | ... |
| $\begin{aligned} & \text { Iess than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 32 3 2 1 | $\begin{array}{r} 1.546 \\ 1.347 \\ x \\ x \end{array}$ | 98 79 10 45 | $?$ | $\cdots$ $\cdots$ $\cdots$ |

 Surver of Employment. Parroll end Hours. Sististics Can oot. Catelogue 72-002. An average labour unit could be interprered as a full-i ime employee. Note thaq the Dusiness size groups ussd are determined at the canada lovel. ihus if a business has at least 500 emoloyees in Canada as whole but less than that number in bny given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no peyroli deductions in the previous year
(3) Refers to businesses reporting no parroll deductions in the following rear.

Newly reporing* and "nc longer reoorting" businesses ere assumed so have deen in activity for six months and the information is adjusied acce: dingly

See iable 1 for symbols and notes

TABLE 6. Selected operating characteristics of smill busimesses by sales quartile, $1985-1987$
Nova Scotia, Wholessie Apparel (SIC 531)


| Mumber of obscrvations in sample <br> Average sales \$ <br> Average exoense $\$$ <br> Average nei profit (lose) $\$$ | $\begin{array}{r} 5 \\ 242.053 \\ 225,854 \\ 16.199 \end{array}$ | -- | -- |
| :---: | :---: | :---: | :---: |
| Businasses reporting a prafit (Mo.) | 4 |  |  |
| Average sales \$ | 158,326 |  | -- |
| Average expense $\$$ | 130.836 | -- | -- |
| Average net profit \$ | 27.490 | -- | -- |
| Businusses reporting loss (Mo.) | 1 |  |  |
| Average sales $\$$ | 1.542.000 | -- | -- |
| Average exdense \$ | 1.697.000 | -- |  |
| Average net loss \$ | -155.000 | -- | - |



1987

| Munber of observetions in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 16 \\ 179.069 \\ 167.297 \\ 11.772 \end{array}$ |
| :---: | :---: |
| Businessee reporting profit (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Averape net profit $\$$ | $\begin{array}{r} 11 \\ 156.658 \\ 140.170 \\ 16.488 \end{array}$ |
| Businesses reporting lons (No.) <br> Average sales <br> Average expenses <br> Average net loss $\$$ | $\begin{array}{r} 5 \\ 301.968 \\ 313.346 \\ -11.378 \end{array}$ |

(1) These estimetes are bised on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See lable 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Nove Scotis, Wholesmle Motor Vehicle parts and mecessories (SIC 552)


| Businessas in sample (Nc. Low sales value isocic 5 . High sales value $1 \$ 000$ s | $25$ |  | - |  |  |  | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nosses } \\ & \text { reporting } \end{aligned}$ | Reparting businesses ontu! 3) |  |  |  |  |
|  | Totel 1 | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { midd I } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Upper } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | 700 25\% |
|  | Percent of sales |  |  |  |  |  |  |  | cent of | soles |  |
| Cost of seles | 55.9 | -- | -- | -- | -- | 96.7 | 57.8 | -- | -- | -- | -- |
| Occupency expenses | 4.3 | -- | -- | -- | -- | 90.8 | 4.8 | -- | -- | -- | -- |
| Deprecistion | 1.4 | - | -- | -. | - | 80.8 | 1.7 | -- | -- |  |  |
| Heat. light \& telephone | 1.1 |  |  |  |  | 83.0 | 1.7 |  | -- | -- |  |
| Rent | 1.4 | -- | -- | -- | -- | 49.7 | 2.8 | -- | -- | -- | -- |
| Personnel expenses | 16.0 | -- | -- | -* | -- | 98.7 | 16.8 | -- | -- | -- | -- |
| Financial expenses | 1.9 1.4 | -- | -- | - | -- | 96.7 83.0 | 2.0 1.7 | -- | -- | -- | -- |
| Professional fees | 0.4 |  | -- |  |  | 93.3 | 0.5 | -- | -- | -- | -- |
| Other expenses | 19.8 | -- | -- | -- | -- | 100.0 | 19.8 | -- | -- | -- | -- |
| Profit (loss) | 2.1 | - | -- | -- | -- | 100.0 | 2.1. | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Symbols

- zero or no observations
- $\quad 200 \mathrm{sms} / 1 \mathrm{i} 00$ be expressed
not epplicable
$x$ confidentis!


## foornotes


Totel weighted expenditure on given ism


This portion of the teble pertoins only to the businesses peporting the specific expense item. Therefore these retios sere celculeted individualiy and the iotal will not necessarily equil $100 \%$.

## Motel

Dete ere shown by quertiles when at leest 13 of she sampled businesses report she specilic item
Records were ranked ip ascending order according to sales size. Esch quertile fi. botiom 25\%, lower midele 25\%. etc. represents one querter of the total number of businesses. Withim each quartile, the gersep peio is presented. for comperison purposes, the high and lom values of sales er shown

How to use the tebles
11 Locate the appiopriete seles range thet is displeyed on the two lines entitled low seles velue and ehigh selos velue
?) The selected renge will indicte the proper quartile. i, e. the botom 25\%, the lower widde 25z, the upper miodie 258 or the 10p $25 \%$.
13) Deto pertaining to the sulscied seles size range will be in thet quertile.

Standerd Induetrisl Classificetion Definition (SIC 1980):
SIC 5520 - Wholesele Motor Vehicle Parts snd Accessories
Businesses primarily engaged in wholesal dealing in tires, tubes end other motor vehicte parts and accessories

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia, Wholesale Motor Vehicle Parts and Accessorles (SIC 552)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe miodle 25\% | UDDE I midde 25\% | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( 8000 s) High sales value ( $\$ 000^{\prime}$ s) | 22 $(1)$ $(1)$ | -- | -- | -- | - |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | - | -- | -- | - |
| Accounts and notes receivable | 88 | -- | -- | -- | -- |
| Inventory | - | = | -- | - | -- |
| Other current assets | 150 | -- | -- | -- | -- |
| Total current assets | 218 | -- | -- | -- | -- |
| Fixed assets | 59 | - | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other assets |  | -- | -- | -- | -- |
| Otrer assets | 9 | -- | -- | -- | -- |
| Total essets | 287 | - | - | - | - |
| Limbillties and equity 8 |  |  |  |  |  |
| Current loans | 100 | -- | -- | -- | -- |
| Total current liabilities | 108 | -- | -- | -- | -- |
| Mortgages payable |  | -- | -- | -- | -- |
| Long ierm debt | + | -* | =- | -- | -- |
| Other libbilities | 58 | -- | - | - | -- |
| Total liabilities | 170 | - | -- | - | -- |
| Totsl equisy | 117 | - | -- | -- | -- |

(11 Thes estinges se based on semple of businesses reporting setes between $\$ 25,000$ and $\$ 2,000.000$.
See Table 1 fop symbols mand notes.

TABLE 3. Financisi ratios (1) for ineorporated businesses only. 1987 Nove Scotis. Wholesale Motor Vohlele Parts and Accessorles (SIC 552)

|  | Total ${ }^{\text {(2) }}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25x | Upper middle $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ s) High salas value ( $\$ 000$ 's) | $\begin{array}{r} 22 \\ (1) \\ 11) \end{array}$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratio Curient iatio (times) | 2.0 | -- | -- | -- | -- |
| ```Leverage ratios Deot/oauity ratio (times) Interest coverage ratio (times) Debt ratic (times)``` | $\begin{aligned} & 1.5 \\ & 4.4 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represens the merage of retios for ach business in the group and cannot be calculated from the figures thown in teble 2
12) These estimeter er besed on semple of businesses reporsing seles betmeen $\$ 25,000$ and $\mathbf{2 2 . 0 0 0 , 0 0 0}$

See rable 1 for symbols and notes.

Deflinitions:

1. Liquidity retie:

Current = current assets / curtent tiabilities.
2. Leversge ratios:
s) Dedz/equity = rozal liabilities / equity
D) Debt ratio = rotal fiabilities/ total assets.
ci Interest coverage = net profit . interes? expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nova Scotie, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

|  | Toralis | Bot 40 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | Uppe? $\text { middie } 25^{\circ}$ | 70 $25 \%$ 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samrit ( No .) Lom sales value (\$j00's! | ? | -- | -- | -- | -- |
| high sties vaiue ( 3000 s ) | (i) |  | .- | -- |  |
|  |  |  | verage |  |  |
| -ting activities |  |  |  |  |  |
| 隹h from operations | 26 |  | -- | -- | -- |
| Deprecietion Other | -10 | -- | -. | -- | -. |
| Dividends | -5 | -- | -- | -- | =- |
| Investment ectivities |  |  |  |  |  |
| Disposal of fixed assets | -16 | - | -- | -- | -- |
| Purchase of fixed assets | -16 |  | -- | -- | -- |
| Incresse in investment | -1 | -- | -- |  | -- |
| Decresse in investment | - | -- | -* | -- | -- |
| Financing ectivities |  |  |  |  |  |
| Increase in long term debt | -5 | -. | -- | -- | - |
| Reparment of long term debt | -5 | - | -- |  | -- |
| Loans from sharenolders Repaymeni of loans from shareholders | 22 -46 | -- | -- | -- | -- |
| Advances \% loans from government |  | -- | -- | -- | -- |
| Increase in ecuity | - | -- | -* | -- | - |
| Decrese in equity | - | -- | -* | -- | -- |
| Other | - | - | -- | -- | -- |
| Increseldecresse) in cash \& equivalents | -18 | - | -- | - | -- |
| Casht equivalents-8eginning of the year | 14 | - | -- | - | -- |
| Cosh s equivalents - End of the year | -4 | -- | -- | - - | -- |

 only those businesses reporing stermment of changes
See tiol 1 for symbols end notes.

TABLE 5. Employment changes by size of business, 1984-1987 besed on SiC classification in 1987
Move Scotia. Wholessle Motor Vahlcle Parts and fecessories (SIC 552)


(1) Average labour units are calculated by dividing total payroll by the overoge annual wage and salary rate as reported in the

Surver of Employment. Payroll and Hours. Stotissics Canada, Colalogue 72-002. An average labour unit could be interpreted as a
full-time employee. Note thet the Dusiness size groups used ar determined at the canade level. Thus if business hos at leas?
500 employees in canade as whole but less than that number in ony given province it is shown in the 500 and over group
(2) Refers to Dusinesses reporting no payroll deductions in the previous yaar
13) Reters to businesses reporting no payroll deductions in the following vear

[^19]TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Nova Scotia. Wholesale Motor Vehicle Parts and Accessories (SIC 552)


1985


1986


1987

(11) These estimates are based on sample of businesses reporting seles between $\mathbf{8 2 5 , 0 0 0}$ and $\$ 2.000 .000$

See lable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotit, Wholestle Plumbing, Meating. Air Conditioning Equipment \& Supplies (SIC 5622)

|  | Total (1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ |  | Lapermidole 25\% |  |  | 100$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole (No.) Low sates value $\$ 000$ s Migt sales value $1 \$ 000^{\circ}$ s; |  | $11{ }^{5}$ |  | -- |  | . |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowel } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UDDeP } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tots | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of salas |  |  |  |  |
| Cost of sales | 45.6 | -- | -- | -- | -- | 35.1 | 47.9 | -- | -- | -- | - |
| Occupency expenses | 8.1 | -- | - | =- | - | 100.0 | 8. 1 | - | -- | -- | -- |
| Deprecistion | 0.7 | -- | -- | -- | -- | 73.3 | 1.0 | -- | -- | - | - |
| Redirs \& maintenance | 0.3 | -- | -- | -- | -- | 19.6 | 1.5 | - | -- | - | -- |
| Heat. Iight \& telaphone | 0.9 | -- | -- | -- | -- | 85.3 | 1.0 | -- | -- | -- | -- |
| Rent | 6.2 | -- | -- | -- | -- | 46.3 | 13.4 | -- | -- | -- | -- |
| Personnel expenses | 14.0 | -- | -- | -- | -- | 95.1 | 14.7 | -- | -- | -- | -- |
| Financiel expenses | 3.0 | -- | -- | -- | -- | 95.1 |  | -- | -- | -- | -- |
| Interest $\delta$ bank charges | 2.4 0.5 | -- | -- | -- | -- | 95.1 95.1 | 2.5 0.6 | -- | -- | -- | -- |
| Other expenses | 12.6 | -- | -- | -- | -- | 100.0 | 12.6 | -- | -- | -- | -- |
| Profit (loes) | 16.8 | -* | -- | -- | -- | 100.0 | 16.8 | -- | -- | - | -- |
| Totel | 100.0 | - | - | - | -- | 100.0 | ... | -- | -- | -- | - |

## .32015

zero of no observations
too smell too oe expressed
not applicable
$\times$ confidentis!

## footnotes

(1) Inese mstinates wre besed on semple of businesses reporting seles between $\mathbf{8 2 5 , 0 0 0}$ anc $82,000.000$
(21 Value in mach cell $=\frac{\text { lotel weighted expenditure on given item }}{\text { lotal weighted sales of all businesses in the sample }} \times$ foo for ech quertile.


This po:tion of the table pertains only to the businesses reporting the specific oxpense item. Therefore these rbios ore catculsted individually and the total will not necessarily equal 100 \%

## Notes

Dats are shown by quartiles when at least 13 of the sompled businesses report the specific item
 one quarter of the total number of Dusinesses. Within each guartile. she oversge retio is presented. For conperison purposes, the high and low velues of sales ore shown

## Mow to use the teblez


(2) The selected renge will indicett the proper quertil. i.t. the bottom 25\%, the lower midole 25z. the upper midol $25 \%$ or the $\operatorname{top} 25 \%$.
(3) Data pertioning to the selected siles slze range will be in thet qutrtile

Stenderd Industrial CIeseifiestion Definition (SIC 1580):

[^20]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Wholesale plumbing. Heating. Air Conditioning Equipment s Supplies (SIE 5622)

|  | To:al(1) | Bottom 25\% | Lowe middle 25\% | UDpe? middie $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales vaiue ( $\$ 000$ 's) | (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets | $x$ | -- | -- | -- | -- |
| Accounts and notes receivable | $x$ | -- | -- | -- | -- |
| Inventory | $x$ | -- | -- | -- | -- |
| Other curcent assets | X | -- | -- | -- | -- |
| Total curcent assets | $x$ | -- | -- | -- | -- |
| Fixed assets | $x$ | -- | - | -- | -- |
| Less: Accum. dep. on fixed assets | $x$ | -- | -- | -- | -- |
|  | $x$ | - | -- | -- | -- |
| Totel usects | $x$ | - | =- | -- | -- |
| Liabilities and equity - $x$ - .- |  |  |  |  |  |
| Current loans | x | -- | - | -- | -- |
| Total curient liabilities | $x$ | -- | -- | -- | - |
| Mortgages payable | $x$ | - | -- | -- | -- |
| Long term debt | $\frac{x}{x}$ | * | -- | -- | -- |
| Other liabilities | $x$ | - | -- | -- | -- |
| Total limbilities | $x$ | -- | -- | -- | -- |
| Total equitr | X | -- | =- | -- | -- |


See Table i for symbols and notes.

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Nove Scotie. Wholesale Plumbing. Heating. Alr Conditioning Equipment supplles (SIC 5622)

|  | Total(2) | Bottom 25\% | Lower midde $25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { midele } 25 \% \end{aligned}$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( 8000 's) | $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Curtent iatio (times) | 0.4 | -- | -- | -- | - |
| ```Leverage ratios Debt/equity fatio (times) interest coverage ratio (times) Debt ratio (times)``` | -5.6 3.0 1.2 | -- | -- | -- | -- |

(1) The ratios represent the werege of ratios for each business in the group ono cennot calculated from the figures shown in toble 2 . (2) Thase estimetes ort besed on semple of businesses peporting soles bermeen 325,000 and $32,000,000$.

See Tible 1 for symbols and notes

Definitions:

1. biquidisy retia:

Curfens = current assets / current liabilities
2. Leverage retios:
al Debt/equity $=$ total liabilities / equity.
bl Dedt ratio = total liabilities / totst ssseis.
c) Interest coverage $=$ net profit . interes? expense/interest expense

TABLE 4. Statement of chenges in financial position for incorporated businesses only. ig87
Nove Scotia. Wholesale Plumblng, Meating, Mir Conditioning Equipment Supplles (Sic 5622)

|  | Total 11 | $\begin{array}{r} \text { Bet:om } \\ 25 \% \end{array}$ | Lowe: <br> midde 25: | Upper $\text { midole } 25 \%$ | $\begin{aligned} & 702 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses ir sample (No.) Low sales value $(\$ 005 \mathrm{~s}$ ) Hgt saies value (\$000's) | $\begin{aligned} & 3 \\ & (1)^{3} \\ & 19 \end{aligned}$ | -- | -- |  |  |
|  |  |  | erage 15000 |  |  |
| Opersting activities Cesh from operations Deprecistion i:he? | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| C vidends | $x$ | -* | -- | - | -- |
| Investment activities <br> Disposa: of fixed assets <br> Purchase of fixed assets <br> Incroase in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | =- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repsyment of long term debt <br> Loans from shareholders <br> Redayment of loans from, shateholders <br> Advances 8 loans 1 rom government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increase(decresse) in cash equivalents Cshs equivelent-Beginning of the year Cash equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) These esimates are based on sample of incorporated businesses coporting soles between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{3 2 . 0 0 0 . 0 0 0 \text { . Stangle count inciudes }}$ only those Dusinesses reporting sitemen: of changes
Ses table 1 for symools and notes.

TABLE 5. Employmant changes by size of bustness. 1984-1987 based on SiC classification in i987 Nove Scotis, Wholesale Plumbing, Heating. Alf Conditioning Equipment Supplles (SIC 5E22)

|  |  |  |  | Chonges in num with po | of businesses <br> ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in gveroge labour units(1) | Number of Dusinesses | Total payroll $\begin{gathered}\text { poon s) } \\ (\$ 000\end{gathered}$ | Average lobour units(1) | Newly seporting(2) | No Ionger reporting(3) |

## 1584

| Total | 33 | 5,338 | 289 | 3 | 3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { less than } 20 \\ & 20=99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 22 \\ 8 \\ 1 \\ 2 \end{array}$ | $\begin{array}{r} 1.726 \\ 2.180 \\ x \\ x \end{array}$ | $\begin{array}{r} 94 \\ 118 \\ 52 \\ 25 \end{array}$ | $\begin{aligned} & 2 \\ & 1 \\ & - \end{aligned}$ | $3$ |
| 1987 |  |  |  |  |  |
| Totel | 35 | 7.127 | 339 | 5 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{\circ}-99 \\ & 100-199 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 25 \\ 5 \\ 3 \\ 2 \end{array}$ | $\begin{array}{r} 2.185 \\ 2.005 \\ x \\ x \end{array}$ | $\begin{array}{r} 104 \\ 95 \\ 106 \\ 34 \end{array}$ | $\begin{aligned} & 3 \\ & -1 \\ & 1 \end{aligned}$ | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment. Payroll and hours, Statistics Canada. Cotelogue 92-002. An average labour unit could be interpreted as o
 500 employees in Canada as a whole bu: 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 io businesses reporting no payroll ofeductions in the following yebr
"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjused accordingly

See lable to symbols and nores

TABLE 6. Selected opereting charactertstics of smoll businesses by sales quartile. $1985-1987$ Nova Scotit, Wholesale Plumbing. Heating. Alr Conditioning Equipment Supplies (SIC 5622)

| Total! 1) | Bottom | Lower | Uoder | TOE |
| :---: | :---: | :---: | :---: | :---: |
|  | 25\% | mode $25 \%$ | m do e 25\% | $25^{\circ}$ |



1986

| Wumber of observetions in sample |  |
| :--- | :--- |
| Aver age sales $\$$ | 485.939 |
| Average expense $\$$ | 473.065 |

Average expense $\$ \quad 473.065$
Average net profit (loss) $9 \quad 13.874$

Average net profit (loss) $\$$
13,874


| Wumber of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net protit (loss) $\$$ | $\begin{array}{r} 9 \\ 130.648 \\ 121.199 \\ 9.449 \end{array}$ |
| :---: | :---: |
| Ousinesses reporting e profit (Mo.) | 6 |
| Averege soles \$ | 129.421 |
| Averse expense \$ | 119.470 |
| Averege net profis | 9.951 |
| Businesses reporting loss (Mo.) | 3 |
| Aversge seles $\$$ | 299.467 |
| Average expense $\$$ | 300.168 |
| Average net loss $\$$ | -701 |

111 These estimates are based on sample of businesses popoping sates between $\$ 25,000$ and $\$ 2,000,000$
See teble i for shmols and notes

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

|  | Total(1) |  | $\begin{array}{r} \text { BOt } \ddagger \mathrm{om} \\ 25 \% \end{array}$ |  | Lomer$\text { miode } 25^{\circ}$ |  | Upoe:$\text { micde } 25 \%$ |  |  | 70\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value $\$ 000$ 's) High sales value ( $80000^{\prime}$ s) | $\begin{array}{r} 63 \\ (1) \\ (1) \end{array}$ |  | $\begin{aligned} & 111 \\ & 237 \end{aligned}$ |  | $\begin{array}{r} 237 \\ 585 \end{array}$ |  | $\begin{array}{r} 585 \\ 1.096 \end{array}$ |  |  | $\begin{array}{r} 1.096 \\ 111 \\ \hline \end{array}$ |  |
| Selected expense item | Industry over ope(2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { remiting } \end{gathered}\right.$ | Reporting businesses only ${ }^{\text {a }}$ 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd te } \\ 25 \% \end{array}$ | UDDEI middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of selos |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 72.2 | 82.7 | 65.7 | 69.7 | 71.0 | 97.7 | 73.9 | 32.7 | 72.2 | 69.7 | 71.0 |
| Occupancy expensas | 3.8 | 5.2 | 3.4 | 2.5 | 3.3 | 98.7 | 3.9 | 6.5 | 3.4 | 2.5 | 3.3 |
| Depieciation | 1.4 | 1.8 | 1.6 | 1.1 | 1.2 | 81.6 | 1.8 | 4.6 | 1.8 | 1.1 | 1.2 |
| Repairs 8 maintenance | 0.5 | 0.8 | 0.1 | 0.2 | 0.8 | 72.9 | 0.7 | 1.1 | 0.2 | 0.3 | 0.9 |
| Hest. I ight \& telephone | 1.1 | 1.9 | 1.0 | 0.8 | 0.6 | 85.5 | 1. 3 | $2 . ?$ | 1.0 | 0.9 | 0.8 |
| Rent ${ }^{\text {d }}$ | 0.8 | 1.6 | 0.7 | 0.4 | 0.6 | 46.7 | 1.8 | 3.1 | 2.1 | 0.9 | 1.1 |
| Personnel expenses | 13.1 | 10.7 | 15.6 | 13.7 | 12.3 | 94.5 | 13.8 | 13.8 | 15.6 | 13.7 | 12.3 |
| Finencial expenses | 1.7 | 1.4 | 1.9 | 1.3 | 2.3 | 88.4 | 2.0 | 2.2 | 2.0 | 1.3 |  |
| Interest 8 banv charges | 1.3 0.5 | 0.9 0.5 | 1.4 0.6 | 0.9 | 1.9 0.5 | 86.0 80.7 | 1.5 0.6 | 1.5 0.8 | 1.5 0.7 | 1.0 | 1.9 0.5 |
| Other expenses | 10.6 | 8.8 | 13.6 | 9.7 | 10.3 | 100.0 | 10.6 | 8.8 | 13.6 | 9.7 | 10.3 |
| Proflt (loss) | -1.5 | -9.9 | -0.3 | 3.1 | 0.9 | 100.0 | -1.5 | -9.9 | -0.3 | 3.1 | 0.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | ... |  | $\ldots$ |

## Syebol:

- zero or no observations
-- 100 smell too de expressed
not applictol
$\times$ confidentiol


## Foornoter

111 These estimates are besed on semple of businesses reporting seles between $\$ 25,000$ end $\$ 2,000,000$

3) Velue in esech cell = hotel weighed expenoiture on given item

This portion of the table pertains only to the businesses reporting the specific expense item. Therefort these ratios are colculated individually and the rotal will not necessarily qual $100 \%$.
motes
Oete re shown by quertiles wher at least 13 of the sempled businesses report the specific item
Recoros wer penked in ascending order sccording to sales size. Each quertite fi. bottom 25\%. lower midele 25\%. etc.) reprents one querter of the totel number of businesses. Within each quartile. the average ratio is presented. for comparison purposes. the high and low vilues of sales are shown

How to use the tobles
(1) locste the appropriate seles range that is displeyed on the two lines entilled "low sales value" and "migh sales velue" 12) The selected renge will indicete the proper quartile, i. e. the botion $25 \%$, the lower midole $25 z$. the upper midde $25 \%$ or the 100 25\%
(3) Dete pertoining to the selected sules size range will de in thet quartile

Standerd Induatribl Claseificetion Definition (SIC 19tol:

```
SIC 5530. Molesele Lumber und Building Meterivls
Businesses primarily engaged in dealing in lumber, plymood and millwork: poin2, glass and walloper; and other building mererials
```

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotie. Wholesale Lumber and Building Materials (SIC 563)


11 These estimetes are baste on somple of businesses peporting sales between 825,000 and $\$ 2.000 .000$
See Table 1 for $s y m b o l$ sina notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotim. Wholesele Lumber and Building Materiele (SIC 563)

|  | Totel (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | midde $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | 59 $(1)$ $(1)$ | $11)$ 271 | 271 651 | $\begin{array}{r} 651 \\ 1.166 \end{array}$ | $\begin{array}{r} 1.166 \\ 11) \end{array}$ |
|  | Aversee |  |  |  |  |
| Liquidity petio Cuppent retio (times) | 1.4 | 1.4 | 1.6 | 1.4 | 1.4 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coversge ratio (times) <br> Debt retio (times) | 2.7 1.7 0.7 | 4.6 0.8 | 3.1 2.1 0.8 | 2.3 3.4 0.7 | 2.6 1.6 0.7 |


(2) These nstimetes bre besed on bemple of businesses peporting sales between 225,000 thd $32,000,000$.

See Teble 1 for sybois and notes.

Definitions:

1. Liquidity retio:

Current $=$ current essets / current liabilities
2. Leversge ratios:
a) Debtlequity = toial liabilities / equity
b) Debt ratio = total liabilities/ lotal assets
c) Interest coverage $=$ net profit interest expense/ incerest expense.

TABLE 4. Statement of changes in financiti position for incorporated businesses only. 1987
Mova Scotia, Wholesale Lumber and Building Materiais (SIC 563)

|  | Toial 11 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25; | Upper $\text { midde } 25 \%$ | Top 2こ: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No.) Lom sales value (\$000 s) High saies value 9000 's) | $\begin{array}{r} 34 \\ (1) \\ (1) \end{array}$ | $\begin{aligned} & 11) \\ & 304 \end{aligned}$ | $\begin{array}{r} 309 \\ 609 \end{array}$ | $\begin{array}{r} 609 \\ 1.184 \end{array}$ | $\begin{array}{r} \because .184 \\ 111 \end{array}$ |
|  |  |  | verage (\$00c |  |  |
| Operating activities Cash from operations Dedrecistion Other | $\begin{array}{r} 17 \\ 10 \\ -5 \end{array}$ | $\begin{array}{r} 4 \\ 5 \\ 11 \end{array}$ | $\begin{array}{r} 10 \\ 7 \\ 1 \end{array}$ | $\begin{array}{r} 23 \\ 8 \\ -14 \end{array}$ | $\begin{array}{r} 30 \\ 18 \\ -16 \end{array}$ |
| Dividends | -2 | - | -4 | - | -5 |
| Investment activitims <br> Disposal of fixed assets <br> Purchase of lixed assets <br> Incresse in investment <br> Decrense in investment | $\begin{array}{r} 8 \\ -27 \\ -1 \\ 1 \end{array}$ | -13 | $\begin{array}{r} 25 \\ -62 \\ \hline \end{array}$ | $\begin{array}{r} 2 \\ -9 \\ -2 \\ -2 \end{array}$ | 3 -25 -3 5 |
| Financing ectivitios <br> Incresse in long term debt <br> Repayment of lang term deb t <br> Loans from sharenolders <br> Redayment of loans from sharaholders <br> Advances \& loans from government <br> Increase in equity <br> Decresse in equity <br> Other | $\begin{array}{r}15 \\ -11 \\ 1 \\ -8 \\ \hline\end{array}$ | 10 -5 -4 | $\begin{array}{r} 37 \\ -19 \\ 1 \\ -3 \\ - \\ - \\ \hline \end{array}$ | 12 -7 1 -5 | 3 -14 1 -27 |
| Increse(deermse) in essh sequivelents Cash s equivalents-Beginning of the yeer Cash 8 equivalents - End of the resp | -2 3 - | 8 23 30 | $\begin{array}{r} -1 \\ 11 \\ 10 \end{array}$ | $\begin{array}{r} 9 \\ 34 \\ 43 \end{array}$ | $\begin{aligned} & -24 \\ & -55 \\ & -79 \end{aligned}$ |

 only those Dusinesses reporting a siniement of chenges
see table ifor symbols and notes.

TABLE 5. Empioyment changes by Eize of business, 1984-1987 based on SIC cisssification in 1987
Move Scotia. Wholesale Lumber and Bullding Materisls (SIC 563)

| Business size expressed in averoge labour unitsill | Number of businesses | $\begin{array}{r} \text { Total oayroll } \\ \{\$ 000 \end{array}$ | Average Isbour units(1) | Changes in number of businesses with pald employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> reoorting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 167 | 29.423 | 1.671 | 25 | 10 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 130 \\ 27 \\ 6 \\ 4 \end{array}$ | $\begin{array}{r} 12.298 \\ 11.755 \\ 2.014 \\ 3.356 \end{array}$ | $\begin{aligned} & 655 \\ & 674 \\ & 113 \\ & 189 \end{aligned}$ | $\begin{array}{r} 18 \\ ? \\ 1 \\ 1 \end{array}$ | 9 <br> 1 <br> - |
| 1987 |  |  |  |  |  |
| Totel | 187 | 40.120 | 1.388 | 32 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20 \text {. } 99 \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 152 \\ 21 \\ 10 \\ 4 \end{array}$ | $\begin{array}{r} 16.872 \\ 9.456 \\ 11.724 \\ 2.068 \end{array}$ | $\begin{aligned} & 833 \\ & 477 \\ & 577 \\ & 101 \end{aligned}$ | $\begin{array}{r}29 \\ 3 \\ \hline\end{array}$ | . $\ldots$ $\ldots$ |

(1) Averege lobour units ore colculated by dividing iotel poyroll by the overage annul wage and solary fote as poported in the

Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average lsbour unit could de interpreted as o full-time employer. Nore that the business size groups used are determined et the lanade level. Thus if a business has et least
500 employees in Canade os a whole but less than thet number in any given province it is shown in the 500 ond over group.
(2) Refers to businasses reporting no payroll deductions in the previous year
(3) Reters to businesses reporting no paytoll deductions in the following year
-Newly roporing" anc eno longer reportinge businesses are assumed to nave been in activity for six months and the information is ajusted accordingly
see lable ifor symools and noles

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Nove Scotia. Wholesale Lumber and Bullding Materizis (SIC 563)


1985

Number of observations in sample
Average sales 5
Avertoe expense 9

### 680.36

Aversge expense
Average net piofit (loss) \$
673.077
6.990

Businosses reporting profit (Mo.
Aversge sales \$
$734{ }^{28}$
Average expense $5 \quad 711.456$
Average net profis \$ 23.054

Businesser reporting loss (Mo.)
Average sales \$
954
959.681
9932
991.832

Average net loss $\$$
$-37.151$

1986

| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Aversge net profit (loss) \$ | 40 873.508 859.337 22.271 |
| :---: | :---: |
| Businesses reporting a profit (Mo.) | 27 |
| Average sales \$ | 874.281 |
| Average expense ${ }^{\text {a }}$ | 822,231 |
| Average net profit \$ | 52.050 |
| Susinesses peporting lose (Mo.) | 13 |
| Average sales ${ }^{\text {s }}$ | 939.638 |
| Average exoense \$ | 974.293 |
| Average net loss | -34.855 |

1987
Mumber of observations in sample
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$
73
671.215
668.144
3.071
Businesses reporting profit (Mo.)
Average sales $\$$
Average expense
Average net profin
676.40
651.75
24.65
Businesses reporting loss (Mo.)
Averoge sales s
Averse expense s
Average net loss
26
663.779
700.970
-37.191

| 109.408 | 352.584 |
| ---: | ---: |
| 119.327 | 351.354 |
| -9.919 | 1.200 |
|  |  |
| 113.516 | 355.358 |
| 108.596 | 336.660 |
| 4.920 | 18.698 |
|  |  |
|  |  |
| 107.203 | 349.284 |
| 125.087 | 368.530 |
| -17.884 | -19.348 |


| 751.681 | 1.451 .208 |
| ---: | ---: |
| 756.746 | 1.445 .140 |
| 4.935 | 15.068 |
|  |  |
| 781.025 | 1.495 .738 |
| 710.944 | 1.450 .800 |
| 30.081 | 44.938 |
|  |  |
| 816.345 | 1.382 .283 |
| 877.961 | 1.432 .203 |
| -61.616 |  |
|  |  |
|  |  |

[^21]See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotie, Wholesale Farm Machinery. Equipment and Supplies (SIC 57i1)

|  | To: | $1(1)$ |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe$m: 001 \text { e } 25 \%$ |  | Uoper$\text { midole } 25^{\circ}$ |  |  | To? |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (mo. Low sales value ( $\$ 000$ 's? High sales vaiue ( $\$ 000$ 's) |  | $\left\{\begin{array}{r} 23 \\ 11 \\ 1 \end{array}\right\}$ |  |  |  |  |  |  |  |  |  |
|  |  | Indus | cy ove? | oge (2) |  |  |  | porting | busines | ses only |  |
| Selected expense item | Tot 1 | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Total | 80t tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  |  |  | crent of | of sales |  |  |  |  | icent of | 50les |  |
| Cost of seles | 51.1 | -- | -- | -- | -* | 36.5 | 53.0 | - | - | -- | -- |
| Occupency expenses | 3.1 | -- | -- | -- | -- | 100.0 | 3.1 | - | -- | -- | -- |
| Depreciation | 1.1 | -- | -- | -- | -- | 93.0 | 1.2 | - | - | - | - |
| Repaips 8 maintenance | 0.4 | -- | .- | -- | -- | 69.5 | 0.5 | -- | - | -- | -- |
| Hest. I ight E telephone | 1.2 | - | -- | -- | -- | 96.5 | ?. 2 | -- | -- | -- | - |
| Rent |  | -- | -- | -- | -- |  |  | -- | -- |  | -- |
| Personnel expenses | 11.0 | -- | -- | -- | -- | 93.0 | 11.8 | -- | -- | - | -- |
| Financial expenses | 2.2 | -* | - | -- | -- | 96.5 | 2. 3 | -- | - | -- | -- |
| Interest 8 bank charges | 1.7 0.5 | -- | -- | -- | -- | 96.1 89.6 | 1.9 0.6 | -- | -- |  | -- |
| Other expenses | 32.7 | -- | - | - | -- | 100.0 | 32.7 | - | -- | - | - |
| Profit (loss) | -0.1 | -- | -- | -- | -- | 100.0 | -0.1 | -- | -- | -* | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |

Symbole

- zero or no observetions
$=t 00 \mathrm{small} 100$ be expressed
not applicable
$x$ confiden ial


## Footnotes

(1) These estimbtes are based on s sample of busintsses reporsing sal bs between 325,000 ond $82,000,000$.

121 Value in esch cell $=\frac{\text { lotel weighted expenditure on given item }}{\text { lotsl weighted sales of all businesses in the sample }} \times 100$ for eoch quartile
(3) Waiue in each cell:

To: 1 weigheed expendisure on biven item
Total weighted sales of ousinesses reporting this ieme of expenditure
This portion of the table pertains only to the businesses reporting the specific expense item. iherefort thest ratios are calculated individually and the cols' will not necesserity equal $100 \%$.

Wotes
Dete ere showt Dy quarities when et least 13 of the sancled businesses report the specific item
 one quarter of the totsl number of businesses. Within esch quertite, the overage ratio is presented. for comprison purposus, the high and low values of sales are shown

Mow to use the sebles
(1) bocate the epproprime seles renge thet is displayed on the two lines entitled wow sales vilue and migh seles valuem
 top 25\%.
(3) Dete pertaining to the selected seles size renge will be in thes quertile

## Stenderd Industriv) E(estificetion Definision (5It 1580):

Sit 5711 - Wholesel Ferm Machinery. Equipment end Supolies
Businesses primerily engaged in whoteste deting in now or used farm mechinery, equipmen?, supplies and per is. inis induspry includes businesses primarily engaged in seliing such equipment oirectly to farmers as well os those selting to farm equipment dealers. also




 equipmeni. wholest.e farm crop planting machinery: wholessle farm and garden ploughs, harrows and tillers: wholesale farm sprayers and dusters: wholesale farm swathers and windrowers and wholesal farm and garden tractors are olso included in this industry.

TABLE 2. Balance sheet profile for incorporated busimesses only, 1987
Nova Scotia, Wholesale Farm Machinery. Equipment and Supplies (Sic 5711)

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

(1) These estimates ser besed on sampl of businesses reporting ssles between 325.000 snd $\$ 2.000 .000$.

See Toble 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotis, Wholesele form Machinery, Equipment and Supplies (SiC 5711)

|  | Tots1(2) | Bot tom 258 | Lower middle 25\% | UpDe 1 midde 25\% | $\begin{aligned} & \text { Y00 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 22 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | - | -- | -- | -* |
| Leverage ratios <br> Debilequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 7.5 \\ & 0.8 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The petios pepresent the evergge of patios for each business in the group and cannot be calculated from the figures shown in fable 2
(2) These estimetes are besed on semple of businesses popoping sales between 525,000 and $52,000,000$.

See Table 1 for symbols and notes.

## Definitions:

1. Liquicity retio:

Cupien: = eurient asseis / current liobilities.
2. lever age retios:
a) Debr/equity $=$ total liabilities / equity
b) Debt ratio $=$ rotal liabilitios / total assets
c) Interest coveroge $=$ net profiq - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotla, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

|  | To1a1(1) | $\begin{aligned} & \text { Bo:tom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { miodie } 25 \% \end{array}$ | Upder miode 25 : | iep |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vaive ( $\$ 000$ 's) High sales value ( $\$ 200$ 's) | $\begin{array}{r} 9 \\ (1) \\ (i) \end{array}$ | -- | -- | -- | -- |
|  |  |  | Average ! \$000 |  |  |
| Opersting activities Cash from oderations Depreciation Dther | $\begin{aligned} & 1 \\ & 7 \\ & 6 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | -2 | -- | -- | -- | -- |
| Investment activities <br> Disposel of fixed assets <br> Purchase of fixed ossets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r} 9 \\ -27 \\ 18 \end{array}$ | -- | "- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Reosyment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 16 \\ -4 \\ 9 \\ -26 \\ 1 \\ - \\ - \\ -2 \end{array}$ | =- $=-$ - - - - | -- <br> - <br> -- <br> -- <br> - | -- <br> -- <br> -- <br> -- <br> - | -- -- -- - -- |
| Increese(decrease) in cosh tequivelents Cash equivalonts-Beginning of the yeap Cash suivelents . End or the year | -1 -69 -73 | =- | -- | -- | -- |
|  |  |  |  | - |  |

(11) These estinstes are based on samp of incorporated businesses reporting sales betwen 825,000 end 82.000 .000 . Sanple count includes only those businesses reporiting estetement of changes.
set isole 1 for symbels end noies

TABLE 5. Employment changes by size of business. 1984-1987 bused on SIC ciassification in ige7
Nove Scotia. Wholessle Ferm Mechinery. Equipment and Supplies (Sic 5711)

| Business size exprissed in |
| :--- | :--- | :--- |
| average labour units(i) |

 Survey of Employment, Foyroll and Hours. Statistics Canada. Catelogue 12-002. An averoge labour unit could de interoreted as e fult-time employee. Note thot the dusiness size groups used are determined of the canade level. Thus if obusiness has at lass 500 employees in Canada as ahole but less than that number in any given orovince it is shown in the 500 and over group.
(2) Wefers to Dusinesses reporsing no payroll deductions in the previous year
(3) Refers po Dusinesses reporing no payroll deductions in the following year

[^22]TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nova Scotia. Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)


| Number of observations in sample <br> Averape sales $\$$ <br> Average expense $\$$ <br> Average ne: profit (loss)s | $\begin{array}{r} 12 \\ 304.611 \\ 285.293 \\ 18.318 \end{array}$ |
| :---: | :---: |
| Businesses reporting e profit (Mo.) | 11 |
| Average sales ${ }^{\text {a }}$ | 324.282 |
| Aversge expense \$ | 299.621 |
| Average net Diofits | 24.661 |
| Businesses reporting loss (Mo.) |  |
| Avarage sales | 37.000 |
| Avorage expense \$ | 11.000 |
| Average net loss \$ | -4.000 |



1986

Mumber of observetions in sample
Average sales $\$$
15
793.484
796.196
-2.712
average net piofit (loss) \$

Busineses reporting eprofit (Mo.)
Avarape sales 5
11
711.980
658.309
43.571
Averspe expense s
Average net Diofits
43.671

Businesses reportine loss (Mo.)
Average sales $\$$
1.580 .839

Avorape expense
1,649.963
Average net loss $\$$
-65,124

1987

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net brofit (loss) \$ | $\begin{array}{r} 28 \\ 594.239 \\ 595.052 \\ -813 \end{array}$ |
| :---: | :---: |
| Susinesses reporting profit (Mo.) | 12 |
| Average sales \$ | 631.034 |
| Average axpense \$ | 619.632 |
| Average net profit \$ | 11.402 |
| Businesses reporting loss (Mo.) | 16 |
| Average soles $\$$ | 558.355 |
| Average expense \$ | 572.764 |
| Averspe net loss \$ | -14.409 |

[^23]TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotis, Wholesale Industriel Machinery Equipment and Supplies (SIC 5731)


## 5ymbols

## zero or no observetions

- $t 00$ small too be expressed
not spoliceble
$\times$ confidential


## Footnotes

(1) These estimetes ere besed on semple of businestes roporting seles between $\$ 25,000$ end $\$ 2.000 .000$

(3) Velue in eech cell e Totel weighted expendiqure on eiven ism
for bach quertile

This portion of the table pertains only to the businssses peorting the spocific expense item. Therefore these rotios ere calculated individually and the lote: will not necesserily squel $100 \%$.

## Motes

Dese are shown by quartiles when et leest 13 of the sampled businesses report the specific isem
 ont querter of the totel number of businesses. Within sach quertile, the suerege ratio is presented. for comperison purposes. the high and iow values of sisles shown

## How to use the tetoles


121 The selected renge will indicete the proper quertile. i.e. the botton 25z. the lower midde 25z. the upper middle $25 \%$ or the top 25\%.
131 Deto pertaining to the 料lected sales sice ronge will be in thet quertile.

## stenderd Industrisi CIEselflestion Definition (SIC 1s80):

SIC 5731. Wholestele Industribl Machinery, Equipment and Supplise


 forms: whol sale elevating machinery lexcept farmi; wholesata food and beverage processing machinery; wholesale foundry machinery and
 wholesal industrial machinery. equipment and supplies: wholesale lift trucks lexcept construction and forestryl; wholesal mechanical

 sel pulp and paper industry mechinery, wholesale industrisl pump; wholesale textile industries mochinery. equipment and supplies shd wholesal welding and machinery

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Nova Scotia, Wholesale Industrlal machinery Equipment and Supplies (SIC 5731)

|  | Total(1) | $\begin{array}{r} \text { 6ottom } \\ 25 \% \end{array}$ | ower midde 25\% | Upde: midde $25 \%$ | ToD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) Mign sales value ( 9000 's) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ | -. | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Aseets $0^{\text {a }}$ |  |  |  |  |  |
| Cash | - | - | -- | -- | -- |
| Accounts and nates receiveble | 85 | =- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 105 | -- | -- | -- | -- |
| Total current assets | 192 | -- | - | -- | -- |
| Fixed essets | 50 | - | -- | -- | -- |
| Less: Accum. dep. on fixed assets |  | - | - | -- | -- |
| Other assets | 20 | -- | - | -* | -- |
| Total sesets | 282 | -- | - | *- | -- |
| Limbilities and equity |  |  |  |  |  |
| Cuspent loans | 36 | -- | -- | -- | -- |
| Other current liabilities | 99 | -- | -- | -- | -- |
| Total current liabilities | 135 | - | - | -- | - |
| Mortgages payable | - | =- | -- | -- | - |
| Long term debt | 5 | - | -- | -- | - |
| Other liabilities | 30 | -- | -- | -- | -* |
| Total limbilities | 169 | - | - | -- | - |
| Total equity | 93 | -- | -- | - | - |

(1) These estimates ar based on stmpl of Dusinesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$ See ?able 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businasses only, 1987
Move Scotle. Wholesale Industrial Machinery Equlpment and Supplies (SIC 5731)


(1) The retios represent the everage of coios for esch business in the group ond cannot be calculated from the figures shown in table 2 .
(2) Thest estimetes are besed on semple of businesses reporing seles between 525,000 ond 82,000,000

See fable for symols and notes.

## Definitions:

1. Liquidity retio:

Curient = curpent assets / current liabilitiss
2. Leverege retios:

- Debt/equity = rotal liabilities / equity
b) Debt ratio $=$ total liabilities / total assers
c) Interest coverage = net profit onterest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorported businesses only, 1987 Nova Scotia. Wholesale Industrial Machinery Equipment and Supplies (SIc 5731)

|  | Total(i) | $\begin{array}{r} \text { Bo:tom } \\ 25^{\circ} \end{array}$ | Lower $\text { midde } 25 \%$ | Unde: $\pi, \pm 01 \cdot 25 \%$ | $\begin{aligned} & \text { TOE } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| : messes in sample (No.) sates value ( $\$ 000$ 's) <br> in sales value ( $\$ 000$ 's) | $\{1\}^{9}$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Opereting ectivities Cash from odefations Depreciation Other | 32 7 44 | -- | -- | -- | -- |
| Dividends | -3 | -- | - | -- | -- |
| Investeent activisies Disposal of fixed assets Purchase of ixed assets Increase in investment Decrese in investment | 15 -28 -89 - | -- | -- | -- | - |
| Finencing activities <br> Increase in long term debt <br> Repayment of long term deb: <br> Loans from sharenolders <br> Redayment of toans from shareholders <br> Advances of loens from government <br> incresse in equity <br> Decrease in equity <br> Dther | $\begin{array}{r}-7 \\ 29 \\ -1 \\ - \\ \hline\end{array}$ | - - - - - - | - -- -- -- -- | - <br> - <br> - <br> - <br> - <br> - <br> - | - |
| Incresse(decrease) in cash equivalents Cosh t equivelens-Beginning of the yeer Cesh equivelents - End of the year | -14 -14 | -- | -- | -- | -- |

 only those businesses reporting a siaremert of changes.
See Tital 1 for symbols and notes
TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC classification in 1987 Nove Scotis. Wholesale Industrisl Machinery Equipment and Supplies (Sic 5731)

|  |  |  |  | Changes in number of businesses with peid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in geverage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total paypall } \\ \text { (\$000 s) } \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Now } 1 \text { y } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |


| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 81 | 12.821 | 603 | g | 11 |
| less then 20 $20-99$ $100-499$ 500 and over | $\begin{gathered} 48 \\ 18 \\ 14 \\ i \end{gathered}$ | $\begin{array}{r} 4.664 \\ 6.662 \\ x \\ x \end{array}$ | $\begin{array}{r} 220 \\ 314 \\ 63 \\ 6 \end{array}$ | 5 2 2 | $\begin{aligned} & 5 \\ & 3 \\ & 2 \\ & \hline \end{aligned}$ |
| 500 and over |  |  |  |  |  |
| 1587 |  |  |  |  |  |
| Totel | 31 | 15.417 | 642 | 17 | $\cdots$ |
| less than 20 $20-99$ $100-499$ | 61 18 18 | 5.899 7.562 $x$ | $\begin{array}{r} 246 \\ 315 \\ 77 \end{array}$ | 11 5 1 | . |
| 500 and over | , | $x$ | + | - |  |

[^24]50URCE: Small Business and Specill Surveys Division. Statistics Conoda.

> TABLE 6. Selected operating Characteristica of small businesses by sales quartile. 1985-1989 Mova Scotia, Wholesale industrial Machinery Equipment and Supplies (Sic 5731)

| Move Scotia. Wholesale Industrial Machinery Equipment end Supplies (Sic 5731) |
| :--- | :--- | :--- |



| Mumber of observetions in sample | 50986 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales 5 | 509.849 |  | -- |  |
| Average expense \$ | 484.370 | -- | -- | - |
| Average net Drofit (loss) \$ | 25.579 | -- | - | - |
| Businesses reporting profit (Mo.) | 25 |  |  |  |
| Average sales | 527.137 | - | -- |  |
| average expense \$ | 486.438 | -- | -- | -- |
| Average net profit | 40.699 | -- | -- | -- |
| Businesses reporting lese (Mo.) | 11 |  |  |  |
| Average soles 5 | 228, 605 | - | - | -- |
| Average expense $\$$ | 241,070 | - | -- | -- |
| Average net loss \$ | $-12,465$ |  | - | $\cdots$ |

[^25]TABLE 1. Selected operating ratios, in percent of saies, 1987
Nove Scotla. Wholesale Waste Materlals (SIC 591)

|  | Toral(1) |  | $\begin{array}{r} \text { Bo:40m } \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lower } \\ & \text { miodie } 25 \% \end{aligned}$ |  | upper$\text { miode } 25 \%$ |  |  | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| es in sample (No. -s value ! $\$ 000$ 's es value ( $\$ 000^{\prime}$ s: |  | $\left.\begin{array}{l} 21 \\ (1) \\ 1 \end{array}\right)$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & \text { 25\% } \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Uoder midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | peicent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 39.6 | -- | -- | - | - | 100.0 | 39.6 | -- | - | -- | - |
| Decupency expenses | 10.2 | -- | -- | -- | -- | 100.0 | 10.2 | - | - | -- | -- |
| Depreciation | 2.2 | - | -- | -- | - | 93.6 | 2.4 | -- | -- | -- |  |
| Repsirs 8 maintenance | 2.3 | -- | -- |  | -- | 76.3 | 3.0 | -- | -- | -- | - |
| Heat. light \& telephone | 3.3 | -- | -- | -- | -- | 100.0 | 3.3 5.7 | -- | -- | -- | -- |
| Rent |  | -- |  |  | -- | 42.0 | 5.7 | -- | -- | - | -- |
| Personnel expenses | 14.8 | -- | -- | -- | -- | 88.9 | 16.6 | -- | -- | -- | -- |
| Sinanciel expenses | 2.0 | -- | -- | -- | -- | 100.0 | 2.0 | -- | -- | -- | - |
| joterst 8 bank charges \%:- 'essional fees | 1.6 0.5 | -- | -- | -- | -- | 100.0 69.1 | 1.6 0.7 | -- | -- | -- | -- |
| Other expenses | 26.5 | - | -- | -- | -- | 100.0 | 26.5 | -- | - | -- | -- |
| Profit (loss) | E. 9 | - | -- | -- | -- | 100.0 | 6.9 | -- | -- | -- | -- |
| Total | 100.0 | - | -- | -- | -* | 100.0 |  | -- | -- | - | -- |

## Symbel

zero or no observetions

- too small 100 be expresseo
not applicable
* confidentis.


## Footnotes

111 These estimates er besed on gemple of businesses reporiing sales between 525.000 and $52.000,000$. Total weighted expenditur on given item

talue in eoch cell, Toiel weighsed expenditure on given item
Totsl wighted sales of businesses peporting this iten of expenditure
This portion of the table pertains only to the businesses reporting the specific expense iten. Therefore these raties are celculated individually snd the coial will not necessarily equal $100 \%$

## notes

Date ere showin by quertiles when at least 13 of the sampled businesses report the specilic isem
 one quarter of the lotel number of businesses. Within esh quartile, the everege reqio is presented. for comperison purposes. the high and low values of seles ere shown.

## Now to uet the teblet


(2) Ihe selected renge will indicste the proper quertile. i.e. the botton 25\%. the lower nidde 25z, the upper midde 25\% or the $\operatorname{top} 25 \%$.
(3) Det perteining so the stlected seles size renge will be in shat quartile

Stenderd Industrisl Claseifiention Definition ISIC IREO:

[^26]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotis, Wholesale Waste Materlais (SIC 591)

|  | Toqal(1) | Boitom 25\% | Lowe r $\text { midde } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Yos } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales value ( 5000 's) High sales value ! 9000 's) | 12 11 11 | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
|  |  |  |  |  |  |
| Cosh | - | -- | -- | - | -- |
| Accounts and notes receivable | 41 | -- | -- | -- | -- |
| Inventory | - | -- | -- | - | -- |
| Other current asseis | 95 | -- | -- | -- | -- |
| Total current essets | 136 | - | -- | -- | -- |
| fixed essets | 67 | -- | -- | -- | -- |
|  |  | -- | -- | -- | -- |
| Other assets | 15 | -- | -- | - | -- |
| Totel useets | 218 | -- | - | -- | -* |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 15 | -- | - | -- | -- |
| Other cuprent liabilities | 67 | -- | -- | -- | -- |
| Total curtent lisbilities | 82 | - | - | -- | - |
| Morigages payable | - | -- | - | -- | -- |
| Lang term dabt | 1 | -- | - | -- | $\cdots$ |
| Other liabilities | 62 | -- | - | -- | -- |
| Total liabilities | 145 | -- | - | - | $\cdots$ |
| Total equity | 73 | -- | - | -- | - |

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

See table 1 for symools sid notes.

TABLE 3. Financial ratios (1) for incorporeted businesses only, 1987
Nove Scotle, Wholesele Weste Meteriels (SIC 591)

|  | Total(2) | $\begin{array}{r} 80: 10 m \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales vilue ( 9000 's) | $\begin{aligned} & 12 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cupent ratio (times) | 1.7 | - - | -- | - | -- |
| Leverspe ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 2.0 \\ & 6.4 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the average of retios for each business in the group ond connot be calculeted from the figures shown in feble 2 .
(2) These estimetes or hesed on semple of businesses peporting sales betwen $\$ 25,000$ and $\$ 2,000,000$.

See Table ifor symols and notes

Definitions:

1. Liquidity fetio:

Current $=$ current assets / cuprent biabilities.
2. Leverage ietioz:
a) Debi/equity = soial liabilisies / equipy
bl Debs ratio = toial lisbilities / total essers
c) Interest coverage $=$ net profit . interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nova Scotit. Wholewele Weste Meterisis (SIC 591)

|  | Tctal(i) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper <br> m. dde $25 \%$ | Toc -5: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ifi sample (Ko.) Low sales value ( $\$ 000^{\circ}$ s) High sales value isuch's) | $\begin{aligned} & 1 \\ & (1) \\ & (1) \end{aligned}$ | -- | - | -- | -- |
|  |  |  | Average $1 \$ 00$ |  |  |
| Operating activities Cash from ooerations Deprecistion Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - | - | - | - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lacresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ |  | -- | -- | - |
| Flnancing ectivities <br> Increase in long term debt <br> Redayment of long term debt <br> Loans from shareholdeis <br> Redayment of losns from shareholders <br> Ldvarces g loans from government <br> Increase in equity <br> Decrease in eouity <br> Dthe? | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ |  | -- | -- | - |
| Incresse(decpease) in cash \& equivalents Cesh tequivalents-Beginning of the year Cesh 4 equivelents - End of the year | $x$ $X$ $X$ X | -- | -- | -- | -- |

 onty those Dusinasses reporiing sibiement of changes.
soe Tasi i for symbols enc noqes.
 Nove Scotit, Wholestle Waste Materitis (SIC 591)


TABLE 6. Selected opermting characteristice of small businesses by sales quartile. $1985=1987$
Nova Scotia, Wholesal Weste Materials (SIC 59y)


1985

| Mumber of observations in sample <br> Averige seles \$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 861.598 \\ 359.055 \\ 2.544 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 5 |
| Averoge sales \$ | 457.466 |
| Averoge expense ${ }^{\text {S }}$ | 432.445 |
| Average net profits | 25.021 |
| Businesses reporting loss (Mo.) | 3 |
| Average sales \$ | 290.480 |
| Averape expense ${ }^{\text {s }}$ | 316.076 |
| Avorage net loss \$ | -25.596 |

1986

| Number of observations in sample <br> Average sales \$ <br> Average expense 5 <br> Average net profit (loss) \$ | $\begin{array}{r} 24 \\ 172.211 \\ 178.383 \\ -6.172 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 19 |
| Average sates \$ | 222.139 |
| Average expense \$ | 202.857 |
| Average net profits | 19.282 |
| Iusineses reporting loss (Mo.) | 5 |
| Avorage sales | 117.358 |
| Average expense ${ }^{\text {a }}$ | 141.123 |
| Average net loss | -23,765 |

1987

| Mumber of observations in smmple <br> Average sales \$ <br> Aver age expense \$ <br> Averse net profi\& (loss) \$ | $\begin{array}{r} 23 \\ 334.582 \\ 315.734 \\ 18.848 \end{array}$ |
| :---: | :---: |
| Businesses reporting erofit (Mo.) | 20 |
| Avorage sales \$ | 336,858 |
| Average expenses | 313.465 |
| Average net profits | 23.393 |
| Dusinesses reporting lass (Mo.) |  |
| Average soles | 352.515 |
| Averse exponse 5 | 361. 433 |

(1) These estimstes are besed on sangle of businesses reporting sales between \$25.000 and \$2,000,000.

See toble ifor symbols and notes

TAELE 1. Selected operating ratios. in percent of sales, 1987
Nova Scotid. Food (Grocerles) Stores (SIC 6011)
$\frac{\text { Total (1) }}{33}(1)$
Bo: 4 om

| UpDer | ios |
| :---: | :--- |
| midde $25 \%$ | $25^{\circ}$ |


| Businesses in sample (No.) | 33 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| bow sales vaiue ( 5000 s) | (1) |  | -- | -- |  |
| High sales value ( 8000 s) | (1) |  | -- |  |  |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { Z busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ 25\% | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Totol | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 64.8 | -- | - | -- | - | 85.3 | 15.9 | -- | -- | -- | -- |
| Occupency expenses | 6.3 | -" | -- | - | -- | 38.8 | 6.4 | -- | -- | -- | -- |
| Deprecistion | 1.0 | -- | -- | -- | -- | 82.3 | 1.3 | -- | -- | -- | - |
| Repairss maintenance | 0.9 | -- | -- | -- | -- | 92.9 | 1.0 | -- | -- | -- | -* |
| Hest. light \& telephone | 1.8 | -- | -- | -- | -- | 96.9 | 1.8 | - | -- | -- | - |
| Rent | 2.6 | -- | -- | -- | -- | 57.6 | 4.5 | -- | -- | -- | -- |
| Personnel expenses | 9.1 | -* | -- | -- | =- | 98.8 | 9.2 | - | -- | -- | -- |
| Finencisl expenses | 1.9 | -- | - | -- | -* | 89.3 | 2.2 | - | -- | =- | - |
| Interest 8 bank charges | 0.9 | -- | -- | -- | -- | 87.4 | 9.0 | -- | -- | =- | - |
| Professional fees | 1.1 | -- | -- |  | -* | 84.8 | 1.3 | -- | -- | -- | -- |
| Other expenses | 18.9 | -- | -- | -- | -* | 100.0 | 18.3 | -- | -- | - | -- |
| Profit (loss) | $-1.0$ | *- | -- | -- | -* | 100.0 | -1.0. | -- | -- | - | -- |
| Totel | 100.0 | -- | -- | -- | -* | 100.0 |  | -- | -- | - | - |

```
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zero or mo observetions
-- \(t 00\) smeli 800 De expressed
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\(x\) confionenil
```


## pornotee

(1) These estimeies are besed on sumple of businesses reporing sales Detween $\mathbf{\$ 2 5 , 0 0 0}$ end \$2.000,000

21 value lotel weighted expenditure on given item

3) Velue in each cell, lotal woighted expenditure an given item

This portion of the table pertains only to the businesses reperting the specific expense iten. Thertore these retios ept celculted individuslly and the totsl will not necesserily quel 100\%

## Motes

Dsta ere shown by quartiles when st least 13 of the senpled businesses report the specific item.
 one qusper of the totel number of businesses. Within eech quartile, the everage petio is presented. for comperison purposes. the high end low volues of salus or shown.

How to uee the seties
(11) locete the ppropriste seles pange thet is displeyed on the two lines entitled chow seles velue and migh sales velue"
(2) The selected penge will indicete the proper ousertile. i.e. 2he bottom 25\%, the lower midde 25\%. the upper middi 25s or the top $25 \%$
(1) Date pertnining to the selected selss slz rang will be in thet quertile.

## 

[^27]TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Nova Scotia. Food (Groceries) Stores (SIC 6011)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe r middle 25: | $\begin{array}{r} \text { Upper } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) Low sales value $(\$ 000$ 's) High sales value ( $\$ 000$ 's) | 28 111 111 | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  | -- | -- |
| Cash Accounts and notes receivable | 6 | -- | -- | -- | -- |
| Inventory |  | -- | -- | -- | - |
| Other current assets | 70 | -- | -- |  |  |
| Total current assets | 76 | -- | - | - |  |
| Fixed assets | 69 |  | -- | *- |  |
| Less: Accum. dep. on fixed assets Other assets | - | -- |  |  |  |
|  |  |  |  | -- | - |
| Totml essets | 153 | -- | -- |  |  |
| Lisbilities end equity Current loans |  |  |  |  | -- |
| Other current liabilities | 43 | -- | .- | -- |  |
| Total curpent lisbilities | 57 | -- | -- | -- |  |
| Mostgages dayable | 20 |  |  |  |  |
| Long tert deb? Other liabilities | 20 47 | -- |  | -- | -- |
| Total lisbilities | 124 | -- | -- | -- | -- |
| Totel equity | 29 | -* | -- |  |  |

11 These estimates or besed on a sonple of busingses reporting seles between $\$ 25.000$ and $\mathbf{2 2}, 000,000$.

Soe Table 1 for symbois and notes

TABLE 3. Financial ratios (1) for incorporited businesses only, 1987
Nove Scotis. Food (Grocerles) Stores (SIC s011)


| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | (11) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (times) | 1.3 | -- | -- | .- | -- |
| Leverage ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Dedt ratio (times) | $\begin{aligned} & 4.3 \\ & 1.5 \\ & 0.8 \end{aligned}$ | -- | -- |  |  |

(11) The rapios represent the everage of potios for each business in the group ond ennot be celculeted from the figures show in teble 2 .
(2) These estimeter besed on semple of businesses reporting seite between $\$ 25.000$ end $\$ 2.000 .000$.

Sec rable 1 for symols and motes.

## Definitions:

1. Liquidity rotio:

Current $=$ current assets / current liabilities.
2. Levernge retios:
a) Debr/equity $=$ rotal 1 isoilities $/$ equity
b) Dedt ratio $=$ total labilites / total assets
cl Interest coverage $=$ net profit . interest expense / interest expense

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

| Total(1) Bottom | Lower | Uoper | Top |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | midole $25 \%$ | $25 \%$ |


(1) These estimates are besec on semple of incorported businesses reporting sales between 25,000 end $\$ 2,000,000$. Smple count includes only those bus inesses reporting statement of changes.
see isble 1 for symbols ano notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic clessification in iget
Nova Scotim. Food (Groceries) Stores (SIC 5011)
Business size expressed in
sverage labour units(i)

| 1884 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 53 | 64.494 | 6.510 | 12 | 9 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 66 18 4 5 | $\begin{array}{r} 2.858 \\ 5.866 \\ 7.856 \\ 47.914 \end{array}$ |  | $\begin{array}{r} 10 \\ 2 \end{array}$ | $\begin{aligned} & 8 \\ & 2 \\ & 1 \\ & - \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Tetel | 109 | 78. 128 | 7.883 | 25 | - |
| $\begin{aligned} & \text { tess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 72 26 7 4 | 3.022 7.784 8.961 58.661 | $\begin{array}{r} 300 \\ 781 \\ 899 \\ 5.883 \end{array}$ | 16 5 3 1 | . $\quad$. |

(1) Average lebour units are culculated by dividing total payroll by the everege annuel wege end solary rate is reported in the

Surver of Emplovment. Payroll and Hours. Statistics Conede. Catologue 92-002. An overege labour unis could de interpreted as a full-ife employe. Mote that the Dusiness size groups used ar deternined ot the cenode level. fhus if dusiness hos of latit 500 employees in Cansde as whole but less than that number in any given province it is show in the 500 ond over group.
$(2)$ Refers 10 businesses peporting no payroll deductions in the previous year
(3) Refers 10 businesses rnporting no payroll deductions in the following yeap
"Newty reportinge and ho longer reporting businesses are assumed to hove been in activity for six months and the informion is ajusied accordingly

See Table 1 for symbols and motes

TABLE 6. Seiected operating charmcteristics of suall businesses by sales quartile. $1985-1987$ Nove Scotie. Food (Groceries) Stores (SIC 6019)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | UDDE? miadle $こ 5$ * | $\begin{aligned} & \text { Top } \\ & \text { 25\% } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | 231 |  |  |  |  |
| Average sales 5 | 238,796 | 48.727 | 111.859 | 214.447 | 580,139 |
| Average expense \$ | 231.454 | 44.995 | 107.458 | 205,264 | 568.098 |
| Average net profit (loss) \$ | 7.342 | 3.732 | 4.111 | 9,183 | 12.041 |
| Businesses reporting profit (Mo.) average sales $\$$ | 190 235.938 | 48.201 |  |  | 572.552 |
| Average expense \$ | 223,983 | 40.044 | 103.026 | 200.291 | 552.572 |
| Averape net profits | 11.955 | 8.157 | 8.638 | 11.043 | 19.980 |
| Businesses reporting alose (Mo.) | 41 |  |  |  |  |
| Average sales | 252.596 | 50.048 | 112.257 | 237.084 | 610.995 |
| Aversge expense $\$$ | 261.489 | 57.429 | 115.865 | 241.427 | 631.235 |
| Average net loss \$ | -8.893 | -7.389 | -3.608 | -4,343 | -20.240 |

1986


1987

(11) These estimetes ar besed on semple of businesses reporing seles between $\$ 25,000$ and $\$ 2,000,000$.

See toble ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotit. Food (Specialty) Stores (Sic 6012)

|  | Totalil) |  | Bottom 25: |  | Lowe:$\text { miade } 25 \%$ |  | UDPer$\text { miodle } 25^{\circ}$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D.-a.est in sampie (No. <br> : value ; 3000 s) <br> es velue $\{\$ 000$ 's | $\begin{aligned} & 164 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 1 \\ & 94 \end{aligned}$ |  |  | $\begin{array}{r} 94 \\ 208 \end{array}$ | $\begin{aligned} & 208 \\ & 357 \end{aligned}$ |  |  | $\begin{aligned} & 35 ? \\ & 111 \end{aligned}$ |  |
| Selected expense item | Industiy overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting Dusinesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tots 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midd 25\% | $\begin{gathered} \text { Upoer } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 73.1 | 76.6 | 71.6 | 69.4 | 74.8 | 93.6 | 78.1 | 76.6 | 76.1 | 80.3 | 79.7 |
| Occupency expenses | 5.0 0.8 | 5.1 0.2 | 5.7 0.6 | 4.8 | 4.2 1.2 | 100.0 61.8 | 5.0 1.3 | 5.1 1.0 | 5.7 1.2 | 4.8 1.5 | 1.2 |
| Repairs \& maintenance | 0.6 | 0.8 | 0.5 | 0.5 | 0.5 | 80.2 | 0.7 | 1.1 | 0.7 | 0.7 | 0.5 |
| Mest. light s telephone | 1.9 | 2.7 | 2.1 | 1.6 | 1.3 | 98.4 | 2.0 | 2.7 | 2.1 | 1.7 | 1.3 |
| Rent ${ }^{\text {a }}$ | 1.6 | 1.4 | 2.4 | 1.3 | 1.2 | 42.5 | 3.8 | 4.2 | 5.6 | 3.0 | 2.4 |
| Personnel expenses | 5.3 | 3.2 | 4.2 | 5.3 | 8.5 | 80.2 | 6. 6 | 5.7 | 5.2 | 6.0 | 8.9 |
| Finmencl expenses | 2.2 | 2.8 | 2.6 | 2.1 | 1.2 |  |  |  |  |  |  |
| Interest 8 Dank charges | 1.9 0.2 | 2.7 0.1 | 2.3 0.3 | 1.8 0.3 | 0.9 0.3 | 67.8 66.3 | 2.8 0.4 | 4.4 | 3.9 0.5 | 2.5 0.4 | 1.2 0.3 |
| Other expenses | 12.0 | १. 6 | 11.7 | 14.6 | 10.1 | 100.0 | 12.0 | 19.6 | 11.7 | 14.8 | 10.1 |
| Ppofit (lese) | 2.5 | 0.7 | 4.2 | 3.5 | 1.2 | 99.5 | 2.5 | 0.7 | 4.2 | 3.5 | 1.3 |
| Tosal | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | - . | . . |  |

## Symole

- zero or no observations
- 100 small too de expressed
not applicoble
$\times$ confidential


## Footnotes

11 inese estimates are besed on semple of businesses reporting seles between $\mathbf{8 2 5 , 0 0 0}$ end $82.000,000$.
lotel we ighed expenditure on a given item
(2) Value in each coll: $=\frac{\text { Totel weighed seles of businesses in the semple }}{x} 100$ for each outsile
(3) volue in each cell

Total weighted expenditure on a given item $\times 100$ for esch quartile.

This portion of the isble perteins only to the businesses reporting the specific oxpense item. Therefore these ratios sere celcted individually no the toial will not recesserily equal $100 \%$

## Mores

Deta ere shown by quartiles when ot lest 13 of the semplud businesses report the specific itan.
 one quarter of the lotel number of pusinesses. Within eech quartile, the everage retio is presented. for conparison purposes. the high ond low velues of seles or shown.

How to use the tebles
lif locte the opproprite seles range that is displeyed on the two lines antitle lom seles value" eng migh selas value".
121 The selected renge witl indicete the proper quitrile. $i$. the bottom 25z. the lower midde 25x. the upper widde 25\% or the top $25 \%$
(3) Dets perteining to the selected seles size renge will be in thet quertile

## $\therefore$ :crserd Industriat CIBsificetion Definition (SIC 1980):

## StE 5012. Speeinity Food Stores

Businesses primarily engoped in resail deeling usually in one line of food. Included in this industry are those reteil bekeries which sell meinly purchased goods and shops which dake their products on the premises and sell them over - the-counter to finel consumers. This industry inctuoes bread end paspry shops. Dutcher shops. confectionery sbores. dairy producps stores, delicetessens, fish end ses food stores. fruit end vegetable stores. heblin food stores. ice crean stores. milk stores and specitity food stores loxcept teke-out food servicesl

TABLE 2. Balance sheet profile for incorparated businesses only, 1987
Nove Scotie, food (Specialty) Stores (SIC s012)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lawe: $\text { micdle } 25 \%$ | Upder $\text { middle } 25 \%$ | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales vaiue ( $\$ 000$ 's) High sales value ( 8000 's) | $\begin{array}{r} 47 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh |  | -- | -- | -- | -- |
| Accounts and notes receivable | 5 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 59 | -- | - | -- | -- |
| Total current assets | 62 | -- | -- | -- | -- |
| Fixed assets | 56 | -- | - | -- | -- |
| Less: Accum. deD. on fixed assets | - | -- | - | -- | -- |
|  | 9 | -- | -- | -- | -- |
| Totsl sesets | 127 | = | - | -- | -* |
| Liebilities and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities } \\ & \text { Ota }\end{aligned}$ | 15 37 | -- | -- | -- | -- |
| Other curpent Total current liabilities | 52 | -- | -- | -- | -- |
| Morigages payable | - | - | -- | -- | -- |
| Long ierm debt | 11 | -- | -* | - | - |
| Other lisbilities | 38 | -- | -* | -* | - |
| Total listilities | $10 \%$ | - | - | -- | - |
| Total equity | 26 | -- | -- | -- | - |

(1) These estimates afe based on samplo of businesses peporting sales between $\mathbf{3 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 .}$

See table i for symools and noies.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Nove Scotis. Food (Specialty) Stores (SIC S012)

|  | Total(2) | $\begin{array}{r} \text { Bo:\$0m } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | UDPer $\text { middle } 25 x$ | Tod 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.l tow sales value ( $\$ 000$ 's) High sales velue ( $\$ 000$ 's) | $\begin{aligned} & 47 \\ & (1) \\ & 11) \end{aligned}$ |  | -- |  | -- |
|  |  |  | Average |  |  |
| Liquidity retio Curcent ratio (times) | 1.2 | -- | ** | -- | -- |
| Leverseg rotios. <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 4.0 \\ & 0.5 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(11) The retios represent the everge of retios for eech business in the group ond cennot be celculbeofrom the figures shown in fole 2 .

121 These estimetes ore bened on emple of businestes reporting seles between 825.000 end $82,000.000$
See isble i for symbols and neter.

## Definitiens:

1. Liquidity retio:

Curtent = current assets/ current liabilifies.
2. Leverege retios
ai Debl/equiqy : qota! liabiliqies / equiqy
bi Deot ratio = total liabilities/ total assets
c) Inierest coverge $=$ net profit + interest expense / interest expense.

TABLE 4. Statement of chunges in financial position for incorporated businesses only. ig87
Nove Scotit. Food (Speciblty) Stores (SIC 6012)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midale $25 \%$ | UDDe? middle 25\% | Too $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ifi sample (No.) Low sales value (\$000's) ب.gi sales value (\$000 s) | $\begin{aligned} & 17 \\ & (1) \\ & 11) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating activitios Cash from operations Deprecistion Other | $\begin{array}{r} -5 \\ 8 \\ 10 \end{array}$ | -- | -- | -- | =- |
| Dividends | - | -* | -* | - | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decreses in investment | -12 | -- | =- | - $=-$ $=-$ | - |
| Financing ectivities <br> Increse in long term debt <br> Repayment of long term deot <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> Increase in ou ity <br> Decresese in equity <br> Other | 7 -7 3 -1 | -- -- -- -- $-=$ -- | -- -- -- -- -- -- -- | -- | $-=$ -- -- -- $=-$ |
| Increase (decrease) in cash equivelenss Cash s equivalents-Beginning of the yeer Cash equivalents - End of the rear | 3 -1 2 | -- | -- | -- | -- |

 only those businesses reporting statumi of chenges.
See Table i for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciaselfication in i987
Nove Scotla, Food (Speclelty) Stores (SIC 8012)

| Busings size expressed in |
| :--- | :--- | :--- | :--- |
| verage labour units(l) |

(11) Average lobour units are colculated by dividing total poyroll by the average onnual wage and smlary rote fep reported in the

Survey of Employmens. Payroll and Hours, Statistics Consde. Copalogue 72-002. An sverage laboup unit could be interppeled as a
full-time employee mote that the business size groups used are determined ot the Conade level. Thus if obusiness has ot least
500 employees if canade as owhole but less than that number in any given province it is show in the 500 and over group.
${ }^{12}$ Refers to Dusinesses reporting no paypoll deductions in the previous yea?
13) Refers io Dusinesses reporiting no payroll ofductions in the following yes
"tewly reporifing and "no longer repolting" businesses ofe assumed to have been in activity for six months and the informotion is cjusied accordingly

Set lable 1 for symbols and notes.

TABLE 6．Selected operating chmpecteristics of small businesses by seles quartile．1985－1987 Nova Scotis．Food（Specialty）Stores（SIC 6012）


1985

```
Number of observations in sample
    Average sales g
    Average expense s
Businesses reporting profit (Mo.)
    Average sales s
    Average expense $
    Averege net prof it ?
Businesese reporsing lose (Mo.)
    Aver音ge sale⿻丷木
    Average mxpense $
    Average net loss$
Number of observations in sample
Average sales g
Average expense \(\$\)
Average net profit \｛loss）\(\$\)
Businesses reporting eprofit（Mo．）
Average sales s
Average expense \(\$\)
Average net profit 5
Businesees reporsing loss（Mo．）
Average sales \(\$\)
Average expense \(\$\)
Average net loss \(\$\)
```

    79
    210.464
206.444
4.020
32.277
33.771
70.805
33,771
$-1,494$
250.50
236,615
13.839
19
280.927
295,524
285,524
295,54
$-14,597$
32.277
33.771
33.771
-1.494
77.258
02,247
102.247
$-24,989$
65.922
57.765
8.957
171.257
158.109
13.148
514.183
493.971
20.212
206.444
4.020
76.926
162.558
564.376
1985

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotis, Preseription Drugs Patent Medicine Stores (SIC E03)

| Total11: | Bottom 25\% | Lower | Uope: $\text { midole } 25 \text { : }$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |



## Symols

- zero of no observetions
- too snell tos be expresseo
not epplicole
$x$ configentis!


## Footnotes

 Totsl ignted expenditure on given item


131 Velue in each cell $=\frac{\text { Total wighted expenditure on given item }}{\text { Totel weighted seles of businesses reporiing this item of expenditure }} 100$ for esh querile.
This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these fotios ere celculed indiviouslly and the coial will not necessarily equel loos.

## moter

Date ere shown by quariiles when at lest 13 of the sempled businestes report the specific itam
hecords were penked in ascending order sccording to seles ize. Eseh guertile li. . Dottom 25z, Iower midde 25z, etc.l represents one querter of the totai number of busintses. Within esh quertile. the everege retio is presented. For conpsiton purposes. the high and low values of swite er shown

## How to use the tebles

It Locet the spproprise eales ronge thet is displayed on the two lines entitled low seles volut and migh seles velue"
121 The selected renge will indicate the proper quertile. i. e. the bettom 25z. the lower miode 25z. the upper widde 25t or the top 258.
(3) Dete pertaining to the selcted seles size range will be in that quartile.

Stenderd Industris) Clastification Definition 1516 1880):
SIC 8030 - Prescription Drugs and Petent Medicine Stores
8usinesses primepily engaged in retail dealing in prescription orugs end patent or proprietery ond herbal medicines. sick room supalies. cosmetics and toiletries

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Nove Scotis. Prescription Drugs \& Patent Mediclne Stores (Sic 603)

|  | To:alil) | Bot tom 25\% | Lowe: $\text { middle } 25 \%$ | Lipper midele 25* | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\$ 8000$ 's) H.gh sales value $(3000$ 's) | 46 $(1)$ 11 |  | -- | -- | -- |
|  | Averoge (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Aceounts and notes receivable | 46 | -- | -- | -- | -- |
| Inventory <br> Other current assets | 229 | -- | -- | -- | -- |
| Total current assets | 274 | -- | -- | -- | -- |
| Fixed essets | 63 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 43 | - | -- | -- | -- |
| Total ussets | 380 | - | =- | -- | - |
| Limbilities end equitr ${ }^{\text {a }}$ (ument |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities }\end{aligned}$ | 17 105 | -- | -- | -- | -- |
| Total current liabilities | 121 | -- | -- | .. | -- |
| Mortgages oayable | - | -- | -- | -- | -- |
| Long term deet | 7 | - | - | -- | - |
| Dther liabilities | 37 | -* | -- | -- | -- |
| Total liabilities | 163 | -- | -- | = | - |
| Total equity | 216 | -- | -- | -- | -- |

(11) These estimates ore besed on sample of businesses reporting $\$ 81$ es between $\$ 25.000$ ond $\$ 2.000 .000$.

See Table 1 for symols and notes

TABLE 3. Financial ratios(1) for incorporated businesees only, 1987
Move Scotie, Prescription orugs f Petent medicine Stores (SIC 603)



121 These estimetere boned on semple of bustnesses reporting seles betwen 825.000 shd 82.000 .000
See Iede i for symools and notes.

## Definition:

f. Liquidity retio:

Current : current assets / current iabiifies
2. Leverege retios:
a) Deti/equity = total liabilities / equity
b) Debi ratio $=$ total lisbilities $/$ total assets
c) Interest coverage $=$ net profit inierest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nova Scotia. Prescription Drugs satent Medicine Stores (SIC 603)


 onty those businesses peporting sterement of changes.
Sen tabia i for symbols and notes.

TABLE 5. Employment changes by tize of business, 1984-1987 based on Sic cisesification in i987 Nova Scotim, Preseription Drugs fetent Medicine Stores (SIC 609)


(11) Aversge lobour units ape calculated by dividing totel payroll by the averoge annul wage and solary pate as peported in the survey of Emplovment. Payrall and Hours. Statistics Conods. Catalogue $72-002$. An overage labour unit could be interpretto as a full-time employer. Note that the Dusiness size groups used are oetermined at the canode level. Thus if ousiness hes of least 500 enployees in Canads as a whole but lass than that number in any given province it is shown in the 500 and over group
121 Refers to Dusinesses feporting no payrall deductions in the previous year
131 Refers to businesses repoping no paypolt deductions in the following year.
-Newly reporting" and no tonger reporting" businesses are assumed to have deen in activity for six months and the intormation is adjusted accopaingly
see iable i for symols and nozes

SOURCE: Small Business and Special Survers Division, Stetistics Cansoan.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nova Scotia. Prescription Orugs : Patent Medicine Stores (SIC 603)

| Total(1) | Lower | Uom | Uoder | Top |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | $25 \%$ |  |

1985

Mumber of observations in semple
Aversoe sales $\$$
Averoge expense $\$$
Average net profit (loss)

Businesses peporting profit (Mo.)
Average gales 5
Aversge expenses
Aver 700,828
$\begin{array}{lr}\text { aversge expenses } & 700.828 \\ \text { Averge net profits } & 63.043\end{array}$

Businesses reportine lose (Mo.)
Average sales $\$$
Average expenses
Average net loss \$
765.46
765.416
707.071
-
763.871
903.630
922.746
-19.116

1986

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 82 \\ 876.361 \\ 835.924 \\ 40.437 \end{array}$ | $\begin{array}{r} 233.214 \\ 235.975 \\ -2.761 \end{array}$ | $\begin{array}{r} 698.143 \\ 697.549 \\ 594 \end{array}$ | $\begin{array}{r} 997.730 \\ 906.069 \\ 91.661 \end{array}$ | $\begin{array}{r} 1.576 .356 \\ 1.504 .104 \\ 72.252 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 70 |  |  |  |  |
| Aversoe sales 5 | 869.157 | 172.973 | 728.463 | 997.730 | 1.577.463 |
| Average expense \$ | 811.034 | 159.060 | 691.703 | 906.069 | 1.487.302 |
| Average net profit | 58.123 | 13.913 | 36.760 | 91,661 | 90.161 |
| Businesses peporting lose (Mo.) | 12 |  |  |  |  |
| Average sales \$ | 834.095 | 293.559 | 643.213 |  | 1,565.502 |
| Average expense ${ }^{\text {a }}$ | 896,641 | 313.036 | 708.140 |  | 1.658.746 |
| Average net loss \$ | -62.566 | -19,467 | -64.927 | - | -103.244 |

1987
Number of observations in sample
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$

| $\begin{array}{r} 80 \\ 1.003 .031 \\ 95.372 \\ 67.659 \end{array}$ | $\begin{array}{r} 553.855 \\ 507.380 \\ 46.475 \end{array}$ | $\begin{array}{r} 841.357 \\ 795.632 \\ 45.725 \end{array}$ | $\begin{array}{r} 1.072,724 \\ 984,605 \\ 88.119 \end{array}$ | $\begin{array}{r} 1,544.187 \\ 1,453.869 \\ 90.318 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1.007.651 |  |  |  |  |
| 9.01.051 | 589.706 | 791.508 | $1.075,389$ 981.037 | 1.574.717 |
| 76.607 | 50.023 | 49.259 | 94.352 | 112.793 |
| 5 |  |  |  |  |
| 992.657 | 756.728 | 849.510 | 1.033 .814 | 1.330 .475 |
| 1.012.188 | 761.209 | B53.370 | 1.036.693 | 1,397.478 |
| -19.531 | -4.481 | -3,760 | -2.879 | -67.003 |

111 These estimbtes are besed on sample of businesses reporting ssles between \$25,000 sno \$2.000.000.
See table, for symbis and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Seotle, Pharmacies (SIE 5031)


| Botiom |  |
| :---: | :---: |
| 25\% | miodle |

Upoer
middle $25 \%$
ToI

| Businesses ir sample (No.) Lam sales value ( 8090 s) High sales value i 3000 's |  | (18) |  | -- |  | -- |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Solected expense item | Industry average (2) |  |  |  |  | $\left\|\begin{array}{c} x \\ x \\ \text { bossis } i- \\ \text { nosses } \\ r e x o r t i n g ~ \end{array}\right\|$ | Reporting businasses only (3) |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{gathered} \text { UDDer } \\ \text { middI. } \\ 25 \% \end{gathered}$ | Top 25\% |  | Total | Bot 10 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd I } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UDDe i } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soies |  |  |  |  |
| Cost of males | 64.8 | -- | -- | -- | - | 57.5 | 66.4 | -- | -- | -- | -- |
| Decupancy expenses | 3.7 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |
|  | 1.1 0.4 | -- | -- | -- | -- | 96.0 86.1 | 1.2 | -- | -- | -- | -- |
| Hesi. light a telephone | 0.7 | -- | -- | -- | -- | 98.1 | 0.7 | -- | -- | -- | -- |
| Rent | 1.6 | -- | -- | -- | -- | 75.6 | 2.1 | -- | -- | -- | -- |
| Personnel expenses | 15.9 | - | -- | -- | -- | 100.0 | 15.9 | -- | -- | -- | -- |
| Finencial expenses | 1.1 | -- | -- | -- | -- | 100.0 | 1.1 | -- | -- | -- | -- |
| Interest \& bank charges | 0.6 | -- | -- | - | -- | 98.4 | 0.6 | -. | -- | -- | -- |
| Protessional fees | 0.5 | -- | -- | -- | -- | 92.6 | 0.5 | -- | -- | -- | -- |
| Other expenses | 6.9 | -- | -- | -- | -- | 100.0 | 6.9 | -- | -- | -- | -- |
| Profit (loss) | 7.8 | -- | -- | -- | -- | 100.0 | 7.6 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Symols

- zero or no observations
- $\quad 100$ smell 100 de expressed
not applicable
$\times$ confidentil


## Footnotes

111 These estimetes ere bused on e semple of businesses reporting seles betwen $\$ 25,000$ and $\$ 2.000,000$
2) Value in each cell $=$ Total weighted expendiqur on given ilem
(3) Value in each cell
$\frac{\text { lotal weighted expendique on a given item }}{\text { Total wighted sates of businesses reporting this item of expenditure }} 100$ for each queftile

This portion of the toble pertins only to the businesses roporting the specific expense item. inertore these ration ore cotcutated individuelly and the cosel will not necesserily coud $100 \%$.

## motes

Dete ere shown by quertiles when $\quad$ it lest 13 of the sampled busingsses report the specific item
pecords were finked in sscending order eccording to salas size. Eech quertile (i. botton 25\%. lower middle 25z. eic.) pepresents one querter of the totel number of businesses. Within each quartile. the overage retio is presented. For comoapison purposes. the high end low vilues of sales ere shown

Mow to ute ine sebles
(1) locat the epproprise seles renge that is displeyed on the two fines entitled mom sules velue" and migh selos veluet.
(2) the selected renge will indicete the proper quertile. i. the botton 25\%. the lower nidde 25\%. the upper midele 258 or the top 25\%
(3) Otet percoining to the selected selas size renge will be in thet quertile

Stenderd Indutrisl Clestificstion Definition (SIC 1580):

[^28]TABLE 2. Balance sheet profile for incorporated bustnesses only, 1987
Nove Scotia. Pharmacies (SIC 6031)

| Total(1) Bottom | Lower | Upoef | midde $25 \%$ |
| ---: | ---: | ---: | ---: |


| Businesses in sampie (No.) Lom sa es value $\left\{\$ 000^{\prime}\right.$ s) Hign sales value ( $9500{ }^{\prime}$ 's) | $\begin{aligned} & 45 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Astets |  |  |  |  |  |
| Cash |  | -- | -- |  |  |
| Accounts and notes ceceivable | 46 |  | -- | -- |  |
| lnventory | 231 |  | -- | -- |  |
| Other curpent assets | 231 |  | -- | -- |  |
| Total current assets | 277 |  | -- | - | -- |
| Fixed essets | 62 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other assets |  | -- | -- | -- | -- |
| Other assers |  |  |  |  |  |
| Total escets | 377 | - | -- | -- | - |
| Liabilities and equity |  |  |  |  |  |
| Cuptant loans | 17 | -- | -- | -- | -- |
| Other current limbilities | 105 | - | -- | -- | -- |
| Total current liabilities | 122 | - | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 5 | -- | -- | -- | -- |
| Other liabilities | 38 |  | -- | -- | -- |
| Total liabilities | 165 | -- | -- | -- | - |
| Total equity | 212 | -- | -- | -- | -- |

(1) These estimates are based on sampl of businesses repopting saies between $\$ 25,000$ and $\$ 2,000.000$.

See rable i for symbols and notes.

TABLE 3. Financial ratios(1) for tncorporated businesses only. 1987
Nove Scotle, Pharmacies (SIC 6031)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowep $\text { middle } 25 \%$ | Updef misde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low seles value ( $\$ 000^{\prime}$ s) <br> High soles value ( $\$ 000^{\prime}$ ) | $\begin{array}{r} 45 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cutrent ratio (times) | 2.3 | -- | -- | -- | -- |
| Leverage fatios ```Debt/equity iatio (times) Interest coverage ratio (times) Debt retio (times)``` | $\begin{array}{r} 0.8 \\ 10.5 \\ 0.4 \end{array}$ | -- | -- | -- | -- |

(1) The ratios ropresent the evernge of retios for each business in the group ond connot be calculated from the figures shown in toble 2 . (2) These estimnter ore besed on smple of businesses reporting seles berween $\$ 25,000$ and $82,000,000$.

Set Table i for symols and mores.

Onfinitions:

1. Liquidisy ratio:

Current $=$ currens assets / currens liabilisies
2. leverege ritioz:
8) Dett/equity = tozal liabilisies/equity.
b) Debt ratio $=101$ al liabilities $/$ total assets.
es Interest coverage $=$ net profit . interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotle. Pharmscies (SIC 5031)

|  | Totalil) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | cowe! <br> midole 25\% | UDDE: midole 25: | $\begin{aligned} & \text { TOF } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole No. - sales value $1 \$ 000$ s! - ;oles value $\$ \$ 000$ s! | $\begin{aligned} & 42 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & \text { (1) } \\ & 795 \end{aligned}$ | $\begin{aligned} & 795 \\ & 937 \end{aligned}$ | $\begin{array}{r} 937 \\ 1.98 \end{array}$ | $\begin{gathered} 1.148 \\ 111 \end{gathered}$ |
|  | Average ( $8000{ }^{\circ}$ ) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 57 \\ 14 \\ 5 \end{array}$ | $\begin{array}{r} 39 \\ 10 \\ \hline \end{array}$ | 40 12 -1 | $\begin{array}{r} 60 \\ 11 \\ 3 \end{array}$ | 87 20 17 |
| Dividends | $-17$ | -11 | -14 | -22 | -20 |
| Investment sctivities Disposal of fixed assets Purchese of fixed assets Incresse in investment Decreese in investment | 8 -27 -9 - | -24 | -11 | $\begin{array}{r} 15 \\ -17 \\ -12 \end{array}$ | $\begin{array}{r}9 \\ -55 \\ -24 \\ \hline\end{array}$ |
| Financing ectlvities <br> lncrease in long term debt Reparment of long term debt Loans from shareholders Repayment of loans from sharsholders Advances 8 loans from government <br> Increase in equity <br> Decresse in equity <br> Other | 4 -9 6 -8 - - - -1 | 5 -4 -8 -8 - - -2 | 2 -12 4 -9 - - -1 | 1 -7 18 -10 - 2 -2 | 9 -13 3 -4 - - - -1 |
| Increses(decrease) in cash \& equivelents Csh equivalents-Beginning of the year Cash equivalents . End of the yemr | 23 16 39 | 8 | 14 26 40 | 39 3 42 | 30 32 62 |

(1) These essimetes are based on sample of incopporated businesses reporting seles detween $\$ 25,000$ und $\$ 2,000,000$. Sample coumt includes only those businesses reporting stotement of chonges.
see roble ifor symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on Sic ciaselfication in 1987
Nove Scotis. Phermacles (SIE 8031)


[^29]TABLE 6. Selected oporating characteriztics of small businesses by sales quartile. 1985-1987
Nove Scotle. Phermecies (Sic 6031)


| Mumber of observations in sample | 45 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales 3 | 765. 106 |  | -- | -- |
|  | 707.063 58.343 |  |  |  |
| Businesses reporting eprofit (Mo.) | 41 |  |  |  |
| Average salus s | 763.851 | -- | -- | -- |
| Average expenses | 700, $8: 8$ | -- |  | -- |
| Averspe net profit \$ | 63.043 | -- | -- | -- |
| Businesses raporting a loss (Mo.) | 9 4 |  |  |  |
| Average soles ${ }^{\text {s }}$ | 903.630 | -- |  | -- |
| Average expense \$ | 922.746 -19 | -- |  | -- |
| Average net loss \$ | -19,116 | -- | -- |  |

1986

| Number of observation: in tample <br> Average sales 5 <br> Average expense $\$$ <br> Average net prof it (loss) $\$$ | $\begin{array}{r} 80 \\ 929.264 \\ 887.775 \\ 41.489 \end{array}$ | $\begin{array}{r} 286.2 E 8 \\ 289.310 \\ -3.042 \end{array}$ | $\begin{array}{r} 731.213 \\ 729.664 \\ 1.549 \end{array}$ | $\begin{array}{r} 1.040 .343 \\ 944,548 \\ 95.795 \end{array}$ | $\begin{array}{r} 1.659 .233 \\ 1.587 .575 \\ 71.657 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesges reporting prof it (Mo.) Average saies $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 68 \\ 937.996 \\ 877.574 \\ 60.422 \end{array}$ | $\begin{array}{r} 267.785 \\ 249.824 \\ 17.951 \end{array}$ | $\begin{array}{r} 772.823 \\ 738.566 \\ 34.257 \end{array}$ | $\begin{array}{r} 1.040 .343 \\ 944.548 \\ 95.795 \end{array}$ | $\begin{array}{r} 9.679 .034 \\ 1.577 .356 \\ 93.678 \end{array}$ |
| Businesses roporting e loss (Mo.) <br> Average sules 5 <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 12 \\ 837.581 \\ 900.713 \\ -63.032 \end{array}$ | $\begin{array}{r} 301.552 \\ 321.962 \\ -20.410 \end{array}$ | $\begin{aligned} & 645.989 \\ & 711.431 \\ & -65.442 \end{aligned}$ | - | $\begin{array}{r} 1.565 .502 \\ 1.568 .746 \\ -103.244 \end{array}$ |
|  |  |  | 1987 |  |  |
| Mumber of observations in semple <br> Average sales $\$$ <br> Average expenses <br> Average net profit (loss) | $\begin{array}{r} 59 \\ 995.799 \\ 926.979 \\ 68.820 \end{array}$ | $\begin{array}{r} 538.910 \\ 492.183 \\ 46.727 \end{array}$ | $\begin{array}{r} 836.803 \\ 791.258 \\ 45.545 \end{array}$ | $\begin{array}{r} 1.068 .584 \\ 987.461 \\ 81.123 \end{array}$ | $\begin{array}{r} 1.538 .900 \\ 1.437 .013 \\ 101.887 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average sales <br> Aversge expense $s$ <br> Average net profits | $\begin{array}{r} 54 \\ 999.794 \\ 921.484 \\ 78.310 \end{array}$ | $\begin{array}{r} 522.608 \\ 472.049 \\ 50.559 \end{array}$ | $\begin{array}{r} 835,949 \\ 787.117 \\ 48.832 \end{array}$ | $\begin{array}{r} 1.071 .068 \\ 983.944 \\ 87.124 \end{array}$ | $\begin{array}{r} 1.569 .551 \\ 1.442 .827 \\ 125.724 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average expense $s$ <br> Average net loss 5 | $\begin{array}{r} 5 \\ 992.657 \\ 1.012 .188 \\ -19.531 \end{array}$ | $\begin{array}{r} 756.728 \\ 751.209 \\ -4.489 \end{array}$ | $\begin{array}{r} 849.610 \\ 853.370 \\ -3.760 \end{array}$ | $\begin{array}{r} 1.033 .814 \\ 1.036 .693 \\ -2.879 \end{array}$ | $\begin{array}{r} 1.330 .475 \\ 1.397 .478 \\ -67.003 \end{array}$ |

[^30]See table i for symbols sid notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotit, Men's Clothing Stores (SIC 6121)

|  | Total(1) | $\begin{array}{r} 50+10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { midele } 25 \%$ | $\begin{aligned} & \text { UoDer } \\ & \text { midde } 25: \end{aligned}$ | Tof $250 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No.) | 34 |  |  |  |  |
| Low sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | -- | -- | -- | -- |
| High sales value ( $\$ 000$ 's) | (1) |  | -- |  |  |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { z busi } \\ & \text { nosses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { middl } \\ 25 \% \end{array}$ | TOD 25\% |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TO0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sulus | 40.2 | - | -- | -- | - | 72.3 | 55.5 | -- | - | -- | -- |
| Oecupaney expenses | 13.3 | -- | = | - | -- | 100.0 | 13.3 | -- | - | -- | -- |
| Deprecistion | 0.5 | -- | -- | -- | -- | 73.7 | 0.7 | -- | -- | -- | - |
| Repairs 8 maintensnce | 1.8 | -- | - | - | -- | 68.2 | 2.7 | -- | -- | -- | -- |
| Heat, light \& telephone | 3.3 | -- | -- | -- | -- | 81.6 | 4.1 | -- | -- | -- | -- |
| Rent ${ }^{\text {ent }}$ | 7.6 | -- | -- | - | -- | 90.9 | 8. 3 | -- | -- | -- | -- |
| Personnel expenses | 18.0 | -- | -- | - | -- | 83. | 21.5 | =- | - | - | -- |
| Financial expenses | 3.5 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |
| Interest s bank chapges | 3.0 | -- | -- | - | -- | 83.7 82.3 | 3.6 0.6 | -- | -- | -- | -- |
| Professional fees | 0.5 | -- | -- | -- | -- | 82.3 |  | -- | -- | -- | - |
| Other expenses | 19.7 | - | - | -- | -- | 100.0 | 19.7 | -- | - | -- | =- |
| Profit (loss) | 5.3 | - | - | - | - | 100.0 | 5.3 | -- | -- | -- | -- |
| Totel | 100.0 | -- | -- | -- | - | 100.0 | ... | -- | -- | =- | -- |

## Sybols

- zero or no observetions
-- 100 smell too be expressed
not applicable
- contidensial


## Footnoter

(1) These estimates ore besed on sempl of buvinesses reporting sales between $\$ 25,000$ ono \$2,000.000.
(2) Velue in each coll= $=$ Total wighted expenditure on given item
(3) Value in each cell $=\frac{\text { Total weighted expendiqure on given iten }}{\text { Totel weighted sales of businesses reporting this item of expendiqure }} \times$ loo for esch quertile

This portion of the table pertaing onty to the businesses reporting the specific expense item. inerefore these retios ert calculated individually and the tosal will not necesserily equal $100 \%$.

## Moter

Oute are shown oy quersiles when of lesst 13 of the sampled businesses report the specific item.
Records were renked in ascending opder eccording to soles size. Each quartile (i. botzon 25\%, lower midde 25\%, Etc. 1 rapresents one quarter of the totel number of businesses. Within each quertite, the everage rasio is presented. for comperison purposes, the high and low velues of soles ore shown

How to une ite petios

(2) The selected renge will indicete the proper quertile, i. e. the bottom $25 \%$. the lower nidde 25\%. the upper midde $25 \%$ or the top 258
131 Date pertaining so the selected stles size range will be in inet quertile.

## Stenderd Industrial Clssificetion Definition (SIC 1880):

sIC 6121. Men's Closhing stores
Businesses primarily ongaged in retsil dealing in men's ond boys' clothing lexcept athleitel and acessories. 8usinesses primerily engaged in custom toiloring are included here. Businesses engaged in reiail men's and Doys' apparel. retail men's and boys' bethwear relail men's and boys' clothing, men's custom tallored clothing. men's retail gloves. habercashery. retail men's and boys' hets and caps. retail men's and boys' hosiery. reqail men's and boys' jackets, relail men's and Doys' neckwear, men's elothing stores. retail ren's furnishings. reiail men's and boys overcoais. retail men's and boys pants ano slecks. reteil men's and boys' shiris. reiail men's and boys'sleep and loungeweat, relail men's and boys' sportsweap, retail men's and boys' suits. "etail men's and boys' swearers retail men's and boys' swimwear. retail mer's ano boys' underelothing petail men's and boys uniforms lexcept athleticl ond retpil men's and doys clothing are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Men's Clothing Stores (SIC 6121)
Total(9) Bottom Lower UDPer Tof

| Businesses in sample (No.) Low saies value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{aligned} & 30 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (3000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  |  |  |  |
| Accounts and notes receiveble | 19 |  |  |  |  |
| Inventory | 119 |  |  |  |  |
| Other curtent ussets | 111 |  |  |  |  |
| Total current assets | 130 |  |  |  |  |
| Fixed sssets | 34 | - |  |  |  |
| Less: Accum. deo. on fixed sssets | - | - |  | -- |  |
| Other assets | 20 | -- | -- | -- | -- |
| Total assets | 184 | -- | - | -- | -* |
| Liabilities and equitr |  |  |  |  |  |
| Current loans | 29 |  | -- |  | -- |
| Other current liabilities | 61 |  |  |  |  |
| Total curent liabilities | 90 |  |  |  |  |
| Morigages payable |  | -- | -- |  |  |
| Long term debt | 19 | -- | -- |  |  |
| Other liabilities | 19 | -- | -- |  |  |
| Total liabilitios | 110 | -- | - | -- | -- |
| Totsl equity | 73 | -- | - | -- | - |

(11) These estimetes are based on senple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$

See Table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorported businesses only. 1987
Nove Scotia, Men's Clothlng Stores (S1t 5121)

|  | Total 12 ) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper $\text { midd } 25 \%$ | Tod $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vatue ( 5000 's) High sales value $\{\$ 000$ s $\}$ | $\left(\begin{array}{l} 30 \\ (1) \\ 1 \end{array}\right)$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquiditr retio Current ratio (times) | 1.4 | - | -- | - | - |
| ```Leverage rasios Dedt/equity ratio (times) Interest coverage ratio (times) Oebt retio (times)``` | $\begin{aligned} & 1.5 \\ & 1.3 \\ & 0.6 \end{aligned}$ | -- | -- | - | -- |

11) The retios represent the ever ofe pretios for esch business in the group and cannot be colcuiated from the figures shom in table 2 .

121 These estimetes mrt beted on seqple of businesses peporting seles between $\mathbf{8 2 5 , 0 0 0}$ and $\$ 2.000 .000$.
Ser Toble for symbols nod netes.

Definitions:

1. Liquidiey Petio:

Current a current sseets / current lisbilities.
2. Leverege retios:
) Debt/equity = Rots | iabilities/ equity.
b) Debi ratio = total liabilitios/ total essets
c) Interes: coverage $=$ net profit - interest expense $f$ intefest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotit, Men's Clothing Stores (SIC ह121)

|  | Total(1) | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | Lower $\text { midole } 25^{\circ}$ | UpDe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. 1 Low sales value is500's) Hign salas value $\left(3090^{\prime}\right.$ s) | $\begin{aligned} & 14 \\ & 11 \\ & 11 \end{aligned}$ | -- | -- |  |  |
|  |  |  | verage < $\$ 000$ |  |  |
| Operating activities Cash from operations Deprecistion Other | 4 | -- | -- | -- | -- |
| Dividends | -2 | =- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assuts <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | - 10 | -- | -- | -- | -- |
| Finencing ectivities <br> increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& toans from government <br> Incresse in equity <br> Decrease in equity <br> Other | 8 -5 1 -7 | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- -- |
| Incresse(decrease) in cesh \& equivalents Cesh aquivalents-Beginning of the year Cash \& equivelents = End of the yemr | $\begin{array}{r} -1 \\ -12 \\ -13 \end{array}$ | -- | -- | -- | -- |

 only those Dusinesses reporing sitetement of changes.
See table i for symbo:s and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic ciaselfication in ig87 Nove Scotis. Men's Clothing Stores (SIC 6121)

| Business size expressed in overage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \text { ( } \$ 000 \text { 's) } \end{array}$ | Average Iabour units(1) | Changes in number of businesses with peio employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 81 | 6.504 | 589 | 7 | 5 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 60 \\ 4 \\ 3 \\ 1 \end{array}$ | $\begin{array}{r} 2.622 \\ 1.285 \\ x \\ x \end{array}$ | $\begin{array}{r} 226 \\ 120 \\ 25 \\ 198 \end{array}$ | $?$ |  |
| 1987 |  |  |  |  |  |
| Totel | 66 | 7.613 | 625 | 7 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20 \text { - } 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 56 4 2 4 | 2.521 1.658 x x | $\begin{array}{r} 208 \\ 137 \\ 18 \\ 286 \end{array}$ | 5 <br>  <br> 1 | $\cdots$ |

(1) Average labour units ere calculated by dividing total payroll by the average annusi wage end salery rate as reported in the Surver of Employment, Payroll and Hours. Statistics Canada. Cetalogue 92-002. An merage labour unit could be interpreted as o full-ife amploye Note ihat the business size groups used ere deiermined at the Conada level. inus if a business has at leest 500 employets in Canada as a whole Dut less than that number in any given province it is shown in the 500 and over group.
(2) Refers to Dusinesses reporiting no payral! deductions in the previous year
(3) Refers to businesses reporiing no paypoll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed 10 mave deen in activity for six months and the information is adjusied accordingly.

See Tabl i for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Move Scotit, Men's Clothing Storet (Sic 6121)

|  | Total(1) | $\begin{array}{r} 80 t t o m \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smmple | 17 |  |  |  |  |
| Average sales $\$$ | 349.771 | -- | -- | -- | -- |
| Average expense $\$$ | 335.711 | -- | -- | - | -- |
| Averago net profit (loss) \$ | 14.060 | -- | -- | -- | -- |
| Businesees reporting a profis (Mo.) | 13 |  |  |  |  |
| Average sales \$ | 364,774 | -- | - | -- | =- |
| Average expense \$ | 338.452 | -* | -* | - | - |
| Average net profits | 26,312 | -- | -- | -- | -- |
| (tusinesses reporsing lose (No.) | 1 |  |  |  |  |
| Averoge sales ${ }^{\text {a }}$ | 386.460 | -- | - | -- | -- |
| Averge expense ${ }^{\text {a }}$, Averge net loss $\$$ | 412.944 | -- | -- | -- | -- |
| Average net loss \$ | -25.484 | -- | -- | -- | -- |

Mumber of observations in semple
Averoge sales
19
34.959
328.203
13.150
Average net Drofit (loss) \$
13.156

Businesses reporting profit (Mo.)
Aversge soles 5
14
256.705
Averoge expense s
238.280

Averge net profits 18.425

Buninesses reporting loss (Mo.)
Aversge sales
758.708 775.590

Averege net loses - 5 - 6.862

1987

| Number of observetions in sample <br> Averoge sales $\$$ <br> Average expense \$ <br> Averege net profit (loss) \$ | $\begin{array}{r} 36 \\ 305.720 \\ 299.361 \\ 5.359 \end{array}$ |
| :---: | :---: |
| Businesses reporting epofit (Mo.) | 22 |
| Average soles ${ }^{\text {S }}$ | 397.308 |
| Averoge expense 5 | 370.803 |
| Average net profits | 26.505 |
| Businesses reportime less (Mo.) | 14 |
| Averege seles \$ | 298.591 |
| Averege expense $\$$ | 312.724 |
| Averege net loss | -14.133 |


$(11$ These estimates are based on tomple of businesses reporting seles between $\$ 25,000$ eno $\$ 2.000,000$.
See table if for symots and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotie, Women' Elothing Stores (SIC E131)

|  | Total(1) |  | Bot tom 25\% |  | Lower$\text { mrode } 25 \%$ |  | Upper midde 25\% |  |  | $\begin{aligned} & \text { Tos } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q.:-esses in sample (No.) <br> -5e sa as vaiue ( $\$ 000$ s) <br> H or sales value $\left(\$ 000^{\prime} \mathrm{s}\right.$ ) |  | $\begin{gathered} 33 \\ (1) \\ 11 \end{gathered}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry sverage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lowel } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { Uooer } \\ \text { middie } \end{gathered}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |  | Tolal | Bot 40 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sules | 54.6 | -- | -- | -- | - | 17.0 | 62.8 | -- | -- | - | - |
| Oecupency expenses | 10.2 | -- | -- | - | - | 100.0 | 10.2 | -- | - | - | -- |
| Depreciation | 1.8 | -- | - | -- | -- | 79.7 | 2.3 | -- | -- | -- | -- |
| Repairs s maintenance | 0.6 | -- | -- | -- | -- | 84.8 | 0.7 | -- | -- | - | -- |
| Heat. light 8 telephone | 1.9 | -- | -- |  | -- | 95.3 | 2.0 | -- | -- | -- | -- |
| Rent | 5.9 | -- | -- |  | - |  |  | -- | -- |  | -- |
| Personnel expenses | 15.9 | - | -- | -- | - | 85. 6 | 18.3 | -- | -- | -- | -- |
| Financisl expenses |  | -- | -- | -- | -- |  | 2.0 1.8 | -- | -- | - | -- |
| interest \& bank chorges Professional fees | 1.5 0.5 | -- | -- | -- | -- | 82.5 74.7 | 1.8 0.7 | -- | -- | -- | -- |
| Other expenses | 11.7 | -- | - | -- | -- | 100.0 | 11.7 | -- | -- | -- | -- |
| Protit (loss) | 5.7 | -- | =- | -- | - | 100.0 | 5.7 | -- | -- | - | *- |
| Totel | 100.0 | -- | - | - | -- | 100.0 |  | -- | -- | -- | -- |

## Symols

zero or no ooservations

- 100 smell 100 be expressed
.. not applicable
- confidential


## eotnoter

111 These estimetes er besud on semple of businesses peporting seles between $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{8 2} .000 .000$.
Total weighted expenditure on given item
(2) Value in each celi $=\frac{\text { rotsl weighted seles of all businesses in the sample }}{} \times 100$ for each qusrile

This portion of the 2801 pertains only to the businesses reporting the specific expense item. iherefore these petios are celculated individually and the totel will not necessarity cousl 1002.

## Mores

Dats are showr by quertiles when et least 13 of the sompled businesses report the specific item
 one qubrter of the totsl number of businesses. Within esch quartile, the overspe patio is presented. for comperison purposes. the high and low values of sales are shown

## now to use the teoles


121 ine selected range will indicete the proper guartile. i. e. the botton 25s. the lower miode 25x. the upper midole 25\% or the top $25 \%$
(3) Dete pertaining to the selvcted sales size renge will be in that quertile.

## Standerd Industriel CIEsification Definition (SIC 1880):

SIC 6131 - Homen' Clothing Stores
Businesses primerily engaged ip retail dealing in women's clothing bexcept athleqicl end wecessories. jncluded er businesses engeged in reiail women's clophing and accessories, retail women's apporel. retail women's clothing. reteil womets cots, women's clothing cusiom


 women's uniforms lexcepi athletict and women's clothing stores

TABLE 2. Balance sheet profile for incorporated bustnesses only, 1987
Nove Scotie. Women's Clothing Stores (SIC 6131)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uppe middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample $\mathrm{No}_{\mathrm{No}}$. bow sales value ( $\$ 000$ s) High sales vaiue ( $\$ 000$ 's) | (1) 28 | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | - | -- | -- | -- | -- |
| Accounts and notes receivoble | 13 | -* | -- | -- | -- |
| Inventory | - | -- | -- | -- | - |
| Other current assets | 95 | -- | -- | -- | -- |
| Totel curient ossets | 109 | -- | -- | -- | -- |
| Fixed ussets | 36 | -- | -* | -- | -- |
| Less: Accum. dep. on fixed assets | - | - | - | - | -- |
| Other assets | 1 | -- | -- | -- | - |
| Totel eseets | 146 | $\cdots$ | - | - | - |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 17 | -- | -- | -- | -- |
| Other curient lisbilities | 36 | -- | -- | -- | -- |
| Total current liabilities | 54 | - | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | - |
| Long term debt | 3 | -- | -- | - | - |
| Other liabilities | 30 | -- | -- | -* | -- |
| Total lisbilities | 87 | = | - | - | - |
| Total equity | 53 | -- | -- | -- | -- |

(1) These estimates are based on semple of businesses reporing sales between $\$ 25.000$ and $\$ 2.000 .000$.

See tatle ifor smbols and noles

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotis. Wowen's Clothing stores (S|C 6131)

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

111 The retios represent the average of retios for each business in the group ond connot be calculated from the figures thown in table 2 .
(2) These estimetes art besod on semple of businasses pmporting seles between $\$ 25,000$ and $\$ 2,000.000$.

Set Tell I for symbols and notes.

## Definitions:

Q. Lievidity retio:

Current $=$ current assets $/$ current liabilities
2. Leverage retios:
s) Deblfequily $=$ cotal liabilities / equity.
b) Deot ratio = total liabilities/ total ssees.
c) Interest cover ige = net prafit interest uxpense/ inferes? expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Mova Scotia. Women's Clothing Siores (SIC 6131)

|  | Total(1) | Bot:om 25\% | Lower $\text { miade } 25^{\circ}$ | Upper middle $25^{\circ}$ | 70 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ 's) | $\begin{aligned} & 14 \\ & 11 \\ & 11 \end{aligned}$ | -- |  |  |  |
|  |  |  | verage $\$ 000$ |  |  |
| Dpersting activities Cash from oper tions Deprecietion Other | $\begin{array}{r} 13 \\ 3 \\ -4 \end{array}$ | -- | -- | -- | -- |
| Oividends | $-13$ | -- | -- | - | -- |
| Investent ectivitics <br> Dispossel of fixed essets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 1 -23 - | -- | -- | -- | -- |
| Finencing ectivities <br> increse in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of iouns from shareholders <br> Aovances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 21 -5 4 -2 | -- <br> -- <br> -- <br> -- <br> - | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | -- - - - - - - |
| Increase (decrese) in cesh sequivalents Cashs equivalents-Beginning of the year Cash squivalents - End of the year | -4 31 27 | -- | -- | -- | -- |

 only those businesses reooriing statement of changes
See imble 1 for symbals and notes

TABLE 5. Employment changes by size of business. 1984-1987 bised on Sic ciassification in ig87
Nove Scotim, Women's clothing stores (SIC E131)

| Business size expressed in averege labour uniqs(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with po id mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } \\ \text { reporting }(2) \end{array}$ | No tonger reporting(3) |
| 1384 |  |  |  |  |  |
| Total | 109 | 13.186 | 1.351 | 21 | 8 |
| less than 20 $20-99$ | 95 3 | 3.891 1.196 | 192 195 | 29 | 8 |
| $100=499$ | 5 | 3.064 | 316 | - | - |
| 500 and over | 6 | 5.115 | 528 | - | - |

1987

| Totel | 124 | 13.658 | 1.267 |
| :--- | :--- | :--- | ---: |
| less than 20 | 102 | 3.869 | 23 |
| $20-99$ | 8 | 2.095 | 256 |
| $100-499$ | 5 | 2.789 | 295 |
| 500 end over | 9 | 4.929 | 458 |

(1) Average labour units are calculated by divioing total payroli by the overage annual wage and salary rate as reported in the

Survey of Employment. Dayrall and hours. Statistics Canada. Catalogue 72-002. An overage tabour unit coulo be interpreted as a full-time emoloyee, Note that the business size groups used are determined at the canada ievel. Thus if a business has at last 500 employees in Consda es a mol but less than thet number in any given province if is shown in the 500 and over group
(2) Reters to businesses reporting no paypoll deductions in ine previous year.
(3) Refers to businesses reporting no poyroll deductions in the following year
"Mewly peporting" and "no orger redorting" businesses are essumed to have been in aclivily for six months and the information is adjusteo accordingly

See rable 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Nove Scotia, Momen's Clothing Stores (SIC 6131)

| iotat $\{1\}$ | Botiom | Upper | Toper |
| ---: | ---: | ---: | ---: |
| $25 \%$ | middle $25 \%$ | midde $25 \%$ | $25 \%$ |

1985

| Number of observetions in sample <br> Average sales $\$$ <br> Averoge expense $\$$ <br> Average net prolit (loss) $\%$ | $\begin{array}{r} 17 \\ 207.719 \\ 209.296 \\ -1.577 \end{array}$ |
| :---: | :---: |
| Businesses reporting a profit (Mo.) <br> Average sales $\$$ <br> Average expense <br> Average net profit $\$$ | $\begin{array}{r} 12 \\ 210.416 \\ 199.039 \\ 11.377 \end{array}$ |
| Businesses reporting a lose (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 5 \\ 241.333 \\ 263.324 \\ -21.991 \end{array}$ |

1985

| Number of observations in sample <br> Average sales 5 <br> Average expense $\$$ <br> Average net prof it (loss) \$ | $\begin{array}{r} 52 \\ 116.322 \\ 111.831 \\ 4.491 \end{array}$ | $\begin{aligned} & 31.539 \\ & 16.566 \\ & 14.973 \end{aligned}$ | $\begin{array}{r} 45.541 \\ 45.104 \\ 437 \end{array}$ | $\begin{array}{r} 64.569 \\ 64.770 \\ -101 \end{array}$ | $\begin{array}{r} 323.538 \\ 320,884 \\ 2.654 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesser reporting profit (Mo.) <br> Average sales 5 <br> Average expense $\$$ <br> Average net drofits | $\begin{array}{r} 30 \\ 115.287 \\ 104.056 \\ 11.231 \end{array}$ | $\begin{aligned} & 31.650 \\ & 15.345 \\ & 16.305 \end{aligned}$ | $\begin{array}{r} 44.535 \\ 43.694 \\ 841 \end{array}$ | $\begin{array}{r} 68.119 \\ 59.520 \\ 8.599 \end{array}$ | $\begin{array}{r} 316.845 \\ 297.665 \\ 19.180 \end{array}$ |
| Businesses ecooring lose (Mo.) <br> Average seles \$ <br> Avepage expense <br> Average net loss $\$$ | $\begin{array}{r} 22 \\ 120.589 \\ 130.224 \\ -9.535 \end{array}$ | $\begin{aligned} & 29.912 \\ & 34.509 \\ & -4.597 \end{aligned}$ | $\begin{array}{r} 55.687 \\ 59.323 \\ -3.636 \end{array}$ | $\begin{aligned} & 62.594 \\ & 67.928 \\ & -5.334 \end{aligned}$ | $\begin{aligned} & 334.563 \\ & 359.134 \\ & -24.571 \end{aligned}$ |

1987

| Mumber of observations in sample <br> Average sales <br> Average expense $\$$ <br> Average net drofit (loss) \$ | $\begin{array}{r} 40 \\ 253.850 \\ 245.986 \\ 7.854 \end{array}$ |
| :---: | :---: |
| Businestes reporting aprofit (Wo.) | 28 |
| Average sales 5 | 267,175 |
| Average expense 5 | 248.929 |
| Average net profit \$ | 18.246 |
| Susinesges reporting eless (Mo.) | 12 |
| Average sales \$ | 219.966 |
| Average oxpense ${ }^{\text {S }}$ | 233.017 |
| Average net loss $\$$ | -13.051 |

(1) These estimetes ere bosed on asmple of businesses reporqing soles between $\$ 25.000$ and $\$ 2.000,000$.
see rable for symols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nove Scotim, Clothing Stores n.e.c. (Sic 6141)

|  | Total(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lawe !$\text { midde } 25 \%$ |  | $\begin{aligned} & \text { Uppe? } \\ & \text { middie } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { ToF } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ! 5000 'sl High saies value ( $\$ 000$ 's) |  | $\left.\begin{array}{r} 18 \\ 11 \\ 1 \\ 1 \end{array}\right)$ |  | -- |  | - |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Uoder middl $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{gathered} \text { UpDer } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 57.1 | -- | -- | -- | - | 97.1 | 51.8 | -- | -- | -- | -- |
| Occupancy expenses | 8.0 | -- | -- | -- | -- | 100.0 | -. 0 | -- | -- | -- | -- |
| Deprecietion | 1.1 | - | - |  | -- | 81.5 | 1.4 | -- | - |  |  |
| Repairs 8 maintenance | 0.8 | - | -- | -- | -- | 82.8 | 0.9 | -- | -- | - |  |
| Heat. light of teleato | 1.3 | - | -- | -- | -- | 92.3 | 1.4 | -- | -- | $\ldots$ |  |
| Rent |  | -- | -- | -- | -- | 79.6 | 6.8 | -- | -- | - |  |
| Personnsl expensen | 14.7 | -- | -- | -- | -- | 100.0 | 14.7 | -- | - | - | -- |
| Finencial expenses | 2.8 | -- | -- | -- | -- | 100.0 | 2.8 | -- | -- | -- | - |
| Interest \& bank charges | 2.4 | -- | -- | -- | -- | 97.1 66.2 | 2.5 0.6 | -- | -- | -- |  |
| Professional fees | 0.4 | -- | -- | -- | -- | 66.2 | 0.6 | -- | -- | - |  |
| Dther expenses | 16.8 | -- | -- | -- | -- | 100.0 | 16.8 | -- | - | -- |  |
| Protis (loss) | 0.6 | -- | -- | -- | -* | 100.0 | 0.8 | -- | - | -- | - |
| Totel | 100.0 | -- | -- | -- | - | 100.0 | ... | -- | -- | - | - |

## Symbol:

```
zero or no otservetions
.- too inall too be expressed
    not eppliceole
* confidantis
```


## Footnotes

111 These estimares ore pased on semple of businesses peporiing sales between $\mathbf{2} 25.000$ end $52,000,000$.

```
(3) Vslue in esch cell \(=\frac{\text { Tolal weighted expenditure on given item }}{\text { iotal weighted sales of businesses peporting this item of expenditure }}\) for gueptile
```



```
    individuelly and the total will not necesserily equel \(100 \%\).
```

21 Value in ach cell Totel weighted expenditure on e piven sa

## Notet

Dota are shown by quertiles when st least 13 of the sempled businesses poport the spocific irmm
Records were panked in escending order secording to sales size. Eech quariile fi. . Dottom 25z, Iower middie 25\%, erc. pepresents one quarter of the totbl number of businesses. Within each quartile. the wersef rotio is presented. For comparison purpeses. the high and low velues of selfe er shown

How to use the teoles
(1) Locete the sppropristo seles renpe that is displeyeo on the two lines entitivd low seles value" and enigh seles velue"
(2) The selected fenge will indicete the proper quertile. i. e. the botton 25\%. the lower midel 25\%, ihe upper midd $25 \%$ or the 100258
(3) Dete pertioing to the selected stits size ponge will be in thet quertile.

## Stencerd Industriel CIEssificetion Definition (5IC 1080):

sIC 614t - CIothing stores n.e.c.
Businesses prims? ily engeged in retsil dealing in clothing not olsewhere classified or in ont combination of men's, women and childon's cloihing and accessories. Included in this induspry are businesses primarily engaged in pelailing fur goocs. Reisil children's and infanis' clothing. childen's clathing siopes. retail children's cods. combination imen's. women's end childen'sl clothing stores. retail children's oresses. Dlouses and shipis. femily clothing stores. reiail fut goods. retail chilaren's hosiery, retail infants and
 peta: children's sweaters and reiail childrer's underwear are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotie, Clothing Stores n.e.c. (SIC 6141)

|  | Tozal(1) | $\begin{array}{r} 80 \uparrow t 0 m \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Uppet middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( 9000 's) <br> Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 17 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  | Average (\$000's) |  |  |  |
| Ascets |  |  |  |  |  |
| Cash | 23 |  | -- |  |  |
| Accounts and notes receivable | 23 | - | -- |  |  |
| Inventory Other cuprent assets |  |  |  |  |  |
| Other current assets | 182 | -- | -- | - | -- |
| Fixed assets | 46 | -- | -- | -. | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- |  |
| Other assets | 51 | -- | -- | - |  |
| Totsl issets | 312 | -- | -- | - | =- |
| Liabilities and aquity 50 |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities } \\ & \text { Ond }\end{aligned}$ | 50 99 | -- | -- | -- | -- |
| Total current liabilities | 149 | -- | - | -- | -- |
| Mortgages payable | - | - | -- | - | -- |
| Long term debt | 9 | - | -- | -- |  |
| Other liabilities | 30 | -- | -- | - | -- |
| Total liabilities | 188 | -- | -- | -- | - |
| Total equity | 124 | - | - |  | -- |

(1) These estimetes or besed on semple of businesses reporting sales between $\$ 25.000$ no $\$ 2,000,000$.

See Table i fop symols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Nova Scotia. Clothing stores n.e.c. (SIC 6141)

|  | Total 12 ) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Upper $\text { miodle } 25 x$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 17 \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Aversoge |  |  |  |  |
| Llavidity ratio Current ratio (times) | 1.4 | -- | -- | $\cdots$ | -- |
| Leverage rotios <br> Debt/equity istio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.5 \\ & 1.9 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The fatios represent the werege of retios for esch business in the group ond cannot oe calculated from the figures shown in teble 2 .
(2) These estimeter beted on smple of businesses reporting seles betmetn 525.000 and $52,000,000$.

Set ithbie 1 for symols and notes.

## Definitions:

1. Liquidity ratio:

Current $=$ current esseis / eurrens |isbilitios
2. Leverege retios:
8) Deberequity $=$ soial liabiliqies $/$ equity
b) Debt rapio $=$ potal liabilities / poral assets
c) Interest coverage $=$ net profi $\cdot$ interest expense $/$ interesi expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987
Nova Scetia, Clothing Stores n.e.e. (SIC 6141)

|  | Torail | $\begin{array}{r} \text { Bottom } \\ 25: \end{array}$ | midol Lower $25 \%$ | Uoper <br> middle $25 \%$ | 70\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nesses in sample (No.) Lom sales value ( $\$ 000^{\circ}$ s) Kgh saias valug ( 300 C s) | $\begin{aligned} & 14 \\ & 11\} \\ & 11! \end{aligned}$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Dedreciation Other | $\begin{array}{r} 14 \\ -11 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 1 \\ -26 \\ -6 \end{array}$ | -- | -- | "- | -- |
| finencing ectivities <br> Incresse in long term debt <br> Repayment of long term dedt <br> Loans from shareholders <br> Repayment of loans from shareholdeps <br> Advances \& loans fiom government <br> Increse in equity <br> Decrease in equity <br> Other | 11 5 - - - -2 | - <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> -- |
| Incresestdecrease) in cash suivalonts Cosh equivelents-Beginning of the year Cash 8 equivelents - End of the year | -8 9 1 | -- |  | =- | -- |

 only those businesses reporting a stitement of changes
See Table 1 for symbols and notes.

TABLE 5. Employment chenges by size of business, 1984-1987 besed on SIC classificetion in 198T Nove Scotis. Clothing Stores n.e.c. (SIC 6141)

| Business size expressed in |
| :--- | :--- | :--- |
| everage labour units(1) |

[^31]TABLE 6. Seiected operating eharacteristies of small businesses by sales quartile, 1985-1987 Nova Scotia, clothing stores n.e.c. (SIC 6141)

Total(1) Botiom | Lower | Upper | Top |
| ---: | ---: | ---: |

1985


1986

Mumber of observetions in sample Average sates $\$$
Average expense
Average net profit (loss) $\$$
196.502
199.235

Businesses reporting profit (Mo.)
Average sales
Average expense s
Average net profit s
24
258.952
246.428
12.524

Businesees reporting lese (Mo.) Average sties
61.273

Average expense \$
75.018

Average net loss $\$$
13.718
-13.745

| -- | -- |
| :---: | :---: |
| - | -- |
| - | -- |
| -- | =- |
| - | -- |
| - | - |
|  | - |
| =- | - |
| - | -- |

1987
Mumber of abservations in emple
Average sales $\$$
Average expense $s$
Aver age net profit \{loss $\}$


24

## Average sales \$

Aver age net profit \{loss) 5
409. 922

Businesses reporting profit (Mo.)
Avertge steles $\$$
18
495.620
471.948
Average expense \$
47.948

Avertge net prof its
609.521
639.761 Average sules
Average oxpense 5
Average net loss
$-30.240$


Average net lois.
.
..
(1) These estimates or besto on sampl of ous inesses ropopqing salus between $\mathbf{2 2 5 . 0 0 0}$ and 32.000 .000
see table 1 for symbols and notes

TABLE 1. Selected opereting ratios, in percent of sales, 1987
Nova Scotia. Fabric and Yarn Stores (Sit 6151)

|  | Total(1) |  | Bettom 25\% |  | Lowermiddle 25\% |  | Unoe. <br> middle $25 \%$ |  |  | 708 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hestes in sample (Mo value $\$ 000$ s es vaiue i 5000 s | $\begin{aligned} & 14 \\ & (1) \\ & 11\} \end{aligned}$ |  |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | Bot 10 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Under middle $25 \%$ |  |  | Tots 1 | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer <br> midd 25\% | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 67.9 | -- | -- | -* | -- | 100.0 | 67.9 | -- | $\cdots$ | -- | - |
| Oecupency expenses | e. | -- | -- | - | -- | 100.0 | \%. 8 | $\cdots$ | -- | -- | -- |
| Deprecistion | 1.3 | -- | -- | -- | -- | 90.4 | 1.5 | -- | -- | -- | - |
| Repairs 8 maintenance | 0.5 | -- | -- | -- | -- | 69.7 | 0.7 | -- | -- | -- | - |
| Hest, light \& telephone Rent | 1.6 | -- | -- | - | -- | 100.0 85.2 | 1.6 8.3 | -- | -- | -- | - |
| Personnel expenses | 16.4 | -- | -- | -- | -- | 83.3 | 19.7 | -- | -- | -- | - |
| Financiel expenses | 3.4 | - | -* | - | -- | 100.0 | 3.4 | -- | -- | -- | - |
| Interest \& bank charges | 2.8 | -- | -- | -- | -- | 85.7 | 3.3 | $\cdots$ | -- | $\cdots$ | -- |
| Protessional lees | 0.6 | - | -- | -- | -- | 72.6 | 0.9 | - | -- | -- | -- |
| Other expenses | 7.9 | -- | - | -- | -- | 100.0 | 7.9 | -- | -- | -- | - |
| Profit (loss) | -4. 5 | -- | - | -- | -- | 97.7 | -4.6 | -- | -- | -- | *- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- |  |

## 5 yebols

2tro or no abservations
too smell too be Expressed
not epplicable

* contiontill


## Footnotet

(1) These tstinates are besed on sample of ousinesses reporting setes betwen $\$ 25.000$ and $\$ 2,000,000$

(3) Value in esch cell $=\frac{\text { Tolal weighted expenditure on given item }}{\text { Tota weighted sales of businesses reporting this item of expenditure }}$ for foch quertile.

This portion of the table pertains only to the businesses reporting the specific expense iten. Therefore these ratios are calculated individually ane the 0 oisil wil not necessarily equal $100 \%$

## Notes

Dete are shown by quertiies when ot least 13 of the stmpled businesses report the specific item
Records wert penked in sscending order sccording to seles size. Esch quertile li. © botton 25\%, lower midole 25z, etc. represents one quarter of the totsl number of businesses. Within each quertile. the averege retio is presented. For comperison purposes. the high eng low volues of selus ore shown

Mow to ute the tebles
111 Locst the oppopricte sties range that is disployed on the two lines entitted "Low stes volue" and ehigh seles velue"
(2) The selectedrenge will indicste the proper gusrtile, i. the botton 25\%. the lower midde 25y, the upper middie 25z or the 10p 25 .
(3) Dete pertoining to the singeted seles size range will be in thet quertile

## Stenderd Industrial Clessificetion Definltion (\$1C 1980):

SIC E151 = febric and Yern Stores

 retail textile fabrics. retail yarn goods lextile fobricl and retail yarn.

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Nova Scotia, Fabric and Yarn Stores (SIC 6151)

|  | Total(1) | Bot +0 m $25 \%$ | midale ${ }^{\text {Lower }}$ 25\% | Uoder midele $25 \%$ | 700 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | (11) | -- | -- | -- | -- |
|  |  |  | Average (\$000 |  |  |
| Assets |  |  | -- |  |  |
| Cash Accounts and notes receivable | i | -- | -- | -- | -- |
| Inventory | O |  | -- |  | -- |
| Other current assets Total current assets | 110 119 | -- | -- |  | -- |
| Total current assets Fixed ossets | 10 | -- | -- | -. | -- |
| Less: Accum. dep. on fixed assets Other assets | 14 | -- | -- |  | -- |
|  |  |  |  |  |  |
| Total essets | 136 | -- | -- | -- | - |
| Liabilities end equity Current loans | 5 | -- | -- | - | -- |
| Other current liabilities | 36 | -- | -- | -- | -- |
| Total current liabilities Mortgages parable | 42 | -- | -- | -- | -- |
| Mortasges payable | 5 | -- | -- | -- | -. |
| Other lisbilities | 22 | -- | -- | -- | -- |
| Total llabilities Total equity | 69 67 | -- | -- | -- | -- |

(1) These estimates are based on semple of businesses repopting sales between 525.000 and $\$ 2.000,000$.

See iable ifor symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotis. Fabric and Yarn Stores (5IC 5151)


(1) The ratios represent the everge of patios for esch business in the group and cennot be celculated from the figures shown in table 2.

121 These estimetes are besed on semple businesses reporting seles between $\$ 25,000$ end $\$ 2,000,000$
See foble ifor symbels and nates.

## Definitions:

1. Liquidity retio:

Curpent = current assets / current lisbilities.
2. leversge retios:
a) Debr/eauity : rotal liatilities / equity.
b) Debr ratio = ro:al iabilities/total assets
c) Interest coverage $=$ net profit ( inseres: expens* / interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only. 1987
Nove Scotla. Febric and Yern Stores (SIC 6151)

| Total(1) |  | $\begin{array}{r} \text { So } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miode } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { midde } 25 \% \end{array}$ | ToD 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNc. ) Low sales value ( $\$ 000 \mathrm{~s}$ ) 4igh sales value ( $\$ 000$ s) | $(1)^{3}$ | -- | -- | -- | -- |
| Sverage (\$000's) |  |  |  |  |  |
| Operating ectivities Cash from operations Deprecistion Dther | $\hat{x}$ $\hat{x}$ | =- | -- | -- | -- |
| Dividends | X | =- | - | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $x$ X X X | -- | -- | -- | -- |
| Finencing ectivities <br> Incresse in long term deb: <br> Redaymen: of long term debt <br> Loans from shareholders <br> Redaymen? of los.ns from shareholders <br> Advances \& 'oans from government <br> Incresse in equipy <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- -- -- -- -- -- | -- $-=$ $=-$ $=-$ $-=$ | $-\infty$ $=-$ $-\infty$ $-\infty$ $-\infty$ -- | -- |
| Incrosed (decreasel in cash sequivalents Cosh s equivalents-Beginning of the year Cash equivalents - End of the yeer | $X$ $X$ $X$ | -- | -- | -- | - |


only those businesses reporting statement of changes
see iable for symools sno notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciasstfication in 1987
yove Scotia. Fabrlc and Yarn stores (SIC 5151)

|  |  |  |  | Changes in numb with paid | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overage labour units!1) | Number of businesses | Tota! payroll $\begin{array}{r}\text { p000's) }\end{array}$ | Average labour units(1) | Newly <br> reporting(2) | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Total | 54 | 1.603 | 179 | 10 | 5 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | 52 2 - - | $x$ <br> $\times$ | $\begin{array}{r}161 \\ 18 \\ = \\ \hline\end{array}$ | 9 <br> 1 | 5 |
| 1987 |  |  |  |  |  |
| Totel | 50 | 1.940 | 180 | 4 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 49 | x | $\begin{array}{r}158 \\ 22 \\ \hline\end{array}$ | 4 | $\ldots$ $\ldots$ $\ldots$ |

[^32] Survey of Employment. Payroll and Hours. Statistics Canada, Catalogue 72-002. An everage tabour unit could be interprtind as a full-time employee. Note that the bus iness size groups used are determined ot the Canada level. Thus if a business has at leost 500 employees in Canaca as o whole Dut less than that number in any given province it is shown in the 500 and over group.
12) Refers to businesses repopting no payroll deductions in the previous yeer
(3) Refers to businesses reporting no payroll deductions in the following yeer
"Newly reporting" and mo longer redorting" busimesses are assumed to heve been in activity for six months enc the intormation is adjus:ed accordingly
see Tatie 1 for symiols and noeres.

TABLE 6. Selected operating characteristies of small businesses by sales quarttle. 1985-1987 Nova Scotia. Fabric and Yarn Stores (SIC E151)
Tolal(1) Bottom Lawer Uoder ToD

1985

| Number of observations in smple <br> Average soles $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 7 \\ 120.329 \\ 113.512 \\ 6.817 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Aversge expense \$ <br> average net profit \$ | $\begin{array}{r} 6 \\ 148.642 \\ 139.479 \\ 9.165 \end{array}$ | $\because$ | - | -- |
| Businesses peporting loss (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 1 \\ 35.392 \\ 35.516 \\ -224 \end{array}$ | -- | - | - |



1987

| Wumber of observitions in semple <br> Average soles $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 22 \\ 183.811 \\ 187.785 \\ -3.974 \end{array}$ |
| :---: | :---: |
| Businesses reporting erofit (Wo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 10 \\ 248.160 \\ 241.494 \\ 6.666 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average seles $\$$ <br> Average expenses <br> Average net loss $\$$ | $\begin{array}{r} 12 \\ 168.506 \\ 178.312 \\ -9.805 \end{array}$ |

[^33]TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scoti Houshold Furniture Stores (SIC 621)


## Symbels

- zero or no odservapions
- too smalit too De expressed
not apoliceble
* confidential

Footnotes
111 Ihese estimates bered on sample of businesses reporting seles between 825.000 end $32,000,000$
Totel weighted expenditure on given item

(3) Value in eoch cell a lotal weighted expenditure on given item
his portion of the table pertains only to the Dusingsses roporting the specific expense iten. Thertore these fotios ore celculated individualty and the cotal will not necessarily equa! $100 \%$

## Motes

OAt are shown by quariiles when at lest 13 of the sampled businesses report the spocific item.
pecoros were ranked in ascending order accoroing to sales size. Each quartile li. bottom 25z, lower miode 25\%. erc. fepresents one quar ter of the total number of businesses. Wishin each quartile. the sverseg ratio is presenteo. for comperison purposes, the high ano low values of seles are shown

## How to use the teoles


(2) The selected range will indicete the proper quiptile. i. th. the botton 25\%. the lower middle 25\%. the upper midde 25\% or the top 25 z .
(3) Dets perteining to the selfeted soles size penge will be in thet quertile.

Stenderd Industriel clase ificetion Definition (SIC 1980):
SIE E210. Household Furniture stores
 are included if this industry group

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Nova Scotiz, Moushold Furniture Stores (SIC 621)

|  | Total(1) | Bottom 25\% | middie ${ }^{\text {Lower }}$ 25\% | midole $\begin{array}{r}\text { Upoer } \\ \text { a }\end{array}$ | Top 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ 's) | (31) | -- | -- |  | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Assota ${ }_{\text {cash }}$ |  |  |  | -- |  |
| Cash Accounts and notes receivable | 39 | -- | - | -- | -- |
| Inventory |  |  |  |  |  |
| Other curcont assets Total current assets | 196 | -- | -- |  |  |
| Fixed assets assets | 196 48 | -. | -. | -. | -- |
| less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 13 | -- | -- | -- | -- |
| Total sseets | 295 | - | -- | -- | -- |
| Liabilities and equity Curient coans |  |  |  |  | -- |
| Current loans liabilities | 25 92 | - | -- | -- | -- |
| Total current liabilities | 116 | -- | -- | -- | -- |
| Morigages payable |  | $\cdots$ | $\cdots$ | -- | -- |
| Long term dedt | 50 | -- | -- | -- | -- |
| Total liebilities | 169 | -- | -- | -- | -- |
| Totel equity | 126 | =- | -- | --- | -- |

11 These estimates are Desed on ample of businesses reporting sales between $\$ 25.000$ and $\mathbf{1 2 . 0 0 0 . 0 0 0 .}$
see rable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Mov Scotio. Houshold Furniture Stores (SiC 821)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe? middle 25\% | Upper middle 25x | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value (\$000's) High seles value ( 9000 's) | 31 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity patio Curgent ratio (times) | 2.0 | -- | -- | -- | -- |
| Leverage ratios <br> Oobtieavity ratio (times) <br> interest coverage patio (times) <br> Debt falio (times) | $\begin{aligned} & 1.3 \\ & 4.6 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) the patios reppesent the everagu of rotios fap each business in the group and cannot be celculeted from the figures shown in foble 2 . (2) These estimes ere beted on sample of businesses reporting sales between $\$ 25,000$ end $\$ 2,000,000$.

See iable 1 for symbels and netes.

## Definitions:

1. Liquidity patie:

Cuprens = current assers / current lisbilities.
2. Leverage fotios:
B) Debi/equity = q0is1 1 iabilities / equity
b) Deb: retio $=$ sotal liabilities / polal assets
c) Jnteres? coverage $z$ net profip inserms expense/ interest expense.

TABLE 4. Statement of changes in financtal position for incorporated businesses only, 1987
Nove Scotis. Houshold furniture Stores (SIC 621)

 only inose businesses reoo:ting statement of chonges.
See isble 1 for symbols and naies

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987
Nova Scotim, Houshold Furniture Stores (SIt 621)


[^34]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nove Scotit, Houshold Furniture Stores (SIC 621)
Total(1) Botto

1985
1985



1987

| Number of observations in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 38 \\ 563.269 \\ 537.189 \\ 26.080 \end{array}$ |
| :---: | :---: |
| Businesser reporting profit (Mo.) | 54.790 |
| Aversge sales \$ | 554.790 |
| Average expenses | 520.952 |
| Average net profits | 33.838 |
| Businesees reporting loss (Mo.) | 988 |
| Aversee sales \$ | 768.190 |
| Averape expenses | 772.746 |
| Average net loss 5 | -4.556 |



11 These estimates ber besed on sample businesses reporting sales detween $\mathbf{\$ 2 5 . 0 0 0}$ end $\mathbf{8 2 . 0 0 0 . 0 0 0}$.
See foble for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia. Furniture. Refinishing and Repair Shop (S1C 6213)


## Symbol:

- zero or no otservations
- soo small too be expressed
... not sodicsble
$\times$ confidentisl


## footnotes

$\because$ inge estimetes are based on sample of businesses reporping sales between $\$ 25,000$ and $\$ 2.000,000$
(4) value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { potal weighted seles of all ousinesses in ine semple }} \times$ loo for each guspile


## Wotes

Date spe shown by quartiles when at least 13 of the sampled businesses report the specific isem
 one quarter of the totel number of businesses. Within esh quertile. the over age retio is presented. For congerison purposes, the high ano low values of sales ere shown

## How to use the tablas

(1) Locete the spproprist seles range thet is displeyed on the two lines entilled mow stus velue" and ohigh selbs voluge
(2) The selected range will indicate the proper quartile. i. the botton 25\%. the lower nidde 25\%, the upper midde $25 \%$ or the top 25\%.
(3) Ost pertaining so the sel ected seles size range will be in qhat quartile.

## Standerd Industrisl CIsesificetion Definition (SIC 1980):

SIC 6213 - Furniture Refinishing end Repeir Shoos
Qusinesses primarity engaged in the repair and refinishing of fupmiture such as retail antigut furniqure repair, retail furniture reupholsiering. furfiture refinishing and repair shops. furniture repair. furniture paint end vornish stripping and polishing of turniture

TABLE 2. Balance sheet profile for incorporated bustnesses only. 1987
Nova Scotia, Furniture, Refinishing and Repair shop (Sic 6213)

|  | To:8111) | $\begin{array}{r} \text { 8ottom } \\ 25 \% \end{array}$ | Lowe? $\text { middle } 25 \%$ | $\begin{array}{r} \text { UDDE } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Ma. Lom sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\circ}\right.$ ) | $(1\}^{3}$ | -- | -- | -- | -- |
|  | Average (\$000's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes recaivable | $\frac{x}{x}$ | -- | -- | -- | -- |
| Inventory | $x$ | -- | -- | -- | -- |
| Othap cuirent assets | $x$ | -- | - | -- | -- |
| Total curtent assets | $x$ | -- | -- | -- | -- |
| Fixed essets | $x$ | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | $x$ | - | - | -- | -- |
| Other assets | $x$ | -- | -- | -- | -- |
| Total assets | $x$ | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current losns | $x$ | -- | -- | -- | -- |
| Other current tiabilities | $x$ | -- | -- | -- | -- |
| Total current liabilities | $x$ | -- | -- | -- | -- |
| Mortgages dayable | $x$ | - | - | -- | -- |
| Long term debt | x | - | - | -- | -- |
| Daher lisbilitios | X | -- | -- | -- | -- |
| Totel lisbilisies | $x$ | -- | - | -- | -- |
| Total equity | X | - | =- | -- | - |

(1) These estimates or based on a samply of businesses reporting saios between $\$ 23.000$ and $\$ 2.000 .000$

See iable 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Nova Scotie. Furniture, Refinlshing and Repair Shop (SIC 6213)

|  | Total(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower middle 25\% | UDPet $\text { midd } 25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity retio Curtent ratio (times) | 1.9 | -- | -- | - | - |
| ```Leverage patios Debelequity ratio (times) Interest coverege ratio (times) Dabt ratio (times)``` | $\begin{array}{r} 4.3 \\ 16.8 \\ 0.8 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the averoge of ratios for esch business in the group and cannot be calculated from the figures shown in ioble 2 .
(2) These estimetes tre beeed on semple of businesses reporting seles between 825,000 mand 52,000,000.

See fable + for symbils and notes.

## Definitions:

1. Liquidity retio:

Gurten = current assees / curpent liobilisies
2. Leverage retios:

Dot/equity = iotal liabilities / eovity
ol Dedt ratio $=$ total lisbilities / rotal assets
cl Inferest coveroge $z$ net profic . interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nove Scotia. Furniture. Refinishing and Repair Shop (SIC 6213)

|  | Topalil) | $\begin{array}{r} 50 \div 10 \mathrm{~m} \\ 25^{\circ} \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miodie } 25 \% \end{aligned}$ | Upje. <br> midde 25\% | $\begin{aligned} & 105 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.! Low saies vaiue ( $\$ 0 \hat{u} \tilde{u}^{\prime} s$ ) High saís value (\$000's) | $\begin{aligned} & (1)^{2} \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average $\{\$ 000 \mathrm{~s}$ ) |  |  |
| Operting activities Cash from oderations Dedreciation Dther | K $\times$ $\times$ | -- | -- | -- | -- |
| Dividends | x | -- | -* | -- | -- |
| Investment ectlvities <br> Disposal of fixed assets <br> Purchas of fixed assets <br> Increses in investment <br> Decresse in investment | $X$ $X$ $X$ $X$ $X$ | -- | -- | -- | -- |
| finencing ectivities <br> Increase in long term debt <br> Repsyment of long term debt <br> boans from shareholders <br> Repaymen; of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Deciease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- | - | --- | $=-$ $=-$ -- -- $=-$ |
| Incresse(decresse) in cesh \& equivalents Cesh s quivelents-Beginning of the year Cash sequivalonts . End of the year | $x$ $X$ $X$ | -- | - $=$ | - --- | -- |

 only those businesses reporting a statemen of changes
set labi 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC citesificetion in 1987 Nova Scotit. Furniture. Refinishing and Repeir Shop (SIC 6213)


[^35]TABLE 6. Selected operating characteristics of tinil ousinestes by sales quartile. 19B5-ige7
Nova Scotia, furniture, Refinishing and Repair Shop (SiC 6213)

|  | Total(1) | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | Upper midde 25\% | TOF 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 8 |  |  |  |  |
| Average sales\$ | 56.787 | -- | -- |  | - |
| Average expense $\$$ | 45.589 | -- | -- | -- | - |
| Averoge net profit (loss)s | 11.198 | -- | -- | -- | -- |
| Businesses reporting a profit (Mo.) | 6 |  |  |  |  |
| Average sales 5 | 58.192 | -- | -- | -- | -- |
| Average expense $\$$ | 38.319 | -- | -- | -- | -- |
| Averoge net profit $\$$ | 19.873 | -- | - | -- | -- |
| Businestes reporting loss (Mo.) | 2 |  |  |  |  |
| Average sales \$ | 73.978 | -- | -- | -- | -- |
| Averape expense \$ | 82.383 | -- | - | -- | -- |
| Avelage net losss | -8.405 | -- | -- | -- | -- |


| Wumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 6 \\ 37.627 \\ 24.319 \\ 13.308 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting ppofit (Mo.) | 6 |  |  |  |
| Average sales \$ | 37.627 |  | -- | -- |
| Average expense 5 | 24.319 13.308 |  |  |  |
| Averege net drofit 5 | 13.308 |  | -- | -- |
| Businesses reporting loss (Mo.) | - |  |  |  |
| Aversge ssles \$ | - | -- | -- | -- |
| Average expense $\$$ |  |  |  |  |
| Average net loss \$ | - |  |  |  |

1987

(1) These estimetes are besed on E sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia. Appliance, Television, Radio and Stereo Stores (SIC 622)

|  | -otal! 1 ! |  | $\begin{array}{r} \text { Bot:om } \\ 25^{\circ} \end{array}$ |  | Lower middle 25\% |  | UDD:$\text { midde } 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lon sales value ( 5000 s: Hint sales value ( $8000^{\prime}$ s) |  | $\left.\begin{array}{c} 43 \\ (1) \\ 1 \end{array}\right)$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { repopting } \end{aligned}$ | Redoring ousinesses only (3) |  |  |  |  |
|  | Tota | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UDDer miode 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Peicent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of ceies | 52.1 | - | -- | - | -- | 34.0 | 55.4 | - | - | -- | - |
| Occupency expenses | 7.0 | -- | -- | -- | - | 95.3 | 7.3 | -- | - | -- | -- |
| Depreciation | 2.2 | -. | -- | - | -- | 82.1 | 2.7 | -- | -- | - |  |
| Redaifa 8 maintenance | 0.3 | -- | -- | -- | -- | 54.1 | 0.5 | -- | -- | -- | -- |
| Heat. light \& telephone | 2.9 | -- | -- | -- | -- | 89.4 | 2.3 | -- | -- | -- | - |
| Rent | 2.5 | -- | -- | -- | - |  |  | -- | -- | -- | -- |
| Personnel expenses | 18.1 | - | -- | - | - | 80.6 | 22.5 | -- | - | - | -- |
| Finencial expenses | 1.5 | - | -- | -- | -- | 84.7 | 1.7 | -- | - | - | -- |
| Interest s bank chorges | 9.1 | -- | -- | -- | -- | 76.7 | 1.6 | -- | -- | -- |  |
| Professional fees | 0.4 | -- | -- | -- | -- | 71.1 | 0.6 | -- | -- | -- | - |
| Other expenses | 15.5 | -- | -- | -- | -- | 100.0 | 15.5 | -- | -- | -- | -- |
| Profit (lose) | 5.8 | - | -- | -- | -- | 100.0 | 5.8 | -- | -* | -- | -- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | .. | -- | -- | -* | - |

## Symbol:

- zero or no observetions
- 100 small too be expressec not appliceble
- confldentiol


##  <br> (1) These estimetes ore based on semple of businesses peporqing stivi iotal weighted expenditur on givan item <br>  <br> (3) Value in eech cell $=\frac{\text { iotal weignied expendiqu on given item }}{\text { Totel weignted seles of busingestes peporting this item of expenditure }}$ for each guertile.

> Ihis portion of the teble per tains only to the businesses reporting the specific expense item. inerefore these petios ere calculeted individuliy sho the total will not necessar ily equsi $100 \%$.

## Motes

Dete ere shown by quartiles when at least 13 of the sempled businesses report the specific item
Recopds were renked in escending order sccopding to sales size. Each quartile (i. ©. botton 25z, lower middle 25\%. etc.) fepresenis one quarter of the topel number of businesses. Within esh quartile. the over ge ratio is presented. For conoarison purposes, the high ano low valuts of seles ere shown

Mow so ut the sablas

121 The selected penge will indicnte the proper quertile. i. e. the botton 25\%. the lower hiddie 25I. the upper hidde 25\% or the top 258
(3) Dete perquining to the selected sales size range mill be in that quertile.

## Stenderd Industrisl CInselficetion Definition (SIC 1980)

SIC 8220 - Applimet, Television, madio and Stereo Stores
Businesses primarily engaged in reiail debling in major householo appliances, smalt elecprical appliances, television. radio end sound equipmert. Reoa : shocs for such appliances are incluoed in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Mppliance, Televislon, Radio and stereo Stores (SIC 622)

|  | Tota!(i) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe: middle 25\% | Upper <br> middie $25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $\$ 000$ ' High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 32 \\ (1) \\ 11 \end{array}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |
| Ascets |  |  |  |  |  |
| Cash | - | - | - | .- | -- |
| Accounts and notes receivable | 15 | -- | -- | -- | -- |
| Inventory | 15 | - | -- | -- | -- |
| Other current essets | 69 | -- | -- | -- | -- |
| Total curront assets | 84 | -- | -- | -- | -- |
| Fixed sssets | 35 | -- | -- | -- | - |
| Less: Accum. dep. on fixed assets | 5 | -- | -- | -- | -- |
| Other assets | 5 | -- | - | -- | -* |
| Total aseets | 123 | - | - | - | - |
| Liebilities end equity |  |  |  |  |  |
| Current loans | 20 | - | -- | -- | -- |
| Other current liabilities | 61 | -- | -- | -- | -- |
| Mortgages Dayable | - | -- | - | -- | -- |
| Long term debt | 2 | -- | - | -- | -- |
| Other lisbilities | 29 | -- | -- | -- | -- |
| Total liasilities | 92 | -* | -- | -- | -- |
| Total equity | 31 | -- | -- | -- | -- |

(1) These Estimates te besed on a sample of Dusinesses reppiting sales beiween $\$ 25,000$ and $\$ 2,000,000$

Set iable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated bustnesses only. 1987
Mova Scotle. Applisence, Television, Radio and Stereo Storee (SIC 622)

|  | Tots)(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { midde } 25 \%$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 32 $(1)$ $(1)$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| biquidity ratio Current ratio (times) | 1.4 | -- | -- | -- | -* |
| leverage ratios <br> Deot/equity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 2.9 1.3 0.7 | -- | - | -- | -- |

(1) The retios reprasent the everage of rotios for each businass in the group and cannot be celculated from the figur shown in teble 2 .
12) These ustimetes ere besed on semple of businesses reporting eeles between 525,000 and $82.000,000$

See isole 1 for symols and notes.

Definitions:

1. Liquidity retio:

Current = current assets / current lisbilities
2. Leverage ratios:
8) Destlequity $=202 \mathrm{~s}$ / labilities / equiry

O1 Dedt ratio = rotal liabilities/rotal assets
ci Interest coveiage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nova Scotia, Appllance, Television, Radio and Stereo Stores (SIC 622)

 only those businesses reporting stistement of changes
see fable 1 for symbols and notes
 Moy: Scotit, Appliance, Television, Radio and Stereo Stores (SIC 622)

|  |  |  |  | Changes in number of businesses with doid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \text { (\$000's) } \end{array}$ | Aversge labour units(1) | Newly reporting(2) | No longer reporting(3) |

## 1984

Total
less than 20
$20-99$
$100-499$
500 and over

| 214 | 9.288 |
| ---: | ---: |
| 208 | 7.007 |
| 5 | $x$ |
| - | $x$ |


| 671 | 55 | 29 |
| ---: | ---: | ---: |
| 510 | 54 | 28 |
| 89 | 1 | 1 |
| - | - | - |
| 72 | - | - |



TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985=1987$ Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)


## 1985

| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 50 \\ 243.813 \\ 232.892 \\ 10.921 \end{array}$ | $\begin{array}{r} 29.495 \\ 27.420 \\ 2.075 \end{array}$ | $\begin{array}{r} 64,392 \\ 56,910 \\ 7,482 \end{array}$ | $\begin{array}{r} 172.815 \\ 167.639 \\ 5.176 \end{array}$ | $\begin{array}{r} 708.548 \\ 679.599 \\ 28.949 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 38 |  |  |  |  |
| Average sales \$ | 256.227 | 29.287 | 64.392 | 178,312 | 752.917 |
| Average expense 5 | 237.083 | 21.119 | 56.910 | 163.386 | 706.915 |
| Average net profits | 19.144 | 8.168 | 7.482 | 14.926 | 46.002 |
| Businesses reporting loss (Mo.) | 12 |  |  |  |  |
| Average sales \$ | 259.758 | 29,640 | - | 184. 509 | 585.128 |
| Aversge expense $\$$ | 259.829 | 31.810 |  | 174.085 | 603.612 |
| Average net loss $\$$ | -10.071 | $-2.170$ | - | -9.556 | -18.486 |


| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net prcfi: (ioss) \$ | 52 181.400 154,962 6,438 | 34.187 28.512 5.875 | $\begin{array}{r} 64.585 \\ 59.737 \\ 4.828 \end{array}$ | $\begin{array}{r} 113.989 \\ 109.628 \\ 4.361 \end{array}$ | $\begin{array}{r} 432,860 \\ 421,969 \\ 10.891 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 41 |  |  |  |  |
| Average sales \$ | 174,794 | 34,187 | 65.704 | 118.409 | 480,874 |
| Aversge expense \$ | 162.572 | 28.512 | 55.028 | 105.202 | 461.544 |
| Average net profit \$ | 12.222 | 5.675 | 10.676 | 13.207 | 19.330 |
| Businesses reporting lose (Mo.) | 11 |  |  |  |  |
| Average sales \$ | 169.990 | - | 62.682 | 108.653 | 338,635 |
| Average expense \$ | 175.600 | - | 67.522 | 114.973 | 344,304 |
| Average net loss\$ | -5.610 | - | -4.840 | -6.320 | -5.669 |

1987

| Wumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net orofit (loss) \$ | 50 236.747 228.227 8.520 | 39.892 37.848 2.044 | 91.784 76.513 15,271 | $\begin{array}{r} 165.524 \\ 160.128 \\ 5.396 \end{array}$ | $\begin{array}{r} 649.786 \\ 638.418 \\ 11.368 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 30 |  |  |  |  |
| Average sales \$ | 233,634 | 47.522 | 92,940 | 176.222 | 617.853 |
| Average expense \$ | 215,467 | 40.985 | 75.897 | 161.369 | 583.615 |
| Average net profits | 18,167 | 6.536 | 17.043 | 14.853 | 34.238 |
| Businesses reporting lose (Mo.) | 20 |  |  |  |  |
| Average sales | 237.474 | 32.948 | 79.547 | 144.301 | 693.098 |
| Averape expense \$ | 247.112 -9.638 | 34,993 -2.045 | 83.042 -3.495 | 157.668 -13.367 | 712.745 -19.648 |
| Average net loss 8 | -9.638 | -2.045 | -3,495 | -13.367 | -19.648 |

11 These estimetes are besed on semple of businesses raporting sales between $\$ 25,000$ and $\$ 2,000,000$.

[^36]TABLE 1．Selected operating ratios，in percent of sales． 1987
Nove Scotle，Applience，Television，Radio Stereo Stores（SIC E221）

|  | To：a1（1） |  |  | $\begin{array}{r} 80+t 0 m \\ 25 \% \end{array}$ | Lowe miode ここ゚ |  | Uoder midole $25 \%$ |  |  | To:$2 E:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole（No．） Low sales value（ 5000 s ） Migh sales value（ $\$ 000$＇s） |  | $\begin{aligned} & 12 \\ & (1) \\ & (i) \end{aligned}$ |  |  |  | －－ |  |  |  |  |  |
| Selected expense item | Industry averagel2） |  |  |  |  | $\begin{aligned} & \text { \# busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporling businesses only： 3 ； |  |  |  |  |
|  | Total | Bottom 25\％ | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tolal | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooe? } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 61.5 | －－ | － | －－ | －－ | 100.0 | 51.5 | －－ | －－ | － | － |
| Occupency expenses | 6.3 | －－ | － | －－ | －－ | 100.0 | 5.3 | －－ | － | －－ | － |
| Oepreciation | 1.2 | －－ | －－ | －－ | － | 78.0 | 1.6 | － | －－ | －－ | －－ |
| Repirs－meintenance | 0.3 | － | －－ | －－ | － | 79.8 | 0.3 | － | －－ | －－ | －－ |
| Heat．light \＆selephone | 1.7 | －－ |  | －． | － | 100.0 | 1.7 | －－ | －－ | －－ | －－ |
| Rent |  | － | －－ |  | － | 78.8 | 3.9 | － | －－ | － | －－ |
| Personnel expenses | 10.2 | －－ | －－ | －－ | － | 100.0 | 10.2 | －－ | －－ | －－ | －－ |
|  |  | － | －－ | －－ | －－ |  | 0.7 0.5 | －－ | －－ | －－ | －－ |
| Interest \＆bank charges Professional fees | 0.5 0.2 | － | －－ | －． | －－ | 100.0 54.4 | 0. | －－ | －－ | －－ | －－ |
| Other expenses | 6.5 | －－ | －－ | －－ | －－ | 100.0 | 6.5 | －－ | －－ | －－ | －－ |
| Profit（loss） | 14．8 | －－ | －－ | －－ | －＊ | 100.0 | 14.8 | －＊ | －－ | －－ | －－ |
| Total | 100.0 | －－ | －－ | －－ | －－ | 100.0 | $\cdots$ | －－ | －－ | －－ | － |

## Syabols

－zero or no observations
－too small too de expressed
not epplicable
$x$ confioential

## cotnotes

（1）Inese estimeres ere besed on semple of businesses reporting seles beiween 825.000 end 82.000 .000 rotal weignese expenditure on giver item

（3）Velue in each ceil $=\frac{\text { Toisl weighted expenditure on given item }}{\text { Total wighted sales of businesses reporting this iqem of expenditure }}$ for antile
This poption of the rable pertains only to the businesses roporting the spacific expense item．fher efore these ratios are caleulated individutly and the sotsl will not necesserily equ！ 100 \％

## Notes

Data are showh by quarilies when at liast 13 of qhe sampled businesses report the specific iem

Recoros were ranked in ascenoing order according to soles size．Each quartile li ．botsom 25\％．Iowar midole 25\％，Etc．l represents on quer？of the total numper of businusses．Within ech quarnile．the over ege ratio is presented for comperison purposes，the high and low values of seles or shown．

Mow to une the tables
（1）Locate the appropriste seles range thet is displayad on the two lines entitled Lom seles velue＂and migh stes value＂
（2）The selected range will indicete the proper quartile．i．the Dottom 25\％．the lower middie 25\％．the upper midde 25\％or the top $25 \%$
（3）Deta perteining to the selected solus size renge will de in thet quertile．

Stenderd Industrisl Elestifiestion Definition（SIC 1880）：
515 5221－Applience，Television，Redio and Stereo Stores
Businesses primarily engaged in retail dealing in household appliances．padios，television sets and sound equipment．These ousinesses inc：upe retail pcrtat household air conoitioners，sppliance．radio．television and stereo stores．retail household appliances．retail household launopy or ers，retail household fooc prosersion applionces．retail household floor shd rug cere oppliances．retail household freezers．retsil household haip oriers，petail household hicher appliances．retoil microwave and convention ovens，retail housthold ranges is iovesl．retail housenold retrigerators．Peiail household sewing machines．retail household stoves．retail household vaccuum cleaners eno peqait housenolo washing machines

TABLE 2. Balance sneet profile for incorporated businesses only, 1987
Move Scotia, Appliance. Television, Redio Stereo Stores (Sic 8221)

|  | Total(1) | Bottom 25\% | Lowe P $\text { riadle } 25 \%$ | UpDe: <br> middle $25 \%$ | To\% $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. samp:e (No.) Low sties value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)^{9}$ | - | -- | -- | -- |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Assets - . . . . - |  |  |  |  |  |
| Cash Accounts and notes peceivable | $30^{-}$ | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 163 | -- | -- | - |  |
| Total current assets | 192 | -- | -- | -- | -- |
| fixed assets | 23 | -- | - | - | -- |
| Less: Accum. dep. on fixed asseta | - | -- | -- | -- | -- |
| Other assets | 5 | - | -- | -- | -- |
| Total useets | 221 | -- | -- | -- | -- |
| Lisbitities and equity |  |  |  |  |  |
| Current loans Other current liabilities | 30 74 | -- | -- | -- | -- |
| Total current liabilities | 104 | -- | -- | -- | -- |
| Mortgages Dayable | - | -- | -- | -- | -- |
| long term debt | 1 | -- | -- | - | -- |
| Other liabilitios | 20 | -- | -- | - | -- |
| Total liabilities | 126 | -- | -- | -- | -- |
| Total equity | 95 | -- | -- | -- | - |

19 inese estimates are based on a sample of businesses reporting $\mathbf{\$ a}$ les between $\$ 25,000$ and $\$ 2,000,000$.
See iable 9 for symbols and notes.

TABLE 3. Financíl ratios (i) for incorporated businesses only. 1987
Move Scotis, Appliance. Television, Redio stereo Stores (SIC E221)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe <br> middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\circ}$ ! High sales value ( $\$ 000^{3}$ s) | $(1)^{9}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| biquidity retio <br> Current ratio (times) | 1.8 | -- | - | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage patio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.3 \\ & 2.1 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

III The retios represent the everage of petios for each business in the group and connot be celculated from the figures shown in foole 2 121 These estimetes er besed on semple of businesses reporting zeles between $\mathbf{3 2 5 , 0 0 0}$ end $\$ 2,000,000$
see toble ifor symols and notes.

## Definitions:

1. Liquidity ratio:

Current $=$ current asseis / current lisbilities
2. Leverage retios:
o) Debi/equity = poial iabilities / equity
b) Debt rario = sotal liabilities/ cotal assets
c) Interest coverage $=$ net profit interest expense $/$ inqerest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nove Scotia, mpplimnce, Television, Radio s Stereo Stores (SIC 6221)

 only thase Dusinesses reporting a statement of changes.
See Teblit ior symbols and noqes.

TAELE 5. Employment changes by size of business. 1984-1987 besed on SIC clessification in i987 Novi Scotia, Appliance. Televislon, Radio Stereo Stores (Sic s221)

|  |  |  |  | Changes in numb with po | of busincsses ployees. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusiness size expiessed in average labour units(?) | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ (\$ 000 \text { s) } \end{array}$ | Average tabour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 54 | 2.759 | 202 | 12 | 7 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $53$ | $x$ <br> $\times$ | $\begin{array}{r} 177 \\ 25 \end{array}$ | 12 | 7 |
| 1987 |  |  |  |  |  |
| Total | 55 | 3.821 | 274 | 4 | . . |
| $\begin{aligned} & \text { tess than } 20 \\ & 20-99 \\ & 100-49 \\ & 500 \text { and over } \end{aligned}$ | 52 3 - - | $\begin{array}{r} 2.561 \\ 1.267 \\ = \end{array}$ | $\begin{array}{r} 183 \\ 91 \\ - \\ - \end{array}$ | 4 | $\ldots$ $\ldots$ $\ldots$ |


 full-time employer. Note thet the ousiness size groups used ere deqermined ot the canede level. thus it business hes ot leas? 500 employees in Conade as a whole but less than thet number in ony given province it is show in the 500 and over group
(2) Refers 10 ousinesses roporting no payroll deductions in the orovious yoar
13. kefers 10 businesses reporting no paytoll deductions in the following year
"hewly reporting" ard "ro longer raporting" Dusimesses aro assumed to have oeen in activity for six months and the information is Arist:es accordingly.
azle 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$ Nove Scotia, Appliance, Television, Radlo s Stereo Stores (SIC s221)


| Number of observations in sample Aversge sales $\$$ Aversge expanse $\$$ <br> Averoge net profit (loss) \$ | $\begin{array}{r} 181 \\ 179.727 \\ 4.085 \end{array}$ |
| :---: | :---: |
| Businesses reporting a profit (Mo.) | 8 |
| Average sales \$ | 245,376 |
| Average expense | 229.225 |
| Average net profit \$ | 16.151 |
| Businesses reporting loss (Mo.) | 3 |
| Average sales 8 | 283.380 |
| Averoge expense \$ | 308.415 |
| Average nei loss \$ | -9.035 |

Number of observations in sample Aversge sales \$
Average expense \$
Average net profit (loss) \$ - 13.652

Businesses peporting a profit (Mo.)
Average sales \$
176.775

Average expense $\$$
150.435

Average net profit $\$$
16,340

Businesses reporting elos: (Mo.)
$712.27{ }^{3}$
$\begin{array}{ll}\text { Average sales } \$ & 712.274 \\ \text { Sverage expense } \$ & 721.117\end{array}$
Avarage not loss $\$ \quad-8.843$

1987

| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 290.603 \\ 276.138 \\ 14.465 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Wo.) | 9 |
| Average stos \$ | 251.656 |
| Average expense \$ | 225,549 |
| Average net profit \$ | 26.107 |
| Businessex reporting - lose (Mo.) | 6 |
| Average sales \$ | 548.562 |
| Average expense \$ | 554.231 |
| Average net loss 5 | -5,669 |

(11) These estimates ar Dased on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotla. Television. Radio s Stereo Stores (SIC 6222)


## Syebols

zero or no observations
-- 100 smell too be expressec
not soplicable
$\times$ confioential

## Footnote:

III These estimetes are besed on a sample of businesses reporting sales betwen $\$ 25,000$ eno $\$ 2,000,000$. Total weighted expenditur on a given itten

13) Velue in each cell: $\frac{\text { lotal weighted expenditupe on given iten }}{\text { lotal wighed sales of businesses reporting this item of expenditurt }}$ for en guptite

> This porion of the tatle pertains only to the businesges reporting the specific expense iqum. Thermore thest ratios are colculated individublly ard the total will not necessarily equal looz.

## Notes

Dots bre shown by quariiles when at leest 13 of the samgled businesses report the specific item
Recopds were ranked in ascending order sccording to seles size. Each quartile li. botion 25\%, lower midde 25\%, etc. represefts one quarter of the tot mumber of businesses. Hithin ech quertile, the suerspe retio is presented. for conperison purposes. the high and low values of sales bre shown.

## mow to use the tables


(2) The selyciod range will indicete the proper quertide. i.t. the botton 25\%, the lower midol 25\%. the upper midd 25x or the 100258
(3) Dets perteining to the selected stas size pange will be in thet quertile.

## Stenderd Industriml CIestification Definition (SIC 1880):

SIC 6222 - itituition, Redio and Stereo Stores
 engaged in selling records. tapes, musical instruments and perts for television and radio sets and stereo equipmert as well as some repsifing of such equipmeni. Included are businesses engaged in peiail home computers; reiail loud speskers: reiail household radio receiving sets: ferail sound quipment. components and peris: retail household stereo record pleyers: retail household tepe players and ecorders: retsil telaphones: qelevision and pado storps: television radio and stereo stores: requil qelevision sers: petail tuners and amplifiers and ceiail vioeo recolders

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotie. Television. Redio \& Stereo Stores (SIC 5222)

(11) These estimates are besed on semple of businesses reporsing sales between $\$ 25,000$ and $\$ 2.000 .000$ See late 1 for symols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotis. Television, Radio \& stereo Stores (SIC E222)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | midd Lower | Upper midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000$ 's) Migt seles value $\left(\$ 000^{\prime}\right.$ s | 14 $(1)$ $(1)$ | -- | -- | -- | -- |
|  |  | Averoge |  |  |  |
| Liquidity retio Cuprent ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 3.7 \\ & 1.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios reprasent the everage of retios for esch business in the group and connot be celculated from the figures shown in table 2
(2) These estimetes are besed on semple of businasses reporting sales between $\$ 25,000$ and $\$ 2.000,000$

See Tible 1 for symbols and notes.

Definitions:

1. Liquidiey patio:

Current $=$ current assets / curfont liabilities.
2. Leverage retios:
a) Debtlequity = total liabilities / equity
D) Debt ratio = total lisbitities/total assets
c) Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nova Scotia. Television, Radio stereo Stores (SIC 6222)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | lower midde 25\% | Under <br> midole 2E: | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Esses in sample (No.) dies value ( 800 c s) scles value $(\$ 000$ 's) | $(1)^{9}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating ectivities Cosh from operations Depreciation Other | $\begin{array}{r} 4 \\ 8 \\ -8 \end{array}$ | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decresse in invostment | 1 -12 - - |  | -- | -- | -- -- -- |
| Financing ectivities <br> increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans trom shareholders <br> Advancas \& loans from government <br> Increase in equity <br> Dacrease in equity <br> 0 ther | $\begin{array}{r}2 \\ -1 \\ 8 \\ -5 \\ \hline\end{array}$ | -- <br> -- <br> -- <br> -- <br> - <br> - | -- <br> -- <br> -- <br> -- <br> - | -- -- -- -- -- | - <br> - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cesh equivalents-Beginning of the year Cash 8 equivalents - End of the yoar | -5 -8 -13 | -- | =- | -- | -- |

111 These estimates are based on sample of incorporated businesses reporting seles between $\$ 25,000$ and $\mathbf{3 2}, 000,000$. Smple count inciudes only those Dusinesses reporting a starement of changes.
See toble 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in 1987
Nove Scotiz, Television, Redio s Stereo Stores (SIC 6222)


(1) Average labour units bre calculated by dividing total payroll by the overge annual wage and salary rate as reported in the Survey of Employment. Payroll ano Hours, Sterisics Canade. Cstalogue 72-002. An average laboup unit could be interpreite as o full-time employee. Note tha the business size groups used are determined el the Canade levet. Thus if business has e? least 500 employes in Canada as a whole but less than thot number in any given province it is shown in the 500 and over group
(2) Refers to bus inesses reporting no payroll deductions in the previous year

131 Refers 10 businesses repor:ing no payroll deductions in the following year
*New ly reporting" and "no ionger reporting" businesses are assumed to have deen in activity for six months and the information is ajusied accordingly

See iable $t$ for symbots and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nove Scotia. Television, Radio stereo Stores (SIC 6222)


1985


| Number of observations in smmple <br> Aversge sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 30 \\ 182.340 \\ 176.497 \\ 5.843 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 23 |
| Average sales \$ | 177.411 |
| Average expense $\$$ | 966.313 |
| Average net profit \$ | 11.098 |
| Businesses reporting loss (Mo.) | 7 |
| Average sales \$ | 215.965 |
| Average expanse \$ | 220,678 |
| Averge net loss \$ | -4,713 |

1987

(11) These estimates are based on : sample of businesses reporting sales between $\$ 25.000$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$

Set lable ifor symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Nove Scotia, Appliance. Television, Radio \& Stereo Repair Snops (SIt 6223)


## Symbols

- zero or no onservetions
- too small too be expressed
not applicsol e
$\times$ confidentivl
Footnotes
111 These estimates ere besed on semple of businesses reporting seles beiween $\$ 25,000$ sid $\$ 2,000.000$.
Torel weighed expenditure on agiven item
(2) Volut in ach coll $=\frac{\text { loqal weighied sales of sil businesses in the sample }}{x}$ ioo for each quapile

3) Value in each cell = Totel weighted expenditure on given item

This portion of the table pertains only to the businesses feporting the specific expense item. iherefore these retios ere calculated individually and the cotal will not necessarily equal 100 z

## Wotes

Data are shown by quartiles when et least 13 of the spmpted businesses report the specific itam
Recoros were renked in oscending ofder according to seles size. Each quartile (i. e. Dottom 25\%, lower miode 25\%. tic.) itpresents one quer erer of the cotal number of busimesses. Within each quartile. the overege retio is presented. for comprisom purposes. the high and low values of sales are shown

How to use the tebles

(2) The selected range will indicate the proper queftile. i. the bottom 25\%. the lower middle 25\%, the upper midde 25\% or the 10p 25\%.
(3) Dato pertining to the swlected sales size pange will be in that quertile.

## Stenderd Industrisl Clmsificetion Oefinition (SIC 19s0)

S1E 5223- Applience. Television, Radio no Stereo Repoir Shops Businesses primarily engaged in the repair and mainenance of radios, ceievision sets. siefeo equipment. iape recorders and household elect ical appliances. Such shops may be secondarily engeged in seliing such equipment ena parts. Businesses primarily engeged in retai dealing in sumh equipment and eppliances are classitied in one of the preceding ciasses of this industry group. Businesses engage in the repair of household appliances. repair of radios. repair of stereo equipment and the repar of television sets are incluced in this industry.

TABLE 2. Baiance sheet profile for incorporated businesses only, 1987
Nove Scotis. Appliance, Television, Radio \& Stereo Repair Shops (Sic 6223)

| Tota!(1) Bottom | Lower Upper |  |
| ---: | ---: | ---: | ---: |
| $25 \%$ | middle $25 \%$ | Top |



11 These estimates are besed on semple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See Table i for symbols and notes.

TABLE 3. Financial ratios(1) for incorpormed businesses only. 1987
Mova Scotis. Applisence. Television, Redio \& Stereo Repelr Shops (SIC 6223)

|  | Tots(12) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | Uoper midde $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Law sales value ( $\$ 000$ 's) Migh sales value $(\$ 000$ 's) | $\left\{\begin{array}{r} 9 \\ \{1\}^{9} \end{array}\right.$ | -- | -- | - | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage retios <br> Oebtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 5.2 \\ & 0.9 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios reprasent the verage of tatios for each business in the group and canmot be culated from the figures shown in lable 2 .
(2) These estimntes er besed on semple of businesses repoiting sales between $\$ 25,000$ and $\$ 2.000,000$.

See Table 1 for symbols and notes.

Definitione:
T. Liquidity retio:

Current $=$ current assets / current liabilities.
a. Leverage ratios:
a) Debt/equity $=10 t a l$ liabilities / equity.
bl Debt ratio : total liabilities / total assets


TABLE 4. Statement of ehanges in financial position for incorporated businesses only. 1987
Nove Scotie, Appliance, Television, Radio \& Stereo Repair Shops (SIC 6223)

|  | Totai(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe: middle 25\% | upper $\text { midole } 25 \%$ | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\$ 000$ ( 5 ) High sales value ( $\$ 000$ 's) | $(1)^{5}$ | -- | -- | -- | -- |
|  |  |  | Average 1800 |  |  |
| Opersting activities Cash from operations Dedreciation Other | $\begin{array}{r} -1 \\ 3 \\ 6 \end{array}$ | -- | -- | -- | -- |
| .. . idends | - | - | -- | -- | -- |
| Investment ectivitios <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decresse in investment | -23 - | -- | -- -- -- | -- | -- |
| Finencing activities <br> Increase in lang term debt <br> Redayment of lang term debt <br> Loans fram shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 16 -1 -1 | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - | - -- -- -- -- | -- -- - - -- - |
| Increase(decrease) in cash \& equivalents Cosh s equivalents-Beginning of the year Cash t quivalents = End of the year | -1 -1 | -- | =- | --- | -- |

19 These espmates are dased on e sample of incorporated businesses reporting sales between $\$ 25,000$ ano $\$ 2,000,000$. Sample count includes only those businesses reporting e statement of changes
See table for symbol and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Nove Scotit. Applisence. Television, Redio Stereo Repeir Shops (SIC 6223)

|  |  |  |  | Changes in number of businesses with paid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2us ress size explessed in average labour units(1) | Number of businesses | Total payroll $\left(\$ 000^{\prime} \mathrm{s}\right)$ | Average labour units(1) | Newly redorting(2) | No Ionge? reporting\{3) |


(1) Sverage labour units are ealculated by dividing totel poyroll by the bersge annuel wage and salary rate as raported in the Survey of Employment. Payroll and Hours. Stetistics Canade. Cetalogue 72-002. An average labour unit could be interpreted as a fult-time employee. Note that the business size groups used or oetermined et the Canada level. Thus if a business hes bt iast 500 employees in Canado as whole but less then thet number in any given province in is shown in the soo ano over group
(2) Refers to businesses reporing no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year

Wewty peporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is acjusted accordingly

See 1 ate i for symbols and notes.

TABLE 6. Selected opertting characteristics of small businesses by sales quartile. $1985-1987$
Mova Scotie. Appliance, Television, Radio stereo Repair Shops (S1C 6223)


1985
Wumber of observations in sample
Average sseles $\$$
Average expense $\$$
Average net profit (loss) $\$$
Businesses raporting a profit (Mo.)
Average sales $\$$
Average expense $\$$
Average net profit $\$$
Businesses reporting toss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$
63.145
63.145
50.612
12.533
$63.145^{8}$
50.612
12.533

Aver ge stes $\$$
Aver ige expense $\$$
Average net loss $\$$

1986


Mumber of observations in sample Average sales $\$$
Average expense $\$$
Averape net prof it (loss) $\$$

Businestes repopting profit (Mo.)
Averoge \$0les \$ 112.425
$\begin{array}{ll}\text { Average expense } \$ & 94.279\end{array}$
Average net piofit $3 \quad 18.146$

Businesses reporting lose (No.)
Average sales $\$$
Average expense \$
Average net loss \$

111 These estimtes are besed on sample of businesses reporting sales between $\mathbf{3 2 5 . 0 0 0}$ and $\$ 2.000 .000$
See Table for symbols and motes

TABLE 1. Selected operating ratios, in percent of saies. 1987
Nove Scotis, Automobile (New) Dealers (SIC 6311)

| Toral!1) Botiom | Lowe: Upoer | Top |
| ---: | ---: | ---: | ---: |
| $25 \%$ | midole $25 \%$ | midd $25 \%$ |



## Symol

- zero of no observetions
- 100 small 100 br expressed
not spplicable
- confioentiel


## (11) There ustimates bresed on semple of businesses reporing sales beiween $\$ 25,000$ end $32,000,000$ <br> toisl weighted expendifure on given irom <br> 121 Velue in each cell $=\frac{\text { Totel weighted seles of bll businisses in the semple }}{}$ for for each quertile. <br> (3) Volue in sach cell sotal weighted expendiqus on given isam <br> This portion of the sablepertains only to the businesses reporting the specific expense item. therefor these retiot ert calculsted individually and the total will not necessarily qual $100 \%$. <br> motes <br> Deta ase shown by queftiles when at least 13 of the sempled pusinesses report the specilic itent <br>  one querter of the lotal number of businesses. Within eph queriile, the eversge pitio is presented. For comperison purposes, the high end low vilues of seles ore shown. <br> Mow 80 ust the tebles <br> (1) Locst the eopropribte teles renge that is displayed on the two lines entitied low seles velue" and migh seles veluet <br> (2) The selected renge will indicete the proper quartile. i.e. the botton 25\%. the lower middit $25 z$. the upper hidde 252 or the top $25 \%$. <br> (3) Oata pertsining so the sected sits size renge will be in thei quertile

Stenderd Industriel CIesesifiension Definition (S15 1080):
SIC 6311 - Autonobil (Mew) Deslert
Businesses primerily engeged in retoil debling in new automobiles. These businesses are ususlly operated under fectory frenchise and hove deportments engeged in the sal of used cers. perts ond eccessories, motor vehicle repairs and often inciude service station facilities

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotit, Automobile (New) Dealers (SIC 6311)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 m \\ 25 \% \end{array}$ | Lower misole 25\% | UDDe midele 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole : No. Low sales value ( $\$ 000$ s) High sales value ( 9000 's) | (19 ${ }^{6}$ | -- |  | -- | -- |
|  |  | Average (\$000's) |  |  |  |
| Assets |  |  |  |  |  |
| Cesh | - | -- | -- |  |  |
| Accounts and notes receivable | 32 | - | -- | - | -- |
| Inventory | - | -- | -- | - |  |
| Other current assets | 340 | -- | -- | - | -* |
| Total current assets | 372 | -- | -- | -- | - |
| Fixed assets | 55 | -- | - | -- | - |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other ssets | 1 | -- | -* | - | - |
| Total esset | 432 | -* | -- | -- | - |
| Liebilities and equitr |  |  |  |  |  |
| Current losns | 56 | -- | -- | -- | -- |
| Other cuprent lisbiliotes | 241 | -- | -- | - | -- |
| Total current liabilities | 297 | -- | -- | -- | -- |
| Mortgages payable | - | -- | - | - | - |
| Long ierm debt | 137 | - | "- | -- | -. |
| Other liabilities | 137 | - | - | -- | -- |
| Total liabilitios | 436 | -- | -- | - | -- |
| Totel equity | -6 | -- | -- | -- | -- |

(1) These estimes are bosed on a sempla of Dusinesses reporing salss beiween $\$ 25,000$ and $\$ 2.000 .000$

Set rable i for symbols and notes.

TABLE 3. Financtel ratios (1) for incorporeted businesses only. 1987
Nove Scotim, Automoblle (New) Oemlers (SIC 6311)

| Total(2) Bottom | Lower | Uoper | ToD |  |
| :--- | ---: | ---: | ---: | :--- |
|  | $25 \%$ | middle $25 \%$ | midde $25 \%$ | $25 \%$ |


| Businesses in sample (Mo.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | $(11)$ |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.3 |  | -- | -- | -- |
| Leversege ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | -99.7 1.0 | -- | -- | -- | -- |

(1) The ratios reprasent the everage of ratios for esch business in the group and connot be esulated from the figures shown in toble 2 .
(2) These estimetes ere besed on smmple of businesses roporting soles between $\$ 25,000$ ond $\$ 2,000,000$.

Soe iable i for symols and notes.

## Definitions:

1. Liquidity retio:

Current * currens essets/current liabilitios.
2. Leverage petios:

- DeDi/equity $=$ topal liabilities / equity
b) Debiratio = rotal liabilitias/total assees
c) Interest coverbge $z$ net profit - interest expense/ interest mpense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. ig87
Nova Scotia, Automoblle (New) Dealers (SIC 6311)

|  | Total (1) | $\begin{array}{r} \text { Sot tom } \\ 25:- \end{array}$ | Lower miodie 25: | Upper m. dde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 2 E: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. 1 Low sales value $\$ 900$ s) <br> High soles vaive ( $\$ 000$ 's) | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | verage 19000 |  |  |
| Operating activities Cash fiom opetations Doprecistion Diner | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | x | -- | -- | -- | -- |
| Investment sefivities <br> Disposel of lixed osseis <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Redoyment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Acvances 8 losns from government <br> Increase in equity <br> Decrease in equity <br> Diner | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | -- -- -- -- -- | - <br> - <br> -- <br> - <br> - | - - - - - - |
| Increase(decrease) in cesh equivelents Cash tequivalents-Beginning of the year Cash a equivalents - End of the year | $x$ $x$ $x$ x | -- | =- | - | -- |

$(11$ These estimeres oresed on somple of incorporated dusinesses reporting sales between $\$ 25.000$ and $82,000.000$. Somple count inclvoes only inose pusinesses repering a starement of changes
sen table i for symbols and notes.

TABLE S. Employment chmges by size of business, 1984-1987 besed On SIC ciassification in 1987
Nova Scotia, Automoblie Dealerg


 Survey of Employment. Payroll ond Hours. Statistics Canoca. Cot loque 92-002. ar overgge labour unit could be interpieted as o full-time amployer. Note that the business size groups usto ore deftmined or the canace level. Thus if a business hes ar least 500 employees in cenada as o 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 paypall deductions in the provious year
13) Refers ic businesses peporting no payioll deductions in the following yeap
"אewly repolting" and "no longer reporting" businesses are assumed to have bean in activity for six months and the information is as,ustec according!y
set iade i for symools and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Automoblle (New) Deslers (S|t 6311)

|  | Total!1) | $\begin{array}{r} \text { go:tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { m. odle } 25 \% \end{aligned}$ | Upper middle $25 \%$ | 70s |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 20 |  |  |  |  |
| Average sales $\$$ | 890.855 | -- | -- | -- | -- |
| Aversoe expense \$ | 870.929 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 20.026 | -- | -- | -- | -- |
| Businesses reporting eprofit (No.) | 14 |  |  |  |  |
| Aversoe sales $\$$ | 920.136 | -- | -- | -- | -- |
| Average expense ${ }^{\text {a }}$ | 869.269 | -* | -- | -- | -- |
| Average net profits | 50.867 | -- | - | -- | - |
| Businesses reporting loss (Mo.) |  |  |  |  |  |
| Averoge sales $\$$ | 900.412 | -- | -- | -- | ~- |
| Average exoense \$ | 819.939 | -- | -- | -- | -- |
| Average net loss \$ | $-19.527$ | -- | -- | -- | -- |

1985

| Wumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 19 \\ 1.028 .841 \\ 1.023 .375 \\ 5.466 \end{array}$ |
| :---: | :---: |
| Qusinesses reporting profit (Mo.) | 15 |
| Averape sales \$ | 1.065.955 |
| Average expense \$ | 9.041,753 |
| Average net profit \$ | 24.202 |
| Businesses reporting loss (Mo.) | 4 |
| Averape sales ${ }^{\text {s }}$ | 1.229.739 |
| Average expense \$ | 1.278.730 |
| Average net loss \$ | -48.991 |

1987

Number of observations in sample Average sales $\$$
23
554.126
552.262

| -- | -- |
| :---: | :---: |
| -- | -- |
|  |  |
| -- | -- |
| -- | -- |
| -- | -- |
|  | -- |
| - | .. |
| -- | .- |


| usinesses reporting a loss (Mo.) |  |
| :--- | ---: |
| Average soles $\$$ | 13 |
| Averse expense $\$$ | 667.734 |
| Average nei loss $\$$ | 686.069 |

(1) These estinetes are based on bemple of businesses roporting seles between $\$ 25.000$ and $\$ 2.000,000$.

See table 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Novm Scotlm, Automoblle (Used) Deslers (SIC 6312)

|  | Total (?) |  | $\begin{array}{r} \text { 5ottom } \\ 25 \% \end{array}$ |  | Lawe:$\text { midole } 25 \%$ |  | Ucoar$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\circ}$ s) Higt. seles value ( $8000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 19 \\ & (1) \\ & 11! \end{aligned}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on $\mid y(3)$ |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot }+0 \text { Om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe? } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper midd 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  |  |  | cent of | soles |  |
| Cost of seles | 77.9 | -- | -- | -- | -- | 100.0 | 77.9 | -- | -- | - | - |
| Occupency expenses | 3.3 | -- | -- | - | - | 89.9 | 4.3 | - | -- | -- | -- |
| Deprecistion | 0.7 | -* | -- | -- | -- | 60.5 | 1.1 | -* | - | -- | -. |
| Repaits 8 maintenance | 2.0 | -- | - | -- | -- | 55.6 | 3.5 | -- | - | -- | - |
| Hest. light 8 teleohone | 0.8 | -- | - | -- | -- | 89.9 | 0.8 | -- | - | -- | - |
| Rent | 0.5 | -- | -- | -- | -- | 19.8 | 2.5 | -- | -- | -- | -- |
| Personnel expenses | 4.2 | -- | -- | -- | -- | 87.8 | 4.7 | -- | -- | - | - |
| Financiel expenses | 2.7 | -- | -- | -- | -- | 100.0 | 2.7 | - | -- | -- | -- |
| Interest \& bank charges Professional fees | 2.4 0.3 | -- | -- | -- | -- | 90.3 87.6 | 2.6 0.4 | -- | -- | -- | -- |
| Other expenses | 11.2 | -- | -- | -- | -- | 100.0 | 11.2 | -- | -- | -- | -- |
| Profit (loss) | 0.2 | -- | -- | -- | - | 100.0 | 0.2 | -* | -- | =- | -- |
| Tolal | 100.0 | -- | -- | - | = | 100.0 | $\ldots$ | -- | -- | -- | - |

## Sybols

- zero or no observetions
-- 100 small too de expressed
not spolicable
$\times$ confiaential


## Footnotes

(11 These estimeses er besed on bsmole of businesses reporting seles between $\mathbf{5 2 5 , 0 0 0}$ end $\mathbf{8 2 . 0 0 0 , 0 0 0}$
(2) Velue in each cell $=\frac{\text { Total weighted expenditure on B given item }}{\text { Totel weighted sales of all businesses in the sample }} \times 100$ for each quertile

131 value in each coll $=\frac{\text { Total weighted expenditure on given item }}{\text { Tolsi meighted seles of Dusinesses reporting this item of expenditure }} \times 100$ for ach quartile.
This portion of the eble pertoins only to the businesses reporting the specific expense item. Therefore these rerios ore culculared individually and the sotsi will not necesserity equel 100 z .

## Motes

Data are shown by quartiles when of leas? 13 of the sampted businesses repor? the specific item
 one quarter of the cotal number of businesses. Within esch quartile, the revege rstio is presented. for comperison purposes. the high and low values of sales or shown.

Mow to use the tables
(1) Locate the epproprite sales range that is displeyed on the imo lines entitleo "low sales velue" ond "high sales velue"
 100 $25 \%$.
(31 Date pertaining to the selucted sales siztange will be in thor quartile

Stenderd Industriat Elassification Definition (515 4esol:
5JC 6312 - Automobite (Used) Denlers
Businesses primarity engaged in retail dealing in used cars. Such businesses moy be secondarily engeged in sulling new cars end equipment

TABLE 2. Belance sheet prof ile for incorporated businesses only. 1987
Nove Scotis, Automoblle (Used) Dealers (SIC 5312)

|  | T2:31(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle $25 \%$ | UDper ridde 25\% | TOE 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No. Low sales value ( $\$ 000$ s) Migh sales value $(\$ 000$ 's) | $\begin{aligned} & 10 \\ & (i) \\ & (i) \end{aligned}$ | -- | -- | -- | -- |
|  | Averape (3000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 5 | -- | -- | -- | -- |
| Accounts and notes receivable | 15 | - | -- | -* | -- |
| Inventory | - | - | -- | -- | - |
| Other current assets | 104 | - | -- | -- | -- |
| Total current assets | 119 | -- | -* | -- | -- |
| Fixed assets | 37 | -- | - | -- | -- |
| Less: Accum. ded. on fixed sessets | - | -- | -- | -- | -- |
| Other assets | 11 | - | -- | -- | ** |
| Total estets | 167 | - | =- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans liabilities | 42 | -- | -- | - | -- |
| Total curcent liabilities | 82 | -- | -- | -- | - |
| Mortgages dayable | , | -- | -- | -- | - |
| Lang term debt | 11 | - | -- | -- | $\cdots$ |
| Other liabilities | 51 | -- | -- | -- | =- |
| Totel lisbilities | 144 | - | -- | -- | -- |
| Total equity | 23 | -- | -- | -- | - |

(1) These estimeres are besed on somple of businesses feporting sales between $\$ 25,000$ and $32,000,000$.

See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scolle, Automoble (Used) Deslers (SIC 6312)

|  | Top 1 (2) | Bottom 25\% | $\text { middlemer } 25 \%$ | Upper middle 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | 10 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Curpent ratio (times) | 1.5 | -* | -- | -- | -- |
| Leverage retios Debr/aqity ratio (times) Interest coveraga ratio (times) Debt rotic (times) | 6.2 1.0 0.9 | -- | -- | -- | -- |

(1) The potios represent the ever age of rellos for bech business in the group and cennot be celculated from the figups shown in table 2 .

121 These estimntes ore based on emple of businesses reporting seles between $\mathbf{2 5 , 0 0 0}$ and $\mathbf{5 2 , 0 0 0 , 0 0 0}$

## See roble 1 for symbols and notes

Definitions:

1. Liquidity retio:

Current $=$ current assers / curpent liabilities
2. Leverege retios:
al Deti/equity $=$ cotal liabiliqies / equipy
D) Debtratio = total liabilities/ totel assets.
c) Interest coverage $=$ net profit * interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotia. Automobile (Used) Deelers (S1C 6312)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower midale 25\% | $\begin{array}{r} \text { UPDer } \\ \text { middie } 25 \% \end{array}$ | Tec $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No. Low sales value ( $\$ 000$ 's) Migh sales value $1 \$ 000$ s) | $(1)^{1}$ | -- | -- | -- | -- |
|  | Aversge ( 8000 's) |  |  |  |  |
| Operating activities Cash from operations Deprection Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | K | -- | -- | -- | -- |
| Investment sctivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- -- - |
| Finencing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redaymerit of loans from shareholders <br> Advances of loans from government <br> Increase in equity <br> Decrese in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - - - - - - - | -- | -- -- -- - - | - - - - - - |
| Incfese (decrease) in cosh sequivalents Cash suivalents-Beginning of the year Cash equivalents . End of the year | $x$ $\underline{x}$ x | -- | -- | - | -- |

 only those businesses reporting a stelemen: of changes
see indie ifor symols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC elaselfication in 1987
Nove Scotis. Automobile Dealers

| Business size expressed in average labour units(1) | Number of businesses | Total paypoll (\$000's) | Average labour units(1) | Chonges in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 214 | 71.700 | 3.533 | 32 | 19 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 182 \\ 45 \\ 6 \\ 1 \end{array}$ | $\begin{array}{r} 18.499 \\ 36.171 \\ x \\ x \end{array}$ | $\begin{array}{r} 933 \\ 1.813 \\ 882 \\ 5 \end{array}$ | $\begin{array}{r}30 \\ 2 \\ \hline\end{array}$ | $\begin{array}{r} 16 \\ 2 \\ 1 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 240 | 98.487 | 4.374 | 37 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 174 56 9 1 | $\begin{array}{r} 23.356 \\ 51.066 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.024 \\ 2.244 \\ 1.102 \\ 4 \end{array}$ | 30 5 2 - | $\ldots$ |

[^37]TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Nova Scotim. Automobile (Used) Dealers (SIC 6312)


1936
Muber of observations in sample
Average sales $\$$
Average expense $\$$
Average net prof (loss) $\$$


1987

| Mumber of observations in sample | 40 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 317.149 | -- | -- | -- |
| Average expense \$ | 310.326 |  | -- | -- |
| Average net profit (loss) \$ | 6.823 |  |  |  |
| Businesses reporting mprofls (No.) | 23 |  |  |  |
| Average seles | 312.125 |  | -- | -- |
| Average expense \$ | 298.130 | -- |  | - |
| Averege net profit | 14.295 | -- | -- | - |
| Businesses reporting lose (Mo.) |  |  |  |  |
| Average seles $\$$ | 419.632 | -- | -- | -- |
| Average expenses | 432.562 | - |  | $\cdots$ |
| Average net loss \$ | -12.930 | -- | -- | -- |

(11) These escimetes bre besed on sample of businesses reporting seles berween $\$ 25,000$ end $52,000,000$.

See rable 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotia, Gasoline Service Stations (SIC 6331)

|  | Total11) |  | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ |  | Lowermodole 25: |  | Uopermodre 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( 8000 's) High sa'es value ( $\$ 000$ 's) | $\begin{aligned} & 165 \\ & (1) \\ & 11) \end{aligned}$ |  | $\begin{aligned} & 11 \\ & 250 \end{aligned}$ |  | $\begin{aligned} & 250 \\ & 525 \end{aligned}$ |  | $\begin{aligned} & 525 \\ & 829 \end{aligned}$ |  |  | $\begin{aligned} & 829 \\ & 111 \\ & \hline \end{aligned}$ |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | UDOE middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Battom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 72.2 | 50.4 | 82.2 | 13.2 | 72.5 | H. 1 | 12.0 | 10.7 | 84.2 | 84.7 | 71.5 |
| Decupsncy expenses | 3.6 | 8.1 | 2.3 | 2.1 | 2.1 | 100.0 | 3.8 | 8.1 | 2.3 | 2.1 | 2.1 |
| Dedrecistion | 0.6 | 0.7 | 0.6 | 0.7 | 0.5 | 76.5 | O. 8 | 1.5 | 0.8 | 0.7 | 0.2 |
| Repsirs 8 msintenance | 0.6 1.8 | 2.0 5.0 | 0.2 1.0 | 0.7 0.7 | 0.2 0.6 | 78.1 99.0 | 0.8 1.8 | 2.6 5.0 | 1.0 | 0.7 0.7 | 0.8 |
| Rent ${ }^{\text {Reat }}$ | 0.6 | 0.5 | 0.5 | 0.5 | 0.9 | 59.5 | 1.0 | 1.6 | 0.7 | 0.8 | 1.1 |
| Personnel expenses | 10.2 | 17.8 | 6.8 | 8.4 | 7.9 | 99.3 | 10.2 | 18.3 | 6.8 | 8.4 | 7.9 |
| Financia! expenses | 1.0 0.7 |  | 1.2 |  |  |  |  |  |  |  |  |
| Interest $\delta$ bank charges | 0.7 0.3 | 0.6 0.4 | 0.9 0.3 | 0.7 0.2 | 0.5 0.3 | 79.0 86.4 | 0.8 0.3 | 0.9 0.5 | 1.3 0.4 | 0.7 0.3 | 0.5 0.3 |
| Other expenses | 12.1 | 21.8 | 6.6 | 4.6 | 15.5 | 100.0 | 12.1 | 21.8 | 6.6 | 4.6 | 15.5 |
| Profit (loss) | 1.0 | 1.0 | 0.9 | 0.9 | 1.1 | 98.7 | 1.0 | 1.0 | 0.9 | 1.0 | 1.1 |
| Tot 1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . $\cdot$ |  | - . |  |

## Symols

- zero or no observetions
- too smell too be expressed
not appliceble
* confidential


## Footnetes

(11 These fintimes ere osed on semple of businesses reporting seles between $\mathbf{2} 25.000$ end 52.000 .000 .
Tosel weighted expenditure on given item
21 Value in mach cell ${ }^{2}$ Fotal wighted seles of att businesses in the sample $x$ foo for each quartile.
31 velu in ench cell e lotel weighted expenditure on given item for each guertile.
This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are celculated individually and the cotal will not necessarily equel $100 \%$.

## Motes

Dote ra shown by quartiles when at least 13 of the sampled businesses riport the specific item
Records were ranked in escending order eccording to ssles size. Ench quertile fi. botton 25\%, lower niddle 25\%. etc.l represents on querier of the totsi number of businesses. Within each quertile. the guerege petio is presented. for comperison purposes. the high and low volues of seles ere shown

Now to use the tebiss
Ill Locte the sppropriate seies range thet is displayed on the two limes entitlod low siles value and wigh sales volue"
(2) The selected range will indicete the proper quartile. i.e. the bottom $25 \%$. the lower midole 25\%, the upper miodie 258 or the $10025 \%$
131 Dete perteining to the selected sates tize renge will be in that quertile.

## stenderd Industrlel flestifiestion Definition (SIC 1880):

SIC E331-Gesoline Servict Stations
Businesses primarily engeged in retail dealing in gasoline. lubriceting oils and greses. Included in this industry are firms primerily angaged in lucricating motor vehicles. This induspey group includes firms descr ibed as: retail diesel fuel, filling stations, gas bars gasoline sepvice stations. retail gesoline, motop vehicles fubrication services ond self-serve gasoline stations

TABLE 2. Balance sheet profile for incorporsted businesses only. 1987
Nova Scotia, Gasoline Service Stations (SIC 6331)

|  | To:al: 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upder $\text { middle } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\circ}$ 's) | $\begin{array}{r} 66 \\ (1) \\ (1) \end{array}$ | 111 565 | $\begin{aligned} & 565 \\ & 835 \end{aligned}$ | $\begin{array}{r} 835 \\ 1.076 \end{array}$ | $1.076$ |
|  | Average (\$000's) |  |  |  |  |
| Asset |  |  |  |  |  |
| Accounts and notes receivable | 11 | 11 | 9 | 9 | 15 |
| Inventory | - | , | - | - | - |
| Other current assets | 51 | 35 | 42 | 55 | 72 |
| Total current assets | 62 | 45 | 51 | 64 | 87 |
| fixed assets | 48 | 41 | 67 | 43 | 39 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Dther Essets | 3 | - | 1 | 5 | 4 |
| Total estets | 112 | 7 | 119 | 112 | 131 |
| Liebllities and equity |  |  |  |  |  |
| Other current liabilities | 39 | 38 | 44 | 33 | 40 |
| Total current liabilities | 46 | 40 | 48 | 38 | 56 |
| Mortgages Dayable | - | - | - |  | - |
| Long term debt | 3 | 3 | 67 | 3 | 5 |
| Other liobilities | 40 | 26 | 67 | 32 | 34 |
| Total liabilities | 89 | 69 | 114 | 74 | 96 |
| Totel equity | 24 | 18 | 5 | 38 | 35 |

11 inese es imetes art besed on semple of businesses reporting sales betmeen $\mathbf{2 5}, 000$ and $\mathbf{\$ 2 , 0 0 0 . 0 0 0}$.
See ioble ifor symbals and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotie, Gesoline Serylce Stations (SIC 8331)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper middle $25 \%$ | TOP $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value (\$000's) | $\begin{aligned} & 66 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11) \\ & 565 \end{aligned}$ | $\begin{array}{r} 565 \\ 835 \end{array}$ | 835 1.076 | $\begin{array}{r} 1.076 \\ (1) \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity retic Current rotio (times) | 1.4 | 1.1 | 1.1 | 1.7 | 1.5 |
| Leverage retios <br> Oebt/equity ratio (times) <br> Interest coverege retio (times) <br> Debt retio (times) | $\begin{aligned} & 3.7 \\ & 0.8 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 3.8 \\ & 1.3 \\ & 0.8 \end{aligned}$ | $\begin{array}{r} 24.3 \\ 1.0 \end{array}$ | $\begin{aligned} & 1.9 \\ & 1.5 \\ & 0.7 \end{aligned}$ | 2.8 2.8 0.7 |

(1) The retios represent the verege of petios for each ousiness in the group ond connot be celculeted from the figures shown in table 2
(2) Thest estimetes tremed on semole of businesses reporting ssies between $\$ 25,000$ no $\$ 2,000,000$

See istale 1 for symbols and notes.

## Definitione:

1. Liquidity retio:

Current $=$ current assets / current lisbilities.
2. leverage retios:
a) Debs/equity $=$ potal liabilities / equity
b) Debi ratio = total liabilities / toial assers
c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987
Mova Scotia. Gesoline Service Stations (SIC 6331)

|  | $\text { Total } 11$ | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe : $\text { midde } 25^{\circ}$ | UDDe: middele 25\% | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value $1 \$ 000^{\prime}$ s) High sales value i $\$ 000$ 's) | $\begin{aligned} & 22 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Spereting activities Cash from oderstions Daprecimtion Dther | $\begin{array}{r} 10 \\ 7 \\ -3 \end{array}$ | -- | -- | -- | -- |
| Dividende | -2 | -- | -- | -* | -- |
| Investment activities <br> Disposel of fixed sssets <br> Purchase of fixed asseis <br> Inciesse in investment <br> Decresse in investment | $\begin{array}{r} 13 \\ -9 \\ -2 \\ -2 \end{array}$ | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Redayment of loans fiom shareholders <br> Advances \& loans from government <br> Incresse in equity <br> Deciesse in equity <br> Other | $\begin{array}{r} 5 \\ -8 \\ 3 \\ -5 \\ \hline \end{array}$ | - <br> - <br> - <br> - <br> -- <br> - | - <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> -- <br> -- |
| Incresese(decrease) in cash tauivalonts Cash 8 equivalents-Beginning of the your Cash equivelents - End of the year | $\begin{aligned} & 10 \\ & 11 \\ & 21 \end{aligned}$ | -- | -- | -- | -- |

11] These estimates arg Dased on sample of incorporated businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$. Semple count includes only those Dusinesses isporting e stotemmen of chonges
see inole I for symbols and notes.
TABLE 5. Employment changes by size of business. 1984-1887 based on SIC claselfleation in 1987
Nova Scotia, Gasoline Service Stations (SIC 6331)


[^38]See table for symols and notes.

TABLE G. Selected operating characteristics of small businesses by sales quartile. i985-1987 Mova Scotit. Gasoline Service Stations (SIC 6331)


1985



[^39]Sex lable 1 for symbols and nates

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia, Tire, Battery, Parts and lecessories Stores (SIE 6342)

|  | Topal(i) |  | Bo: 10 m 25\% |  | Lower middte 25\% |  | Upoe:$\text { miodle } 25 \%$ |  |  | $\begin{aligned} & \text { TOE } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ip samole (No.) Low sales vaiue ! $\$ 000$ 's) High sales value ( $\$ 0000^{\prime}$ ) |  | 15 11 11 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { Xbusi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Botrom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  | iotel | $\begin{array}{r} 80+70 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 58.7 | -- | -- | - | -- | 100.0 | 68.7 | -- | -- | -- | - |
| Occupency expenses | 3.5 | -- | -- | -- | -- | 100.0 | 3.5 | -- | -- | -- | - |
| Depiecistion | 1.3 | -- |  | -- | -- | 78.2 | 1.7 | -- | - | - | -- |
| Repairs \& meintenance | 0.5 | -- | -- | -- | -- | 89.1 | 0.6 | -- | -- | -- | -- |
| Heat. light \& teleshone | 1.2 | -- | -- | -- | -- | 89.1 | 1.3 | -- | -- | -- | - |
| Ren: | 0.5 | -- | - | -- | -- | 25.9 | 1.9 | -- | -- | -- | -- |
| Personnel expenses | 13.5 | -- | - | - | -- | 100.0 | 13.5 | -- | - | -- | - |
| Finenciel expenses | 2.2 | -- | -- | - | - | 100.0 | 2.2 | -- | - | -- | -- |
| Interest 8 bank charges | 1.5 | - | -- | -- | -- | 89.1 | 1.7 | - | - | -- | -- |
| Profescional fees | 0.8 | -- | -- | + | = | 100.0 | 0.8 | -- | -* | -- | -- |
| Other expenses | 9.1 | - | -- | -- | - | 100.0 | 9.1 | *- | - | -- | -- |
| Prefis (loss) | 2.9 | -- | - | -- | -- | 100.0 | 2.9 | -- | -- | -- | -- |
| $\because 11$ | 100.0 | -- | - | - | -- | 100.0 |  | - | -- | -- | -- |

## Symbol:

zero ar no observerions

- too small too de expresseo
..not soglicable
* confidentíl


## cotnotes

11 These es?imtes ere based on sample of businesses peporting seles between $\$ 25,000$ and $\$ 2,000.000$
(2) Velue Tofnt wighteo mpenditure on given iten

cotai wighted expunditure on given item
$\times 100$ for each quartile

This portion of she table pertains only to the businesses peporting the specific oxpense iten. inerafort these ratios are celculsted indiviouslly end the total mifl not mecessafily equal 1005

## motes

Dere afe show by quertiles when st least 13 of the sempled businesses report the specific iten.
Recopds were ranked in escending order according to sisis size. Emch quertile (i. e. bottom 25L. lower middt 25\%, etc.l represtnts one querter of the totel number of businesses. Within esh quattile, the sverege repio is presented. Por comparison purposis. the high and fow values of sile ere how

## How to ust the teblos

(11 Locste the appropriete seles fonge thet is displeyed on the two lines entitled "Lom sieles value end "high sales velue*
121 The selected range wilt indicte the proper quartile. i. the botiom 25\%. the lower midde 25\%. the upper midol 25t or the top 252
(3) Dete pertaining to the stlected seles sidt renge will be in thet quertile

## Stenderd Industrivl Clessificetion Definition (SIC IPsol

SIC B342-Tirm, Bettery. Pertit and Accestories Sterme
 or in combination These businesses may be seconcarily engaged in fire installation and pepar as well as in automobile repar. fhis industry inctuoes the lollowing qypes of retail oper ations: feteil butomotive batteries, fetail automotive perts and accessartes. retail
 moto venicle tape decks and feiail tires and tuhes.

TABLE 2. Balance sheet profile for incorporated busimesses only, 1987
Nove Scotic. Tire, Battery. Parts and Accessories Stores (SIC 6342)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lomer $\text { midde } 25^{\circ}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \text {. } \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value (\$000's) <br> High salas value $(5000$ 's) | 14 11 1 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 4 | -- | -- | -- | -- |
| Inventory | 1 | - | -- | -- | -. |
| Other cuprent assets | 129 | -- | -- | -- | -- |
| Toial cupront ossets | 173 | -- | -- | -- | -- |
| Fixed assets | 91 | -- | -- | -- | -- |
|  | 5 | - | - | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Totel sesets | 269 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Cusrent loans <br> Other current liabilities | 29 78 | -- | -- | -- | -- |
| Toial curcent liabilities | 107 | -- | -- | -- | .- |
| Mortogas payable | - | - | -- | -- | -- |
| Long term debt | 13 | "- | -- | - | -- |
| Other lisbilities | 77 | - | -- | - | -- |
| Total liabilities | 197 | -- | -- | - | -- |
| Total equity | 12 | -- | -- | - | -- |

(1) These estimates are besed on a sample of businesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$.

See itele 9 fo. symbols and nores.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Move Scotle, Tire, settery. Parts and Accessorles Stores (SIC 5342)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midole 25\% | Upper midde $25 \%$ | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 14 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current iotio (times) | 1.6 | -- | -- | -- | -- |
| ```Leverege retios Debt/equity ratio (times) Interest coverage retio (times) Dobt retio {times}``` | $\begin{aligned} & 2.7 \\ & 1.5 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

19 the retios represent the everage of retios for each business in the group and connot be colculated from the figures shown in table 2.
121 ihese estimetes pere ped on semple of businesses reporting sales between $\$ 25,000$ and 82,000,000.
see ioble I for symols and notes.

Definitions:

1. Liquidity retio:

Current $=$ current asseis / current liabilities
2. levernge ratios:
(0) Debr/equity $=$ rotal 1 isbilities / equity
b) Debr ratio $=$ total liabilities / total assets.
cl Interest coverage $z^{\text {a }}$ net profit - interest expense / interest expense.

TABLE 4. Statement of chenges in financial position for incorporated businesses only, 1987
Nova Scotia. Tire, Batery. Parts and Acessories Stores (SiC 6342)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lomer $\text { middle } 25 \%$ | UpDer $\text { middle } 25 \%$ | Tou 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low sales value ( $\$ 000$, 3 ) Migh sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 3 \\ & (1)^{3} \end{aligned}$ |  | -- |  |  |
|  | Average (\$000's) |  |  |  |  |
| Opereting ectivities Cash from operations Depreciation Dther | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | x | -- | -- | -* | -- |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresese in investment | $x$ $x$ $x$ $x$ $x$ | -- | -- | -- | - |
| Financing ectivities <br> Inciease in long term debt <br> Repayment of long term debt <br> Loens from shareholders <br> Repeyment of loans from shareholders <br> Advances \& loans from government <br> Increse in equity <br> Decrease in equity <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- <br> - <br> - <br> - <br> - <br> - <br> - | - - - - - - | -- -- -- -- -- | - |
| Increase(decrese) in cash tequivalonts Cash equivalents-Beginning of the year Cash equivalent: - End of the yeap | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) inese estumes bre based on semple of incorporated businesses poporting soles betwen $\$ 25.000$ and 82.000 .000 . Somple count includes only those businesses reporting starment of chenges
set iable ifor symbols and notes

TABLE 5. Employment changes by size of businest, 1984-1987 based on SIC classificetion in 1987 Novi Scotia. TIre. Battery. Parts and Accessories Stores (SIC E342)

|  |  |  |  | Changes in number of buainesses with poid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overage labour units(1) | Number of businesses | $\begin{array}{r} \text { Tots } 1 \text { psyroll } \\ (\$ 000 \text { ) }) \end{array}$ | Aversge labour unite(1) | $\begin{array}{r} \text { Newly } \\ \text { recorting(2) } \end{array}$ | No longer <br> renorting(3) |

## 1984

| Total | 54 | 2.615 | 235 | 11 | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| less than 20 | 51 | 2.072 | 185 | 11 | 4 |
| 20-99 | 3 | 543 | 50 | - | - |
| $100-499$ | - | - | - | - | 1 |
| 500 and over |  |  |  |  | - |

1987
Totel
$165 s$ then 20
$20=99$
$100=499$
500 and over
58
53
5
-
-

| 5.201 | 340 | 11 |
| ---: | ---: | ---: |
| 2.977 | 213 | 11 |
| 2.224 | 127 | $=$ |
| $=$ | - | $=$ |
| $=$ | - | $=$ |

$\ldots$
$\ldots$
$\cdots$
$\ldots$
 survey of Employment. Poyroll and Hours. Stecistics Cenode. Ceioloque 72-002. An overage lebour unit could be interpreted as e full-rime mployer. Note thet the business sizt groups used are decermined the tentoc level. Thus if ousiness hes et lens? 500 employees in Canade as whol bus less then thet munoer in any given province it is shown in she 500 and over group.
(2) Refers 10 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 tonger reporting" Dusinesses are assuned to have been in activipy for six months and the informetion is edusiec according'y
see iable ifor symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. i985-1987
Nove Scotia. Tire, Battery, Parts and Accessories Stores (SIC 6342)

|  | Totalil) | Boptom <br> $25 \%$ |  |
| :--- | :--- | :--- | :--- |

1986

| Mumber of observetions in sample <br> Average sales \$ <br> Average xpense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 32 \\ 357.286 \\ 345.695 \\ 11.591 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 23 |
| Average soles \$ | 362.219 |
| Average expense 8 | 340,383 |
| Average net Drofits | 21.836 |
| Susinesses reporting lost (Mo.) | g |
| Avorege soles ${ }^{\text {S }}$ | 454.809 |
| Average expenses | 460.101 |
| Average net loss | -5.592 |

1987

| Wumber of sbservations in sample | 15 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 400.747 | - | -- | -- | -- |
| Average expense \$ | 394.950 | -- | -- | -- | .- |
| Average net profit (loss) \$ | 5.797 |  | - | -- | -- |
| Businesses reporting eprofit (Mo.) | 15 |  |  |  |  |
| Average saies \$ | 442,595 | -- | -- | -- | -- |
| Average exoense \$ | 422,377 | -- | -- | -- | -- |
| Average net protit | 20.218 | -- | -- | -- | -- |
| Businessen reporting a lose (Mo.) | 1 |  |  |  |  |
| Average soles 5 | 847.509 | - | -- | -- | -- |
| Averese expense ${ }^{\text {S }}$ | 903.991 | - | - | -- | -- |
| Average net loss ${ }^{\text {a }}$ | -56,482 | -- | -- | -- | -- |

111 These estimates brest on sampl of businesses reporiing seles between $\$ 25,000$ and $\$ 2,000,000$.
See rable ifor symbols and nores

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia, Garages (General Repairs) (SiC 6351)

|  | Total(1: |  | $\begin{array}{r} \text { Bot } 10 \mathrm{om} \\ 25 \% \end{array}$ |  | Lower$\text { midde } 25 \%$ |  | UpDer$\text { middele } 25 \%$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value i $\$ 000$ ?) High soles value ( $\$ 000$ 's) |  | $\binom{25}{i}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industiy aver age (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nessess } \\ & \text { peporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { UDPer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 49.4 | -- | -- | - | -- | 100.0 | 49.4 | -- | -* | -- | -- |
| Decupancy oxpenses | 7.1 | -- | - | - | =- | 100.0 | 7.1 | -- | -- | -- | -* |
| Deprecietion | 1.4 | -- | -- | - | -- | 76.0 | 1.9 | -- | - | - | -- |
| Repairs s mointenance | 0.5 | -- | -- |  | -- | 60.2 | 0.8 | -- | - | -- | -- |
| Heet, light \& telephone | 2.8 | -- | -- | -- | -- | 100.0 | 2.8 | -- | -- | -- | -- |
| Rent | 2.3 | -- | -. | -- | -- | 44.5 | 5.2 | - | -- | -- | -- |
| Personnel expenses | 10.6 | -* | - | -- | -- | 65.5 | 16.2 | -- | -- | -- | -- |
| Fimancial expenses | 2.2 | - | - | -* | -- | 75.5 | 2.9 | -- | - | - | -- |
| Interest \& bank charges | 1.6 | -- | - | -- | -- | 69.5 57.0 | 2.3 1.0 | - | -- |  | -- |
| Prolessional foes | 0.6 | -- | -- | -- | -- | 57.0 |  |  |  |  |  |
| Other expenses | 13.0 | - | -- | - | -- | 100.0 | 13.0 | -- | - | - | -- |
| Profic (loss) | 17.8 | -- | - | -- | -- | 39.0 | 18.0 | -* | - | - | =- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | - |

## Symbols

zero or no observations

- 100 smill 100 be expressed
not opplicable
$\times$ confideneial


## Footnotes

lli These estimetes are bosed on semplef businesses reporting seles between 825.000 end 82.000 .000
Totsl weighted expenditure on given item
(2) Value in esch cell s potel weighted seles of mil busingses in the sample $\times 100$ for esh ouertile
(3) Value in each cell: $\frac{\text { lotal weighted expenditurg on given item }}{\text { lotal weighted sales of businesses raporting this item of expenditur }}$ for fuertile.

This portion of the quble perqeins only to phe businesses peporting the specific memse ifem. Therefore these ratios ore celculeted individually and the totel will not necesserily equel 100 I.

## Motes

Data me shown by quertiles when at least 13 of the sumpled bus inesses report the specilic item
 one quarter of the sotel number of businesses. Within exch quertile. the overege petio is presented. For compsition purpeses. the high and low values of seles er shown.

## How to ust the tediet

(1) Locete the epproprise estes renge thet is displeyed on the two lines entitled blow seles velue" and ehigh sel as velue".
2) The selected range will indicete the proper quartile. i. e. the botton 25\%. the lower midde 25\%. the upper hiddte 25\% or the lop 25 2.
(3) Osta pertaining to the selected sales gite penge will be in shet quartile.

## Stenterd Industriel Clussifiewion Definition (sIt isso):

SIC 5351 - Gereges (General Repairs)
Businusses primbrily engeged in general mechanicsl and blectricel repairs to motor vehicles. Gerages mey be seconderily engeged in selling gasoline and lubicaling motor vaticles. These businesses incluge motor vehicle general rapairs

TABLE 2. Balance sheet profile for incorporsted businesses only, 1987
Nova Scotia, Gareges (Genersl Repairs) (SIC 8351)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowep } \\ \text { middle } 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midde } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25^{*} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | (1) ${ }^{\text {? }}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | , | -- | - | -- | -- |
| Accounts and notes receivable | 34 | -- | -- | -- | -- |
| Inventory |  | -- | -- | -- | -- |
| Other current assets | 33 | -- | -* | -- | -- |
| Totel current essets | 66 | - | -- | -- | -- |
| Fixed assets | 32 | *- | -- | -- | - |
| less: Accum. dep. on fixed assets | - | - | -- | - | - |
| Other assets | - | -- | -- | -- | - |
| Totel essets | 98 | -- | -- | - | -- |
| Lisbilities ond equity |  |  |  |  |  |
| Current loans Other euprent liabilities | 16 | -- | -- | -- | -- |
| Dther eurrent liabilities Total current liabilities | 43 59 | -- | -- | -- | -- |
| Moptoges payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Oeher liabilities | 20 | - | -- | -- | -- |
| Total liabilities | 81 | -- | -- | -- | -- |
| Total equity | 11 | - | - | -- | -- |

(1t These estimetes cre Desed on senple of businesses feporting sales beiween 829.000 end 82.000 .000 .
See loble 1 for symbols eno motes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Nove Scotle. Garages (General Repairs) (SIC B351)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { midd } 25 \% \end{array}$ | Upder middle 25\% | $\begin{aligned} & \text { 700 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 's) High sales volue ( $\$ 000^{\prime}$ s) | $(1)^{7}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current fatio (times) | 1.1 | -- | -- | -- | -- |
| Leversege ratios <br> Debtlequity retio (times) <br> Interest coverage retio (times) <br> Debt estio (times) | $\begin{aligned} & 4.8 \\ & 2.9 \\ & 0.8 \end{aligned}$ | -- | -- | -- | =- |

(1) The retios represtent the everege of ratios for mach business in the group ond cannot be colculsted from the figures shom in toble 2 .

121 Thene estimetiss ar besed on a smple of busineses peporting seles between $\$ 25,000$ and $82,000,000$.
See toble if for symbols and notes.

## Definition:

1. Liquidity retio:

Curcens surent essets / current lisbilisies.
2. Leverage retios:
a) Debi/equity $=$ toral liabilities / equity
b) Debt ratio = iotal liabilities/ totz| assers
el Interest coverage a not profit + inserest expenst/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Mova Scotia, Garages (General Repairs) (SIC 5351)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{om} \\ 25 \% \end{array}$ | $\text { midolower } 25 \%$ | Upoe $\text { midale } 25 \text { i }$ | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole \{Mo.1 Lom sales value ( $5000^{\prime}$ s) H igh sales value $(900 \mathrm{C}$ 's) | $\left(\begin{array}{r} 3 \\ (1)^{3} \end{array}\right.$ |  | -- |  | -- |
|  |  |  | Average 15000 |  |  |
| Operting ectivities Cash from oderstions Depreciation Diner | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed asseis <br> Purchase of fixed assers <br> Incresse in investment <br> Decrese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - <br> - |
| Financing ectivities <br> Incresse in long term debt <br> Redayment of lang term debt <br> Losns fiom shareholders <br> Repayment of loans from shareholders <br> Aovances \& loans from governmen? <br> Increase in equity <br> Decrease in equity <br> Dother | $x$ | -- | - <br> - <br> - <br> - <br> - <br> - | -- -- -- - - - | - |
| Increse(decrese) in cash \& equivalents Cesh s cquivelents-Beginning of the year Cosh equivalents - End of the yeer | x $\times$ $\times$ ¢ | -- | -- | -- | -- |

(11) These estimetes bre besed on semple of incopporeted businesses roporting sales between $\$ 25,000$ ono 82.000 .000 . Sample count includes only those businesses reporting stetement of enonges
see Toble for symbels and notes

TABLE 5. Employment changes by sizo of business. 1984-19a7 based on SIC ciassification in i987 Nova Scolia, Garmges (General Repairs) (SIC 6351)

|  |  |  |  | Changes in numb with | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in oversog labour units(1) | Number of businesses | Total osyroll | Averoge labour units(1) | New 1 y reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totei | 214 | 6.492 | 445 | 46 | 21 |
| less than 20 <br> $20-95$ <br> 100-499 | $213$ | $x$ <br> $\times$ | 35 14 - | 68 | 21 |
| 500 and over |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 195 | 8.011 | 480 | 32 | . . |
| $\begin{aligned} & \text { lese than } 20 \\ & 20-99 \end{aligned}$ | 195 | $x$ $x$ | 459 | 32 | $\ldots$ |
| 100-499 | - | - | - | - | . . |
| 500 and over | - | - | - | - | . . |

(i) Average lobour units or colculoted by dividing total payroll by the overage annul wage and sal bry fote bs raported in the Supver of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted es b full-time employee. Note ther the Dusiness size groups used ere determined at the Cansda level. Thus if a business hes at itast 500 employees in Canoda es whol but less than that number in any given province it is show in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the previous year.

131 Refers to businesses peporting no paycoll dequctions in the following year
"Newly reporting" ana "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is adjusted accordingly

See table for symbols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Nova Scotie, Garages (General Repoirs) (SIC 6351)



| Number of observetions in smple <br> Average salas \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 35 \\ 157.140 \\ 149.210 \\ 7.930 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 29 |  |  |  |
| Average sales 5 | 160.461 | -- |  | -- |
| Average expense 5 | 140.793 | -- |  |  |
| Average net profit \$ | 19.668 |  |  | -- |
| Businesses reporting loss (Mo.) | 8 |  |  |  |
| Averoge sales \$ | 186.621 | -- | -- | - |
| Average expense 5 | 203.392 | -- |  |  |
| Averaee net loss $\$$ | -18,771 | -- | -- | -* |

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

Businesses reporting proflt (Mo.)
Average soles $\$$
Average expense 5
Average net profits

Susinesses reporting loss (Mo.) Average sales 5
333.786
348.808
$-15.022$
30
167.565
155.747
11.818
27
162.750
147.455
15.295

3
333.786
348.808
-15.022

Average net loss?
203.392
$-16.771$
(1) These estimates bre based on sample of businesses reporting seles between $\$ 25,000$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0 .}$

See rable : for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotis, Paint \& Body Repeir Shops (SIC 6352)

|  | Total(1) |  | Bottom 25\% |  | Lower$\text { middie } 25 \%$ |  | UDper midde 25: |  |  | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) Migh sales value ( $\$ 0000^{\circ}$ s) | $\begin{aligned} & 26 \\ & (1) \\ & 11) \end{aligned}$ |  |  |  |  | -- |  |  |  |  |  |
|  | Industry average (2) |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Redorting businesses only ( 3) |  |  |  |  |
| Selected expense item | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ |  |  | Tov: | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{rr} \text { Lower Uoper } \\ \text { middl } & \text { middle } \\ 25 \% & 25 \% \end{array}$ |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salos |  |  |  |  |
| Cost of exies | 31.6 | -- | -- | -* | -- | 6.7 | 36.4 | -- | -- | -- | -- |
| Occupency expentes | 6.9 | -- | -- | -- | -- | 55.7 | 7.2 | -- | -- | -- | -- |
| Deprecietion | 2.1 | -- | -- | - | -- | 77.7 | 2.7 | -- | - | -- | - |
| Repaifs d mointenance | 0.4 | -- | -- | -- | - | 41.1 | 1.1 | -- | -- | -- | -- |
| Mear. Iight \& telephone | 3.2 | -- | -- | -- | - | 91.4 | 3.5 | -- | $\cdots$ | " | -- |
| Rent |  | -- | -- | -- | -- | 21.0 | 5.9 | -- | -- | -- | -- |
| Personnel expenses | 19.9 | - | -- | - | -- | 81.5 | 24.5 | -- | -- | -- | -- |
| Finenciel expenses | 2.2 | -- | - | -- | -- |  |  | -- | -- | -- | -- |
| Interest 8 bank charges Prafessional fees | 1.4 0.8 | -- | -- | -- | -- | 77.5 73.3 | 1.9 | -- | -- | -- | -- |
| Other expenses | 22.7 | - | -* | -- | - | 100.0 | 22.7 | -- | -- | -- | - |
| Profit (loss) | 16.7 | -- | - | -- | -- | 100.0 | 16.7 | -- | -* | -- | -- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | - |

## Sywbols

- zero or no odservetions
- too smell to0 be expressed
... not eppliceto
$x$ configentiol


## Gaotnotes

 lotat we ighted expenditure on aiven item

(3) Value in each cell $z$ Total weighted expenditure on given isem

This portion of the table pertains onfy to the businesses reporting the specific expense iten. Therefore these retios ore celculated individuslly and the totsl will not necesserily equil 100\%.

## Notes

Data ef shown by guertiles when et least 13 of the stangled businesses report the specific item
 one quer ier of the total number of businesses. Hithin each quartile, the averseg ratio is presentec. For comparison purposes. the high and low values of siles ore showr.

How to use the tables

t21 The selected renge will indicete the proper guertile. i. the bottom 25\%. the tower nidd 25\%. the upper midde 25\% or the $10025 z$
(3) Date pertaning to the selocted sal size fonge will be in thet quertile.

## Stender Industrisi CIntsificetion befinition (5IC 1080):

SIC E352 - Paint and Body Repeirs
gus - ees es primarily engeged in repairing andor repainting motor vehicle bodies. fenders end doors. Businesses in this industry may be secandarily engaged in mecharical pepeirs. Mosor vehicle body tepairs. motor vehicle collision rapars. motor vehicle frame sfreigntening and the painitng of notor vehicles are businesses also included in this indusiry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, paint Body Repair Shops (SIC 6352)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midele $25 \%$ | Upder midde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) Migh sales value $\left\{\$ 000^{\prime}\right.$ s) | $(11)$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asters |  |  |  |  |  |
| Cosh | - | -- | -- |  |  |
| Accounts and notes receivable | 10 | -- | -- | -- |  |
| Inventory | - | -- | - | -- | -- |
| Other curront assets | 56 | -- | - | -- | -- |
| Total current assets fixed assets | 67 | -- | -- | -- | ** |
| fixed assets less : Accum. dep. on fixed assets | 34 |  | -- | -- | - |
| less: Accum. dep. on fixed assets Other ussets | 1 | -- | -- | -- | -- |
| Total essets | 102 | -- | - | -* | - |
| Listillties and equity |  |  |  |  |  |
| Current loans | 4 | -- | -- | -- | -- |
| Other cupient liabilities | 47 | -- | -- | -- | -- |
| Total curront liabilitios | 51 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term debt | -8 | -- | -- | -- | -- |
| Other liabilities | 13 | -- | -- | -- | -- |
| Total liabilisies | 72 | -- | - | -- | -* |
| Total equisy | 30 | -- | = | -- | -- |

(11) These estimstes are based on sempl of businesses reporiing seles between $\$ 25.000$ and $\$ 2.000 .000$.

See iable 1 for symbols and notes.

TABLE 3. Financizi ratios(1) for incorporated businestes oniy. 1987
Move Scotim. Palnt Body Repair Shops (SIC 6352)


IlI the ratios represent the merage of retios for each business in the group ond emnot be calculated from the figures shown in fable 2 .
(2) These estimates are Desed on sumple of businesces peporting soles betwem $\$ 25,000$ and $\$ 2,000,000$.

See toble 1 for symbels end notes.

## Definition:

t. Liquidity ratio:

Current = current assets / current liabilisies.
2. Leverag retios:
a) Deotlequity $=$ tora! liabilities / equity.
b) Debt ratio $=$ total liabilities $/$ total assets
cl Interest coverage $=$ net profit . interest expenst $/$ interest expense.

TABLE 4. Statement of Changes in financisl position for incorporated businesses only. 1987
Nova Scotia. Paint Body Repalr Shops (SIC 6352)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lomer $\text { midde } 25 \%$ | Upper miade $25 \%$ | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | $\begin{aligned} & 11 \\ & 11 \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Dpersting ectivisies Cash from operations Deprecition Dther | $x$ <br> $\times$ <br> $\times$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Inveatment ectivitios <br> Disposel of fixed essets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Finencing activities <br> Increase in long term debp <br> Redeymenf of long term debp <br> Loans from shareholoers <br> Repsyment of tosns from starenolders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Oiner | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - - - - | - - - - - - | -- -- -- -- -- | -- - - - - - |
| Increase (decrease) in cash s equivalents Cash equivalents-8eginning of the rear Cash tequivelents - End of the yeer | $x$ $\times$ $\times$ | -- | -- | -- | - |

 only those ousinesses reporting e stetement of enanges
see iable 1 for symols onc notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ige7
Nove Scotle. Peint \& Body Repeir Shope (SIC 6352)
Business size expressed in
average labour units(i)

1987
Totel
less than 20
$20-99$
$100-499$
6.412384

45

100-499
500 and over
198
6. 412

384
45

1) Averege laboup units bre celculsied by dividing toial peyroll by the overage annusi wige and salsy rate seported in the Survey of Employment, Payroll and Hours. Statistics Cansode. Caralogue 12-002. An average labour unit could be interpisteo as o full-tine employee. Note that the Dusiness size groups used are oetermined ol the Cunde lovel. Thus if a business hes ot least 500 mployess in canode os atole but less than thet number in any given province it is shown in the 500 end over group
(2) Refers to businesses reporting no paypoll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to have been in sctivity for six months and the information is adjustec accordingly
see Tible ifor symouls ano notes

TABLE 6. Selected operating charmeteristics of smill businesses by sales quartile. 1985-1987 Nova Scotia, Paint 8ody Repair Shops (SIC 6352)

|  | Total(1) | $\begin{array}{r} 80+t 0 m \\ . \quad 25 \% \end{array}$ | midde ${ }^{\text {Lower }}$ 25\% | Upoer middle $25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  | 39 |  |  |  |  |
| Average sales $\$$ | 103.314 | -- | -- | -- | -- |
| Averoge exoense \$ | 31.191 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 12.123 | -- | -- | -- | -- |
|  |  |  |  |  |  |
| Average sales <br> Average expense $\$$ | 100.700 84.899 |  | -- | -- | -- |
| Averoge net profit $\$$ | 15.801 | -- | -- | -- | -- |
| Businesses raporting loss (Mo.) | 4 |  |  |  |  |
| Average sales \$ | 142.758 | -- | -- | -- | -- |
| Average expense ${ }^{\text {a }}$ ( Average net lass | 150.374 | - | -- | - | -- |
| Average net lass \$ | -7.616 | -- | -- | -- | -- |

1986

Mumber of observisions in sample Average sales \$ Average expense $\$$ Average net profiq (loss)s

42
121.182

Businesses reporting profit (Mo.) Averse sales $\$$
109.186

Average expense $\$ \quad 106.990$
Averege net Diofits $\quad 13,278$

8usinesses raporting loss (Mo.)
Avorage sales
210.212

Averse expense 5
221.307

Averse net loss $\$$
$-11.095$

1987

| Mumber of observetions in sample <br> Average sties $\$$ <br> Average expense \$ <br> Averape net profit (loss) \$ | $\begin{array}{r} 35 \\ 165.016 \\ 151.851 \\ 14.165 \end{array}$ |
| :---: | :---: |
| Businseses reporting proflt (Mo.) | 27 |
| Average sales \% | 172.431 |
| Average expense \$ | 155.281 |
| Average net profit \$ | 17.150 |
| Businesses reporting tese (Mo.) | 8 |
| Average tales \$ | 157.675 |
| Average expense \$ | 166,126 |
| Average net loss | -8.451 |

(1) These estimetes are besed on semple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia. Generml Stores (SIC 6412)

|  | Totalil) |  | Bottom 25\% |  | Lower middie 25\% |  | $\begin{aligned} & \text { Uooer } \\ & \text { middl } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samsle (No. Low sales value ( $\$ 000^{\circ}$ s) Hig's sales value ( $\$ 000^{\prime}$ s) |  | $\begin{aligned} & 30 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense itam | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} 80+\% 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | Uoper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Botrom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 1.5 | - | -- | -- | -- | 100.0 | 1.5 | -- | -- | - | =- |
| Dccupancy expenses | 4.2 | - | -- | -- | -- | 100.0 | 4.2 | - | -- | -- | - |
| Deprecistion | 1.3 | -. | . | - | - | 80.8 | 1.6 | - | - | -- |  |
| Repairs o mointenance | 0.8 | - | -- | $\cdots$ | -- | 92.0 | 0.8 | - | -- | -- |  |
| Hest. light 8 telephone | 1.9 | -- | -- | -- | -- | 100.0 | 1.9 | - | -- | -- |  |
| Rent | 0.3 | -- | -- | -- | - | 25.7 | 1.2 | - | -- | -- | -- |
| Personnel expenses | 5.9 | -- | = | = | -* | 100.0 | 5.9 | -- | - | -* | -- |
| Financial expenees | 1.5 | -- | -- | =- | - | 87.1 | 1.8 | -- | =- | -- | -- |
| Interest 8 bark charges | 1.4 | $\cdots$ | -- | "- | -- | 85.2 | 1.6 | - |  | -- | -- |
| Professional fees | 0.2 | -- | -- | - | -- | 71.7 | 0.3 | -- |  |  |  |
| Other expenses | 3.1 | -- | - | -- | -- | 100.0 | 3.1 | -- | - | - | -- |
| Protit (loss) | 3.7 | -- | -- | - | - | 100.0 | 3.7 | -- | -- | -* | -- |
| Totel | 100.0 | -- | -- | - | -- | 100.0 |  | -- | -- | -- | -- |

## Symbol:

zero or no observations
ion small 100 be expressed
not applicable
$\times$ confidential

## Footnotes


21 Total weighsed expendiqure on given item

I3 Value in each cell $=\frac{\text { lotel weighted expenditure on given item }}{\text { lopal weighted sales of businesses reporting this item of expenditure }}$ for ench quertile
This portion of the igble pertains only to the businesses reporting the specific oxpense iqs. Therefore these retios ere celculated individually and the total will not necessarily equa! $100 \%$.

## Mores

Date or shown by quartiles when bt least 13 of the sampled businesses pedopt the specific item
Recoros were rankeo in ascending order eccording to sales size. Eech quartile fi. bottom 25\%. lower nidde 25\%. etc. pepresents one querter of the cotal number of businesses. Within each quartile. the overege ratio is presented. For comperison purposes. ihe high and $l \mathrm{~cm}$ velues of sales are shown.

Now to use the tebles

121 The selected range will indicete the proper quartile. i.e. the bostom 25\%, the lower midd 251, the upper middle 25\% op the top 258
13) Dats pertaining to the selected stes site range will de in that quertile.

Stenderd Industriel Clestification Definitien (SIC 1880):

SIE 5412 - Generel Storet
Businesses primarily engaged in retail dealing in a general line of mepchandise on a non-departmental basis, the most important of which is food Other merchandise sole usually includes ready-to-wear apparel. toiletites. cosmetics. hardware, fafm supplies and housewares Businesses may be oescribed es: country general spores and general stores

TABLE 2. Balance sheet profile for incorporited businesses only, 1987
Nove Scotia. Genmal Stores (SIC 6412)

|  | Tots1(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middele 25\% | Uppe: middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 s) Migh sales value ( 9000 's) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ | - | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash $\begin{gathered}\text { Accounts and notes fecuivable }\end{gathered}$ | 10 | =- | -- | -- | -- |
| Inventary | . | - | -- | -- | -- |
| Diher current assets | 95 | -- | -- | -- | -- |
| Totil current assets | 104 | -- | -- | -- | -- |
| Fixed assets | 33 | - | - | -- | -- |
| Less: Accum. dep. on $\ddagger$ ixed assets |  | - | -- | -- | -- |
| Other assets | 16 | - | -- | -- | -- |
| Total eseets | 153 | - | -- | -- | -* |
| Lisbilities and equity |  |  |  |  |  |
| Other euprent liabilities | 45 | -- | -- | -- | -- |
| Total current liabilities | 71 | - | - | -. | -- |
| Moregages payable | - | -* | - | - | -- |
| Long term onbt | - | - | -- | -. | -- |
| Dther liabilities | 25 | - | -- | -- | -- |
| Total listilities | 95 | - | - | -- | - |
| Totel equity | 57 | -- |  | -* | - |

(1) inese estimetes afe based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See iabit ifor symbols and notes.

TABLE 3. Financiai retios(1) for incorporated businesses oniy. 1987
Nove Scotia, General Stores (SIC 8412 )

|  | Tots1(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midd Lower | Upper middle 25\% | 7op $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vaiue $\left(\$ 000^{\circ}\right.$ s) High seles value $\left(5000^{\prime}\right.$ s) | 13 $(1)$ (1) | -- | -- | -- | -- |
|  |  |  | Aversge |  |  |
| Liquidity ratio Current rotio (times) | 1.5 | - | -- | -- | -- |
| ```Leverege ratios Dubt/equity ratia (times) Interest coverage retio (times) Debs ratio (times)``` | $\begin{aligned} & 1.7 \\ & 1.1 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the trerege of retios for each business in the group and cennot be celculeted fron the figures shown in lable 2

See Table i for sribois and notex.

## Definitions:

1. biquidity retio:

Current $=$ currenp assets/current lisbilities.

## 2. Leverege retios:

al Deprlequiry = total liabilities / equity
b) Detr ratio = sctal liabilities / toral assets
c) Interest coverage = net orolit interest mpense/ interast expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nove Scotie. Generel Stores (StC 8412)

|  | 10:811) | $\begin{array}{r} B 0: 70 \mathrm{~m} \\ 25 \% \end{array}$ | Lawer $\text { midde } 25 \%$ | UpDe? $m i d d l 25^{\circ}$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses iri samale : No.) Low sales value ( $\$ 000$ s) High saies value ( 5000 O 's) | $(1)^{5}$ | -- | -- | -- | -- |
|  | Average ( $8000{ }^{\prime}$ s) |  |  |  |  |
| Operating ectivities Cash from operstions Depreciation Other | -7 5 1 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -* | -- |
| Investment ectivities <br> Disposel of fixed assets <br> Puichase of fixed assets <br> Increase in investment <br> Decresse in investment | 2 -1 -1 | -- | -- | -- | -- |
| Financing activities <br> Increse in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans fiom shareholders <br> Advances \& loans fion government <br> Increase in equity <br> Decrese in equity <br> Dther | -2 -5 | -- <br> - <br> - <br> - <br> - | $-=$ -- $-=$ -- -- | -- - -- -- -- | -- -- - - - - |
| Increase (decrese) in cash tequivalents Cosh equivelents-Beginning of the rear Cash equivalents - End of the year | -7 -47 -54 | -- | -- | - | -- |
|  |  |  |  | - |  |

 only those Dusinesses reporting statumen of changes.
see teble for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Nove Scotle, Generel Merehandise Stores (Sic 541)

| Business size expressed in aversge labout units(1) | Number af businesses | $\begin{array}{r} \text { Total paytoll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average labous units(1) | Chances in number of businesses with peid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reoorting(2) | No langer reposting(3) |
| 1984 |  |  |  |  |  |
| Totel | 248 | 93.969 | 10.027 | 40 | 26 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 218 \\ 16 \\ 4 \\ 10 \end{array}$ | $\begin{array}{r} 7.225 \\ 4.295 \\ 3.771 \\ 78.678 \end{array}$ | $\begin{array}{r} 757 \\ 459 \\ 403 \\ B .408 \end{array}$ | 38 $?$ - | $\begin{array}{r}24 \\ = \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 260 | 102.257 | 10.175 | 47 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 233 \\ 13 \\ 4 \\ 10 \end{array}$ | $\begin{array}{r} 8.394 \\ 4.121 \\ 3.581 \\ 86.169 \end{array}$ | $\begin{array}{r} 817 \\ 410 \\ 357 \\ 8.591 \end{array}$ | 48 | $\cdots$ |

 Survey of Employmens. Paypll and Hours. Statistics [anade. Calologue 72-002. An average labour unit could be interpieted os a full-sime amployee. Note that the business size grouds used orederermined of the Lensde level. Thus if business has of leest 500 employees if Cansda as a whole but less than that number in any given province it is show in the 500 and over group
121 Relers to ousinesses eaporting no poyroll deductions in the previous ye8?.
131 Refers 20 businesses reporting no peyroll deductions in the following yeer
-Newly reporting" ano "no longer repor:ing" ousinesses are assumed to hove been ir activity for six months and the intormation is adiusted accordingiv
see ?able to symbots anc notes

TABLE G. Selected operating characteristics of small businesses by seles quertile. 1985-1987 Nove Scotin. General Stores (S16 5412)
To1a1(1)

| Botiom |  |
| ---: | ---: |
| $25 \%$ | Lower |

Uope?
midde $25 \%$

1985

Number of observations in sample
Average sales $\$$
Average soles
Average expense
Average expense Average net profit (loss) $\$$
Busineses reporting a profit (Mo.)
Average sales
Average expense
Average not profit

Businezees reporting loss (Mo.)
Average sales $\$$
Average expenses
Average net loss $\$$
48
310.316
298.368
11.948

40
308.382
292.268
16.114

306.521
311.445
-4.924


1986
Mumber of observations in semple

### 316.54

Average sales $\$$
Average expenses
Average net orofit (loss) \&
Businesen reporting profit (Mo.)
Average salcs $\$$
Average expense
Average net profit
316.503
310.076
310.076
54.866
51.880
6.427
335.961
323.608
12.355

Businesses reporting lose (No.)
Average sales 5
Average expenses
Average net loss $\$$
20
291.498
299.882
$-8.384$
89.189
80.960
8.229

29.196
30.132
-936
146.232
139.646
310.584
301,103
9.481
754.331
747.574
747.674
8.657
usineseen reporting profit (Mo.)
Average sales \$
Average expenses

TABLE 1. Selected operating ratios. in percent of saies. 1987 Nove Scotie, Other General Merchandise Stores (SIC 6413)

|  | Tc:ail |  | $\begin{array}{r} \text { Bot\%om } \\ 25 \% \end{array}$ |  | Lowe$m \cdot d d \in 25 \%$ |  | $\begin{array}{r} \text { UDDer } \\ \text { midde } 25 \% \end{array}$ |  |  | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samcle (No.) Low sales value $1 \$ 000$ s? High sales va'ue ! 5000 s! |  | $\left(\begin{array}{l} 22 \\ (i) \\ (i) \end{array}\right.$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { peooriting } \end{aligned}$ | Redorting businesses only 3 ; |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{aligned} & \text { bower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} 80+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 77.1 | -- | -- | -- | -* | 100.0 | 77.1 | ** | -* | -- | - |
| Oceupency expenses | 6.2 | -- | = | -- | -- | 100.0 | 8. 2 | -- | -- | -- | - |
| Deprecistion | 2.0 | -- | -- | -- | -- | 71.6 | 2.8 | -- | -- | -- | -- |
| Repairs 8 maintenance | 0.7 | -- | -- | -- | -- | 85.5 | 0.8 | -* | -- | -- | -- |
| Heat. Iight 8 telephore | 2.1 | -- | -- | -- | -- | 91.6 | 2.3 | -- | - | -- | -- |
| Rent | 1.4 | -- | -- | -* | - | 42.1 | 3.3 | -- | -- | -- | -- |
| Personnel expenses | 9.8 | -- | -- | - | -- | 21.1 | 10.8 | -- | -- | -- | - |
| Finmencis expenses | 2.2 | - | -- | -- | -- | 90.5 | 2.4 | -- | -- | - | -- |
| Interest 8 bank charges | 1.8 0.4 | -- | -- | -- | -- | 81.4 64.4 | 2.2 0.6 | -- | -- | -- | -- |
| Other expenses | 9.4 | -- | -* | -- | =- | 100.0 | 9.4 | -- | -- | -- | -- |
| Protit (loses) | -4.7 | -- | -* | -- | =- | 100.0 | -4.7 | -- | -- | -- | -- |
| Total | 100.0 | -- | - | -* | - | 100.0 |  | -- | -- | -- | - |

## Symol:

zero or no observetions

- too smal! too be expressed
no: roplicable
- confidential


## foetnetes

11 These estimates bre besed on semple of businesses reporiing seles between 825,000 and $82.000,000$ Total wighted expenditure on given item
(2) Velue in esh cell $=\frac{\text { Totel weighied seles of ell businesses in the semple } 100 \text { for each quertile }}{\text { sele }}$
(3) Velue in cech cell sotal weighteo expenditure on given item

This portion of the table pertains oniy to the businesses reporting ihe specific expense item. Therefore these ratios ere calculated individually and the sotal will nof necessarily equal $100 \%$.

## Noter

Dete fre shown oy quertiles when at least 13 of the sampled businesses report the specific item
 one querier of the cotal number of businesses. Within each quertile. the eversge retio is presented. fop conpapison purposes. the high and low vilues of sales are show

How to use the teoles
III Locste the appropriste seles range that is displeyed on the two lines entitled "low seles value" and omigh seles value"
(2) The selecieg penge will indicete the proper quertile, i. the bot ton 25\%, the lower hidde 25\%, the upper midel 25t op the sop 25x
(3) Dete perteining to the selected sales size renge will be in thet quertile

Stenderd Industrisl Cleseifiention Definition (S1t 1980):
SIC 54i3. Other General Werchandisp Stores
Businesses primarily engaged in retail dealing in a general line of merchandise on gon-departmental desis including remdy-to-weap apparei. qoiletries. cosmetics. hardware and housewares. Where food and nousehold furfipure are not normally commodity lines and where one commodity line accounts for more thar $50 \%$ of iotal revenue. General merchandise stores lexcept opertment stores and genera! stopest. mal order oflices of department stores and varieiy stores are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia, O\&her General Merchandise Stores (SIC 5413)

|  | Total(1) | Bottom 25\% | Lower midde 25\% | $\begin{aligned} & \text { UDOER } \\ & \text { middle } 25 \% \end{aligned}$ | Toc 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) Low sales vaiue ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 11 11 11 | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 5 | -- | -- | -- | - |
| Inventory | - | -- | -- | -- | -- |
| Other current assets <br> Total current assets | 149 154 | -- | -- | -- | -- |
| Fixed ossets | 31 | -- | -- | -- | -- |
| Less: Accum. ded. on fixed essets |  | -- | -- | -- | -- |
| Other assets | 6 | -- | - | -- | -- |
| Total assets | 191 | -- | -- | -- | - |
| Lisbillties and equity - - - - - - |  |  |  |  |  |
| Curient loans | 49 | -- | -- | -- | -- |
| Other current liabilities | 46 | -- | -- | -- | -- |
| Total curcent liabilities | 95 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -* |
| Long term debt | 7 | -- | - | -- | -- |
| Other liabilitiea | 51 | -- | -- | -- | -- |
| Totel liebilities | 153 | -- | -- | -- | - |
| Totel equity | 37 | -- | -- | -- | -- |

(1) These estimates are dased on ample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000,000$
see iable 1 for symools and notes.

TABLE 3. Financtal ritios(1) for incorporated businesses only. 1987
Nova Scotia, Oqher General Murchandise Stores (S|C 6413)


(I) The retios represent the averge of retios for each businass in the group and cannot be calculated from the figures shown in foble 2
12) These estinstes ore besed on esemp of businesses peporting seles betmeen 525,000 end 22,000,000.

Set Table for symbols and notes.

## Definitione:

1. biquidity petio:

Current a current assets / current biabilities
2. Leverage rotios:
e) Debi/equity z fotal liabilities / equity
b) Debi ratio z 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, 1987 Nove Scotim. Other Generel Merchandise Stores (SIC 6413)

|  | Total(1) | $\begin{array}{r} \text { Eottom } \\ 25 \% \end{array}$ | Lowe: midole 25\% | Upper midole 25: | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 8000 s) High sales vaiue ( 8000 's) | $(1)^{5}$ | -- | -- | "- |  |
|  |  |  | verage (\$000 |  |  |
| Oper ting sctivities Cash from operations Depreciation 0ther | 6 5 -5 | -- | -- | -- | -- |
| Dividends | -4 | -- | - | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed asseis <br> Increase in investment <br> Decremse in investment | 1 -5 -1 - | -- | -- | -- | -- |
| financing activities <br> Increase in long term debt <br> Repoyment of long term deb: <br> Loans from shereholders <br> Redayment of loans fiom shareholders <br> Advances \& loans from government <br> Increase in equity <br> Docrease in equity <br> Other | $\begin{array}{r} -2 \\ 2 \\ -4 \end{array}$ | -- - - - - -- | - <br> - <br> - <br> - | - | -- -- -- -- -- |
| Incpasef(decrease) in cash s equivalents Cash sequivelents-Beginning of the year Cash 8 equivalents - End of the year | $\begin{array}{r} -9 \\ -26 \\ -34 \end{array}$ | -- | -- | -- | -- |

(11) These espimates besed on semple of incorporated businesses reporting soles between $\$ 25,000$ ond $\$ 2.000 .000$. Sample count includes only those businesses reporting statemant of changes.
see table 1 for symbols and notes.
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciaselfication in i987
Nove Scotie. Genersi Merchendise Stores (SIC s41)


(1) Average labour units ore calculated by dividing total payroll by the average onnuel wege and salary rate as reported in the Survey of Employmens, Payroll and Mours. Sististics Canada. Catalogue 72-002. An aversge labour unit could be interpreted as full-time employen. Nose that the business size groups usted are determined at the conede lovel. Thus if obusiness hes of least 500 employees in Conade es a whole but less than that number in any given provinct it is shown in the 500 ond over group.
(2) Refers 10 businesses reporting no payroll deductions in the previous year
(3) Refers 10 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 monits and the information is adjusted accordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of smali builinesses by sales quertile. 1985-1987
Nove Scotia, Other General Merchandise Stores (SIC 8413)

Total(1)
Bottom
$25 \%$
m Lowe
Lowe:
midde 25\%

1985

## Mumber of observations in sample

Average sales $\$$
Average expense \$
Averse net Drofit (loss) $\$$
Busineses reporting a profit (Mo.)
Average sales $\$$
Average sales $\$$
Average net profit $\$$

Businesses reporting a loss (Mo.)
Averege sales \$
Average expenses
Average net loss $\$$

20
188.390
30
209.780
207.377
2.403

20
188.390
179.282
11.908

272.475
282.304
-9.829

30
209.780
207. 377
2.403
177.282

11,108

10
272.475
282.304
$-9.829$

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

19 象6

Number of observations im sample
Average soles $\$$
Average expensi
Average expense $\$$
Average net Drofit (loss) $\$$

Businesses reporting proflt (Mo.)
Averoge seles \$
Average exoense $\$$
Average net profit s

Businesees reporting loss (Ma.)
Aver ge seles $\$$
Averoge expense \$
Average net loss \$

41
277.952
268.418
268.418
9.534

28
279.931
253.881
17.250

13
298.624
294,564
-8,340
$25:$

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotia, florist Shops (SIt 6521)

|  | Tor | 1(1) |  | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ |  | $\begin{array}{r} \text { Udper } \\ \mathrm{m} / \text { ddie } 25 \% \end{array}$ |  |  | Tof 25\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value $1 \$ 000$ 's |  | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  | -* |  |  |  |  |  |  |  |
|  |  | Indus | ry aver | ge(2) |  |  |  | copring | busines | es only |  |
| Selected expense item | Total | $\begin{array}{r} \text { Bot 40m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Total | Bot 10 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  |  |  | percent of | of sales |  |  |  |  | cent of | ssles |  |
| Cost of sales | 52.8 | - | -- | -- | -- | 58.5 | 53.6 | -- | - | -- | - |
| Occupancy expenses | -. 3 | -- | -- | -- | -- | 100.0 | 1. 3 | -- | -- | -- | -- |
| Depreciation | 0.7 | - | =- |  | - | 54.3 | 1.2 | - | - | -- | - |
| Repairs of maintenance | 1.1 | - | - | -- | -. | 95.1 | 1.1 | - | - | -- | - |
| Hest. light \& telephone | 3.0 | -- | -- |  | - | 100.0 | 3. 3 | -- | -- | -- | -- |
| Ren: | 3.6 | -- | -- | -- | -- |  | 5.3 | -- | -- | -- | -- |
| Personnel expenses | 15.8 | -- | -- | -- | -- | 74.8 | 21.1 | -- | -- | - | -- |
| Finenciel expenses |  | -- | -- | -- | -- |  |  |  | -- | -- | -- |
| Interest 8 bank charges professionsl fees | 0.8 0.3 | -- | -- | - | -- | 53.5 45.4 | 1.5 0.7 | -- | -- | -- | $\cdots$ |
| Other expenses | 13.7 | - | = | -- | -- | 100.0 | 13.7 | -- | *- | -- | - |
| Profit (loss) | 8.3 | - | -- | - | -- | 100.0 | C. 3 | = | -- | $\cdots$ | - |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -* | -- | - |

## Symbole

- rero or no observations
- too small too be expressed
not appliceble
$x$ confidentisl


## Footnotes

111 These estimates er based on semple of businesses reporting ssics between $\$ 25.000$ and $\$ 2.000 .000$
Value in each cell lotel weighted expenditure on given item


131 Velue in ench cell Totel weighted expengitue on given item

This portion of the toble pertains only to the businesses reporting the specific expmese iten. Therefore these fatios ere celculstod individuelly and the qotel will fot necesserily equsl $100 \%$

## Motes

Oevere shown by Quertites when et lest 13 of the sempled Dusinesses report the specific iqem
 one quarier of the totel number of businesses. Within eech quertile, the ever ege retio is presented. for comperison purposes. the high and low velues of sal es ser shown

Maw to uet the sebles
111 Locete the sppopriste sales renge that is displayed on the two lines entitied kow sales vilue and omigh sal velue
121 The selected range will indicete the proper ouertile. i. ©. the bottom 25y, the lower middit 258. the upper miode 258 or the top 25\%.
(3) Oeta pertaining to the selected seles size renge will bo in that quartile.

Stenderd Induetriml Clesification Definition (SIC 18801:

## s1C 8521 - Flopist Shops


 retail fresh flowers and wreaths ere incluce in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Florist Shops (SIC 6521)

|  | Tctal(1) | $\begin{array}{r} \text { Botiom } \\ -\quad 25 \% \end{array}$ | Lower middle 25\% | Upper midd 25: | 900 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vaiue ( $\$ 000$ s) High sales value \{ $\$ 00 \mathrm{C}$ 's) | $(1)^{8}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 19 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 33 | -- | -- | -- | -- |
| Total curiont msets | 52 | -- | -- | -- | -- |
| Fixed sssets | 10 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assete | - | -- | - | -- | -- |
| Other sssets | 6 | -- | -- | -- | -- |
| Total asents | 88 | -- | - | -- | -- |
| Lisbillties end equity .- .- .- .- |  |  |  |  |  |
| Cuprent loens | 13 | -- | - | -- | -- |
| Total current liabilities | 55 | -- | -- | -. | -- |
| Mortgages bayable | - | - | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 4 | -- | - | -- | -- |
| Total liabilities Total cavity | 59 | =- | =- | - | -- |
| Total equitr | 9 | = | = | -- | -- |

(1) These estimetes spe besed on semple of businesses reporing seles betwen $\$ 25,000$ and $\$ 2,000,000$.

See Tabi⿻ 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Nove Scotia, Florlst Shops (SIC 8521)


Ill The retios represent the everage of retios for een business in the group end cannot be calculated from the figures show in fable 2 .
(2) Thuse estimates ore sesed on semple of businesses reporting seles between 225,000 end $52,000.000$.

Sen Teble 1 for symbols and notes.

## Definitions:

1. Liauidity relie:

Cuprent = euprent assers / currme liabilities.
2. Leversge retios:
a) Debt/eauity $=$ toral liabilities / equity
b) Debi rario = roral liabilities/toral assers
c) Interest coverage $=$ net profit - inperest expense / interest expense.

TABLE 4. Statement of enanges in financial position for incorporated businesses only. ig87
Nova Scosis. Fiorist Shops (SIC 6521)

|  | Totall1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middi } 25 \% \end{aligned}$ | Upper $\text { middle } 25:$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samale (No.) Low sales vaive ( $\$ 000 \mathrm{~s}$ ) Migh sales value ( 8000 's) | $(9\}^{3}$ | -- |  | -- | -- |
|  |  |  | veroge $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Deprecietion Other | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |
| Olvidends | * | -- | -- | -- | -- |
| Investment ectivities Disposel of tixed assets Purchase of fixed assets Incress in investment Decrense in investment | $x$ $x$ $\times$ $\times$ $\times$ | -- | -- | -- -- -- | =- |
| Finoncing ectivities <br> Incrense in long term deb* <br> Repayment of long term debt <br> Losns from sharcholders <br> Reoayment of joans from shar halders <br> Advances or loans from government <br> Increase in equity <br> Decresse in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - -- -- -- -- | "- <br> - <br> - <br> - <br> - | -- | -- <br> -- <br> - <br> - <br> - |
| Increase(decrease) in cash equivalents Cash : equivalonts-Beginning of the yoer Cash equivelents - End of the yoer | $x$ $x$ $x$ | -- | -- | -- | -- |

11 These estimses are Dased on sample of incorporated businesses reporting ssles detween $\$ 25.000$ end $\$ 2.000 .000$. Semple count includes only those Dusinesses reporting statement of changes
see Table 1 for symools end notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classificution in 1987
Nove Scotia. Florlst Shops (SIC 6521)

|  |  |  |  | Chonges in num with pa | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number af businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Avarage labour units(i) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reparting(3) |
| 1984 |  |  |  |  |  |
| Totel | 72 | 2.864 | 396 | 12 | 9 |
| less than 20 $20-99$ | 68 | 2.234 630 | 309 87 | 11 | 9 |
| 100-499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1587 |  |  |  |  |  |
| Totel | 94 | 3.741 | 367 | 18 | $\ldots$ |
| less then 20 $20-99$ | 89 5 | 2.936 805 | 288 79 | 15 | . $\quad$. |
| 100-199 | - | - | - |  | $\cdots$ |
| 500 and over | - | - | - | - | $\cdots$ |

(1) Averge labour units colculated by dividing total paypoll by the overoge bnnual wage and selsy rate as roported in the Survey of Emplovment. Paypoll and Hours. Stetisics Canada, Capalogue 72-002. An average lobour unit could be interpreted os o
 500 mployees in canada as a whole but less than that number in any given province it is shom in the $\$ 00$ and over group.
121 Refers to businesses reporting no payroll deductions in she previous year
(3) Refers 10 businesses reporting no payroll deductions in the following year
"Newly peporting" and Enc longer reporting" Dusinesses are assumed to heve been in activity for six monshs end the informesion is adjusted accordingly
see ioble 1 for symbols and nates

TABLE 6. Selected operating characteristics of siall businesses by sales quartile, 1985-1987 Nove Scotie, Florlst Shops (SIC 6521)


| Number of observetions in sample <br> Averoge sales $\$$ <br> Aver ge expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 24 \\ 130.725 \\ 113.320 \\ 17.105 \end{array}$ |
| :---: | :---: |
| Businesses Peporting e profit (Mo.) | 19 |
| Average seles 5 | 133.917 |
| Average oxpense $\$$ | 114.231 |
| Average net profits | 19.685 |
| Businesees reporting - lose (Mo.) | 5 |
| Average sates \$ | 104.809 |
| Average expense 5 | 110.103 |
|  | -5,294 |

1886


1887

(1) These estimates are based on sample of businesses faporting $\$ 81$ es betwean $\$ 25.000$ and $\$ 2.000 .000$.

See toble for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia, Mardware Stores (SIC 6531)

|  | Totalil |  | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower <br> midale 25\% |  | UDDEmiddle 25\% |  |  | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $\$ 000$ s) High sales value (\$000's) | $\begin{aligned} & 3 E \\ & (1) \\ & (i) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | Botrom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middl 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Upper middl. 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 69.6 | - | -- | -- | -- | 100.0 | 59.6 | -- | - | -- | - |
| Decupancy expenses | 4.0 | -- | - | -- | - | 100.0 | 4.0 | - | - | - | -- |
| Deoreciation | 0.8 | -- | -- |  | -- | 100.0 | 0.8 | -- | -- | -- | -- |
| Repaips 8 mointenance | 0.7 | -- | -- |  | -- | 81.0 | 0.9 | -- | -- |  | -- |
| Meat. light \& telephone | 1.3 | -- | -- |  | -- | 100.0 | 1.3 | -- | -- |  | - |
| Rent | 1.2 | -- | -- |  | -- | 72.7 | 1.6 | -- | -- | -- | -- |
| Personnel expenses | 13.5 | -- | - | =- | -- | 100.0 | 13.5 | -- | -* | - | -- |
| Finencial expenses | 2.2 | -- | -- | -- | -- | 100.0 | 2.2 | -- | -- | -- | -- |
| Interest 8 bonk charges Piofossional fees | 1.8 0.5 | -- | -- | -- | -- | 96.0 75.3 | 1.8 0.6 | -- | -- | -- | -- |
| Other expenses | 7.2 | -- | -- | -- | - | 100.0 | 7.2 | - | - | -* | -- |
| Profit (loss) | 3.6 | - | - | -- | -* | 100.0 | 3.8 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

## Sy-bole

zero or no esservations
-- \$00 small too de expressed
not apolicable

- confidentiol


## foetnotes

(1) These estimetes are besed on a sample of businesses fopopting sales betweem $\$ 25,000$ end $\$ 2.000,000$
(2) Value in each cell $\% \frac{\text { Totsl weighted expenditure on given item }}{\text { Total weighted soles of oll businesses in the somple }}$ (00 for each quartile.

This portion of the robl pertains only to the businesses feporting the specific expense item. Therefore thest retios are celculated individually and the lozal will not necesserily squal 100\%.

## motes

Dets ore shown by quartiles when at least 13 of the samplec businesses report the specific itam
 one quarter of the total number of businesses. Within esh quertile. the overage ratio is presented. for conper ison purposes, ihe high and low vilues of sales ere shown.

## Now to use the tebice


 top 25\%.
13) Dete pertsining so the selected seles size runge widl be in thet quertile

## Standerd Industrial Clastilication Definition (S16 1980):

SIC 6531 - Merdwer Stores
 hardmere, faspeners. electrical and piumbing supplies. These busimesses may be secondarily engaged in retailing housewspos, ectical appliances. paint. sporting goocs. etc. This industry includes reiail builders' hardware. retail carpenters' tools, retal electrical supolies. reiail fasteners iexcept clothingl. retail fupniture and cabinet fittings. retail had edge tools. hardmare stores. retail mechanics' measuring tools. reiail mechanics lools. retail hils. petail plumbing supplies and retal power diven hand tools

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Nova Scotie, Mardware Stores (SIE E531)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? <br> middle 25\% | $\begin{array}{r} \text { UDDe } \\ \text { middie } 25 \% \end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low saies value ( $\$ 0000^{\prime}$ s) High sales value ( 5000 | (1) (1) | -- | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 4 | -- | -- | -- | -- |
| Accounts and notos receivable | - | -- | -- | -- | -- |
| Other current assets | 177 | -- | -- | -- | -- |
| Total current assers | 221 | -- | -- | -- | -- |
| Fixed assets | 62 | -- | -- | - | -- |
| Less: Accum. dep. on fixed assets | - | - | -- | =- | -- |
| Other ussets | 60 | -- | $\cdots$ | -* | -- |
| Total assets | 343 | - | -* | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 40 | -- | -- | -- | -- |
| Topal current limbilities | 118 | -- | -- | - | - |
| Morigages payable |  | -- | -- | -- | -- |
| Long term debt | 8 | -- | -- | -- | -- |
| Other lisbilities | 79 | -- | -- | -- | -- |
| Total liabilities | 205 | -- | - | -- | -- |
| Total equity | 138 | -- | -- | -- | - |

(i) These estimates are based on sampl of businesses reporting sales beiween $\mathbf{1 2 5 . 0 0 0}$ and 12.000.000.
see iable 1 for symoals and notes.

TABLE 3. Financial retios (1) for incorporated businesses only. 1987
Move Scotis, Hardwore Stores (SIC 8531)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | midd Lower | Under middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom soles value ( $\$ 000$ 's) Migh sales value ( 8000 's) | $\begin{aligned} & 36 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- |  |
|  | Average |  |  |  |  |
| Liquldity retio <br> Current retio (times) | 1.9 | -- | -- | -- | $\cdots$ |
| Leverege retios Debt/auity ratio (times) Interest coverage patio (tines) Debt ratio (times) | $\begin{aligned} & 1.5 \\ & 2.6 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the everege of patios for each business in the group and connot be culculated from the figures shown in table 2 .

See inble 1 for symols end notes.

## Definitions:

1. Liquidity ratio:

Currens = current assets/eurrent lisbilisies
2. Leverege retios:
8) Dedt/equity $=$ totel liabilities/equify.
b) Debt rasio = total liabilities/ total assets
c) Interest coverage $=$ net profit interest expenso/inemest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87
Mova Scopla. Mardware Stores (SIC 6531)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower middle 25\% | Uape! <br> riiddle 25\% | TOL 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ : Higr sales va've ( $\$ 000$ 's) | $\begin{aligned} & 16 \\ & (1) \\ & (i) \end{aligned}$ |  | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
| Operating ectivities Cash from operations Oeprecietion Other | $\begin{array}{r} 15 \\ 8 \\ -8 \end{array}$ | -- | -- | -- | -- |
| Dividends | -3 | -- | - | -- | - |
| Investment ectivities Dispossil of fixed assets Purchase of fixed assets lncrease in investment Decrease in investment | $\begin{array}{r} 2 \\ -9 \\ -7 \\ 1 \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt Repayment of lang term debt Loans from shareholders <br> Redayment o! loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 29 \\ -29 \\ 9 \\ -5 \\ -5 \end{array}$ | - - - - - - | - - - - - - - | - - -- -- -- | - <br> - <br> -- <br> -- <br> -- |
| Increase(decrease) in cash \& equivelents Cash equivalents-Beginning of the your Cost squivelents - End of the year | 2 -9 -9 | -- | -- | -- | -- |

(1) These estimates are dased on semple of incorporated businesses reporting sales between $\$ 25.000$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 \text { . Semple count includes }}$ only those Dusinesses reporting ststement of chenges.
see iable, for symbols end notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in ig87
Hove Scotit, Herdwere, Peint, Glass and Wallpaper stores (SIC 553)

| Business size exoressed in oversoge labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Aversge lisbour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> reporting(2) | No longer reporting(3) |
| 1584 |  |  |  |  |  |
| Total | 127 | 8.350 | 653 | 19 | 6 |
| less than 20 | 121 5 | 5.937 $\times$ | 475 179 | 18 | 5 |
| 100-499 | - | - | - | - | - |
| 500 and over | 1 | X | 1 | 1 | - |
| 1987 |  |  |  |  |  |
| Totel | 138 | 10.481 | 662 | 26 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \end{aligned}$ | 132 6 | 7.945 2.536 | 499 163 | 24 2 | $\ldots$ |
| $100-499$ | - | - | - | - | . . . |
| 500 and over | - | - | - | - | - |

11 sver age labour units are calculbied by dividing totel paypoll by the average annual wage end salary rate es reporied in the
Survey of Employment. Payroll ano Hours, Statistics Conada. Catologue 72-002. An average laboup unit could pe interpreted as fulletime employer. Note that the business size groups used are determined at the canado lovel. Thus it business hos at leest 500 employees in canada as whole Dut less than that number in any given province it is shown in the 500 and over group.
12 Refers to businesses reporting no payroll deductions in the previous year
13) Refers to Dusinesses reporting no payioll deductions in the following year
"Newly reporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is adjustec accordingly

See Table ifor symbols and notes


| Number of observations in sample <br> Average sales <br> Average exdense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 22 \\ 502.993 \\ 476.554 \\ 26.439 \end{array}$ |
| :---: | :---: |
| Businesses reporting proflt (Mo.) <br> Averope sales $\$$ <br> Averoge expense $\$$ <br> Averoge net profits | $\begin{array}{r} 15 \\ 482.181 \\ 451.119 \\ 31.062 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Averoge sules \$ <br> Aversge expense \$ <br> Averape net loss $\$$ | $\begin{array}{r} 3 \\ 891.508 \\ 906.332 \\ -14.724 \end{array}$ |

1986



[^40]TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotile, Sporting Goods Stores (SIC 6541)

| Tota:(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | Upoe, $\text { midde } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |


| Businesses in samole (No.) Lon sales value ( 5000 s) High sales vaiue ( $5000{ }^{\prime}$ s) | $\begin{gathered} 24 \\ i 1! \\ 1 i \end{gathered}$ |  | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |


| Selected expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ${ }^{\text {a }}$ 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bortom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | TOO 25\% |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd ie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 52.6 | -- | -- | -- | -- | 81.9 | 64.1 | -* | -- | -* | -- |
| Decupencr expenses | 9.4 | -- | -- | - | -- | 100.0 | 9.4 | -- | -- | - | - |
| Depreciation | 6.5 | -- | -- | -- | -- | 87.2 | 7.4 | -- | -- | -- | -- |
| Repeifs of meintensence | 0.4 | *- | -- | -- | -- | 74.1 | 0.6 | -- | -- | -- | -- |
| Heat. light \& telephone | 1.7 | -- | -- | -- | -- | 94.1 | 1.8 | -- | -- | -- | -- |
| Rent | 0.9 | -- | -- | -- | -- | 30.7 | 2.8 | -- | -- | -- | -- |
| Personnel expenses | 5.0 | - | -- | -- | -- | 46.8 | 10.8 | - | - | "- | - |
| Financial expenses | 1.8 | -- | -- | -- | - | 100.0 | 1.8 | -- | -- | -- | -- |
| Interest \& benk chirges | 1.3 | -- | -- | -- | -- | 78.8 | 1.7 | -- | -- |  | -- |
| Professional fees | 0.4 | -- | -- | -- | -- | 77.3 | 0.6 | -- | -- | -- | -- |
| Other expenses | 27.2 | -- | - | -- | -- | 100.0 | 27.2 | - | -- | -- | -- |
| Profit (loss) | 4.0 | -- | -- | =- | -* | 100.0 | 4.0 | -- | -- | -- | - |
| Totsl | 100.0 | -- | -- | -- | - | 100.0 |  | -- | -- | -- | - |

## Symbols

- zero or no observations
-- too small loo be expiesseo
not applicsole
$\times$ confidentis


## Footnoter

(1) These estimates be besed on semple of businesses roporing seles between 325.000 and $\$ 2.000,000$.

Totel wighted expenditure on given item
(2) Value in each cell =

Total weighted expenditur on given ire
ong 1

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotia. Sporting Goods Stores (SiC 6541)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { modele } 25 \%$ | Upper $\text { middele } 25 \%$ | To |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value i $\$ 000$ s) High sales value ( $\$ 000^{\circ}$ ) | (18) | -- | -- | -- | -- |
|  | Gverage (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | 47 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 47. | -- | -- | -- | -- |
| Other current assets | 156 | -- | -- | -- | - |
| Total current ossets | 203 | -- | - | -- | -- |
| Fixed Esets | 40 | -- | -- | -- | - |
|  |  | - | - | -- | -- |
| Other assets | 18 | -- | - | -- | -- |
| Totel useets | 251 | -- | -- | -- | -- |
| Liebilities and equity 4 - - . |  |  |  |  |  |
| Curfent loons | ${ }_{103}^{44}$ | -- | -- | -- | -- |
| Total current lisbilities | 146 | -- | -. | -- | -- |
| Moptgages payable | - | -- | - | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Dther liabilities | 66 | -- | -- | - | -- |
| Total liabilities | 212 | -- | -- | -- | - |
| Totel equity | 48 | -- | - | - | -- |

(i) These estimetes ere besed on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2,000.000$

See ioble I for symbols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Wove Scolla, Sporting toods Stores (SIt E541)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middi } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { midd } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | (18) | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratio Current ratio (times) | 1.4 | -- | -- | -- | -- |
| ```Leverage ratios Debtlequity retio (times) Interest coverage petio (times) Debt istio (times)``` | 4.4 2.9 0.8 | -- | -- | -- | -- |

(11 the retios represent the everage of petios for eech business in the group ond cennot be culculeted from the figures shom in teble 2 .
12) These estimetes besed on senple of businesses pecorting seles between 525,000 and $22,000,000$.
see iable 1 for symols and notes.

## Befinitions:

8. Liquidity retio:

Current $=$ current assets / cuprent liabilities.

## 2. Leverge ritios:

a) Debt/equity $=$ total /iabilities / equity.
b Debe ratio $=$ total liatilities/ copal ssets
c) Interest coverage $=$ net profip - interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotia, Sporting Goods Stores (SIC 6541)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | UEDe? $\text { midde } 25^{\circ}$ | $\begin{aligned} & \text { TOE } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samele (Nc.) Low sales value $1 \$ 000^{\circ}$ si High sales value ( $\$ 000^{\prime}$ s) | $\left.\begin{array}{l} 15 \\ (1) \\ 11 \end{array}\right)$ | -- | -- |  | -- |
|  |  |  | Average (\$000's) |  |  |
| Opereting ectivities Cash from operations Depreciation Other | $\begin{array}{r} 17 \\ 10 \\ -39 \end{array}$ | -- | -- | -- | - - |
| Dividende | -1 | - - | - | -- | -- |
| Investment activities <br> Disposal of lixed sssets <br> Purchase of lixed essets <br> Incresse in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -11 \\ \hline 1 \end{array}$ | -- $=-$ -- | -- | -- | - |
| Finencing setivities <br> Incresse in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Reparment of loens from shareholders <br> Advances \& loans from government <br> Increase in eauity <br> Decrease in equity <br> Dther | $\begin{array}{r} 12 \\ -5 \\ 15 \\ -23 \\ - \\ 1 \end{array}$ | -- | --  <br> --  <br> --  <br> --  <br> --  <br> -  <br>  -- | - | -- |
| Incresese(decresel in cesh s equivelents Cash sequivalents-Beginning of the yeer Cash equivalents - End of the roap | $\begin{aligned} & -23 \\ & -37 \\ & -50 \end{aligned}$ | -- | -- | - $\quad \begin{array}{r}\text { - } \\ \\ -\infty\end{array}$ | -- |


only those businesses reportino ostatement of changes
Sex Teble 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC clasifificetion in 1987
Nove Scotis. Sporting Goods Stores (SIC E541)

| Business size expressed in average labour units(l) | Number of businesses | $\begin{array}{r} \text { Total parroll } \\ (\$ 000 \text { s }) \end{array}$ | Aversge lsbour units(1) | Chenges in number of businesses with pid amployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y <br> reporsing(2) | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Totel | 69 | 3.470 | 335 | 20 | 6 |
| $108=$ than 20 $20-99$ | 86 | 2.098 $\times$ | 203 20 | 20 | 6 |
| 100.499 | ? | $\times$ | 101 | - | - |
| 500 and over | 1 | $\times$ | 11 | - | - |

1987

| Totel | 72 | 5.121 | 392 | 17 |
| :---: | :---: | :---: | :---: | :---: |
| 1ess then 20 | 68 | 2.581 | 198 | 17 |
| 20-99 | 4 | 2.540 | 194 | - |
| $100-499$ | - | - | - | - |
| 500 and over | - | - | - | - |

 Suiver of Employment. Porroll and Hours. Stalistics Canoda. Catelogue 12-002. An averoge lobour unit could be interpreted os a full-time employet. Ncie that the business size groups used are determined at the canto tevel. Thus if a business has at lmasi 50 C employees in cansos as owhole but less than that number in ony given province it is shown in the 500 and over group.
(2) Refers 10 businesses reporiing no peyroll deductions in the previous yes
(3) Refers 10 businesses reporting no payroll deductions in the foliowing year
"Newly reporting" and "no longet repopting" businesses are assumed to have been in activity for six manths and the information is ajustec sccording'y

See rable 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-19B7
Nove Scotie. Sporting Goods Stores (51c 6541)


| Mumber of observitions in smple <br> Average salus \$ <br> Average expenses <br> Average net profi (loss) \$ | $\begin{array}{r} 30 \\ 347.536 \\ 344,718 \\ 2.818 \end{array}$ | -- | -- | - |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average soles \$ <br> Aversge expense \$ <br> Aversege net profits | $\begin{array}{r} 23 \\ 333.596 \\ 316.177 \\ 17.419 \end{array}$ | - |  | $\cdots$ |
| Busineses peporting loss (Mo.) <br> Averoge sales 5 <br> Averege expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 373.176 \\ 391.909 \\ -18.733 \end{array}$ | -. | -- | -- |


| Mumber of observations in sample <br> Aversge sales $\$$ <br> Average expense \$ <br> Aversge net profit (loss) $\$$ | $\begin{array}{r} 34 \\ 357.382 \\ 355.441 \\ 1.941 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Busineses reporting profit (Mo.) | 23 |  |  |  |
| Averoge sales \$ | 371.229 | -- | -- |  |
| Averoge expense 8 | 358.565 | -- | -- |  |
| Average net drofit \$ | 12,664 | - | -- |  |
| Businesses reporting loss (Mo.) Aversoe sales \$ | 11 381.762 |  |  |  |
| Averape expenses | 426.121 |  |  |  |
| Average not loss \$ | -44.359 | - | -- |  |

1987

Mumber of observetions in semple Average sales \$ Average expense s
Average net profit (loss) \$
33
301.063
288.844
12.219
25
304.762
285.334
19.428

331.992
339.084
-7.092

| -- | -- |
| :---: | :---: |
| -- | -- |
| - | -- |
| -- | -- |
|  | -- |
| - | -- |
|  |  |
| -- | -- |
| - | = |
| - | = |

[^41]Businesses reporting aprofit (Mo.)
Average sales $\$$
304.762

Averoge expense \$ 285.33
Averoge net profit \$ 19.428

Businesses peporting less (Mo.)
$\begin{array}{lr}\text { sinesses peporting lose (Mo.) } & 331.998^{8} \\ \text { Average sales } 8 & 339.084 \\ \text { Averse expense s } & \\ \text { Averege net loss } \$ & -7.092\end{array}$
(1) These estinates are based on sample of businesses raporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$.

See iable 1 for symbals and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotla, Musical instrument and Record Stores (SiC 655)

|  | Totai (1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lowemiddle 25\% |  | UoDer$\text { midde } 25 \%$ |  |  | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : $n$ samile iNO.? Low sales valua $1 \$ 030$ s: High sales value ( $\$ 000^{\prime}$ s) |  | $\begin{aligned} & 11 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Tote | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of siles | 51.4 | -- | -- | -- | -- | 100.0 | 51.4 | -- | -- | - | $\cdots$ |
| Occupency expenses Depreciation | 7.6 1.2 | -- | -- | -. | -- | 100.0 $88 . ?$ | 7.6 1.3 | -- | -- | -- | -- |
| Repairs meintenance | 0.6 | -- | -- | -- | -. | 87.7 | 0.7 | -- | -- | -- | -- |
| Heat. light \& telephone | 2.0 3.8 | -- | -- | -- | -- | 100.0 71.0 | 2.0 5.4 | -- | -- | -- | -- |
| Personnel expenses | 13.1 | -- | -- | -- | - | 100.0 | 13.1 | -* | -- | -- | -- |
| Finenciel expenses | 2.5 | -0 | -- | -- | -- | 100.0 | 2.5 | -- | - | -- | - |
| Interest s bank charges Professional fees | 1.9 0.6 | -- | -- | -- | -- | 94.5 75.8 | 2.0 0.8 | -- | -- | -- | - |
| Other expenses | 18.5 | -- | -- | -- | -- | 100.0 | 18.5 | - | -- | -- | -- |
| Profit (lose) | 6.9 | =* | -- | -- | -- | 100.0 | 6.9 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | - |

## Symbols

- zero or no observations
- too smell too be expressed
not opplicable
$x$ confidentisl


## Feotnotes

(1) These estinstes are bised on semple of businesses reporting seles between 525.000 end $\$ 2.000 .000$ Totsl weighted expenditure on given item

(3) Velue in each cell $=\frac{\text { Totol weighted expenditure on given item }}{\text { rotal weighted seles of businesses reporting this item of expenditure }}$ for gurtile

This portion of the toble pertains only to the businesses roporting the specific expense item. Therefore thest retios ere calculated individually and the coral will not necessarily equal $100 \pm$

Notes
Data are show by ousptiles wher at least 13 of the sampled businesses report the specific item
Records were renkeo in escending order eccording to seles size. Each queptile (i. b. botiom 25\%. lower midote 25z, etc.l represents one quer tep of the total number of businesses. Within each quertile. the gerege ratio is prestented. For compsison purposes. the high and low velues of seles of shown

Mow to use the tubles
(1) Locate the appropriste seles pange that is displayed on the two lines entitled low sal es value and migh sal es velupe
(2) The selecred renge will indicste the proper guertile. i. e. the bottom 25\%. the lowter nidde 25\%. the upper middle 25\% or the $10025 \pm$.
(3) Dat pertuining to the selected sales size range will be in that quartile

Stenderd Industriel clestificetion Definltion (SIC 1880):
SIC 6550 - Musical instrument end Pecerd Stores
Bus inesses pr marily angaged in petail dealing in musical instruments. sheet music. pecor os and tapes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987 Nove Scotis, Musical instrument and Record Stores (Sic 655)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lawe: middle 25\% | Upper $\text { middle } 25 \%$ | Tos 25* |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\circ}$ s) | $(1)^{9}$ | -- | -- | -- | -- |
|  | Averape (\$000's: |  |  |  |  |
| Asent |  |  |  |  | -- |
| Cash | 13 | -- | -- | -- | -- |
| Inventory | 1 | -- | -- | -- | -- |
| Other current assets | 124 | -- | -- |  |  |
| Totol current ossets | 137 | -- | -- | -- | -- |
| Fixed essets | 41 | -- | -- | -- | - - |
| less: Accum. deo. on flxed asets | - | - | - | -- | - |
| Other essets | 9 | - | - | -- | -- |
| Total assets | 186 | - | - | -- | - |
| Liabilities and equitr |  |  |  |  |  |
| Current loans Other current inbilities | 24 | -- | -- | -- | -- |
| Total current liabilities | 67 | -- | -- | -- | -- |
| Mortgages oayble | 析 | -- | -- | -- | -- |
| Long term debt | 5 | -- | -- | -- | -- |
| Other liabilities | 55 | - | -- | -- | -- |
| Totel liabilities | 127 | =- | -- | - | -- |
| Total equity | 59 | -- | - | -- | -- |

$(11$ These estimates are based on sample of Dusinesses peporing sales beiween 525.000 and $\$ 2.000 .000$.
See Table 1 for symbols and noies.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotia, musicel instrument and Record stores (SIC Es5)

|  | Total(2) | $\begin{array}{r} 80 t 10 m \\ 25 \% \end{array}$ | $\text { midolower } 25 x$ | Upper middle $25 \%$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales vilue ( $\$ 000$ \&) High seles velue ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 9 \\ (1) \\ (1) \\ \hline \end{array}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current patio (times) | 2.0 | - | -- | -- | -- |
| Leverage ratios <br> Debtleauity ctio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.2 \\ & 3.5 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The petios pepresent the everage of ratios for each business in the group end connot be celculated from the figuras shown in itole 2.
12) These estimetes git beted on seple of businesses pepofting seles betmeen $\mathbf{5 2 5 . 0 0 0}$ and $52.000,000$.

Ste Teole 1 for symbols and notes.

## Definitions:

1. Liquidity Petio:

Current = current assets / current liobilities.
2. Levertge ratios:
a) Debifequity = toial liabilities / equity
b) Debi raico = totel liabilisies/total assets
cl Interest coverage s net profit inserest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotia, Musicel instrument and Record Stores (SIC 555 )

|  | Totalil) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middt 25\% | Upper midde 25\% | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low sales value $(\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 6 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  |  |  | Average 1800 |  |  |
| Operating ectivities Cash from oderations Depreciation Other | $\begin{array}{r} 6 \\ 5 \\ -24 \end{array}$ | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | - | -* |
| Investment stivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incrosese in investment <br> Decresse in investment | -4 | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances 6 louns fiom government <br> Increase in eauity <br> Decrease in equity <br> Qiner | $\begin{array}{r}-2 \\ 2 \\ -9 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Incresese(decrease) in cash equivalents Cesh $s$ equivelents-Beginning of the year Cash \& equivalents - End of the year | $\begin{array}{r} -24 \\ -17 \end{array}$ | -- | -- | -- | - |

 only those businesses reporting statement of changes
see labi. I for symbols end notes
TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC classification in 1987
Nove Scotie, Musicel instrument and Record Stores (SIC 655)


(1) Average labour units are calculated by dividing total payroll by the average annuel wage and salary rate tos reported in the Surver of Employment. Payrall and mours. Stetistics canada, Catalogue 72-002. Ar aver age labour unit could be interpreted as a full-time employee. Note thet the business size groups used ore determined at the canede tevel. Thus if obutiness has et lees 500 employees in Canada as a whole out less than that number in any given province it is show in the 500 and over group
(2) Reters to businesses reporting no payroll deductions in the previous year
(3) Refers te businesses reporting no payroll deductions in the following year
"Newly reporting" and "ro longer reporting" businesses are assumed to have been in activity for six months and the information is acjusiec accorcing'y

See table 1 for symbols ano notes.

TABLE 6. Seleeted operating charactertstics of small businesses by sales quartile. 1985-1987
Nova Scotis, Musical Instrument and Record Stores (SIC 655)
Total(1)

1985



1987


11 These estimates are ossed on samp ic businesses reporting seles between $\$ 25.000$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$
See iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotim, Jewellery Stores (SIC 6551 )

|  | Toral 11 |  | Bottom 25\% |  | Lower <br> m: ode 25\% |  | Uppe:$\text { middie } 25 \%$ |  |  | $\begin{aligned} & \text { TO: } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} 13 \\ 11) \\ (1) \end{array}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Hoder } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 53.1 | -- | -- | -- | -- | 100.0 | 53.1 | -- | -- | -- | -- |
| Oecupency expenses | 6.1 0.8 | - | -- | -- | -- | 100.0 67.5 | 6.1 1.2 | -- | - | -- | -- |
| Deprecistion <br> Repairs 8 mointenance | 0.8 | -- | -- | -- | -- | 67. 35.0 | 1.5 | -- | - | -- | -- |
| Meat. light \& telephone | 1.4 | -- | -- | -- | -- | 91.0 | 1.6 | -- | -* | -- | -- |
| Rent | 3.3 | -- | -- | -- | -- | 82.1 | 4.0 | - | -* | -- | -- |
| Personnel expenses | 16.0 | -- | - | -- | -- | 82.0 | 19.5 | -- | -- | -- | -- |
| Financisl expenses | 1.7 | -- | - | -- | -- | 99.0 | 1.5 | -- | -- | -- | -- |
| Interest \& bank charges Professional fees | 1.0 | -- | -- | -- | -- | 73.1 67.5 | 1.3 | -- | -- | -- | -- |
| Other expenses | 14.7 | -- | - | - | -- | 100.0 | 14.7 | - | -- | -- | =- |
| Profit (loss) | 8.5 | =- | =- | - | -- | 100.0 | e. 5 | - | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | =- | -- | -- | * |

## Sywbols

zero or no observations
= 800 smell 100 be mxpressed
nop applicable

- confidentio


## footnotes


$\begin{aligned} & \text { (2) Velue in each } \mathrm{celt}=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted seles of oll businesses in the semple }} \times 100 \text { for each oustile. } \\ & \text { (3) value in each ceil }=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted soles of businesses reporting this item of expenditure }} \times \text { foo for each quertile }\end{aligned}$
This portion of the teble pertains only to the ousinesses roporing the specific expense itom. Therefore these ratios are colculated individually and the cotal will not necessarily equal $100 \%$.

## Motes

Data ore show Dy quartiles when af least 13 of the sampleo businesses peport the specific item
Mecoros wert ranked in sscenoing opor sccording to seies size. Each quartile li. e. bottom 25\%, lower midde 25z, etc.) represenis one querter of she cotal humber of businesses. Hithin pach quartile, the average ratio is presented. For comparison purposes. the high and low values of sties lepe shown.

How to use the teblest
I1) Locate the sporoprise seles range thet is displayed on the two lines entipleo "Low sales value" and emigh sales vilue".
121 The selected renge will indicote the proper quertile. i. the botion 25z. the lower middie 25z, the upper midole 25 m . or she too 25\%.
131 Deto pertaining to the selected selas size range wili be in that quartile.

## Semedard Industriel Clessificetion Definition (SIC 1880):

SIC 6581 - Jewnllery Siorts
Businesses primarily angaged in retail dealing in now jewillepy. Many such businesses hove a departnent engaged in watch, clock and jowellery repar. Businesses engaged in reqail costume jewellery, custom jewellery, retail precious metal flatwise ond hollow ware. retert jewellery, tetal precious metal jewellery. retail precious stone jowellery and reteil watches and clacks are siso included in this industiy.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotia. Jewilery Stores (SiC 6561)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower miadle 25\% | Unper $\text { midde } 25 \%$ | ToD |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales vaiue $(\$ 000$ 's) | 10 $(1)$ 19 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cesh | $\overline{7}$ | -- | -- | -- | -- |
| Accounts and notes receivable | 7 | -- | -- | -- | -- |
| Inventory | - | =- | -- | - | -- |
| Other eurrent assets | 214 | -- | -- | -- | -- |
| Total current assets | 221 | -- | - | - | -- |
| Fixed asselz | 20 | -- | -- | -- | -- |
| Less: accum. dep. on fixed ussets <br> Diher asset. | 11 | -- | -- | -- | -- |
| Total essets | 251 | -- | - | -- | -- |
| Liebilitios and equity 20 |  |  |  |  |  |
| Current foans Other current liabilities | 20 67 | -- | -- | -- | =- |
| Total current lisbilities | 87 | .- | -- | -- | -- |
| Mortgeges payabl | - | -- | -- | -- | -- |
| Long term debt |  | -- | -- | -- | -- |
| Other liabifities | 60 | -- | -- | -- | -- |
| Totel lisbillities | 148 | -- | - | - | - |
| Total equity | 104 | -* | -- | - | -- |


See Tole for symbols and notes.

TABLE 3. Ftnancial retios(1) for incorporsted businesses only. 1987
Nove Scotle, sawellery stores (SIC 6561)


11) The ratios represtht the overage of patios for each business in the group and cannot belculated from the figures shown in fable 2 .
(2) These stimeter ened enple of businesses reporting seles berwesn $\mathbf{5 2 5 , 0 0 0}$ ond $\mathbf{2 2 , 0 0 0 , 0 0 0}$.

See Tete i for symols menc notes.

## Definitions:

1. Liquidity ratio:

Current : current essets / current liabilities
2. Levermge retios:
al Depifequity $=$ tors | liabilities / equipy
b) DeDi ratio = total liabilicies/rotal assets
c) Interest coversge = net profit interest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nove Scotie, Jewellery Stores (SIC 6561)

 only those businesses reporting statement of chances.
See teble 1 for smbols and notes

Nova Scotin, Jewellery Stores (SIC 6SET)


(1) Average laboup units art calculated by dividing lotal payrolt by the overage annul wege ond salery rate es reported in the Supver of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An ayerage labour unit could be interpreted as a full-time employes. Note thei the business size groups used are determined at the contede level. Thus if bus iness has at least 500 employees in camada as whole but less then thot number in ony given province it is shown in the soo shd over proup.
$(2)$ Refets 20 businesses eporting no payroll deductions in the previous year
(3) Refers to bus inesses peporting no paypoll deductions in the following year

Newly reporting" ano mo longer reporting" businesses are assumed to have been in activity for six months and the information is sofusted accordingly

See lable for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. i985-1987 Nove Scotle, Jewellery Stores (SIC 5551)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Uoder $\text { middie } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple | 18 |  |  |  |  |
| Average sates | 163.813 | -- | -- |  | -- |
| Aversge expense 5 | 156.079 | -- | -- | -- | -- |
| Average net profit (loss) 5 | 7.534 | -- | - | -- | -- |
| Businesses reporting profit (Mo.) | 17 |  |  |  |  |
| Average sales $\$$ | 165.537 | - | -- | -- | -- |
| Averepe expense s | 155.877 | - | - | -- | -- |
| Averege net profit? | 9.560 | - | - | -- | -- |
| Businases reporting loss (Mo.) |  |  |  |  |  |
| Average gales $\$$ <br> Average expenses | 59.000 61.000 | -- | -- | -- | -- |
| Average expense ${ }^{\text {Average not loss }}$ \$ | 61.000 -2.000 | -- | -- | -- | -. |

Number of observations in sample Average sales $\$$
140.811

Average expense $\$$ (loss) 134.405
Avorage net profit (loss) \$

Businesses reporting profis (Mo.) Average salos \$

11,119
Average expentes
Average net prof its
93.705

Businesses reporting loss (Mo.)
Averape siles \$
$319.59^{3}$
Averape expense $\$$
343.004
$\begin{array}{ll}\text { Averape net loss } \$ & -23.413\end{array}$

1587

| Mumber of observations in sample <br> Average seles 5 <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 26 \\ 228.980 \\ 217.436 \\ 11.544 \end{array}$ |
| :---: | :---: |
| Businestes peporting profit (Mo.) <br> Average sales <br> Average expense <br> Average net profits | $\begin{array}{r} 19 \\ 225,925 \\ 205,730 \\ 20.195 \end{array}$ |
| Bubinesses reporting less (No.) <br> Average sules <br> Average exdenses <br> Average net loss | $\begin{aligned} & 341.215 \\ & 355.346 \\ & -14.131 \end{aligned}$ |

(1) These essimeses resed on somple of businesses reporting sales beiween $\$ 25,000$ end $\$ 2,000,000$

See Iable 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of saies. 1987
Mova Scotle, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Tota:(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lower midde 25 \% |  | UDPe. middle 25\% |  |  | $70 \%$$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.l Low sales value ( 800 C ) $H$ (gt sales value ( $8000^{\prime}$ s) | $\begin{aligned} & 35 \\ & 11 \\ & (1) \end{aligned}$ |  | -- |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry everage(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ |  |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 49.8 | - | -- | -- | -- | 99.3 | 50.2 | -- | -- | -- | - |
| Oceupaney expenses | 9.7 | -- | - | - | -- | 100.0 | 9.7 | - | -- | -- | -- |
| Depreciation | 0.8 | -- | -- | -- | -- | 51.6 | 1.5 | - | -- | - | -- |
| Repairs staintenance | 0.7 | -- | -- | -- | -- | 56.7 | 1.3 | -- | -- | -- | -- |
| Heat, light \& tolephone | 2.3 | -- | -- | -- | - | 79.0 | 3.0 | -- | -- | -- | -- |
| Rent | 5.8 | -- | -- | -- | - | 74.8 | 7.8 | -- | -- | -- | -- |
| Personnel expenses | 18.2 | - | -- | - | -- | 90. 5 | 20.0 | -- | - | -- | -- |
| Finencial expenses | 2.2 | - | -- | - | -- | 92.2 | 2.4 | -- | -- | - | -- |
| interest 8 bank charges | 1.6 | -- | -- | -- | -- | 84.6 | 1.9 | -- | -- | -- | - |
| Professional fees | 0.6 | -- | -- | -- | -- | 65.1 |  | -- | ** | -- | -- |
| Other expenses | 17.9 | -- | -- | -- | -- | 100.0 | 17.9 | -* | -- | -- | -- |
| Profit (loss) | 2.2 | -- | - | -- | -- | 100.0 | 2.2 | -- | -- | -- | = |
| Totel | 100.0 | -- | -- | - | - | 100.0 |  | -- | -- | -- | - |

## 5ymbole

zero or no observieitons

- too smell too de expressed
not appliceble
* confidentiol


## ootnotes



This Dortion of the toble pertbins only to the businesses reporting the specific expenst isem. Therefort these ratios are celculted individualiy and the 10 ial will not necessarily equel $100 \%$.

## Motes

Oate Bre shown by quariiles when si lees: 13 of the sompled businesses report the specific item
Records were renked in ssemding order eccording to seles ize. Esch quartile li. eottom 25z. Iower midde 25y. etc. represents one quarter of the totel number of busingsses. Hi thin esh quepile, the cuer age pitio is presenced. For comperison purposes, the high and low values of sales ere shown

Mow to use the tebles

121 The selected range will indicete the proper guertile, i. the bottom 2sz. the lower widde $25 \%$, the upper miodl 258 or the top $25 \%$.
(3) Dete pertsining so the selected seles sixw ronge will be in that quartile.

## Stenderd Industpisl CIessificetion offinltion (SIC 1980):

SIC 6580 - Toy, Mobby. Noveliy and Souvenir Stores
Businesses primarily engaged in refai debling in roys, hobby supplies. gifts, novelfies end souvenirs

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotia. Toy. Hobby. Novelty and Souvenlr Stores (SIC 658)

|  | Tota!(1) | Bottom 25\% | Lower $\text { midole } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. <br> Low sales value $(\$ 000$ s) <br> High saies value $\left(\$ 000^{\prime}\right.$ ) | 18 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Aesets |  |  |  |  |  |
| Cash |  | - | -- | -- | -- |
| Accounts and notes receivabie | 9 | -- | -- | -- | -- |
| lnventory Dther current assets | 55 | -- | -- | -- | -- |
| Total curient assets | 54 | -- | -- | -- | -- |
| Fixed sssets | 24 | -- | -- | - | -- |
| Less: Accum. dep. on fixed ussets | - | -- | -- | - | -- |
| Other assets | 3 | - | -- | -- | -- |
| Totsi msats | 10 | -- | - | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Curher current liobilities | 28 | -- | -- | -- | -- |
| Total curcent liabilities | 38 | -- | -- | -- | - |
| Mortgages payable | - | - |  |  |  |
| Long term debt | - | =- | -- | -- | - |
| Other liabilities | 41 | - | -- | -- | -- |
| Total lisbilities | 79 | -- | -- | - | -- |
| Totsl equity | 12 | - | -- | - |  |

(1) These estimetes besed on sampl of businesses reporiing saies between $\$ 25,000$ and $\$ 2,000,000$.

See Toble ifor symols and notes

TABLE 3. Financisi ratios(1) for incorporated businesses only, 1987
Nove Scetia, Toy. Hobby, Noveliy and Souvenir Stores (Sic s5s)



(2) These estimetes beres on smple of busimesses reporting sales betwen $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$

Set Table for symols and noten.

## Definitions:

1. Liquidity retio:

Current z curfent assets / cuprent liodilities
2. Leverage ratios:
al Debtlequity * total liatilities / equity.
b) Debt ratio = total lisbilities / total sssers
cl Interest coverage : net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businasses only, 1987
Nove Scotis. Toy, Hobby. Novelty and Souvenir Stores (SIC 658)

|  | To:a11: | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper $\text { miode } 25^{\circ}$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (No.) Low sales value ( 8000 's) Migh sales value $\left(\$ 200^{\prime} s\right.$ ) | $\begin{array}{r} 6 \\ (1)^{6} \\ (1) \end{array}$ | -- | -- |  | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Opereting metivities Cash from operations Depreciation Other | $\begin{array}{r} -8 \\ 3 \\ 3 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -* | - | -- |
| Investment ectivities <br> Dispossl of fixed assets <br> Pupchase of fixed assets <br> Increase in investment <br> Decrese in investment | $-2$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long ierm debt <br> Laans fiom sharehiolders <br> Repayment of loans fram shareholders <br> advances $\&$ loans from government <br> ?ncrease in ecuity <br> Decrease in squity <br> Other | $\begin{array}{r} -2 \\ 8 \\ -1 \\ - \end{array}$ | - - - -- - - | - - - -- -- -- | - - - - - - | - - - - - - |
| Increase(decrease) in cash 8 equivalents Cash s equivalents-Beginning of the yeap Cash equivalents - End of the year | 1 -13 -13 | -- | -- | -- | -- |



TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987 Nova Scotia. Toy. Hobby. Novelty and Souvenir Stores (SIC E58)

| Business ize expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average Iabour units(i) | Chenges in number of businesses with paid mployens |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\underset{\text { Newly }}{\substack{\text { Neport } \\ \text { ing } \\ \text { (2) }}}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 179 | 4.350 | 417 | 35 | 26 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 172 \\ 4 \\ 3 \end{array}$ | $\begin{array}{r} 3.887 \\ 274 \\ 189 \end{array}$ | $\begin{array}{r} 373 \\ 26 \\ 18 \end{array}$ | 34 $!$ | 26 |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Totel | 228 | 6.029 | 450 | 47 | . . |
| less then 20 | 220 | 5.011 | 383 | 45 | . |
| $20-99$ | 4 | 680 | 52 | 1 | . . |
| 100-499 | 3 | $x$ | 22 | - | -. |
| 500 and over | 1 | X | 3 | 1 | . . |

11) Werage iabour units are calculated by dividing soisl payroll by the everage onnus wage and selery rete sep porteo in the Surver of Employment. Poyroll and hours, staitisics Cansca, Catologue 12-002. An overage labout unit could be interpreted as a full-pise mploree. Note that the business size groups used ore delermined at the Conede level. Thus if business has at least 500 employees in Canaca as a whole but less than that number in any given province it is shown in the soo anc over group
(2) Reters 10 businesses reporiting no payrall deductions in the previous year.
(3) Refers to Dusinesses reporting no payroll deductions it the foltowing year
"Newly redorting" and "no longe? reporting" businesses wre assumed to hove been in ectivity for six months and the information is ajusted accordingly.
see tade ifor symbols and nores.

TABLE 6. Selected operating charactertstics of small businesses by sales quartile. 1985-1987
Nove Scotie. Toy, Hobby. Novelty and Souvenir Stores (SIC E58)

|  | Total(1) | Bottom 25\% | miodle $\begin{gathered}\text { Lower } \\ 25 \%\end{gathered}$ | UDDer middle 25\% | Tor 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample |  |  |  |  |  |
| Average soles $\$$ <br> Average expense $\$$ | 179.604 | -- | -- |  |  |
| Average net prolit llossl\$ | 4.960 | -- | -- | -- | -- |
| Businesses reporting a profit (Mo.) | 14 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 182.218 167.121 | -- | -. |  | -- |
| Average net profit \$ | 15.097 | -- | -- | -- | -. |
| Businesses reporting loss (Mo.) Avertage sales 9 |  |  |  |  |  |
| Averege sales $\$$ <br> Aversge expenses | 154.755 177.232 | -- | - |  | -- |
| Averoge net loss ${ }^{\text {a }}$ | -12.479 | -- | -- | -- | -- |

1988

| Number of observations in semple | 62 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 187.599 | 25.841 | 52.126 | 138.788 | 533.641 |
| Average expense \$ | 181.201 | 31.963 | 52,548 | 128.305 | 511.988 |
| Average net prolit (loss) \$ | 6.398 | -6.122 | -422 | 10.483 | 21.653 |
| Businesses reporting profit (Mo.) | 37 |  |  |  |  |
| Average sales \$ | 290,951 |  | 65.499 | 146,544 | 680.819 |
| Average expense 5 | 263.221 |  | 57.087 | 128.524 | 604.053 |
| Average net Drolit \$ | 27,730 | - | 8.412 | 18.020 | 56.758 |
| Businesses reporting loss (No.) | 25 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 142,712 | 25.841 | 42.635 | 124.202 | 378.171 |
| Average expense | 152.155 | 31.963 | 49,327 | 127.894 | 399.436 |
| Aversge net loss \$ | -9.643 | -6,122 | -6.692 | -3.692 | -21.265 |

1987

Wumber of ebservations in sample Average soles $\$$ Averape expense $\$$ Average net piofit (loss) \$

| 125.41 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 122.117 | -- | -- | -- | -- |
| 3.530 | -- | -- |  | -- |
| 27 |  |  |  |  |
| 135.438 | -- | -- | -. |  |
| 123,352 |  |  |  |  |
| 12.084 | -- | -- | -- | -- |
| 14 |  |  |  |  |
| 105.920 | -- | -- |  | - |
| 115.125 |  | -- |  | - |
| -9.206 | -- | -- | -- | -- |

(1) Thest estinates bre besed on a stmple of businesses reporting sal between 325,000 and $\$ 2,000,000$

See isble $t$ for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

|  | Total(1) |  | Bot 10 m 25\% |  | $\begin{aligned} & \text { Lowe! } \\ & \text { modle } 25 \% \end{aligned}$ |  | Upder$\text { modele } 25:$ |  |  | TCL 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (NO.) Lowsales value ( $\$ 000$ s) High saies value $1 \$ 000$ 's: |  | 30 $(1)$ 11 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses oniy (3) |  |  |  |  |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd! } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pepcent of sales |  |  |  |  |
| Cost of seles | 49.3 | -- | -- | -- | -- | 99.2 | 49.7 | -- | -* | - | -- |
| Decupency expenses | 9.7 | - | -- | -- | - | 100.0 | 9.7 | -- | -* | - | -- |
| Deprecistion | 0.7 | -- | -- | -- | -- | 48.2 | 1.5 | -- | -- | -- | -- |
| Repairs 8 maintenance | 0.8 | -- | -- | - | -- | 60.6 | 1.3 | -- | - | -- | -- |
| Heat. Iight \& telephone | 2.4 | -- | -- | -- | -- | 81.2 | 3.0 | -- | -- | -- | -- |
| Rent | 5.8 | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| Personnel expenses | 18.5 | -- | -- | -- | - - | 90.3 | 20.4 | -- | - | -- | - |
| Financisl expenses | 2.2 | -- | -- | -- | -- |  |  | - | -- | -- | -- |
| Interest 8 bank charges professional fees | 1.5 0.7 | -- | -- | -- | -- | 84.3 66.3 | 1.8 1.0 | -- | -- | -- | -- |
| Diter expenses | 18.3 | -- | -- | - | -- | 100.0 | 18.3 | -- | - | -* | -- |
| Profit (loss) | 2.0 | -- | -- | -- | -- | 100.0 | 2.0 | -- | -- | -- | -- |
| Totel | 100.0 | -- | -- | -- | -* | 100.0 |  | -- | -- | -- | - |

```
Symbol:
    zero or no observations
-- to0 smali 100 be expressed
    not applicable
* configential
```


## Footnotes

11 These estimates ere based on semple of businesses reporting seles between 325,000 and 82.000 .000
(2) Volue in mach cell s Totel weighted expenditure on given item
(3) Value in esch cell $=\frac{\text { Total wighted oxpenditure on given item }}{\text { fotel whighted seles of businesses reporting this iten of expenditure }}$ for for gile

This portion of the tbble pertains only to the businesses reporting the specific expense iten. Therefore these retios ere culsted individualty and the total will not necesserily equel $100 \%$.

## Notes

Data are shown by quartiles wher Bi leas 13 of the sampled businesses report the specific item
lecorts were renked in ascending order sccording to soiss size. Esch quariile (i. . Dotton 25\%. lower midde 25z, etc. represenis one quarter of the soisl number of businesses. Within esch quartile. the oversge retio is prespented. for comparison purposes, the high and low values of seles ar thown

## How to use the table


(2) The selected renge will indicste the proper guartile, i.e. the dottom 25\%, the lower niddle 25\%. the upper midde 25\% or the top 25z
(3) Dete pertaining to the selecied gales sige range will be in thet quitile

## Standerd Industfisl CIeseificetian Definition ISIC 1880):

SIC ESE2 - Gift, wovelty and Souvenir Stores
 handicraft ceramics. retall seasonal and holiday decorations, retail handicraft decoupage, retait eskimo carvings. retail gift wrap supplies. gift shops. retail hanocrafteo goods inovelifes. Souvenirsl, joke shops. Petail handicraft macramé, feisil handicrafi meislwork. retail novelty merchandise, retsil handicrafis potiery end retail souvenirs

TABLE 2. Baiance sheet profile for incorporated businesses only. 1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

(1) These estimates are based on a sompl of businesses reporting $\$ 81$ es been $\$ 25,000$ ond $\$ 2,000,000$

See iable 1 for symols and noies

TABLE 3. Financial retios(1) for incorporated businesses only, 1887
Nove Scotia, Gift. Noveliy and Souvenlr Stores (Sic 5582)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | $\text { middle } 25 \%$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } 25 \% \end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.\} Low sales value $1 \$ 000^{\prime}$ s) High sales value $\left(9000^{\prime}\right.$ s) | 14 <br> $(1)$ | -- | -- | - | -- |
|  | Average |  |  |  |  |
| biquidity ratio Current ratio (times) | 1.6 | - | -- | - | -- |
| ```Leverage ratios Oebtlequity retio (times) Interest coverage ratio (tines) Oobt fetio (times)``` | 7.7 1.4 0.9 | =- | -- | -- | -- |

[^42]
## Definitions:

1. Liquidity retie:

Current $=$ current assets / current liabilitios.
2. Leverage relios:
a) Debr/equity $=$ total lisbilities / eauity.
b) Debt ratio = total liabilities/toial essets
c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nova Scotia, Gift. Novelty and Souvenir Stores (SIC 6582)

|  | Total(1) | $\begin{array}{r} \text { Bot } 80 \mathrm{~m} \\ 25 \% \end{array}$ | LOWE: <br> midde $25:$ | Uoper <br> midde 25\% | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samote iNo. Low sales value ( $9000^{\prime}$ s) High sales value ! \$000's) | $\left(\begin{array}{l} 5 \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  | Average $1 \$ 000 \mathrm{si}$ |  |  |  |  |
| Operating ectivities Cash from operations Dedreciation Other | -9 4 3 | -* | =- | -- | -- |
| Oividunds | - | - - | -- | =- | - - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 1 -1 - | -- -- -- | -- | -- | -- |
| Finencing ectivities <br> Increse in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> Inclease in cauty <br> Decrease in equity <br> Other | -6 7 -2 | -- | -- | -- | --- |
| Increse(decrease) in cash s equivalents Cash \& equivalents-Beginning of the year Cash equivalents - End of the vear | $\begin{aligned} & -2 \\ & -6 \\ & -8 \end{aligned}$ | -- | - | - | -- |
|  |  |  |  | - |  |

 only those businesses reporting a sietement of changes
See Tate 1 for symbols and motes

TABLE 5. Employment changes by size of business, 1984-1987 bused on SIC classification in 1987 Mova Scotie, Gift, Noveliy and Souvenlr Stores (Sic 6582)

| Business size expressed in overage labour units (1) | Number of businesses | Total payroll | Average iabour units(1) | Changes in number of businesses with de id moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 151 | 3.616 | 346 | 27 | 22 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 146 \\ 3 \\ 2 \\ \hline \end{array}$ | $\begin{array}{r} 3.260 \\ x \\ x \end{array}$ | $\begin{array}{r} 313 \\ 20 \\ 13 \end{array}$ | $\begin{array}{r}25 \\ 1 \\ \hline\end{array}$ | 22 $=$ $=$ |
| 1987 |  |  |  |  |  |
| Totel | 203 | 5.237 | 399 | 42 | . $\cdot$ |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 198 \\ 3 \\ 2 \end{array}$ | $\begin{array}{r} 4.354 \\ x \\ x \\ x \end{array}$ | $\begin{array}{r}333 \\ 50 \\ 16 \\ \hline\end{array}$ | 42 | $\ldots$ |

111 average lobour units are calculated by dividing totel poyroll by the overoge annual wage and solery rate os reported in the Surver of Employmen. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted es on fuli-rime employee. Mote that the business size groups used are oferminoo the canede tevel. Thus it obusiness hes of test 500 employees in canaog as a whole but iess than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses eporting no payroll deouctions in the previous year.
(3) Refers to businesses peporting no payroll deouctions in the following year
"Ntwly racorting" ano "no longer peporting" businesses are assumted 10 hove deen in activity for six months and the information is adjusteo accordingly
see table i for symols and notes

TABLE 6. Selected oper ting characteristics of small businesses by sales quartile, 1985-1987
Nove Scotia, Gift. Novelty and Souvenir Stores (SIC 5582)
Totall1 Bottom Lomer Uooer TOD

| Wumber of observations in sample Average sales $\$$ <br> Aversoe expense <br> Average net profit (loss) s | $\begin{array}{r} 21 \\ 150.024 \\ 146.750 \\ 3.274 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) <br> Aversge sales $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 12 \\ 155.507 \\ 141.468 \\ 14.039 \end{array}$ |
| Businesser reporting loss (Mo.) <br> Average sales <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 9 \\ 138.345 \\ 150.946 \\ -12.601 \end{array}$ |


| -- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | -- | - |
| -- | -- | -- | -- |
|  | -- | -- | -- |
| -- | -- | -- | - |
| -- | -- | -- | -- |
| -* | -- | -- | -- |
| - | -* | -- | -- |
| -- | -- | -- | -- |

1915

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 60 167.372 169.129 6.243 | $\begin{aligned} & 25,841 \\ & 31,963 \\ & -6,122 \end{aligned}$ | $\begin{array}{r} 50.530 \\ 50.611 \\ -84 \end{array}$ | $\begin{array}{r} 115.788 \\ 108.250 \\ 7.538 \end{array}$ | $\begin{array}{r} 477.328 \\ 453.687 \\ 23.641 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 35 |  |  |  |  |
| Average sales \$ | 253.922 | - | 64.207 | 115,378 | 582.182 |
| Averoge expense $\$$ | 222.818 | - | 55.479 | 99.676 | 513.298 |
| Average net profit \$ | 31.104 | - | 8.728 | 15.702 | 68.884 |
| Businesses reporting loss (Mo.) | 25 |  |  |  |  |
| Avorage sules $\$$ | 139.282 | 25.841 | 40.956 | 115.393 | 373.937 |
| Average expense | 148.748 | 31.963 | 47.209 | 120.910 | 394.908 |
| Aversge net loss \$ | -9.466 | -6.122 | -6.253 | -4.517 | -20.971 |

1887

| Mumer of observations in sample <br> Average sales $\$$ <br> Average expenses <br> Average net profit (loss) $\$$ | $\begin{array}{r} 36 \\ 123.678 \\ 120.108 \\ 3.570 \end{array}$ |
| :---: | :---: |
| Businesses eporting eprofit (Mo.) <br> Average saless <br> Average expenses <br> Average net profit $\$$ | 23 135.208 121.71 13.497 |
| Businesses reporting lose (Mo.) <br> Average sules <br> Average expenses <br> Average net loss $\$$ | $\begin{array}{r} 13 \\ 107.897 \\ 117.281 \\ -9.384 \end{array}$ |

(1) These estimates are based on sanple of businesses reporting sales between $\mathbf{2 5 . 0 0 0}$ and $\$ 2.000 .000$
sen Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Second-Mand Marchandise Stores, n.e.e. (SIC 6599)


## syobols

zero or no observetions
-. $\quad 100$ small 100 be expressed
not appliceble
$x$ confiontio

## Footnotes

$\{11$ These estimbtes are busto on sample of businesses reporting sutes between $\$ 25,000$ and $\$ 2,000.000$
(2) Value in bach 5 ell $=\frac{\text { Total weighted expenditure on given item }}{10181 \text { weighted sales of all businesses in the } 5 \text { gmole }} \times$ foo for engertile

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

## Notes

Data se shown by quartiles when at least 13 of the sampleo businesses report the specific item
Recoros were renkec in escending oropeccopding to sales size. Esch gurivie li. e. botiom 25\%, lower miode 25y, etc. represents one quarter of the toisl number of businesses. Mithin beh quartile, the ever ige ratio is presented. for comperison purposes. the high end low velues of shles ere show

Mow to use the reblet
(1) Locste the epproprinte sales range that is displayed on the two lines entitleo low sales value end migh sal es vilue
(2) The selected range mill indicete the proper guartile. i. e. the bottom 25\%, the lower midde 25z, the upper midde 25t or the 100 25\%.
(3) Data pertaining to the selected seles size range will be in thet quartile

Stenderd Industrisl Elsesificetlon Definition (SIC 1980):
SIC 5591 - Second-Hand Merchendise Stores n.e.t
Businesses primarily engaged in retail debling in used merchandise. not lsewhere classified. pawnshops are included in this industry. This industry incluaes reiail entrques. retail used appliances. retsil used books. reqail used ciothing, retail used crockery, retail used furnipure. retail used glasswre and china, retsil used jewellery. reiail used musical instruments, pawtshops and reteil secondhand merchardise

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Move Scotie, Second-Mend Marchandise stores, n.e.c. (\$1c E591)

|  | Total(i) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midele 25\% | Upper $\text { midale } 25:$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) Migh sales value $\left(\$ 000^{\circ}\right.$ s) | (1) (1) | -- | -- |  | -- |
|  | Average (\$000's ) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | 5 | -- |  | -- | -- |
| Accounts and notes peceivable Inventory | 5 | -- | -- | -- | -- |
| Other current assets | 12 | -- | - | -- | -- |
| Total current assets | 18 | -- | $\cdots$ | -- | -- |
| Fixed stets | 19 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets |  | - | - | -- | -- |
| Other assets | 54 | - | -- | -- | -- |
| Total ussets | 92 | -- | -- | -- | - |
| Limblitties and equity |  |  |  |  |  |
| Current loens $\begin{aligned} & \text { Other current liabilities } \\ & \text { Ofor }\end{aligned}$ | 13 | -- | -- | -- | -- |
| Total current liabilities | 14 | -- | -- | -- | -- |
| Mortgages payable | - | -- | - | -- | -- |
| Long term debt | - | -- | - | -- | -- |
| Other lisbilities | 19 | - | - | - | -- |
| Total lisbilities | 34 | -- | - | - | - |
| Totel equity | 58 | -- | . -= | - | - |

(1) These estimates are based on sample of businesses reporing sales between 825,000 and $82,000,000$.

Soe Table for symbols and notes

TABLE 3. Financial retios(1) for incorporeted businesses only. 1987
Nove Scotie, Second-Mand Marchandise Stores, me.e. (SIC 6591)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( 5000 's) Migh sales value ( $\$ 000$ 's) | $(1)^{?}$ | -- |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.3 | -- | -- | -- | - |
| Leversee ratios <br> Oebt/equity ratio (times) interest coversge istio (times) Debt retio (times) | $\begin{array}{r} 0.6 \\ 29.1 \\ 0.4 \end{array}$ | -- | -- | -- | -- |

IIf The retios represent she averege of petios for ench business in the group ond connot be colculeted from the figures shom in toble 2 .
(21) These estimates are based on samplo of businesses reporting seles between 535,000 End $52,000,000$.

See isble ifer symbols and noter.

## Definitions:

1. Liquidity resio:

Cuprent a cupront ssects / curpent lisbilisies
2. Leverage retios:
a) Debi/equiqy = toial liabilisies / equipy
b) Debr ratio $=$ total liabilities / total assets
c) Interes: coverage a ne? profis - interest expense/ interest expense.

TABLE 4. Statement of cnanges in financial position for incorporated businesses only. i987 Nova Scotia, Second-Hand Marchandise Stores, n.e.e. (SIC 6591)

 only those businesses peporting s siatement of changes
See iable i for symbols end notes.

TABLE 5. Employment changes by fize of business. 1984-1987 based on Sic ciassification in i987
Mova Scotia, Second-Mand Marchandlse Stores, n.e.c. (Sic 6591)


(1) Average ibdour units are colculateo by dividing iotal paycoll by the overage annual wage ond salary rate as roported in the Survey of Employment, poyrall ano Hours. Statistics Canada. Catalogue 72-002. An avarage ladour unit could be interdeted as a dull-qime emplovee. Note that the business size groups used are determined ot the Cande level. Thus if business has at least 500 employees in Canade as a whole but less than that number in ony given province is is shown in the 500 and over group.
(2) Refers to businesses reporting no payroli decuctions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following yes

Wewly reporting" end "nc longer reporting" businesses art ossumeo po have been in bctivigy for six mongs and the information is adjusred accordingly
see iable 1 for symbols and notes

TABLE 6. Selected operating charecteristics of simil businesses by sales quartile. 1985-1987
Nove Scotia, Second-Hand Marchandise Stores, n.e.c. (SIC 6591)
Total(1)
Lower
Under
TOD


1985

| Mumber of observations in sample | 13 |
| :---: | :---: |
| Aversge ssles \$ | 97.087 |
| Average expense \$ | 85.274 |
| Average net drofit (loss) \$ | 11.813 |
| Businesses reporting profit (Mo.) | 11 |
| Averege sales \$ | 97.422 |
| Aver ${ }^{\text {ge }}$ expense \$ | 82.734 |
| Averege net drofit \$ | 14.708 |
| Businesser reporting loss (Mo.) | 2 |
| Average salos \$ | 42.553 |
| Average expense \$ | 45.446 |
| Average net loss \$ | -2.893 |

1986

| Mumber of observetions in sample <br> Average sates \$ <br> Average expense \$ <br> Averege net profit (loss) \$ | $\begin{array}{r} 24 \\ 116.250 \\ 96.686 \\ 19.564 \end{array}$ |
| :---: | :---: |
| Businesses reporting aprofit (Mo.) | 23 |
| Average sales \$ | 115.949 |
| Average expense \$ | 96.303 |
| Average net profit \$ | 19.646 |
| Busineszes reporting loss (Mo.) | 1081 |
| Average sales ${ }^{\text {S }}$ | 104.168 |
| Average expense 5 | 104.328 |
| Average net loss 5 | -160 |

1987

(11) These estimetes bre besed on sample businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$.

See table 1 for symbols and notes

TABLE 1. Selected opereting ratios, in percent of sales, 1987
Nova Scotia, Direct Sellers (SIC 6921)

|  | Total(1) |  | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 ; \end{array}$ |  | Lower <br> modde 25\% |  | UpDe:$\text { midole } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp!e (NO.) Low sales value ( $\$ 000$ ) High sales value ( $\$ 000^{\prime}$ s) |  | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% Busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onlyi 3i |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Boptom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 71.1 | -- | - | -- | -- | 18. | 10.1 | -- | -- | - | -- |
| Dceupancy expenses | 3.1 | -- | - | -- | - | 72.5 | 4.3 | - | - | - | -- |
| Deprecistion | 1.4 | -- | -- | - | -- | 56.8 | 2.1 | -* | -- | -- | -- |
| Repairs 8 mointenance | 0.6 | -- | -- | -- | -- | 37.9 | 1.6 | -- | -- | -- | -- |
| Hest. light \& telechone | 0.5 | -- | -- | -- | -- | 49.6 | 1.0 | -- | -- | -- | -- |
| Rent | 0.7 | -- | -- | -- | -- | 23.1 | 2.8 | -- | -- | -- | -- |
| Personnel expenses | 4.7 | -- | -- | -- | - | 77.0 | 6.2 | -- | -- | -- | - |
| Financial expenses |  | -- | -- | -- | -- |  |  | - | -0 | -- | -- |
| Interest \& bank charges Professional fees | 0.3 0.2 | -- | -- | -- | -- | 98.6 52.9 | 0.3 0.3 | -- | -- | -- | -- |
| Dther expenses | 16.8 | -- | -- | -- | -- | 100.0 | 15.8 | -- | -* | -* | -- |
| Profit (lose) | 3.7 | -* | =- | - | -- | 100.0 | 3.7 | -- | - | -- | - |
| Total | 100.0 | -- | -- | -- | - | 100.0 |  | - | -- | -- | -- |

## Syebols

zero or no observations

- 100 small too be expressed
not applicaol
$\times$ confldentisi


## Footnotes

(11 These estimetes bre besed on sample of businesses pepopting seles between $\$ 25,000$ snd $\$ 2,000,000$. Total weighted expenditure on given iten


This poriton of the qable pertoins only to the businesses peporting the specific expense iten. Thepefore these patios are calculated individually anc the total will not necesserily equal $100 \%$

## Motes

Ote af showm by quartiles when si least 13 of the sanglod businesses report the specific item
Records were ranked in escending order eccording to seles size. Each quertile fi. Dottom 25\%. Iower midd $25 z$. etc. pepresthts one quarter of the sotel number of Dusinesses. Nithin esh quertile, the overage retio is presented. for conpar ison purposes. the high and low vilues of siles ar shown

## How to use the tables


(2) The selected range will indicate the proper quartile. i. . the botion 25\%. the tower middie 25\%, the upper middle 25z or the top $25 \%$.
(3) Dets perteining to the selected seles size pange will be in thst quertile

Stendard Industriel CIessificetion Definition (SIC 1980):

## Sic 6821 - Dipect Sellere

Businesses primarily engaged in retail dealing in varieqy of products such es dairy products, beveroges. cosmetics and kitchenwar by means of telephone. door-te-door canvassing or parqies arranged in customers' homes. Mail-order housas are included here. Direct mail marketing operators. difect persont retailing operators, direct selling of merchandise. door-zo-door retsiling of merchandise, retail food and beverage home de ivery. mail order houses, home delivery nowspapers. direct sales non-store retailing par ty plan merchendising and re: dil telephone se:ling of merchandise ere nciudeo here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotia, Direct Sellers (SIC 6921)

|  | To:al(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe? midele 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales vaiue (\$000's) <br> High sales value $(\$ 000$ 's) | (11) ${ }^{2}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Assetsh | $x$ | -- | -- | -- |  |
| Accounts and notes receiveble | $x$ | - | -- | - |  |
| Inventory | $x$ | - | -- | - |  |
| Other current essets | $x$ | -- | -- | -- | -- |
| Total current assets | $\stackrel{x}{x}$ | -- | - | -- | -- |
| fixed assets | X |  |  |  |  |
| Less: Accum. deo. on fixed seseots Other sssets | X <br> $\times$ | -- | -- | -- | -- |
| Total aseets | X | -- | -- | -- | -- |
| Lisbilities and equity x |  |  |  |  |  |
| Current loans | $x$ | -- | -- |  | -- |
| Other current liobilities | $x$ | -- | -- |  | -- |
| Total current lisbilities | $x$ | -- | -- |  | -- |
| Mortgages payable | x | -- | -- | -- |  |
| Long term debt | $\frac{x}{x}$ | - | -- | -- |  |
| Dther liabilities | X | -- | -- |  | -- |
| Total liabilities | $x$ | -- | -- | -- | -- |
| Total equity | X | -- | -- | -- |  |

(1) Thesf estimates oresed on smpl of businesses reporting seles between $\mathbf{2 5}, 000$ end $\$ 2,000.000$.

See Table " for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotie, Direct Sellers (SIC s921)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middlewer } 25 x$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $(\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ ) | $(1)^{2}$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | $x$ | -- | - | -- | - |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $x$ $x$ $x$ | -- | -- | -- | - |

(1) The retios pepresens the everage of retios for each business in the group and cannot de celeuled from the figures shown in ieble 2.
12) These estimetes ere besed on sexpl of businesses reporting sales between 525.000 eno 52.000 .000 .

See rable 1 for symbols and motes.

## Definition:

1. Liquidity ritio:

Current = current assets / curfent liabilities
2. Leverege retios:

- 1 Debt/equity $=$ total liabilities / equity.
b) Debt ratio $=$ totel liabilities/total assets
c) Interest coverge $=$ net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nove Scotis. Direct Sellers (SIC 6921)


see labie 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 bused on SIC cisesificetion in 1987
Nove Scotie. Direct Sellers (SIC 6921)

| 8usiness size expresseo in overage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reporting(z) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 21 | 645 | 61 | 8 | 6 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { nd over } \end{aligned}$ | $\begin{array}{r} 16 \\ 1 \\ 4 \end{array}$ | $\begin{array}{r} x \\ x \\ 310 \\ \hline \end{array}$ | $\begin{array}{r}30 \\ 2 \\ 29 \\ \hline\end{array}$ | $\begin{aligned} & 6 \\ & 1 \\ & 1 \\ & 0 \end{aligned}$ | $5$ |
| 1987 |  |  |  |  |  |
| Totel | 48 | 1.837 | 140 | 21 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text {. } 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{aligned} & 48 \\ & 1 \\ & 5 \\ & \hline \end{aligned}$ | $\begin{array}{r} x \\ x \\ 1.307 \end{array}$ | $\begin{array}{r}40 \\ 100 \\ \hline\end{array}$ | 21 | ... |

[^43][^44]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotis. Direct Sellers (Sic 6921)


1985
Mumber of observations in sample
Average seles $g$
Average expense $\$$
Average net profit (loss) $\$$
30
210.997
190.476
20.521

26
190.611
168.262
22.349

Averige sales s
190.611
$\begin{array}{lr}\text { Average oxpense } \$ & 168.262 \\ \text { Averoge net Diofits } & 22.349\end{array}$

Businesses reporting loss (Mo.)
Averoge ssles $\$$
667. 103 A
673.240

Average not loss \$
$-6.137$


1886

| Number of observations in semple <br> Average soles $\$$ <br> Average expense \$ <br> Average net diofit (loss) $\$$ | $\begin{array}{r} 63 \\ 180.945 \\ 161.961 \\ 18.984 \end{array}$ | $\begin{array}{r} 40.019 \\ 33.848 \\ 6.171 \end{array}$ | $\begin{array}{r} 121.073 \\ 98.456 \\ 22.617 \end{array}$ | $\begin{array}{r} 189.512 \\ 161.137 \\ 28.375 \end{array}$ | $\begin{array}{r} 373.174 \\ 354.404 \\ 18.770 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting mprofit (Mo.) | 58 |  |  |  |  |
| Average sales \$ | 162.005 | 39,496 | 121.013 | 189.512 | 297.997 |
| Average expense $\$$ | 141.014 | 32.094 | 96, 655 | 161.137 | 274.168 |
| Average net profit \$ | 20,991 | 7.402 | 24.358 | 28.375 | 23.829 |
| Businestes reporting less (Mo.) | 5 |  |  |  |  |
| Average sates \$ | 391.275 | 47.394 | 122.010 | - | 1.004.420 |
| Average expense \$ | 404.473 | 58,567 | 125.717 | - | 1.028. 136 |
| Average net loss \$ | -13,198 | -11.173 | -4,707 | - | -23.715 |


(1) These ustimates bred on samplf of businesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$.

See foble : for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia, Opertors of Buildings and Dwellings (SIC 751)

|  | Tctal (1) |  | Bottom 25\% |  | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ |  | UDpe midole 25: |  |  | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samel (No.) <br> Low sales vaile $\$ 000$ s) <br> Migta sa!es value (gCOC's) |  | $\begin{aligned} & 26 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industiy ovecage (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | Uoper midde 25\% | $\begin{aligned} & \text { TOE } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowei } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Peicent of sales |  |  |  |  |  | Pecent of sales |  |  |  |  |
| Occupancy expenses <br> Depreciation <br> Repairs maintenance <br> Hest, light f telephone Rent | $\begin{array}{r} 39.2 \\ 14.8 \\ 13.1 \\ 8.7 \\ 2.5 \end{array}$ | -- $=-$ $=-$ | -- $=-$ $=-$ | -- <br> -- <br> -- <br> - | $=$ <br> - <br> $=$ | 100.0 89.1 86.2 93.9 13.7 | 39.2 16.7 15.2 9.3 18.4 | -- <br> -- <br> -- <br> - | -0 - $=-$ $-=$ | -- | -- |
| Personnel expenses | 3.0 | -- | -- | - | -- | 46.0 | 6.5 | -- | = | -- | -- |
| Financial expenses Interest 8 bank charges Protessional fees | $\begin{array}{r} 30.7 \\ 27.9 \\ 2.8 \end{array}$ | -- | -- | -- | -- | 97.5 90.6 93.4 | 31.5 30.8 3.0 | -- | -- | -- | - |
| Other expenses | 22.0 | -- | -- | -- | =- | 100.0 | 22.0 | -- | - | -- | - |
| Profis (loss) | 5.1 | -- | -- | -* | - | 8. 6 | 5.9 | -- | -- | -- | - |
| Totel | 100.0 | -- | -- | =- | -- | 100.0 |  | -- | - | -- | -- |

## Synbol

- zero or no observitions
-     - 100 smel 100 be expressed
. nor mpplicable
$\times$ confidentisl


## Footnotes

19 These estimetes er based on bemple of businesces reporiing sites between 325,000 the $\$ 2,000,000$


This portion of the table pertains only to the businessts paporting the specific expense item. Therefore these petios are celculated individully and the total will not necessarily equal $100 \%$.

## mores

OA: Bre shown by quepqies when at lest 13 of the gempled ousinesees peport the specific iqef
Records were fanked in ascending opder eccording co sales size. Esch quartile li. e. botton 25\&. Iower midde 25z, etc.l repregenis one querter of the cotel number of Dusinesses. Within esch quartile, the tuerage retio is presented. for comporison purposes. the high and low velues of soles ere shown

How to ute the tebles
(1) Locare the appropriete sel tes renge that is displayed on the two lines entitled low sal es value" end migh selos value"
(2) The selected pinge will indicete the proper quertile. i. e. the bottom 25x, the lower midde 25z. the upper midd 258 or the top 25\%.
(3) Deta pertaining io the elelected sales size range will be in that quiertile

## Standerd Industriel CIsesificstion Definision (SIC 1980):

SIC 7510 - Operstore of Buildinge and Dwellinge
Businesses primarity engaged in operating. or in owning and operting buildings and owellings

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Nova Scotia, Dperators of Buildings and Dwellings (SIC 751)

|  | 70:al(1) | $\begin{array}{r} 60 t \text { tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Uppe? $\text { middle } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samale (No.) Low sales value ( $\$ 000$ 's) High sales volue ( $\$ 000$ 's) | 23 $(11)$ $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | - | -- | - | -- | -- |
| Accounts and notes receivable | 11 | -- | -- | -- |  |
| Inventory | - | -- | -- | -- | -- |
| Other current assets Total current ossets | 54 66 | -- | -- | -- | -- |
| Fixed assets | 450 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other essets | 21 | -- | -- | - | -- |
| Total sesets | 536 | =- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 17 | -- | -- | -- | -- |
| Other cuprent liabilities | 40 | - | -- | -- | -- |
| Total curient liabilities Mor toges Dayoble | 57 | - | -- | -- | -- |
| Long term dabt | 1 | -- | -- | -- | -- |
| Other lisbilities | 479 | -- | -- | -- | -- |
| Total lisbilities | 537 | -- | -- | -- | -- |
| Total equitr | -1 | -- | .- | -- | -- |

(11) These estimetes are Desed on ample of businesses reporing soles between $\$ 25,000$ and $\$ 2.000,000$.

See Table for symbols and notes

TABLE 3. Financiai ratios (1) for incorporated businesses only. 1987
Nove Scotis. Opertors of Bulldings and Dwellings (SIC 751)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midole } 25 \% \end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.\} Low sales value (\$000's) High seles value ( $\$ 000$ 's) | $\begin{aligned} & 23 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Curent ratio (times) | 1.2 | -- | -* | -- | -- |
| Leverage patios <br> Debt/equity iotio (times) <br> Interest coverage retio (times) <br> Debt intio (times) | 1.2 1.0 | -- | - | -- | -- |

(1) The retios pepresent the average of ratios for each business in the group and cannot be calculated from the figures shown in fole 2 .
(2) Thase ustimetes tre besed on sample of businesses reporting seles betmeen $\$ 25,000$ end $\mathbf{8 2 . 0 0 0 , 0 0 0}$.

See roble ifor symbols and notes.

## Dsfinltions:

1. Liquidity fatio:

Current $=$ current osseis $/$ current liabilities
2. Leversge ratios:

1 Dest/equity $=$ rotal |iabilities / equity.
ol Dedt iotio = total liabitities/ rotal assets
c) Interest coverage $=$ net profit interest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotie, Operterg of Buildings and Dwellings (SIC 751)

|  | Total 11 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { miodle } 25 \%$ | $\begin{array}{r} \text { Upoer } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { iot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp: (No. Low sales vaiue $1 \$ 000^{\prime}$ s 1 High saies value $(9000$ 's) | $\left.\begin{array}{l} \{1 \\ \{1 \end{array}\right\}^{3}$ | -- | -- |  | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cash from oderations Deprectation Diner | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment stivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt Redayment of long term debt Loans from sharehalders Repaymert of ioans from shareholders Advances \& loans from government <br> inclease in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - $\therefore$ $\therefore$ $\therefore$ - - | - - - - - - - | - <br> - <br> $\therefore$ <br> $\therefore-$ <br> - | - <br> - <br> - |
| Increase(decrease) in cash sequivalents Cash equivalents-8uginning of the year Cash equivalents - End of the yeet | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) These estimstes ere based on e sample of incorparateo businesses reporting sales deiween \$25,000 ond 52.000.000. Semple count includes
only those businesses reporting a slatement of changes.
see table 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987
Mova Scotis. Operstors of Buildings and Dwellings (SIC 751)

| Business size expressed in suerage labour units(1) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ \left.(\$ 000)^{\prime}\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with Deid mployees. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 \text { y } \\ \text { reporting }(2) \end{array}$ | No longer repoting (3) |
| 1984 |  |  |  |  |  |
| Totel | 391 | 31.962 | 2.256 | 50 | 37 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 357 \\ 17 \\ 19 \\ 6 \end{array}$ | $\begin{array}{r} 12.690 \\ 9.309 \\ 7.595 \\ 2.368 \end{array}$ | 846 <br> 641 <br> 618 <br> 151 | $\begin{array}{r} 46 \\ 1 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 36 \\ 1 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 424 | 40.699 | 2.270 | 57 | - . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 383 \\ 27 \\ 8 \\ 6 \end{array}$ | $\begin{array}{r} 14.582 \\ 13.355 \\ 8.080 \\ 4.682 \end{array}$ | $\begin{aligned} & 806 \\ & 775 \\ & 437 \\ & 252 \end{aligned}$ | $\begin{gathered} 53 \\ 3 \\ - \\ 1 \end{gathered}$ | $\cdots$ |

(1) Average lobour units ore colculated by dividing lotal payroll by the gyoreg annual wage and salary rate os reported in the Survey of Employment. Payrall and hours, Spapistics Canade. Catalogue $72-002$. An average labour unit could be interpreted as a full-time employee. Nore thet the business size groups used are determined et the Conada level. Thus if of business has of least 500 onployees in Cansde so whole but less than inot humber in any given province it is shown in the 500 and over group
(2) Refers $i 0$ businesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses reporting no payroll deductions in the following year
"newly reporting" and "no longer reporting" businesses are assumed to heve deen in activity for six months and the information is odjustec accordingly
see table 1 for symoors anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$ Nove Scotiv, Operetors of Buildings and Owellings (Sic 751)


1985

| Number of observitions in sample <br> Average sales \$ <br> Average expense $\$$ <br> Averse net Diofit (loss) $\$$ | 65 178.424 133.396 45.028 | $\begin{array}{r} 30.684 \\ 29.725 \\ 958 \end{array}$ | $\begin{array}{r} 59.952 \\ 54.993 \\ 4.959 \end{array}$ | $\begin{array}{r} 120.436 \\ 55.911 \\ 63.525 \end{array}$ | $\begin{aligned} & 502.624 \\ & 391.952 \\ & 110.672 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 50 |  |  |  |  |
| Average sales \$ | 173.847 | 28.405 | 57.758 | 120.458 | 487.965 |
| Averoge expense \$ | 109,526 | 21.436 | 47.401 | 23.297 | 345.968 |
| Averse net prolits | 64,121 | 6.969 | 10,357 | 97.161 | 141.997 |
| Businesses reporting a lose (Mo.) | 15 |  |  |  |  |
| Average soles $\$$ | 208.535 | 33.952 | 76,663 | 120,392 | 603,134 |
| Average expense | 246.667 | 41.614 | 112.811 | 124.998 | 707.246 |
| Average net loss\$ | -38,132 | -7.662 | -36.148 | -4,606 | -104.112 |

1986
Wumber of observations in semple
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$
Businesses reporting profit (Mo.)
Average sales $\$$
Average expense $\$$
Average net profit $\$$
Businesses reporting loss (Mo.)
Average sales $\$$
Average expense
Average net loss

| 133 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 126.918 | 32.944 | 50.133 | 87.393 | 337.201 |
| 114.859 | 31.199 | 51.638 | 79,704 | 298.896 |
| 12.059 | 1.745 | -1.505 | 7.689 | 40.305 |
| 76 |  |  |  |  |
| 159.052 | 33.509 | 52.455 | 89.867 | 460.365 |
| 121.102 | 25.608 | 44.953 | 76.081 | 337, 755 |
| 37.950 | 7.901 | 7.502 | 13,786 | 122,610 |
| 55 |  |  |  |  |
| 97.792 | 32.590 | 48,631 | 80.202 | 229.743 |
| 110.532 | 34.705 | 55,938 | 90.237 | 261.247 |
| -12.740 | -2,115 | -7.307 | -10.035 | -31.504 |

1987

| Number of observetions in sample <br> Averoge sales $\$$ <br> Average expense $\$$ <br> Average net Drofit (loss) \$ | $\begin{array}{r} 46 \\ 131.354 \\ 143.270 \\ -11.916 \end{array}$ |
| :---: | :---: |
| Businesees reporting profit (Mo.) | 25 |
| Average sales ${ }^{\text {S }}$ | 134.853 |
| Aver ige expense 5 | 115.473 |
| Average net profits | 19.380 |
| Businmses reporting lose (Mo.) | 20 |
| Average sales | 116.449 |
| Average expenses. | 174.268 |
| Average net loss \$ | -57.819 |



[^45]See iable 1 for symbols and notes

TABLE 1. Selected operating rattos, in percent of sales, 1987
Nove Scotia, Operators of Residential Buildings and Dwellings (Sic 7511)

| Totalli | Betiom | bower | UDDer |
| :---: | :---: | :---: | :---: |


| Businesses in sams (No. Low sales vaive $15000^{\circ}$ s) High sales vaiue ( 9000 's) |  | $\begin{aligned} & 17 \\ & (1) \\ & 1 \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selectod expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Repoiting businesses only ( 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } \% \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { miocif } \\ & 25 \% \end{aligned}$ | Unoer midole $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | - | - | -- | -- | -- | - | - | =- | - | -- | -- |
| Occupancy expenses | 37.0 12.6 | -- | -- | -- | -- | 100.0 86.1 | 39.0 14.6 | -- | - | -- | - |
| Repins o maintenance | 12.6 15.1 | - | - | -- | -- | 86.1 99.6 | 15.1 | -- | -- | -- | -- |
| Heat. I ight \% telephone | 9.0 | -- | -- | -- | -- | 99.6 | 9.0 | -- | - | - | -- |
| Rent | 0.3 | -. | -- | -- | -- | 5.3 | 5.5 | - | - | - | -- |
| Personnel expenses | 2.1 | $=-$ | =- | - | -- | 40.8 | 5.1 | -- | -- | -- | -- |
| Financiel expenses | 31.7 | -- | -- | -- | -- | 100.0 | 31.7 | -- | - | -- | -- |
| lnteres? 8 bonk charges | 29.5 | -- | -- | -- | -- | 91.4 | 32.2 | -- | .- | -. | -- |
| Professiona fees | 2.3 | -- | -- | -- | -- | 99.1 | 2.3 | -- | - | -- | -- |
| Other expenses | 21.4 | - | -- | -- | -- | 100.0 | 21.4 | -- | - | $\cdots$ | - |
| Profit (loss) | 7.8 | -- | -- | -* | -- | 87.0 | 9.0 | -- | - | - | =- |
| Totel | 100.0 | =- | -- | -- | -- | 100.0 |  | -- | - | -- | -- |

## Symbels

zero or no observerions

- toc smell too be expiessed
not epplicoble
$\times$ confiontisl


## footnote:


Total weighed expenditure on siven item

(3) Velue in Toisl weigheed expenditure on given item $\times 100$ for each quartile

This portion of the tablepertains only to the businesses reporting the specific expense item. Therefore these patios ere caleuleied individubly and the lotal will not necesserily equal 1002.
motes
OBf are shown by quartiles when et least 13 of the senpled businesses report the specific item.
 one querter of the total number of businesses. Within esch quartile the everbge patio is presented. For comperison purposes, the high and low volues of sales are shown

(2) The selected range will indicete the proper quertile. i. the bottom 25\%, the lower middle 25\%. the upper miodie 25\% or the 100 258
(3) Dete perteining to the selected sales size range will be in that qubrtile.

## Standard Industrisl GIEstificstion Definition (SIC 1980):

Sif 7511 - Dperstors of Residentisl Duildings end Dellinge
Businesses pr, marily engaged in operaping. or in owning and operating residential buildings and dwellings. This industry includes apartmen: sulaing operating. aoartmen: notel operaing. condomminm management. leasing of residential tuildings and iesidential buildings rea estate operaiing

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Sectie, Operators of Residentisl Bulldings and Dwellings (Sic 7591)

|  | Fcal(1) | $\begin{array}{r} \text { Botton } \\ 25 \% \end{array}$ | Lowe P $\text { middle } 25 \%$ | Uoper middle 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | 14 $(1)$ $(1)$ | -- | -- |  | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 10 | -- | -- | -- | -- |
| Inventory | - | -- | - | -- | -- |
| Other current assets | 60 | -- | -- | -- | -- |
| Total curient assets | 70 | -- | -- | -- | -- |
| Fixed assets Less: Accum. dep, on fixed sesets | 495 | -- | -- | -- | -- |
| Other essets | 13 | -- | - | -- | -- |
| Total essets | 578 | -- | - - | - | -- |
| Litbilities and equity - \% - .- .- |  |  |  |  |  |
| Curront loans $\begin{aligned} & \text { limbilities } \\ & \text { Other current liabile }\end{aligned}$ | 8 35 | -- | -- | -- | -- |
| Total curgent liobilities | 41 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Other lisbilities | 557 | -- | -- | -- | -- |
| Total liabilities | 599 | -- | =- | -- | -- |
| Total equity | -21 | -- | -- | -- | -- |

(1) These estimates ere based on sample of businesses peporting sales beqwen 525,000 end $32.000,000$.
see Tebl 1 for symols and nores.

TABLE 3. Financial retios (1) for incorporiated businesses only, 1987
Nove Scotis. Operetors of Residentiol sulldings and owellings (Sic 7511)

|  | Total $\langle 2\rangle$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midole 25x | Upper midole $25 \%$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ s) High sales volue ( $\$ 000$ 's) | $(1)$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.7 | -- | -- | -- | -- |
| Leverage ratios Oebtlequitr retio (times) Interest coverage retio (times) Oebt ratio (times) | $\begin{array}{r} -28.5 \\ 1.3 \\ 1.0 \end{array}$ | -- | - | -- | -- |

(1) The cotios repiesent the everege of ratios for each business in the group and connot be culared from the figures shown in teble 2 .
(2) These estimetes besed on smele of busimesses reporting seles between 825,000 and $82,000,000$.

See Toble 1 for symbols and notes.

## Definitions:

1. Liquidity retio:

Guprent = curront essers / current liabilities.
2. Leverage forios:

Denq/equity $=$ copal liabiliqies / equity.
DeDr tbio = total liabilities / rolal assets
c) Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. i987
Nove Scotia, Operetore of Residentlal Bulldings and Dwellings (SIC 7511)

 only those businesses reporiting statement of chenges
see labie for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC clasification in 1987 Nov Scotis, Opermtors of Residentisl Buildings and Dwellings (SIC 7511)


[^46]See iable 1 for symbols and notes.

TABLE 6. Seiected operating characteristics of smail bustnesses by sales quartile. ig85-1987 Nove Scotis, Opergtors of Residentiel Buildings and Dwellings (SIc 9511)


1985

| Number of observations in sample <br> Average seles $\$$ <br> Average expense s <br> Aversge net profit (lass) \$ | $\begin{array}{r} 38 \\ 142.690 \\ 117.562 \\ 25.128 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesges repoiting a profit (Mo.) | 27 |  |  |  |
| Avurage sales \$ | 138,293 | -- | -- | -- |
| Average expenses | 97,834 | -- | -- | -- |
| Average net grofit \$ | 40.459 | -- | -- | -- |
| Bustnesses reporting loss (Ma.) | 11 |  |  |  |
| Averoge stles \$ | 161.785 | -- | -- | -- |
| Averse expense \$ | 188.001 |  |  |  |
| Average net loss \$ | -26.216 |  |  |  |

Mumber of observations in semple
Average sales $\$$
Average expens
Average met prof

| 39 107.293 | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| 101.693 | -- | -- | -- |
| 5.600 | -- | - |  |
| 22 |  |  |  |
| 111.677 | -* | -- | -- |
| 90.963 | -- | -- | -- |
| 20.714 | -- | -- | -- |
| 17 |  |  |  |
| 100.605 | -- | -- | -- |
| 113.584 | -- | -- | -- |
| -12.959 | - | -- | -- |

1887
Mumber of observetions in sample
Average sales $\$$
Average expense $\$$
Average net Drofit (loss) $\$$

| $\begin{array}{r} 29 \\ 131.189 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| 118.992 | -. | -- | -- |
| 12,197 | -- | - | -- |
| 15 |  |  |  |
| 136.883 | -- | -- | -- |
| 117.504 | -- | -- | -- |
| 19.379 | -- | -- | -- |
| 13 |  |  |  |
| 100.016 | -- | -- | -- |
| 106,640 | -- | -- | - |
| -6.824 | -- | -- | -- |

(11) These essimates ore based on somple businesses reporting soles between 125.000 end 52.000 .000 .
see table ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia. Operstors of Non-Residential Buildings (SIt 7592)


## Sywbols

zero or no observalions

- too smell 100 be expressed
not edplicabie
$x$ confidensis


## footnotes




This portion of the toble pertsins only to the businesses reporting the specific expense ilem. inerefore these retios ere cticulated
individually and the qotal will not necessarily gual $100 \%$.

## Note:

Data me shown by quartiles whan at least 13 of the sanpled businesses report the specific item
Records were ranked im uscunding order according to sales size. Eech quer iile li. e. Dotiom 25\%, lower midole 25\%. etc. pepreents one querter of the cotel mumber of businesses. Hithin each quartile. the everege ratio is piesented. for conperison purposes. the high and low velues of sales are shown

Mow to use the tebles

(2) The selected range will indicate the proper quartile. i. the botton 25\%. the lower migole 25\%. the upper middi 25\% of she top $25 \%$
(3) Deta perttining so the sulected sales size range will be in shet quartil

## Stenderd Industrial Clestificetion Definition (51C 1880):

SIC 7512 - Opertors of Mon-Residentiel Buildings
Businesses primarily angaged in operating, or owning and operating mon-residenital buildings. This indus:ry includes arena operating. conference/convention centre operefing. leasing non. residentisl buildings. meeting hall oper aring, office building rental, operating non-residential buildings reat estate. shopping centre operating. stadium operating and thestre buitoing operating

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotis, Operstors of Non-Residential Buildings (S|C 7512)

| Toiall1) Boitom | Lower | Upper | Tof |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middele $25 \%$ | $25 \%$ |


| Businesses in samcle (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\circ}\right.$ s) | (1) ${ }^{9}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average (\$000's) |  |  |  |
| Ascets |  |  |  |  |  |
|  |  |  |  | -- |  |
| Accounts and notes receivable inventory | 15 | -- | -- | -- | -- |
| Other curfent assets | 36 | .- | -- | -- |  |
| Total curient assets | 52 | -- | - | - |  |
| Fixed assets | 295 | -- | -. | - |  |
| Less: Accum. dep. on fixed assets | 45 | - | -- | -- | -- |
| Other assets | 45 | - | -- | -- | -- |
| Totel mseets | 392 | -- | - | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Cuprent loens | 53 | -- | - | - | -- |
| Other current lisbilities | 57 | -- | -- | - | -- |
| Total current liabilities Mortgages parable | 110 | -- | - |  |  |
| Mortgages darable Long term debt | - | -- | -- |  | -- |
| Long term debt | - | -- | -- |  | -- |
| Other lisbilities | 227 | -- | -- | -- | -- |
| Totel limbilitios | 337 | -- | -- | -- | -- |
| Totel squity | 55 | -- | -- | -- | -- |

(1) These estimates are based on sampl of businesses reporting sales detween $\$ 25,000$ and $\$ 2,000,000$

See iable i for symbals ano notes

TABLE 3. Financial ratios(1) for incorporated businestes only. 1987
Nova Scotiv, Operntors of Non-Residentiel Bulldings (SIC 7512)

|  | Total (2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Low ? $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ 's) | $(1)^{9}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cupront ratio (times) | 0.5 | -- | - | -- | -- |
| Leverage ratios <br> Debtlequity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 6.1 \\ & 0.5 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(I) The retios represent the average of retios for ench business in the group and cannot be celculetec from the figures shom in teble 2 .
(2) These estimetes ere besed on senple of businesses peporting seles between $\$ 25,000$ and $\$ 2,000,000$.

Set reole ifor symbols and notes.

## Definitions:

1. Liquidity retio:

Current $z$ current ssess / curtent liabilities
2. Leverage retios:
a Debt/equity = rosal liabilities / equity.
b Debr ratio = soral liabilities / total assets
el Interest coverage $=$ net profit interest expense / inserest expense

TABLE 4. Statament of changes in financial position for incorporated businesses only. 1987 Nova Scotis. Operetors of Non-Residential Buildings (SIC 7512)

|  | Totali | $\begin{aligned} & \text { Bot }+0 \mathrm{~m} \\ & 25 \% \end{aligned}$ | Lawer $\text { midde } 25 \%$ | upper <br> middle 25\% | $\begin{aligned} & \text { ToE } \\ & 25= \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ebsinesses in sample (No.) Low sales value $\{\$ 200$ 's) High sales value ( $\$ 00^{\circ}$ s) | $\begin{aligned} & 11)^{2} \\ & 11)^{2} \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | erage (\$000 |  |  |
| Operating ectivities Cash from ope: ations Depreciation Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | - | - | -- | -- |
| Investment activities <br> Disposal of fixed assets Purchese of fixed assets Increese in investment Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | =- $=-$ $=-$ |
| Finencing ectivities <br> Increse in long term dett <br> Repayment of lang term debt <br> Loans fiom sharenolders <br> Redayment of loans trom shareholders <br> Advances \& loans from government <br> Increase in ouity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- | -- | -- $=-$ -- $=-$ $=-$ -- | - |
| Increase (decrease) in cash \& equivalents Cash equivalents-Beginning of the year Cagh a equivelents . End of the year | $X$ $X$ $X$ $X$ | -- | -- | -- | - |


See ieble i for symbols and noles.

Nove Scotia, Operators of Non-Residentisl Buildings (SIC 7512)

| Business size expressed in average labour units(i) | Number of businesses | $\begin{array}{r} \text { Tota } 1 \text { payroll } \\ (\$ 000 \text { 's) } \end{array}$ | Average iabour units (1) | Changes in number of businesses with poid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No langer peporting(3) |
| 1984 |  |  |  |  |  |
| Teist | 104 | 11.346 | 928 | 11 | 8 |
| $\begin{aligned} & \text { les: than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 89 4 6 5 | $\begin{array}{r} 4.813 \\ 934 \\ 3.256 \\ 2.343 \end{array}$ | $\begin{aligned} & 339 \\ & 101 \\ & 338 \\ & 150 \end{aligned}$ | 9 2 - | $\begin{aligned} & ? \\ & 1 \\ & = \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Tetel | 115 | 11.778 | 705 | 16 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | 95 12 2 6 | $\begin{array}{r} 4.337 \\ 2.653 \\ x \\ x \end{array}$ | $\begin{array}{r} 251 \\ 196 \\ 6 \\ 252 \end{array}$ | $\begin{array}{r} 13 \\ 2 \\ = \\ 1 \end{array}$ | $\cdots$ |

 Survey of Employment, Payroll and Hours. Statistics Canode, Catalogue 72-002. In averbge Isbour unit could de inierpreted es b full-time employer. Note that the business size groups used are determined of the Caneda lovel. Thus if a business has at leest 500 enployets in canade as whole out less than that number in any given province if is shown in the goo ano over group.
(2) Refers to ous inesses reporiing no payroll deductions in the orevious yeer
(3) Refers to businesses peporting no poyroll deductions in the following year.
"Newly repopting" and "no longer reporting" businesses ere ossumed to have been in activity for six months and the informetion is adjusied accordingly

See Tate 1 for symbols and notes.

TABLE 6. Seiected operating charscteristics of small businesses by sales quartile. $1985-1987$ Nove Secti*. Operators of Non-Residentisl Buildings (S1C 7512)

Total(1) | Botiom |
| ---: |
| $25 \%$ |

1985

| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 22 \\ 219.461 \\ 136.468 \\ 82.995 \end{array}$ |
| :---: | :---: |
| Businessme reporting a profit (Mo.) | 20 |
| Average sales \$ | 219.988 |
| Average expense $\$$ | 132.985 |
| Averege net profits | 87.003 |
| Bueinesses reporting loss (Mo.) | 2 |
| Averige sales \$ | 284.500 |
| Average expense $\$$ | 291.500 |



1986

| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 85 \\ 151.706 \\ 130.709 \\ 20.997 \end{array}$ | $\begin{array}{r} 33.884 \\ 31.064 \\ 2.820 \end{array}$ | $\begin{array}{r} 52.239 \\ 51.836 \\ 403 \end{array}$ | $\begin{array}{r} 106.533 \\ 99.096 \\ 7.437 \end{array}$ | $\begin{array}{r} 414.169 \\ 340.839 \\ 73.330 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Averoge seles $\$$ <br> Average expenses <br> Average net profit $\$$ | $\begin{array}{r} 51 \\ 248.455 \\ 176.130 \\ 72.335 \end{array}$ | $\begin{array}{r} 35.009 \\ 25.322 \\ 9.687 \end{array}$ | $\begin{array}{r} 49.921 \\ 41.952 \\ 7.969 \end{array}$ | $\begin{array}{r} 112.766 \\ 96.139 \\ 16.627 \end{array}$ | $\begin{aligned} & 796.163 \\ & 541.108 \\ & 255.055 \end{aligned}$ |
| Businesses reporting lose (Mo.) <br> Average soles 9 <br> Average expenses <br> Average net los: $\$$ | $\begin{array}{r} 34 \\ 97.636 \\ 112.464 \\ -14.828 \end{array}$ | $\begin{array}{r} 33.265 \\ 34.226 \\ -961 \end{array}$ | $\begin{array}{r} 57.043 \\ 72.313 \\ -15.270 \end{array}$ | $\begin{array}{r} 87.537 \\ 108.104 \\ -20.567 \end{array}$ | $\begin{aligned} & 212.697 \\ & 235.213 \\ & -22.516 \end{aligned}$ |

1987

(1) These estimates are based on sample of businesses raporting sales detween $\$ 25.000$ ano $\$ 2.000,000$.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scetis, Insurance and Real Estete Agencies (SIC TEi1)

|  | Total(1) | Bottor: 25\% | $\begin{aligned} & \text { Lowe! } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { UDDE! } \\ & \text { middie } 25: \end{aligned}$ | $\begin{aligned} & \text { To } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No. Low sales value ( $\$ 000$ 's) High salas voive ( $\$ 000$ 's) | $\left.\begin{array}{l} 16 \\ 1 \\ 1 \\ 1 \end{array}\right)$ |  | -- | -- |  |


| Selocted expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | TOD $25 \%$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Dccupancy expenses | 11.8 | -- | -- | -- | - | 100.0 | 11.8 | -- | -- | -- | - |
| Deprecistion | 3.4 | -- | -- | -- | -- | 100.0 | 3.4 | -- | -- | -- | -- |
| Redsics s maintenance | 0.8 | - | -- | -- | -- | 56.6 | 1.4 | -- | -- | -- | -. |
| Heet. Iight \& telephone | 4.2 | -- | -- | -- | -- | 99.5 | 4.2 | -- | -- | -* | -- |
| Rent | 3.4 | - | -- | -- | -- | 93.7 | 3.6 | *- | - | -- | -- |
| Personnel expenses | 58.7 | - | =- | -- | -* | 100.0 | 58.7 | - | =- | -- | -- |
| Financial experses | 4.3 | -- | -- | -- | -- |  | 4.3 | -- | -- | -- | -- |
| interesi $\delta$ oank cnorges | 3.2 | -- | -- | -- | -- | 92.7 96.5 | 3. 5 | -- | -- | - | -* |
| Professional tees | 1.0 | -- | -- | -- | -- | 96.5 | 1.1 | -- | -- | -- | - |
| Other expenses | 19.6 | -- | - | -- | -- | 100.0 | 19.8 | -- | - | -- | - |
| Profit (loss) | 5.8 | -- | -- | -- | - | 100.0 | 5.6 | - | - | -- | -- |
| Total | 100.0 | -- | -- | - | =- | 100.0 |  | - | -- | -- | - |

## Syebels

- zero or no abservations
- too small too oe expressed
. not ooplicable
* confidentie


## Footnotes

111 These estimetes ape based on semple of businesses poporting sales between 325,000 end $\$ 2,000,000$


This portion of the teble perquins only to the businesses reporting the specific expense item. Therefore these ratios ere celculbted individully ang the qotel will not necesserily equal $100 \%$

## wetes

Date ore shown by oubrilies when et least 13 of the sampled busimesses peport the specific item
 on querter of the total number of businestes. Within cach quartile. the aversge ratio is presented. For compar ison purposes. the high and low values of sisles ern shown.

## now to use the tebles


2) The selected renge will indicste the proper quartile. i. . the bottom 25x. the lower nidde 25\%. the upper miode 25\% or the top 25 .
(3) Date perteining to the selected seles size pange will be in that quertile.

Stenderd Industrisl Clessification Definition (S1C 1980):
SIC 7611 - Insurence and Reel Estate Aqencies
 esisie such as buying and selling for others. mengghg and appraising real estate for others or whose activities encompess both fisids
 real estate agencies. insurance broker services and peal estate bgencies art included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotia, Insurance and Real Estate Agencies (SIC 7611)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upoer midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) Low sales vaiue ( $\$ 000$ 's) High sates value $\left(\$ 000^{\circ}\right.$ s) | 12 $\{1$ 11 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | 51 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 51 | -- | -- | -- | -- |
| Other current sssets | 59 | -- | -- | -* | -- |
| Totul current assets | 110 | -- | -- | -- | -- |
| Fixed assets | 87 | -- | -- | -- | - |
| Less: Accum. dep. on fired assets | - | *- | - | -* | - |
| Other assets | 44 | -- | -- | -- | -- |
| Total sests | 240 | -- | -- | - | -- |
| Liebilities end equity |  |  |  |  |  |
| Other current lisbilities | 101 | -- | -- | -- | -- |
| Total current liobilities | 129 | -- | -- | -- |  |
| Mortgages Dayobl | - | -- | - | -* | -- |
| Long tert deot | 11 | - | -- | - | -- |
| Other liabilities | 70 | -- | -- | - | - |
| Total liabilities | 211 | -- | -- | - | -- |
| Tota! Equity | 29 | -- | -- | - |  |

II) These estimetes are besed on sample of businesses reporting ssies between 825,000 and $82,000,000$

See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporeted businesses only, 1987
Nove Scotie, Insurance and Real Estate Agencies (SIC 7611)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Upper middle $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ 's) High sales value ( $\$ 000$ s) | (1) |  |  | -- | -- |
|  | Average |  |  |  |  |
| biquidity ratio Current retio (times) | 0.8 | -- | -- | -- | -* |
| Leverage ratios Debt/equity rotio (times) Interest coversge ratio (times) Debt retic (times) | $\begin{aligned} & 7.2 \\ & 1.1 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |



Set ieble i for symols and notes.

Definitiens:

1. Liquidity retio:

Current = curpent assets / current liebilitiss
2. Leverage ratios:
8) Debtiequily = soial liabilities / equity
b) Debr ratio $=$ total liabilities / total assets
cl Interest coverage $=$ net profit - interast expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nove Scetis. Insurance and Reel Estate Agencies (SIC 7511)

 only those ousinesses reporting statument of changes.
See Table 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC elassification in 1987
Nove Scotla, Insurance and Real Estate Agencles (SIC 7811)

| Business ize exdessed in averge labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroil } \\ (\$ 000 \end{array}$ | Average laboup units(1) | Changes in number of businesses with doid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y peporting (2) | No tonger reorting(3) |
| 1984 |  |  |  |  |  |
| Total | 441 | 43.448 | 2.565 | 76 | 45 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { end ove? } \end{aligned}$ | 391 27 13 10 | $\begin{array}{r} 21.725 \\ 12.675 \\ 9.194 \\ 5.854 \end{array}$ | $\begin{array}{r} 1.125 \\ 553 \\ 474 \\ 303 \end{array}$ | $\begin{array}{r} 69 \\ 5 \\ 1 \\ 1 \end{array}$ | $\begin{array}{r} 42 \\ 3 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 502 | 69.700 | 4.110 | 71 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 439 38 14 11 | $\begin{array}{r} 29.128 \\ 18.908 \\ 19.796 \\ 7.868 \end{array}$ | $\begin{array}{r} 1.711 \\ 1.131 \\ 813 \\ 455 \end{array}$ | 63 8 - | $\cdots$ $\cdots$ $\cdots$ |

(1) iverage lobour units ore calculated by dividing total paypoll by the average annuel wage and salory rote bs fopted in the Supver of Employment, Payrolf and Hours. Stotistics Cansda. Catalogue 72-002. An overope labour unit could be interpreted as a fuil-i ime employee Note the the business size groups used ore determined th the canado level. Thus if a busines hos at least 500 enoloyees in Conade as whol but less itan that number in ony given province it is shown in the 500 and over group
(2) Reters to ousinesses peporting no payroll deductions in the previous year.
(3) Refers 10 businesses reporiing no paypoll deductions in the following yar
"Mewly redorting" and "no longer reporting" businesses are assumed to have deen in activiqy for six months and the information is sojusied according'y

See table ifor symols and notes.

TABLE 6. Selected operating characteristics of smail businesses by sales quartile. 1985-1987 Nova Scotia, Insurance and Real Estate Agencies (SIC 7811)

|  | To:a1(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lome? $\text { midale } 25 \%$ | Uoder middele $25 \%$ | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple <br> Average sales $\$$ <br> Aversge expense 5 <br> Average net profit (loss) \$ | $\begin{array}{r} 39 \\ 194.284 \\ 172.858 \\ 21.425 \end{array}$ | -- | -- | --- | -- |
| Businesses reporting a profit (No.) <br> Averoge sales \$ <br> Aver age expense \$ <br> Average net profits | $\begin{array}{r} 30 \\ 203.872 \\ 169.112 \\ 34.260 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) Averape sales \$ <br> Averse expenses <br> Aversge net loss \$ | $\begin{array}{r} 9 \\ 151.385 \\ 169.895 \\ -18.510 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net piofit (loss) \$ | $\begin{array}{r} 52 \\ 170.359 \\ 152.475 \\ 17.884 \end{array}$ | $\begin{array}{r} 59.602 \\ 49.431 \\ 2.171 \end{array}$ | $\begin{aligned} & 95.205 \\ & 84.804 \\ & 10.401 \end{aligned}$ | $\begin{array}{r} 143.613 \\ 133.157 \\ 10.456 \end{array}$ | $\begin{array}{r} 391.017 \\ 342.509 \\ 48.508 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | 42 168.480 139.972 28.508 | $\begin{aligned} & 55,580 \\ & 40,749 \\ & 14,831 \end{aligned}$ | $\begin{aligned} & 88.650 \\ & 88.235 \\ & 20.425 \end{aligned}$ | $\begin{array}{r} 144,195 \\ 114.427 \\ 29.768 \end{array}$ | $\begin{array}{r} 385.483 \\ 336.477 \\ 49.006 \end{array}$ |
| Businesses reporting los: (Mo.) <br> Aversge sales $\$$ <br> Average expense \$ <br> Average net loss | $\begin{array}{r} 10 \\ 321.253 \\ 329.790 \\ -8.537 \end{array}$ | $\begin{array}{r} 46.450 \\ 60.672 \\ -14.222 \end{array}$ | $\begin{array}{r} 107.160 \\ 115.069 \\ -7.909 \end{array}$ | $\begin{array}{r} 143.093 \\ 149.925 \\ -6.832 \end{array}$ | $\begin{array}{r} 988.307 \\ 993.495 \\ -5.188 \end{array}$ |

1987

| Mumber of abservetions in stmple <br> Average sies $\$$ <br> Aversge expense \$ <br> Averse net profit (loss) \$ | $\begin{array}{r} 62 \\ 188.680 \\ 180.760 \\ 7.920 \end{array}$ | $\begin{aligned} & 80.979 \\ & 66.532 \\ & 14.447 \end{aligned}$ | $\begin{array}{r} 155.288 \\ 150.406 \\ 4.882 \end{array}$ | $\begin{array}{r} 201.985 \\ 172.452 \\ 29.533 \end{array}$ | $\begin{array}{r} 316.468 \\ 333.651 \\ -17.183 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting profit (Wo.) | 41 |  |  |  |  |
| Average sales 5 | 210.467 | 85.621 | 171,152 | 200.681 | 384.414 |
| Average expense s | 181.787 | 62.093 | 158.202 | 159.812 | 347.041 |
| Averege net diofit \$ | 28.680 | 23,528 | 12.950 | 40.869 | 37.373 |
| Susinesses reporting e lose (Mo.) | 21 |  |  |  |  |
| Aversge sulos \$ | 174.669 | 71.841 | 131.889 | 206.333 | 288.613 |
| Average expense | 189.231 | 75.272 | 138.907 | 214.584 | 328.162 |
| Average net loss \$ | -14.562 | -3.431 | -7.018 | -8.251 | -39.549 |

[^47]See lable fop symols and notes

TABLE 1. Selected operating ratios, in percent of seles, 1987
Noya Scotis. Computer Services (SIC 7721)


Symbels
2ero of no observations
=- 100 smel। $\$ 00$ be expressed
not spol iceble
$x$ confiontis!

## Foornoter

(1) Inese estimetes bre based on semple of businesses peporting seles between $\$ 25,000$ end $\mathbf{~} 2,000,000$

21 value in esen call s lotal weighted expendiqure on given item

Inis portion of the toble pertains only to the businesses peporting the specific axpust iten. Therefore these retios ere celculeted incividually and the colal will not necesserily equel $100 \%$.

## Motes

Oate are shown by quertiles when at least 13 of the smoled Dusinesses report the specific item.
Records were ranked in escending arder according to sales size. Esch quertile fi. bottom 25\%, lower miodu 25\%, Etc. represents one quepter of the totel number of busineseses. Within each quertile. the gyereg patio is presentec. for comprison purpeses, the high and low velues of seles se shown

## Now to yet the tebles

(1) Locat the sppropriete seles range thet is displeyed on the two lines entitled tow sieleg vilue end ehigh seles veluem
(2) The selected rang will indicte the proper quertile, i. w. the botion 25\%, the lower nidd $25 \%$, the upper middo 25x or the top 25\%
I3| Date perteining to the selected seles size renge wilf De in thet quertile

Stenderd IndustrisI Cisesificetion Definition (SIC 18se):
51E 7721 - Computer Servicet
 programing. planning and systems work. This industry includes computer consulting services. computer input preper ation services. compurer processing services, computer programming services. comouter rentel or loasing services lexcept finence leasingl, compurer services. computer softwar services. computer timesharimg services. computer services software pack ages. computer services sysiems enelys is and design and computer services sysiems des ign

TABLE 2. Balance sheet profile for incorporteted businesses oniy. 1987
Hove Seotle, Computer Services (SIC 7721)

|  | Total:1) | Bot tom $25 \%$ | $\begin{array}{r} \text { bower } \\ \text { midole } 25 \% \end{array}$ | Under $\text { midale } 25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales vaiue $(\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)^{5}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | $\square$ | - | - | -- | -- |
| Accounts and notes receivable | 18 | - | - | -- |  |
| Inventory | 0 | -- | -- | -- | -- |
| Oiher current essets | 10 | - | - | -- | -- |
| Total curcent assets | 28 | - | -- | -- | -- |
| Fixed assets | 4 | - | -- | -- | -- |
| Less: Accum. dep. on fixed assets Dther ossets | 14 | - | -- | -- | -. |
| Dther issets | 14 | -* | -* | -- | - |
| Total msats | 46 | -- | -- | - | - |
| Liebillties end equity 6 |  |  |  |  |  |
| Current losns Other curpent lisbilities | 6 | -- | -- | -- | - |
| Other curpent lisbilities | 36 | -- | -- | -- | - |
| Mortgages dayable | - | - | -- | -- | - |
| Long term debt | 1 | - | -- | -- | -- |
| Other lisbilities | , | - | -- | -- | - |
| Total lisbilitles | 47 | -- | -- | - | -* |
| Total equity | -1 | - | - | ** | - |

(1) These extimates are besed on sample of businesses peportinp $\$ 81$ es beiween $\$ 25.000$ gnd $\$ 2,000,000$.

See table 1 for tymools and notes

TABLE 3. Financial ratios(i) for incorporated businesses only. 1987
Nove Scetis. Computer Services (SIC 7721)

|  | Totel(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Upper middle 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales velue ( $\$ 000$ s) Migh sales value \{ $9000^{\prime}$ s) | $\begin{array}{r} 5 \\ (1)^{5} \end{array}$ | -- | -- | - | - |
|  |  |  | Average |  |  |
| Liquidity ${ }^{\text {tio }}$ Current retio (times) | 0.8 | =- | -* | - | - |
| Leverage ratios <br> Oebt/eovity ratio (times) <br> interest coversge retio (times) <br> Debt latio (times) | -52.0 1.0 | -- | -- | =- | -- |


(2) These estimetes ept besed on semple of businesses faporting seles between $\mathbf{2 5 , 0 0 0}$ and $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$

Sen Table 1 for symbals and noten.

Definitions:
9. Liquidity retio:

Curront s curfent assets / current liabilities.
2. Leverege ctios:
a: Debi/equisy = toral liabilities / equity
bl Geb: ratio = total liabilities / total assets
c) Interest coverage $=$ net profit interesitexpense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nova Scotia, Computer Services (SIC 7721)

|  | Toaal(1) | Bottom 25" | Lowe: <br> middle 25\% | UDDe: $\text { middle } 25 \%$ | $\begin{aligned} & T 5= \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 0000^{\circ}$ s) | $(1)^{2}$ |  | - | -- | - |
|  |  |  | erage 15000 |  |  |
| Operating ectivities <br> Cash from oderations <br> Depreciation <br> Diner | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | - | -- | $\cdots$ | -- |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> increase in investmen? <br> Decrese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Ineresese in long term debt <br> Repoyment of long term debt <br> Loans from sharehotders <br> Repayment of loans from shareholders <br> Advances 8 loans fiom government <br> Increase in equity <br> Decrese in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - | - <br> - <br> - | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increaseldecrese) in cash equivalents Cash suivelents-Beginning of the year Cash equivalents - End of the yest | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

 only those businesses roporting o stetement of changes.
See itale for symbols and notes.

TABLE 5. Employment chunges by fize of business. 1884-1987 besed on SIC classification in ige7
Novi Scotia. Computer Services (Sic 7721)

| Rusiness size expressed in |
| :--- | :--- | :--- |
| merage labour units(1) |

(1) Average labour units are calculated by oividing $20 t a l$ paypoll by the overage banual wage mod selery pote as reported in the Survey of Employment. Payroll and hours, statistics Cenade. Catologu $72-002$. An bver ge lobour unit could be interpieted os o
 500 mployees in Canada as whole but less than that number in any given province it is showm in the 500 ond over group
(2) Refers to businesses seporting no payball deductions in the previous year
(3) Relers te businesses reporing no peyroll deductions in the following yeer
"wewly reporting" and "no longer peporting" businesses are assumed to have been in octivity for six months and the information is sojusted accordingly

5en Tate ifor symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$

```
Nova Scotia. Computer Services (SIE 7721)
```



```
Number of observations in sample
    Average sales S
    Average expense S
    Average net profit (loss) S
Businessest reporting a profit (Mo.)
    Average sales $
    Average expense s
    Avarege net profit s
Businesses peporting loss (Mo.)
    Average sales $
    Aversge expenses
    Avarage not loss
```

| Number of observations in semple <br> Avarage sales $\$$ <br> Average expense \$ <br> Average net profit (loss: $\$$ | $\begin{array}{r} 13 \\ 390.842 \\ 390.054 \\ 788 \end{array}$ |
| :---: | :---: |
| Busineses reporting profit (Mo.) | 6 |
| Average sales ${ }^{\text {s }}$ | 471.840 |
| Average expense $\$$ <br> Averse net profits | $\begin{array}{r} 435,138 \\ 36,702 \end{array}$ |
| Businesses reporting loss (Mo.) | 7 |
| Average sales \$ | 352,791 |
| Averoge expense 5 | 367.618 |
| Averoge net loss \$ | -14,827 |

1987

Mumber of observitions in sample Average sales 3
Average exdense $\$$ los) s
18
98.197
88.969
Ausrage net profit (loss) $\$$
9.228

Businesses raporting oprofit (Mo.)
Aversge sales 9
10
129.339
102.763
$\begin{array}{lr}\text { Aversge expense } \$ & 102.763 \\ \text { Average nol profit s } & 25.578\end{array}$

Dusinesses reporting less (Mo.)
$87.910^{8}$
102.401
$\begin{array}{lr}\text { Average sales } 5 & 87.910 \\ \text { Average expense } \$ & 102.401\end{array}$
Average net loss $\$ \quad-14.491$

11 These estimates are based on sampl of businesses reporting sales between $\$ 25.000$ end $\$ 2.000 .000$.
See Table 9 for symbols and notes

TABLE 1. Selected operating ratios, In percent of sales. 1987
Nova Scotia. Advertisling Agencies (SIc 7741)

| Total:11 | Bot tom $25 \%$ | Lower $\text { midale } 25 \%$ | Luper $\text { midde } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |


| Gusinesses in sample (No. Low sales value (\$000 s) Migh sales value ( $\$ 000$ s) | $\begin{aligned} & 6 \\ & (1)^{6} \\ & (1)^{\prime} \end{aligned}$ |  | -- |  |  | -- |  | -- |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi= } \\ & \text { nesses } \\ & \text { ieporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Toial | Botrom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Heper <br> midde <br> 25\% | $\begin{aligned} & \text { ToD } \\ & \text { 25\% } \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Parcent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | - | -- | -- | -- | - | - |  | -- | -- | -- | $\cdots$ |
| Occupency expenses | 6.8 | -- | -- |  | -- | 100.0 | 6.8 | - | - | -- | -- |
| Depreciation | 4.6 | -- | -* |  | -- | 100.0 | 4.6 | -- | -- | -* | -- |
| Redairs s maintonance | = | -- | -- | -- | -- |  | - | -- | -- | - | -- |
| Heat. light \& tophone | 1.2 | -- | -- | - | -- | 89.0 | 1.4 | -- | - | - | - |
| Rent | 0.9 | -- | - | -- | -- | 30.5 | 3.1 | -- | - | -- | -- |
| Personnel expenses | 44. 4 | -- | - | -- | -- | 100.0 | 44.4 | - | =- | -- | -- |
| Financial expenses | 1.0 | -- | =- | =- | -- | 100.0 | 1.0 | - | -- | -- | -- |
| Interest ${ }^{\text {c i bank charges }}$ ( | 0.5 0.5 | -- | -- | -- | -- | 88.7 30.5 | 1.6 1.5 | -- | -- | -- | -- |
| Other expenses | 75.0 | -- | = | - | - | 100.0 | 75.0 | -- | -- | - | -* |
| Prefit (loss) | -27.2 | - | -* | -- | -- | 100.0 | -27.2 | -- | -- | -- | - |
| Total | 100.0 | -* | *- | -- | -- | 100.0 |  | -- | -- | - | -- |

## symbol

zero of no observetions

- too small too de expressed
not spoliced
- contiontiel


## footnotee

111 These estinetes ere besed on smmple of businesses reporting sales betwen $\mathbf{8 2 5}, 000$ end $82,000,000$
Total weighted expenditur on given isem
(2) Value in esth cell $=$ for ach quartile
(3) Value in esen cell $\quad$ loial weighted expenditure on given item

Totel wighted seles of businesses reporting this item of expenditure hor foch querpile
This porition of the tabl periains only to the busingeses peporting the specific expense item. Therefore these patios are colculated individually and the cotbl will not necesserily equal $100 \%$.

## Wotes

Dete for shown by oustiles when at loast 33 of the sampled businesses report the specific isem
Records wept renked in escending order cocording to seles size. Esch quartile li. bottom 25\%. lower midele 25\%. etc. reprtsenit on quarter of the totis number of businesses. Within each quertile. the overage ratio is prestnted. for comperison purposes. ine high and low values of siles fre shown

## How to use the teles


(2) The selected renge will indlcete the proper quaptile. i. the botion 25\%. the lower niddl 25\%, the upper nidd 25\% or the top 25\%.
(3) Dets pertining to the selucted sales size pange will be in thet quertile

Stenderd Industris! Clessificstion Definition (SIC 18e日):
S1C 7741 - Advertising Agencies
Businesses primarily engaged in crating and/or placing advertising with the publications. radio and telovision media. flas industry includes advertising placement services, adyertising services, advertising and pubiicity agency consulting services and sales promotion campaign services

TABLE 2. Balance sheet profile for incorporeted businesses oniy, 1987
Nove Scotia. Advertising Agencies (SIC 7741)


| Susinesses in sample (No.) |
| :--- | :--- |
| Low sales value $(\$ 000$ |
| High sales value $(\$ 000$ |


| Assets |  |
| :---: | :---: |
| Cesh |  |
| Accounts and notes receivable | 27 |
| Inventory | - |
| Other curpent assets | 2 |
| Total curient assets | 29 |
| Fixed assets | 17 |
| Less: Accum. dep. on fixed essets |  |
| Other assets | 3 |
| Total esseta | 48 |
| Lisbilities and equity |  |
| Current loans | 4 |
| Other current liabilities | 36 |
| Totel current lisbilities | 41 |
| Mortgages dayable |  |
| Long term deot | $\overline{-}$ |
| Other liabilities | 19 |
| Total liabilities | 60 |
| Totel equity | -12 |

(1) Thes estimstes are dased on sumple of Dusinesses reporifing sales betwean $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$
sec iable i for smbols and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Nove Scotia. Advertislng Agencles (Sic 7741)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middie 25\% | Upper midde 25x | To $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $9000^{\prime}$ s) | $(1)^{5}$ |  | -- | -- | -- |
|  | Avorage |  |  |  |  |
| Liquidity ratio Curcent ratio (times) | 0.7 | -- | $\cdots$ | -* | - |
| ```Leverage retios Debt/ecuity retio (times) Interest coverage ratio (times) Debt retio (times)``` | -5.2 1.2 | -- | -- | -- | -- |

[^48]12) These estimetes ore besed on somple of businesses reporting tales between 525,000 end $52,000,000$

See Teble 1 for symbols and notes.

## Oefinltions:

1. Liquidity potio:

Custent : current essets / current lisbilities.
2. Leverage retios:
a DeDt/equity = qotal liabilisies / muity.
b) Debt ratio : qotal liabilities /olal assets
c) Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated busimesses only. 1987
Nova Scotia. Advertising Agencies (SIC 7741)

|  | Total (1) | $\begin{array}{r} \text { Bot } 10 m \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Uoper $\text { midde } 25$ | $\begin{aligned} & 70 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $18000^{\circ}$ s? High sales valu* $1 \$ 000$ 's | $\begin{aligned} & 1 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash fiom oderations Dedieciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Dividends | $x$ | - | - - | - | - |
| Investment activities Disposal of fixed sssets Pupchase of fixed assets Increase in investment Decreese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | =- | -- | -- | =- |
| Financing activities <br> Increse in long term oubt <br> Repeyment of long term debt <br> Laens from shareholders <br> Repayment of loans from shareholdars <br> Advances \& loans from government <br> Incresse in equity <br> Decrese in equity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- -- -- -- -- -- | -- | -- |
| Increse (decrease) in cash sequivalents Cesh suivalents-Beginning of the rear Cash squivalents - End of the year | $x$ $\chi$ $x$ | -- | -- | -- | - |

 only those bus inesses reporting s statumens of changes
see Teol 1 for symoois and mores.

Move Scotic, Advertislng Agencies (SIC 7741)

| Business size expressed in overage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total paycoll } \\ (\$ 000 ' s) \end{array}$ | Average labour units(1) | Changes in number of businesses with poid moloyees. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } \\ \text { reporting(2) } \end{array}$ | No langer reporting(3) |
| 1184 |  |  |  |  |  |
| Totel | 28 | 2.071 | 154 | 10 | 5 |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 49 \\ & 500 \text { and over } \end{aligned}$ | 25 3 - - | $\begin{array}{r} 831 \\ 1.240 \end{array}$ | 83 <br> 91 | 10 | 5 |
| 1987 |  |  |  |  |  |
| Total | 39 | 4.061 | 207 | 12 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 35 4 - - | $\begin{array}{r} 1.551 \\ 2.510 \\ - \end{array}$ | 82 125 - $=$ | 12 | . $\cdots$ $\cdots$ |

(1) Aver age labour units or calculated by dividing total paypoli by the overage minul wage and selary pate as peported in the Survey of Employmen: Payroll and hours. Statistics Cenode. Catalogue 72-002. An everage labour unit could be interpreted os a full-time employee. Note that the business size groups used ar determined et the Canedo level. Thus if o business has ot least 500 employees in canade sa whol but less than that number in ony given provinct it is show in the 500 ond over group
121 Refers 10 businesses peporting ho payroll dedutions in the provious year
131 Refers to businesses popting no payroll acouctions in the following year
"Nawly reportipg" ano mo longer reporting" businesses ere assumed to have deen in ectivity for six months and the information is adjusted accordingly

See table 1 for symbols and noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Nova Scotis, Advertising Agencies (SIC 7741)


Number of observations in sample
Aver age sales $\$$
Aver ape expense
Aver oge net profit (loss) 5

Businesses reporting profit (Mo.)
Average sales 3
Average expense ${ }^{\text {G }}$
Averace net prolit $\$$

Businesses peporting loss (MO.)
Averege seles 5
Average expense $\$$
Average net loss $\$$

| $\frac{2}{x}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| X | -- | -- | -. | -- |
| x | -- | -- | -- | -- |
| 2 |  |  |  |  |
| x | -- | -- | -- | -- |
| $\stackrel{x}{x}$ | - | -- | -- | -- |
| X | -- | -- | -- | -- |
| - |  |  |  |  |
| $x$ | -- | -- | -- | -- |
| x | -- | -- | -- | -. |
| x | -- | -- | -- | -- |

1986

Number of observitions in semple
Averape sales $\$$
Average expense
average net drof is (loss) s

Qusineses reporting protit (Mo.)
average sales $s$
Average expense $s$
Avarage net profits

Businesses reporting lose (Mo.)
Average tales 3
Average expense
Averape net loss 5 $\square$

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

1987

| Mumber of observetions in smmple <br> Average sales $\$$ <br> Average expense \$ <br> Average net piofit (loss) $\$$ | $\begin{array}{r} 8 \\ 200.994 \\ 204.845 \\ -3.851 \end{array}$ |
| :---: | :---: |
| Busineses reporting a profit (No.) | 5 |
| Averoge sales ${ }^{\text {s }}$ | 259.470 |
| Average expense \$ | 230.691 |
| Average net profit \$ | 20.779 |
| Businesseg raporiling loss (Wo.) | 3 |
| Average soles ${ }^{\text {s }}$ | 305,695 |
| Average expense | 323.167 |
| Average net loss \$ | -17.472 |

(1) These ustimates ore based on sample businesses poporing sales between $\$ 25.000$ and $\$ 2.000,000$.

See Iable i for symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotia. Management Consuliting Services (SIC 7771)


## sybole

## $2 e r o$ or no observetions

.. 100 entil too be expressed
not speliceble
$\times$ confidential

## Footnote


(2) Velue in each cell $=\frac{\text { Tolal wighted expenditurs on given item }}{\text { Tolsl weighted seles of sil businesses in the sample } x \text { ioo for etch queftile }}$
(3) value in eech cell $=\frac{\text { lotal wighted expenditury on given item }}{\text { lotsl whighted seles of businesses reporting this item of expenditupe }}$ for guttile.
 individusily and the rovel will not necesserily equel 100\%.

## Notes

Dase ore shown by quartiles when se lesst 13 of the sanpled tusinesees ruport she specific ifom
Records wer renked in oscending order sccording to stes size. Ench quertile li. e. Dotiom 25\%, iower midde 25x, etc.l iepresents one querter of the totel number of businesses. Within esch queftile. the overage retio is piesented. For compsison purposes, the high and low velues of galus er shown

Mow to use the tetyles
(1) Locet the soproprime seles range thet is displeyed on the two lines entitled wow salus velue" and migh selet velupt
(2) The selected renge will Indicete the proper quertile. i. E. the botiom 25z, the lower niode 25z, the upper midde 25\% or the 200 25\%.
(3) Date pertsining to the selucted sales size renge will be in that quartile

Standerd Induserial CIEsslficetion Definition (SIL 15BO):
SIC 7771 - Henegenent Consulting Services
Businesses primarily engaged in poviding business and managenent consulting servicns such as: business management consulting services.
 monsgemen consulzapis, Dersonnel mansgemenq consultants and iapiff ond customs consultants

TABLE 2. Balance sheet profile for incorporited businesses only, 1987
Noy Scotia, Managoment Consulting Services (SIC 7771)

|  | Total:1) | Botiom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } 25: \end{aligned}$ | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value (5000's) High sales vaiue ( $\$ 000^{\prime}$ s) | 8 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | $\cdots$ | -- | -- | -- |
| Accounts and notes receiveble | 6 | -- | -- | -- | -- |
| Inventory | - | $\cdots$ | - | -- | -- |
| Other current assets | 24 | -- | -- | -- | -- |
| Total current assets | 30 | -- | -- | -- | -- |
| Fixed ossets | 21 | -- | -- | -- | -- |
| Less: Accum, deo. on fixed assets | - | - | -- | -- | - |
| Other assets | 31 | - | -- | -- | -- |
| Totel eesets | 82 | -- | - | -- | - |
| Lisbillties and equisy - |  |  |  |  |  |
| Cuprent loans Dther current liabilities | 7 45 | -- | -- | -- | -- |
| Total current limbilities | 53 | -- | -- | -- | -- |
| Mortoges Dayabl | - | -- | -- | -- | -- |
| Long term dett | 2 | -- | -- | -- | -- |
| Other liabilities | 21 | -- | -- | -- | -- |
| Total liabilitios | 76 | -- | - | - | -- |
| Totel equity | 7 | -- | -- | -- | -- |

111 These estimetes are based on a sample of Dusinesses ieporting sales between $\mathbf{3 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 . 0 0 0 .}$
See Tabie 1 for symbols ana notes.

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987
Nove Sceria, Management Consulting Services (S1c 7771)


(1) The petios represent the gurge of ratios for sach business in the group mod cannot calculated from the figures show in toble 2 .
(2) These estimetes mra besed on semple of businesses reporing selet between 325,000 and \$2,000,000.

See table 1 for symois and notes.

## Definisions:

1. Liquidisy ferio:

Current = current assets / current lisbilities.
2. Leverage retios:
al Dedr/equity = sotal habilities / equity
b) Debi ratic = total liabilities f total assets.
cl Interest coverage set profit interest expense / interest expense.

TABLE 4. Statement of changes in financisi position for incorporated businesses only, 1987
Mova Scotle, Management Consulting Services (SIC 7771)

|  | To:81(1) | $\begin{array}{r} \text { Bot tor } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper $\text { middie } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.l Low sales value ( $\$ 000$ 's) High sales value ( $8000^{\circ}$ s) | $\begin{aligned} & 4 \\ & 11 \\ & 11 \end{aligned}$ |  | -- |  | -- |
|  |  |  | verage < $\$ 000$ |  |  |
| Operating ectivities Cash from oderations Depreciation Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | - | -- |
| Investment ectivities <br> Dispossi of fixed essets <br> Purchase of fixed sssets <br> Increse in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Recayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shateholders <br> Advances 8 loans from government <br> increse in, equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> $\therefore$ <br> - | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increses(decreese) in cosh s equivelents Cesh 8 equivelents-Beginning of the year Cesh tequivalents - End of the yeer | $x$ $\times$ $\times$ | -- | -- | -- | -- |

(I) These estimates ore besed on sample of incorporated businesses repopting sales between $\$ 25,000$ and $\$ 2,000,000$. Semple count includes only those Dusinesses reporting steienent of changes.
Ser late 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 bused on Sic ciassification in i987 Nove Scotie, Menegement Consulting Services (Sic 9791)


111 Aversge labour units are calculated by dividing totel peyroll by the oversge anmul wage and salury rate feported in the Survey of Emplovment. Poyroll bno Hours, Stetistics Cenada. Catelogue 12-002. An overage sbour unit could be interdeted as s full-time employer. Mote that the business sizt groups used ore deiermined at the Cange level. ihus if business hes st least 500 mployees in Canada as owhol but less thar that number in any given province it is shown in the 500 ond ovel group
(2) Refers 20 businesses reporting no payroll deductions in the previous yeer
(3) Refers io businesses reporting no payroll deductions in the following yeep
"Newly reporting" and "no longer reporging" Dusinesses are assumed to have been in activity for six months and the information is adjusted according'y

See table 1 for symbols and noles

TABLE 6. Selected operating characteristics of zmall businesses by sales quartile, 1985-1987
Nova Scotia, Management Consulting Services (SIC 7771)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ \quad 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { mode } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple <br> Average seles $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 13 \\ 102.100 \\ 95.795 \\ 6.305 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) <br> Averoge sales \$ <br> Aversge expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 10 \\ 101.023 \\ 81.587 \\ 19,436 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Averoge sules $\$$ <br> Averoge expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 3 \\ 53.970 \\ 56.729 \\ -2.759 \end{array}$ | -- | -- | -- | -- |


| Mumber of observations in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 22 \\ 87.268 \\ 70.671 \\ 16.597 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses peporsing profit (Mo.) | 20 |  |  |  |
| Average sales \$ | B7, 842 | -- | -- | -- |
| Average expense \$ | 69.139 | -- | -- | -- |
| Average net prof it \$ | 18.703 | -- | -- | -- |
| Businesses reporting a loss (Mo.) | 2 |  |  |  |
| averoge seles 5 ( | 35.878 | -- | - | -- |
| Average expense ${ }^{\text {s }}$ | 36.420 | -- | -- | -- |
| Average net loss \$ | -544 | -- | -- | -- |

1987

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

See iade i for symbols ano notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotia, Hotels and Motor Motels (SIC 9111)

|  | Totai(1) |  | Bottom 25\% |  | Lowe?$\text { midale } 25 \%$ |  | UDDEI middle $25^{\circ}$ : |  |  | $\begin{aligned} & \text { TOD } \\ & 28 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vaine $1 \$ 000$ 's) High sa!es value $\$ \$ 000^{\prime}$ s? | $\begin{aligned} & 12 \\ & (1) \\ & 11) \end{aligned}$ |  | -- |  |  | -- | -- |  |  | -- |  |
| Selected expense ; em | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { Z busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe i } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 258 \end{aligned}$ |  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lomer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of asas |  |  |  |  |
| Decupency expenses | 25.8 7.0 | -- | -- | -- | - | 100.0 96.5 | 25.8 7.2 | -- | -- | -- | -- |
| leprecistion | 17.0 | -- | -- | -- | -- | 96.5 92.7 | 12.5 | -- | -- | -- | -- |
| Mest. light s telephone | 7.0 | -- | -- | -- | -- | 96.4 | 7.2 | -- | -- | -- | - |
| Rent | 0.2 | -- | -- | -- | -- | 14.4 | 1.6 | -- | -- | -- | - |
| Personnel expenses | 26.9 | -- | - | -- | -- | 36.4 | 27.5 | -* | - | - | -- |
| Financial expenses | 4.6 | - | -- | -- | -- | 100.0 | 4.6 | -- | -- | - | -- |
| Interest 8 bank charges | 3.7 | - | - | -- | -- | 100.0 | 3.7 | - | -- | - | - |
| Professional fees | 0.9 | -- | -- | -- | -- | 92.7 | 1.0 | -- | -- | -- | -- |
| Other expenses | 46.1 | -- | -- | -* | -* | 100.0 | 48.1 | -- | - | -- | -- |
| Profit (loss) | -3.4 | -- | - | -- | -- | 100.0 | -3.4 | -- | -- | -* | -- |
| Tetel | 100.0 | -- | -- | -- | -* | 100.0 |  | -- | -- | -- | - |

## Symbols

- 2ero or no observitions
- 100 small too be mpressed
not appliceble
- confidentisl


## Pootnotes

(1) These estinates are besed on semple of businesses reporting seles beiween 525.000 end $\$ 2.000,000$
lotel weighted expenditure on given item

(3) Value in esh cell s $\frac{\text { lotal weighted expenditur on given item }}{\text { lotel weighted seles of businesses reporting this item of gopenditurg }}$ foo for ench austile

This portion of the table perteins only to the butinesses peporting the specific expense itom. Therefore these retios er celculated individually and the totel will not neessibrily equsl $100 \%$

## Wetes

Dete se shown by quertiles when at leas? 13 of the sompled businesses report the specific item.
 on querter of the totsl humber of businesses. Within ash quertile. the puerage ritio is presented. for conperison purposes. the high and low values of sel es remon

Now to use the teblet

(2) The selected renge will indicete the proper quaptile. i. e. the boteon 25\%. the lower midde 25\%, the upper midde 25\% or the top 25\%.
(3) Dets perteining to the selected stist size range will be in thet quartile

## Stenderd Induetrisi Cleselficetign Definitien (SIE 18s0):

SIC 811 - Mosels and Motor Motels
Business primarily engaged in providing short eerm accommodetion zo the public with or without food, bever the and other services. f hotel-type room has access only from the ingerior of the building end motel-hotel type roon hes access from both the interior fitd exterior. Included are businesses engaged in hostels, hoiel accommoderion services lexcept apartment hotelsl. hotel lodging services lexcept apartment hotels), hotels lexcept epertment and private hotels) and motor hotels

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotia, Motels and Motor Motels (SIC 9411)

|  | Totai(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midole } 25 \%$ | Upper $\text { middle } 25^{\circ}$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( 8000 s) High sales value ( 5000 's) | 11 $(1)$ $(1)$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  | -- | -- |  |  |
| Accounts and notes receivable Inventory | 14 | -- | -- | - | -- |
| Other current assets | 82 | -- | -- | - | -- |
| Totel current ossets | 95 | -- | - | - | -- |
| Fixed assets | 280 | -- | - | -- | -- |
| Less: Accum. deo. on lixed ossets | i | -- | - | -- | -- |
| Other assets | 15 | -- | -- | -- | -- |
| Totsl sseets | 390 | -- | - | - | - |
| Lisbillties and equity .. .- .- |  |  |  |  |  |
| Current loans | 57 50 | -- | -- | -- | -- |
| Total current liobilities | 107 | -. | -- | -- | -- |
| Mortgages payable | - | -- | - | -- | -- |
| Long term debt | 51 | -- | - | -- | -- |
| Other liabilities | 176 | -- | -- | - | -- |
| Total liabilities | 334 | -- | -- | - | -- |
| Total equity | 56 | -- | - | -- | - |



See Table i for symbols and notes

TABLE 3. Financiel ratios(1) for incorporated businesses only, 1987
Nove Scotia. Hotels and Motor Motels (SIC 9111)

|  | Tots1(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midol } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $9000^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 11 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.9 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage retio (times) Debt ratio (times)``` | $\begin{aligned} & 5.9 \\ & 0.7 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

11) The ratios represent the ovarge of retios for weh business in the group ond connot belculed from the figures shown in teble 2 .

121 These estimetes re besed on semple of businesses raporting seles between $\$ 25,000$ end $82,000,000$.
Set isbl ifor symbols and notes

Definitions:

1. Liquidity fetio:

Current $=$ current essets / current lisbilities.
2. Leverage ritios:
al Detrequily : total liobiliqies / equity
b) Debt ratio = total liabilities fotsl assets
c) Intertsq coversge net profit ineerest expense finterest expense

TABLE 4. Statement of changes in financiai position for incorporated businesses only. 1987
Nova Scotla. Hotels and Motor Motels (SIC 9111)

 only those businesses reporting a sterement of changes.
Sae tadle 1 for symbols ond notes

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic ciassification in ig87 Nove Seotie. Hotels and Motor Hotels (SIC 9111)

| Qusiness stze expressed in average laoour or is : ? | Number of bus nesses | $\begin{array}{r} \text { To:al parrol! } \\ \text { (\$000's) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 82 | 24.608 | 2.854 | 13 | 10 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 45 \\ 25 \\ 6 \\ 6 \end{array}$ | $\begin{aligned} & 2.340 \\ & 8.627 \\ & 6.412 \\ & 7.229 \end{aligned}$ | $\begin{array}{r} 259 \\ 1.002 \\ 749 \\ 844 \end{array}$ | 9 2 2 | $\begin{aligned} & 8 \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Totel | 99 | 38.018 | 3.630 | 21 | -•* |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 56 \\ 27 \\ 10 \\ 6 \end{array}$ | $\begin{array}{r} 3.096 \\ 8.709 \\ 16.432 \\ 9.851 \end{array}$ | $\begin{array}{r} 291 \\ 825 \\ 1.581 \\ 933 \end{array}$ | 11 6 3 1 | $\cdots$ $\cdots$ $\cdots$ |

[^49]TABLE 6. Selected operating characteristies of small businesses by saies quartile. 1985-1987
Novi Scotis, Motels and Motor Hotels (SIt 9111)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ <br> Averse expenses | 191.495 |  |  |  |  |
| Aversge expense ${ }^{\text {a }}$ ( Averige net prof (loss) $\$ 8$ | 186.850 | -- |  | -- |  |
| Avernge net profit (loss) \$ | 4.645 | - | - | - |  |
|  |  |  |  |  |  |
| Aversge soles \$ | 243.746 | -- | -- | -- | -- |
| Aversege expense ${ }^{\text {b }}$ | 228.030 | -- |  | -- | -- |
| Average net profits | 15.716 | -- | -- | -- | -* |
| Businesser reporting lose (No.) | 67. ${ }^{3}$ |  |  |  |  |
| Averege sales ${ }^{\text {a }}$ Averege expense | 67.003 78.839 | - | -- | -- | -- |
| Aversge expense ${ }^{\text {a }}$ ( Average net loss | 78.839 -11.836 | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net protit (loss) \$ | $\begin{array}{r} 11 \\ 564.100 \\ 618.793 \\ -54.693 \end{array}$ |
| :---: | :---: |
| Businesses reporting eprofit (Mo.) |  |
| Average sales 5 | 542.887 |
| Average expense 5 | 499.342 |
| Average net profits | 43.545 |
| Businesses reporting e lose (Mo.) | 7 |
| Averoge sales 5 | 585.342 |
| Aver ge expense 5 | 695.907 |
| Averege net loss \$ | -110.565 |

1987

| Mumber of cbservations in Emple <br> Average seles $\$$ <br> Average expenses <br> Average net profit (loss) $\$$ | $\begin{array}{r} 21 \\ 280.089 \\ 285.635 \\ -5.546 \end{array}$ |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 8 |
| Average sales \$ | 543.642 |
| Averoge expense $\$$ | 516.760 |
| Aversge not drofits | 26.882 |
| Businesses reporting loes (Mo.) | 13 |
| Aversge sales 5 | 207,363 |
| Aver age expense \$ | 230.588 |
| Aversge net loss \% | -23.225 |

( 8 ) These estimates ore bested on sample of businesses reporting soles between $\$ 25,000$ and $\mathbf{8 2 . 0 0 0 , 0 0 0 .}$
See iable ifor symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Nove Scotia. Motels (SiC 9112)


## Symbole

- 2ero or no observations
- 100 small 100 be expressed
$\therefore$ not applicable
* confidenti


## Bootnotes

11 These estimeter based on semple of businesses reporiing selms between $\$ 25,000$ end $\$ 2,000,000$
(2) Valus in tach cell $=\frac{\text { Totel wighted expenditure on given ipem }}{\text { Total weignted sales of ell businesses in the sample }} \times$ for foch quertile
(3) Value in each cell $=\frac{\text { Totel wighted expenditure on given item }}{\text { Totel wighted seles of businesses reporting this item of expenditure }}$ for esch quertili.

This portion of the tate perqains only to the busineses reporting the specific expense item. Therefore these ratios are catculated individually and the toisl will not necessarily equel 100\%

## motes

Detere hown by quertiles when et leest 13 of the sempled businesses report the spec ific item
Records wert ranked in escending opder sccording to sales izt. Esh quartile (i. e. bottom 25\%, lowef midde 25\%, etc.) papresents one querter of the totsl number of businesses. Within each quartile, the overage patio is presented. For comparison purposes, the high and low values of siles er show

Mow to use the tedies
(1) Locste the appropriste sales penge thet is displayed on the two lines entitled Elow sulas veluep and "high sales veluem

121 The selected ronge will indicete the proper quartile. i. the botton 25\%. the lower midde 25\%, the upper midde 25 . of the 100 258
(3) Deta perteining to the selected stes size rimge will be in that quartile.

## Stendero industri Clessificetion Definision (SIC 1Bsol:

[^50]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia. Motels (SIC 9112)

|  | Total:1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe : midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) Low sales value ( 5000 s) Migh salos value ( $9000^{\prime}$ s) | (19 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 8 |  |  | -- | -- |
| Accounts and notes receivable Inventory | ${ }^{8}$ | -- | -- | -- | -- |
| Other current assets | 148 | -- | -- | -- | -- |
| Total current assets | 156 | -- | -- | -- | -- |
| Fixed essets | 469 | -- | -- | -- | -- |
| Less: sccum, dep. on fixed sssets | - | -- | -- | -- | -- |
| Other assets | 16 | - | -* | -- | -- |
| Total ments | 841 | -- | - | -- | - |
| Lisbillties and equity |  |  |  |  |  |
| Current loans lisbilities | 82 | -- | -- | -- | -- |
| Total curcent lisbilities | 116 | -- | - | -- |  |
| Moftgages Dayable | - | -- | - | -- | -- |
| Long term debt | 16 | - | -- | -- | -- |
| Other liabilities | 387 | - | -* | -- | -- |
| Total liabilities | 518 | - | - | - | -* |
| Total equity | 123 | -- | -- | - | -* |

(1) These estimes are based on a sample of businesses reporting soles between $\$ 25,000$ and $\$ 2,000.000$.

See table for symols and notes.

TABLE 3. Financiai ratios (1) for incorporated businesses only. 1987
Nove Scotia. Motels (SIC 9112)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middl } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 * \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value 18000 's) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}24 \\ (1) \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.3 | -- | -- | -- | -- |
| Leverage ratios Debileauity retio (times) <br> Interest coveroge ratio (times) <br> Debi retio (times) | $\begin{aligned} & 4.2 \\ & 1.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(11) The ratios represent the everge of ratios for each business in the group ond connot be calculesed fron the figur shown in table 2 .

121 Thest estimetes ere besed on semple of businesses reporting soles between 525.000 and 52.000 .000 .
See ioble 1 for symbols and notes.

## Definitions:

1. Llquidity ratio:

Current $=$ current ssets / cuprent libilities
2. Leveroge ratios:
a) Deps/equity $=$ toral liabilisies / equity.
bi Debi ratio = co:al liabilities/ rotal assets
c) Interes: coverage $=$ net profit $+i n t e r e s t e x p e n s e /$ interest expense.

TABLE 4. Statement of changes in financili position for incorporated businesses oniy, ig87
Nove Scotla. Motels (SIC 9112)

|  | To:3:31 | $\begin{array}{r} 50:: 0 m \\ 25: \end{array}$ | Lower midde $25 \%$ | Upoer miadle 25\% | $\begin{aligned} & \text { i90 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample (No.) Low sales value (\$00C's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 16 \\ & 19 \\ & 19 \end{aligned}$ |  | -- | -- |  |
|  |  |  | verage 1800 |  |  |
| Operting ectivities Cash from operations Depreciation Dther | $\begin{aligned} & 11 \\ & 24 \\ & 22 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | - | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Dectesse in investment | $\begin{array}{r} 19 \\ -67 \\ -3 \end{array}$ | -- | =- | -- | -- |
| Finencing activities <br> lncrease in long term debi <br> Repayment of long term debt <br> boans from sharenolders <br> Repayment of loans fiom sharenalders <br> advances \& loans fiom government <br> Incrase ir equity <br> Decrese if couly <br> 0ヶhe? | $\begin{array}{r}33 \\ -26 \\ 4 \\ -25 \\ - \\ 10 \\ \hline\end{array}$ | -- - - -- -- -- | $\begin{array}{r}-- \\ - \\ - \\ - \\ - \\ \hline\end{array}$ | -- -- -- -- -- | -- - - -- - - |
| Incresse(decrese) in cesh 8 equivelents Cash \& equivalents-Buginning of the year Cash \& equivalents - End of the year | 8 9 18 | -- | -- | - -- | -- |

[^51]TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciassification in ig87
Nove Scotis. Motels (SIC 9112)

| Bustress stze expressec in average labou: erits! | Number of businesses | $\begin{array}{r} \text { To:a! payroli } \\ (\$ 00 \mathrm{c} \text { s } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> reporting(2) | No Ionge: reporting\{3\} |
| 1984 |  |  |  |  |  |
| Total | 120 | 8.880 | 1.016 | 15 | 9 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 119 \\ 8 \\ 1 \end{array}$ | $\begin{array}{r} 4.310 \\ x \\ x \end{array}$ | $\begin{aligned} & 483 \\ & 402 \\ & 131 \end{aligned}$ | 15 | $\begin{aligned} & 6 \\ & 3 \end{aligned}$ |
| 1587 |  |  |  |  |  |
| Totel | 137 | 13,666 | 1.281 | 21 | ... |
| $\begin{aligned} & \text { iess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 123 10 4 | $\begin{aligned} & 5.948 \\ & 3.099 \\ & 4.619 \end{aligned}$ | $\begin{array}{r} 563 \\ 281 \\ 437 \\ \hline \end{array}$ | 19 2 - | $\ldots$ $\ldots$ $\ldots$ |

 Survey of Employment, Paypoll and Hours. Steqistics Canada. Catalogue 72-002. An average labour unis could be interpreied as a
 500 employees in Cansede as whole dus less than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses peporting no payroll deductions in the previous yet

13i Refers to businesses reporting no payroll deductions in the following yeer
"New ly repor!ing* and no longer reporting businesses are assumed so have been in activity for six monshs and the information is adiusted accordingly

See Table i for symbols and noiss

TABLE 6. Seiected operating characteristics of small businasses by sales quartile, 1985-1987
Nova Scotie, Motels (SIC 9112)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower midole 25: | Upper midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  | 17 |  |  |  |  |
| Average sales \$ | 355.391 | -- | -- | -- | -- |
| Averape expense $s$ | 335.378 | -- |  | -- | -- |
| Averge net profit (loss) \$ | 30.016 | -- | -* | -- | -- |
| Businesses reporting profit (Mo.) Average sales $\$$ | 372.041 |  |  |  |  |
| Aversge sales <br> Average expense $\$$ | 372.041 339.512 | -- | -- | -- | -- |
| Averege net profit \$ | 32.529 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 1 |  |  |  |  |
| Averspe sales \$ | 78.741 | -- | -- | -- | -- |
| Aversge expense 5 | 89.819 | -- | -- | -- | -- |
| Averoge net loss \$ | -11.078 | -- | -- | -- | - |
|  |  |  | 1986 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ | 182.308 | -- | -- | -- | -- |
| Averape expense $\$$ | 17.7 .602 | -- | -- | - - | - |
| Averape net diofit (loss) \$ | 4.706 |  | -- | - -- | -- |
| Businesses reporting profit (Mo.) | 32 |  |  |  |  |
| Average sales\$ | 204.052 | -- | -- | -- | - |
| Avorape expense \$ | 188,777 | -- | -- | -- | - |
| Averape net profit \$ | 15.275 | -- | -- | -- | -- |
|  |  |  |  |  |  |
| Average sales \$ | 150.102 | -- | -- | -- | - |
| Average expense \$ | 162.602 | -- | - | -- | -- |
| Average net lass \$ | -12.500 | -- | -- | -- | -- |

1987

Mumber of observations In sempie

| 36 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 312.497 | -- | -- | - |  |
| 309,422 | -- | -- |  |  |
| 3.075 | -- | -- |  | -- |
| 23 |  |  |  |  |
| 331.560 | -- |  |  |  |
| 307.235 | -- | -- | -- |  |
| 24,325 | -- |  | -- | -- |
| 13 |  |  |  |  |
| 292.746 | -- | -- | -- | - |
| 310.409 | -- | -- | -- | -- |
| -17.653 | -- | -- | - |  |

Averege sales $\$$
Average expense $\$$
Averspe net profis \{loss) \$

Businesses reporting profit (Mo.)
Averege sales $\$$
Average expenses
Aversge net profit
292.746
310.409
-17.663

数inester reporting lese (Mo.) Average seles 5 Averase expense Aver ege net loss $\$$

39
182.308
17.7 .502
7.602
4.706
204.32
188. 777
$150.107^{7}$
$-12.500$
$(1)$ These estinates are based on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$.
See itale i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Licensed Resteurants (SIC S211)

|  | Total ${ }^{\text {a }}$ ? |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lipper } \\ & \text { midale } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in samp: (No. Lon sales value ( $\$ 000$ 's) High sales vaiue (\$000's) | $\begin{aligned} & 56 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 11 \\ 84 \end{array}$ |  | $\begin{array}{r} 84 \\ 167 \end{array}$ |  | $\begin{array}{r} 127 \\ 328 \end{array}$ |  |  | 328(1) |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 80 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uode? } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | Udoer middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of celes | 40.3 | 47.1 | 41.3 | 35.5 | 33.2 | 94.6 | 42.5 | 47.1 | 4.9 | 45.5 | 35.0 |
| Oceupuncy expenses | 15.3 | 25.9 | 12.1 | 10.9 | 12.1 | 100.0 | 15.3 | 26.5 | 12.1 | 10.9 | 12.1 |
| Oeprecistion | 2.0 | 0.8 | 1.6 | 2.2 | 3.3 | 63.2 | 3.2 | 2.7 | 3.4 | 3.1 | 3.3 |
| Repaips \& maintenance | 2.0 | 2.7 | 1.2 | 1.6 | 2.5 | 89.1 | 2.2 | 2.7 | 1.9 | 1.6 | $2 . ?$ |
| Heat. light 6 teloptone | 5.6 | 8.3 | 5.3 | 4.8 | 3.5 | 100.0 | 5.4 | 9.3 | 5.3 | 4.8 | 3.5 |
| Rent | 5.9 | 15.1 | 4.0 | 2.3 | 2.8 | 48.5 | 12.2 | 41.4 | 9.8 | 4.2 | 4.6 |
| Personnel expenses | 31.1 | 42.3 | 24.3 | 27.3 | 30.6 | 100.0 | 31.1 | 42.3 | 24.3 | 27.3 | 30.6 |
| Finsmcisi expenses | 3.5 | 4.5 | 2.4 | 3.1 | 3.9 | 93.8 | 3.7 | 4.5 |  |  |  |
| Interest 8 bank charges Professional fees | 2.8 0.7 | 4.0 | 1.9 0.5 | 1.9 1.2 | 3.3 0.8 | 92.2 72.2 | 3.0 1.0 | 4.0 0.8 | 2.2 | 2.3 1.4 | 3.3 0.6 |
| Other expenses | 13.0 | 8.4 | 11.8 | 15.1 | 18.1 | 100.0 | 13.0 | 6.4 | 11.6 | 15.1 | 18.1 |
| Profit (less) | -3.2 | $-27.2$ | 7.7 | 4.1 | 2.1 | 55.2 | -3.3 | $-27.2$ | 7.7 | 4.7 | 2.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . $\cdot$ | . . | - - | $\cdots$ |

## Syobol:

- zero or no observations
- $t 00$ smell io0 be expressed
- AOR eplicable
$\times$ confidentise


## footnotes

$(1)$ inese estinates tit besed on semple of businesses reporting seles between 825,000 mad 52.000 .000
Total meighted expenditure on given item

This portion of the table pertains only to the businesses peporting the specific oxperse iqem. inerefore these retios er celculated individutly and the total will not mecesserily tauel $100 \%$

## Notes

Date ape shown by quertiles when at least 13 of the sampled businesses report the specific item.
 one querter of the lata! number of businesses. Within each quartile, the eversge reqio is prasented. For comprison purposes. ihe high and low values of sal er er shown.

Hew to use the tebice
(1) Locse the sppropriste selfe range thet is displeyed on the two lines entitled bow seles velues and migh seles viluen
(2) The selected renge will indicste the proper queptile, i, the bottom 25\%. the lower nidole 25s. the upper nidde 25\% or the lop 25\%.
(3) Dets perteining to the selected seles size pange will be in that quertile.

## Stendera Industrisl CIsesificetion Definition (SIC 1100):

SIL 8211 - Licensed Restburents
 bicensed food and beverage service pestaurants. licensed restarants and licensed restaurant services are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotiv. Licensed Restaurants (SiC 9211)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ -\quad 25^{\circ} \% \end{array}$ | Lower Midole 25\% | UoDer $\pi i \operatorname{idd} \ln 25^{\circ}$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. sampl (No.) Low soles value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 34 \\ & 1! \end{aligned}$ | -- |  | -- | - |
|  | Aversge (5000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash ond notes receivable | i | -- | -- | -- | -- |
| Accounts and notes receivable | - | -- | -- | -- |  |
| Inventory <br> Other curfent sssets | 38 | -- | -- | -- | -- |
| Total current essets | 39 | - | -- | -- | -- |
| Fixed assets | 122 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 19 | -- | -- | -- | -- |
| Dther assets | 19 | -- | -- | -- | -- |
| Total assets | 180 | -* | -- | - | =- |
| Lisbilitiet and equity - .- |  |  |  |  |  |
| Current loans | 22 36 | -- | -- | -- | -- |
| Total current liabilities | 58 | -- | -- | -- | -- |
| Mortgapes dayable | - | -- | - |  |  |
| Long term debt. | 14 | -- | - | -- |  |
| Other i iabilities | 72 | -- | -- | -* | -- |
| Total lisbilities | 145 | -- | -- | - | - |
| Total equity | 36 | -- | -- | -- | - |

(1) These estimetes ere based on somple of businesses reporting sales betwen $\$ 25,000$ and $\$ 2,000,000$.

See iable ifor symools and notes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Move Scotie, Lleensed Resteurente (SIC 9211)


(1) The ratios represent the everege of retios for each business in the group and cannot be celculoted from the figur sthow in feble 2

121 These estimetes ere besed on semple of businesses reporting sules beiween $\$ 25,000$ and $\$ 2.000 .000$
See rable 1 for symbls and notes.

## Definitions:

1. Liquidity ratio:

Cuprent $=$ current assets / current liabilities.
2. Leverage retios:
a) Dedtequipy = total liabiliaies / equity.
b) Debr ratio $=$ total liabilities/ total assets.
c! Interest coverage $=$ net profit . interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorportsed businesses only, 1987
Nove Scotia, Licensed Restaurants (SIE 9211 )

 only those Dusinesses reporting o stetement of changes
Son Iadie 1 for symbols tind notes

Nova Seotia. Licensed Resteurents (SIC 9211)

|  |  |  |  | Changes in numb with De | of businesees oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total oayroll } \\ (\$ 000 \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { redorsing }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 299 | 41.487 | 5.060 | 35 | 30 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-493 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 228 \\ 63 \\ 5 \\ 3 \end{array}$ | $\begin{array}{r} 12.978 \\ 17.819 \\ 4.789 \\ 6.101 \end{array}$ | $\begin{array}{r} 1.555 \\ 2.175 \\ 585 \\ 745 \end{array}$ | 27 8 | $\begin{array}{r} 23 \\ 7 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 380 | 52.351 | 5.524 | 69 | *. |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} \quad 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 286 86 5 3 | $\begin{array}{r} 16.281 \\ 27.512 \\ 2.824 \\ 5.734 \end{array}$ | $\begin{array}{r} 1.713 \\ 2.907 \\ 298 \\ 606 \end{array}$ | 52 15 2 | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment. Payroli and Mours. Statistics canad. Calologue 72-002. an average lobour unit could bu interpreind as b full-ife mploye. Note that the business size groups used are deiermined at the cenco level. Thus if business has at leest 500 employees in Canade es whal but less than that number in any given province it is shown in the 500 and over group
(2) Reters 10 businesses reporting no payroll deductions in the previous year
(3) Reters to Dusinesses reporting no dayroll deductions in the following yesp
"Wewly reporting" and "no longer reporting" businesses are assumed to hove deen in octivity for six months and the information is adusted acco:dingly
see table i for symbols and notes

TABLE 6. Selected operating characteristics of smell businesses by ales quartile. 1985-1987
Nove Scotle, Licensed Restaurents (SIC 9211)
Lower
miodle $25 \%$

Uoder

1985
Mumber of observations in sample
Average sales $\$$
Average expense $\$$
Averge net profit (loss) $\$$
Businesses reporting profit (Mo.)
Average salos
Average expense $\$$
Average net Drofit $\$$
Businesses reporting loss (Mo.)
Average sales $\$$
Average expenses
Averoge net loss
51
370.307
358.066
12.241

388.162
366.898
21.264

345.904
386.176
-20.272
85,722
84.254
69.553
$-4,836$
222.49
220.1644
410.250
391.419
762.759 36.428
26.331
253.768
399.615
788.42 ?
745.306
245.703
374.750 43.121

Average sales $\$$
386.176
186.205
486.565
511.029
651.413

Averoge net losss
$-20.272$
$-5.284$
$-24.464$
597.918
-46.503

1985

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 124 \\ 354.337 \\ 355.709 \\ -1.372 \end{array}$ | $\begin{aligned} & 91.183 \\ & 97.200 \\ & -6.017 \end{aligned}$ | $\begin{array}{r} 203.954 \\ 196.085 \\ 7.869 \end{array}$ | $\begin{array}{r} 396.291 \\ 404.322 \\ -8.030 \end{array}$ | $\begin{array}{r} 725.921 \\ 725.229 \\ 692 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reportimg profis (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net piofits | $\begin{array}{r} 85 \\ 397.814 \\ 373.373 \\ 24.441 \end{array}$ | $\begin{array}{r} 81.619 \\ 76.018 \\ 5.801 \end{array}$ | $\begin{array}{r} 207.105 \\ 192.304 \\ 14.801 \end{array}$ | $\begin{array}{r} 394.667 \\ 384.621 \\ 10.046 \end{array}$ | $\begin{array}{r} 907.864 \\ 840.547 \\ 67.317 \end{array}$ |
| Busimesees reporting lose (Mo.) <br> Average sates \$ <br> Average expense 5 <br> Average net loss | $\begin{array}{r} 39 \\ 324,099 \\ 349.377 \\ -25.278 \end{array}$ | $\begin{array}{r} 98.517 \\ 113.444 \\ -14.927 \end{array}$ | $\begin{aligned} & 191.745 \\ & 210.735 \\ & -18.990 \end{aligned}$ | $\begin{aligned} & 397.799 \\ & 422.627 \\ & -24.828 \end{aligned}$ | $\begin{aligned} & 608.333 \\ & 650.701 \\ & -42.368 \end{aligned}$ |

1987

| Mumber of observations in sample <br> Aversge sales <br> Average expense s <br> Average net profit (loss) \$ | $\begin{array}{r} 71 \\ 272.191 \\ 267.368 \\ 4.823 \end{array}$ | $\begin{array}{r} 51.501 \\ 64.070 \\ -12.569 \end{array}$ | $\begin{array}{r} 108.072 \\ 101.628 \\ 6.444 \end{array}$ | $\begin{array}{r} 225.091 \\ 217.194 \\ 7.897 \end{array}$ | $\begin{array}{r} 704,100 \\ 686.580 \\ 17.520 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businezes poporting aprofit (Mo.) | 47 |  |  |  |  |
| Averuge sales 5 | 281.834 | 60.398 | 113.540 | 236.606 | 716.792 |
| Average exosenses | 264,652 | 60.398 | 104.223 | 218,402 | 675.584 |
| Average net profits | 17.182 | - | 9.317 | 18,204 | 41.208 |
| Dusinesses reporting less (Mo.) | 24 |  |  |  |  |
| Average seles | 254.381 | 48,143 | 84.178 | 208.059 | 677.143 |
| Aversge expenses | 270.270 | 65.456 | 90.285 | 215.406 | 709.933 |
| Averoge net loces | -15.889 | -17.313 | -5.107 | -7.347 | -32.790 |

[^52]see Table ifor symbols and nozes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nova Scotia, Unlicensed Restaurants (Including Drive-Ins) (Sic 9212)


## symbel:

## zero or no observations

-- 100 small 100 di expressed
no: epplicoble
x confidensil

## foornotes

11 inest estimates bresed on sample of businesses paporing sales Detween $\$ 25,000$ and $\$ 2,000.000$
(2) Velue in esch cell $=\frac{\text { Totsl weightec expenditure on given iqem }}{x}$ goo for esh guertile
(3) Velue in each cell $=\frac{\text { lotal weighted expendizure on given item }}{\text { Total weighted soles of businesses reperting inis item of expenditure }} \times$ loo for esch auartile.

$$
\text { This portion of the table pertains only } 10 \text { the businesses reporting the specific expense item. Therefor these ratios ore calculated }
$$ individual $y$ and the totel will not necmserity equal $100 \%$.

## Motes

Dato re shom by quartiles when at luast 13 of the smpled businesses report the specific item.
Records were panked in asconding order according 10 sales size. Each quaptile li. botton 25\%. Iower middle 25\%. ic. represents one quarter of the tolsi number of businesses. Within each quertile, the perage rotio is presented. For comporison purposes, the high ond low volues of sales are shown.

## how to use the teoles

(1) Locete the approprist seles range that is displayed on the qwo lines entitiad "tow soles value" and "high soles velue"
12) The selected range will indicate the proper quertilc. i. e. The botton $25 \%$, the lower midde $25 \%$. the upper midde $25 z$ of the top $25 \%$
(3) Deto pertaining to the selected seles size renge will be in thet quarile.

Stenderd Induetriel clentificetion definltion (SIC 1280):
51c 2212 - Unliceneed Regtourense (Including Drive-int)
Businesses primarily engaged in preparing and surving meals for consumption on the promises but without a license to serve alcoholic beverapes. Included are businesses commony refertec to as "drive-ins" where food is consumed either in customers" motor vehicies or ar iobles in or soout the prenises. Drive-in restourants. unlicensedrestourant services and unlicensed restaurants ore included in this industry

TABLE 2. Balance sheet profile for incorporated bustnesses only, 1987
Nova Scotis. Unlicensed Restourants (lneluding Orive-Ins) (SIC 9212)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upoer midde 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (No.) Lomsales value ( $\$ 000{ }^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | 18 $(1)$ $(1)$ | -- | -. | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | - | -- | -- |  |  |
| Accounts and notes recuivable | 4 | - | - | -- |  |
| Inventory | - |  | -- | - | -- |
| Other curcent asseta | 21 |  | -- | - | -- |
| Total curient assets | 24 | -- | - | - | -- |
| Fixed essets | 78 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 12 | -- | -- | -- | -- |
| Other essets | 12 | -- | -- | -- | - |
| Totsl sesete | 113 | - | ** | -- | - |
| Liebllities and equity or |  |  |  |  |  |
| Current laans Comer current lisbilities | 39 | -- | -- | -- | -- |
| Other current iosbilities | 37 46 | -- | -- | -- | -- |
| Mortgages payable |  | -- | -- | -- | - |
| Long term debt | 12 | - | - | -- | -- |
| Other liabilities | 44 | -- | -- | -- | -- |
| Total liabilities | 101 | -- | - | -- | - |
| Total equity | 12 | - | -- | -- | - |

(1) These estimetes are based on sample of businesses reporiting sales detween 525.000 and $\$ 2.000 .000$

See Table ifor symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotis, Unlicensed Resteurents (including orive-ins) (SIC 2212)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | Upper middle $25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's) | 18 $(1)$ $(1)$ | -- |  | -- |  |
|  | Averege |  |  |  |  |
| Liquidity retio Current satio (times) | 0.5 | -- | - | -- | -- |
| Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times) | $\begin{aligned} & 8.3 \\ & 1.5 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everoge of potios for ebch business in the group end cannot be celculated from the figures shown in isble 2 .
(2) These estimetes ere besed on semple of businesses reporting sales between $\$ 25,000$ end $52,000,000$.

See lable ifor smbols and notes.

Definitiont:

1. Liquidity retio:

Current $=$ cuprent assets / current liabilities.
2. Leverage fetios:
a) DeDtequity $=$ total lisoilities $/$ equity
b) Debt ratio = iotal iobilities/toral assers
c) inseres: coversge : net profit - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotis. Unlicensed Restaurants (Including Drive-Ins) (Sic 9212)

|  | Toraill) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uofer $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOE } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $8000^{\prime}$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{array}{r} 8 \\ (1)^{8} \\ (1) \end{array}$ |  | -- |  | -- |
|  |  |  | erage $1 \$ 000$ |  |  |
| Operating ectivities Csh from operstions Depreciation Dther | $\begin{array}{r} 4 \\ 19 \\ -16 \end{array}$ | -- | -- | -- | -- |
| Dividends | -2 | - | -- | - | -- |
| Investment ectivities <br> Dispossi of fixed assets <br> Purchase of 1 ixed asseis <br> Increase in investment <br> Decrease in investment | 2 -23 - | -- | -- | -- | -- |
| Finsncing activities <br> lncrease in long term debe <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shapeholders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in couity <br> Other | $\begin{array}{r} 60 \\ -40 \\ 6 \\ -2 \\ - \\ - \\ - \\ -1 \end{array}$ | $=-$ $=-$ - $=$ $=-$ | -- -- -- -- -- | - - - - - - - | -- <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash equivalents Csin equivalents-geginning of the year Cash tequivalents - End of the yesr | 10 8 18 | =- | -- | -- | -- |

111 These estimates are based on semple of incorporated businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. 5 omple count includes only ihose businesses reporting a statement of chenges.
see table 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC cissaification in ig87
Nova Scotis. Unllcensed Restaurants (Including Drive-Ins) (SIC 2212)

|  |  |  |  | Changes in num with De | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labouf units(i) | Number of businesses | Total payroll $\begin{array}{r}\text { por } \\ (\$ 000 \text { s) }\end{array}$ | Average lobour units(1) | $\begin{array}{r} \text { Newly } y \\ \text { reporting(2) } \end{array}$ | No Ionper redorting(3) |
| 1984 |  |  |  |  |  |
| Tota! | 260 | 22.023 | 2.687 | 42 | 18 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 225 \\ 28 \\ 4 \\ 3 \end{array}$ | $\begin{array}{r} 8.079 \\ 7.140 \\ 8.377 \\ 427 \end{array}$ | $\begin{array}{r} 984 \\ 872 \\ 779 \\ 52 \end{array}$ | $\begin{array}{r} 38 \\ 3 \\ \hline \\ \hline \end{array}$ | $\begin{aligned} & 17 \\ & 1 \\ & \hline \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Torel | 368 | 32,306 | 3.111 | 97 | -.. |
| $\begin{aligned} & \text { lese then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 313 45 7 3 | $\begin{array}{r} 11.153 \\ 12.730 \\ 7.734 \\ 689 \end{array}$ | $\begin{array}{r} 1.175 \\ 1.346 \\ 818 \\ 72 \end{array}$ | 84 11 1 | $\cdots$ $\cdots$ $\cdots$ |

[^53]TABLE 6. Selected operating characteristics of small businesses by sales quartile. i985-i987
Hove Scotia. Unlicensed Restaurents (Including orive-Ins) (Sic 9212)


1985

| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 45 \\ 172.987 \\ 163,735 \\ 9.252 \end{array}$ | -- | -- |
| :---: | :---: | :---: | :---: |
| Businesses reporting e profit (Mo.) | 34 |  |  |
| Average setes 5 | 192.245 | -- | - - |
| Averape expense 5 | 176.523 | - - | - - |
| Average net profit | 15.722 | - - | - |
| Businesses reporting e lese (Mo.) | 11 |  |  |
| Average stes $\$$ | 141.864 | - - | -- |
| Averoge expense \$ | 145.723 | =- | - |
| Average net loss S | -3,859 | - | -- |


| Number of observetions in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average nel profit (loss) 5 | $\begin{array}{r} 133 \\ 200.257 \\ 195.284 \\ 4.973 \end{array}$ | $\begin{array}{r} 53.243 \\ 50.013 \\ 3.230 \end{array}$ | $\begin{array}{r} 102.572 \\ 101.514 \\ 1.058 \end{array}$ | $\begin{array}{r} 219.923 \\ 217.198 \\ 2.725 \end{array}$ | $\begin{array}{r} 425.290 \\ 412.412 \\ 12.878 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (Mo.) | 93 |  |  |  |  |
| Average sales 5 | 188.585 | 53.336 | 105.381 | 189.180 | 406.442 |
| Average expense $\$$ | 175.757 | 46.524 | 98.664 | 174.381 | 383.460 |
| Average net protits | 12.828 | 6.812 | 8.717 | 14.799 | 22.982 |
| Businesses reporting loss (Mo.) | 40 |  |  |  |  |
| Average soles \$ | 219.468 | 53.076 | 99,518 | 249.391 | 475,887 |
| Average expense \$ | 227.323 | 56.309 | 104.611 | 258.240 | 490.130 |
| Averege net loss \$ | -7,855 | $-3.233$ | -5,093 | -8.849 | -14,243 |

1987

| Number of observations in somple <br> Average sales \$ <br> Average expense $\$$ <br> Average net diofit (loss) \$ | $\begin{array}{r} 49 \\ 172.838 \\ 164.857 \\ 7.981 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average expenses <br> Average net profits | $\begin{array}{r} 37 \\ 161.476 \\ 147.586 \\ 13.890 \end{array}$ | -- | -- | -- |
| ```Businese*s reporting lose (Mo.) Average sales$ Average expenses Average net loss?``` | $\begin{array}{r} 12 \\ 303.182 \\ 320.216 \\ -17.034 \end{array}$ | -- | -- | -- |


See Tate 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotis, Take-Dut Food Servlces (SIC 9213)
Toqaili BC:tom Lowe

| Upper | iop |
| ---: | :--- |
| middle $25 \%$ | $25 \%$ |


| Businesses in sample ( $\mathrm{No}$. Low sales value ( $\$ 050{ }^{\prime} \mathrm{s}$ ) High sates value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 47 \\ & (1) \\ & (i) \end{aligned}$ |  | -- |  |  | -- |  |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd I } \\ 25 \% \end{array}$ | Uoper middie 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of ssles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of salos | 45.5 | -- | -- | -- | -- | 90.0 | 50.5 | -* | - | -- | -- |
| Oceupancy expenses | 10.5 | -- | -- | -- | -- | 99.3 | 10.5 | - | -- | - | - |
| Deprecistion | 1.5 | -- | -- |  |  | 75.7 83.2 | 2.0 2.2 | - | -- | -- | - |
|  | 1.8 3.2 | -- | -- | -- | -- | 83.2 | 2.2 4.0 | -- | -- | -- | -- |
| Rent | 3.9 | - | -- | -- | -- | 63.5 | 6.1 | -- | -- | -* | -- |
| Personnel expenses | 21.6 | - | -- | -- | -- | 99.4 | 21.7 | -- | -- | -- | -- |
| Financial expenses | 3.2 | -- | -- | -- | - | 91.7 | 3.5 | -- | -- | -- | -- |
| Interest o bank chorges | 2.6 | -- | -- | -- | -- | 88.0 | 3.2 0.9 | -- | -- | -- | -- |
| Professional fees | 0.6 | -- | - | -- | -- | 67.1 |  | -- | -- | -- | -- |
| Dther expenses | 16.6 | -- | -- | -- | - | 100.0 | 16.6 | -- | -- | -- | -- |
| Profit (loss) | 2.7 | -- | -- | -- | -- | 97.3 | 2.1 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |

## Symbol:

- zero or no observations
-- 100 smell 100 be expressed
not epplicable
- confidentill


## Pootnotes

(1) These estimates ore besed on semple of businesses reporting saies between $\mathbf{\$ 2 5 . 0 0 0} \mathbf{~ e n d ~} \$ 2.000 .000$

121 Value in each ceil. Total weighted expenditur on agen item
(3) Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { Tots weighted seles of businesses reporting this item of expenditure }} \times 100$ for esch quartile

This portion of the qoble perteins only to the businesses reporting the specific expense item. Therefore these ratios are celculeted individualty and the total will not necessarily equal $100 \%$.

## Motes

Dota ore shown by quartiles when st least 13 of the sempled businesses repopt the specific item
Records were ranked in ascending opder according to soles size. Each quertile (i.e. bottom 25\%. lower midde 25\%, otc.) rapretents one querter of the totel numper of businesses. Within esch quartile. the average ratio is presentec. For comperison purposes. the high and low velues of soles shown.

## How to ute the pithes

(1) Locate the appropriote seles range thet is displayed on the two lines entitled "Low sales value" ond "Migh sales volue"
(2) The selected range will indicete the proper quarile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper midol 252 or the 100 25\%.
(3) Deto pertoining to the sulocted sales size range will de in thet quertile.

## Stenderd Industrisl CIEsaificstion Definition (SIC 1980):

SIC 0213 - 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 fooos. ocughnut shops. take-out fish and chips. take-out fried chicken, hot dog stanos. ice crean stands. takerout pizzerias. refreshment booths and prepared food take-out services lexcept cater and mobile food services)

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Move Scotim. Toke-Out food Services (SIC 9213)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upder <br> middle $25 \%$ | TOO 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ S High sales value ( $\$ 000$ s) | 30 $(1)$ $(1)$ | -- | -. | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash |  | -- |  | -- | -- |
| accounts and notes receivable Inventory | - | -- | -- | -- | -- |
| Other current sssets | 17 | -- | -- | -- |  |
| Total current assets | 17 | -- | -- | -- |  |
| Fixed assets | 53 | -- | -- | -- |  |
| Less: sccum. dep. on fixed sasets | - | - | -* | -- | - |
| Other essets | 14 | - | - | -* | -* |
| Totel ussets | 84 | - | =- | -- | -- |
| Liabillies and equitr - |  |  |  |  |  |
| Current loans O (her current isbilities | 6 19 | -- | -- | -- | -- |
| Total current liabilities | 24 | -- | -- | -- | -- |
| Mortgages payable | - | - | -- | -- | -- |
| Long lerm debt | 14 | -* | -- | -- | - |
| Other liabilities | 22 | -- | -- | -- | -- |
| Total liabilities | 61 | - | =- | -- | -- |
| Total equity | 24 | -- | -- | - | - |


See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businasses only, 1987
Move Scotle. Teke-Out Food Services (SIC 9213)

|  | Tot: 12 ) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midd } 25 \% \end{array}$ | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{array}{r} 30 \\ (1) \\ (1) \end{array}$ |  |  | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.7 | -- | -- | -- | -- |
| ```Leverage retios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{aligned} & 2.6 \\ & 1.4 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everge of retios for eseh business in the group and cannot de celculted from the figures shown in leble 2 .

See Ioble 1 for symbels and notes.

## Defluitiont:

1. Liquidity retio:

Current s current assets/current liabilities.
2. Levergege ratios:
a) Debt/equity = toral liabilities / equity.
b) Debt ratio = total fiabilities / toial assets.
c) Interest coverage = net profit interest expense $/$ interest Expense.

TABLE 4. Statement of changes in finencial position for incorporated businesses only, ige7
Nova Scoila, Take-Dut Food Services (\$1c 9213)

|  | Topal11 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer: } \\ & \text { midole } 25: \end{aligned}$ | Lipper middle 25\% | 70\% $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No. Low sales value ( 8000 's! High stiles value ( $\mathrm{Song}^{\circ}$; | $\begin{aligned} & (1)^{9} \\ & (1) \end{aligned}$ | -- |  |  | -- |
|  | Average $1 \$ 000$ 's! |  |  |  |  |
| Operating ectivities Cash from operations Deprecietion Other | $\begin{array}{r} 21 \\ 10 \\ -6 \end{array}$ | --- | -- | -- | -- |
| Dividende | -22 | -- | -- | - | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assers <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 18 \\ -11 \\ -14 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> incresse in long term debt Repayment of long ierm debt <br> Loans from shareholders <br> Repayment of loans iram shareholders <br> Advances \& loans from government <br> Incresse in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 5 \\ -18 \\ 27 \\ -21 \\ - \\ - \\ -1 \end{array}$ | - - - - - - | - <br> - <br> - <br> - <br> - | - - - - - - | - - - - - - - |
| Increeseldecrese) in cosh tequivelents Cash equivelents-beginning of the yest Cush sequivients - End of the year | $\begin{array}{r} -12 \\ 41 \\ 29 \end{array}$ | -- | -- | -- | -- |



See tabl 1 for symbols and notes

TABLE E. Employment changes by size of busimess. 1984-1987 based on SIC citesification fn 1987
Nove Scotle. Take-Out Food Servlens (Sit 9213)


TABLE 6. Selected operating characteristics of mall businesses by sales quartile, 1985-1987
Nove Scotia. Take-Out food Services (SIt 2213)


1985

| Mumber of observations in sample <br> Average sales $\$$ <br> Average exoense $\$$ <br> Averape net Drofit (lose)s | $\begin{array}{r} 46 \\ 175.633 \\ 171.002 \\ 4.631 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average seles $\$$ <br> Averape expense \$ <br> Average net profits | $\begin{array}{r} 33 \\ 188.350 \\ 168.816 \\ 19.534 \end{array}$ |  | -- | -- |
| Susinesses reporting loss (Mo.) <br> Averige soles <br> Aversge expense <br> Average net loss | $\begin{array}{r} 13 \\ 113.353 \\ 138.493 \\ -25.140 \end{array}$ | -- | -- | -- |

1986

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 138 \\ 125.187 \\ 121.469 \\ 3.718 \end{array}$ | $\begin{array}{r} 35.150 \\ 34.336 \\ 824 \end{array}$ | $\begin{array}{r} 65.887 \\ 83.446 \\ 2.441 \end{array}$ | $\begin{array}{r} 113.553 \\ 109.444 \\ 4.109 \end{array}$ | $\begin{array}{r} 286.149 \\ 278.648 \\ 7.501 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting a profit (Mo.) <br> Averoge sales \$ <br> Averoge expenses <br> Average net profit | $\begin{array}{r} 101 \\ 129.314 \\ 119.057 \\ 10.257 \end{array}$ | $\begin{array}{r} 40.932 \\ 31.543 \\ 9.389 \end{array}$ | $\begin{array}{r} 65.313 \\ 60.874 \\ 5.439 \end{array}$ | $\begin{array}{r} 120.112 \\ 107.159 \\ 12.961 \end{array}$ | $\begin{array}{r} 289.899 \\ 276.550 \\ 13.239 \end{array}$ |
| Ousinesses reporting loss (Mo.) <br> Aver age sules \$ <br> Aversge expense \$ <br> Averspe net loss | $\begin{array}{r} 37 \\ 121.031 \\ 124.324 \\ -3.893 \end{array}$ | $\begin{aligned} & 33,500 \\ & 35,139 \\ & -1.639 \end{aligned}$ | $\begin{aligned} & 64.761 \\ & 70.248 \\ & -5.487 \end{aligned}$ | $\begin{array}{r} 107.345 \\ 111.613 \\ -4.288 \end{array}$ | $\begin{array}{r} 278.517 \\ 282.695 \\ -4.178 \end{array}$ |
|  |  |  | 1987 |  |  |
| Mumber of observetions in sample <br> Average sales \$ <br> Aver me expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 83 \\ 173.270 \\ 168.861 \\ 4.409 \end{array}$ | $\begin{array}{r} 39.419 \\ 39.057 \\ 352 \end{array}$ | $\begin{array}{r} 89.873 \\ 89.006 \\ 867 \end{array}$ | $\begin{array}{r} 161.655 \\ 152.945 \\ 8.710 \end{array}$ | $\begin{array}{r} 410.132 \\ 402.435 \\ 7.697 \end{array}$ |
| Businesees reporting profit (Mo.) <br> Average sales \$ <br> Average expenses <br> Avernes net profit | $\begin{array}{r} 55 \\ 178.284 \\ 965.745 \\ 12.539 \end{array}$ | $\begin{array}{r} 39.425 \\ 30.973 \\ 8.453 \end{array}$ | $\begin{array}{r} 93.460 \\ 87.453 \\ 5.007 \end{array}$ | $\begin{array}{r} 156.341 \\ 143.970 \\ 12.371 \end{array}$ | $\begin{array}{r} 423.908 \\ 400.585 \\ 23.323 \end{array}$ |
| Busineses reporting loes (Mo.) <br> Average sales <br> Average expenses <br> Average net loss s | $\begin{array}{r} 28 \\ 989.583 \\ 177.855 \\ -8.272 \end{array}$ | $\begin{aligned} & 39.416 \\ & 41.982 \\ & -2.566 \end{aligned}$ | $\begin{aligned} & 66.423 \\ & 72.409 \\ & -5.986 \end{aligned}$ | $\begin{array}{r} 184.547 \\ 191.614 \\ -9.067 \end{array}$ | $\begin{array}{r} 387.946 \\ 105.414 \\ -17.458 \end{array}$ |

[^54]See Table 1 for symbols and notes

TABLE 1. Selected operating retios. in percent of sales, 1987
Nove Scotia, Caterers (SIC 9214)

|  | Total(1) |  | Bottom 25\% |  | midde ${ }^{\text {bome: }}$ |  | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \% \end{aligned}$ |  |  | To\%$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) Migh sales value ( $\$ 000$ 's) |  | $\begin{array}{r} 13 \\ 11 \\ 11 \end{array}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midoie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toral | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middte } \\ & 25 \% \end{aligned}$ | Uoder <br> middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 61.2 | =- | -- | -- | -* | 100.0 | 61.2 | -- | -- | -- | -- |
| Decupaney expenses | 6.8 | -- | -- | -- | -- | 91.9 | 7.4 | -- | -- | - | -- |
| Depreciation | 1.8 | -- | -- | -- | -- | 62.7 | 2.9 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.8 | -- | -- | -- | -- | 72.0 | 1.1 | -- | -- | -- | -- |
| Hest, light 8 telephone | 1.9 | -- | - | - | -- | 58.9 | 3.3 | - | -- | - | -- |
| Rent | 2.2 | -- | -- | -- | -- | 22.5 | 9.9 | - | -- | -- | - |
| Personnel expenses | 15.9 | -- | -- | - | -- | 91.9 | 17.3 | - | -- | -- | -- |
| Financial expenses | 1.5 | - | - | =- | -- | 100.0 | 9.5 | -- | -- | -- | -- |
| Interest \& bank charges Professional fees | 1.1 0.4 | - | - | -- | -- | 64.3 81.8 | 1.8 0.4 | -- | -- | -- | -- |
| Other expenses | 8.9 | -- | -- | - | -- | 100.0 | 8.8 | -- | -- | -- | -- |
| Profit (loss) | 5.7 | - | -- | -- | -- | 100.0 | 5.7 | - | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -* | 100.0 |  | -- | - | -- | - |

Syebol:

- zero or no observetions
- too smatl too be expressed
... not epplicabl
$\times \quad$ confidentiol


## Feotnetes

(1) These estinates bre besed on sample of businesses ruporting seles between 825,000 snd $82,000,000$
2) Value Total weighted expenditure on given item

```
Ihis portion of the table pepteins only to the businesses reporting the specific expense item. Therefore these petios are celculated individually and the 10 tsil will not necessarily equsl \(100 \%\)
```


## Motes

Data are shown by quertiles when st least 13 of the sampled businesses report the specific item.
 one quartar of the 101 al number of businesses. Within each quartile. the aver age ratio is presented. For comparison purposes, the high and low vilues of seles er shown.

## now to use the tebles

Ill bocse the approprist seles pange thet is displayed on the two lines entitled tow seles velue" and okigh selus vilue
121 The selected range will indicete the proper quertile. i. the bottom 25s. the lower nidde 25z, the upper midde 25\% of the top 25 z.
(3) Dets pertsining to the selected sales sise ringe will be in thet quertile.

Stenderd Induserisl Cleseificetien Definition (SIC 1B80):

[^55]TABLE 2. Baiance sheet profile for incorporated businesses only. 1987
Nove Scotis, Ceterers (SIC 9214)

|  | Toial(1) | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lome! } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) Migh sales value (\$000's) | $(11)^{5}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash | = |  | -- | -- | -- |
| Accounts and notes receivable Inveniory | - | -- | -- | -- | -- |
| Other cutrent assete | 19 | -- | -- | -- | -- |
| Total current assets | 19 | -- | -- | -- | -- |
| Fixed assets | 29 | -- | -- | -- | -- |
| Less: Accum. dep. on lixed asseis | - | - | - | - | -- |
| Other assets | 2 | -- | - | -- | -- |
| Totel essets | 50 | -- | -- | - | -- |
| Lisbillties and equity |  |  |  |  |  |
| Current losms | 16 | -- | -- | -- | -- |
| Opher curtent liabilities | 16 | -- | -- | -- | -- |
| Total current listilities | 24 | -- | -- | -- | -- |
| Morigages payable | - | -- | -- | - | -- |
| Long tepm deb? | 22 | -- | $\cdots$ | -- | -- |
| Other liabilities | 22 | - | -- | -- | - |
| Total liabilities | 46 | -- | -- | - | - |
| Total equitr | 5 | -- | -- | -- | -- |

(1) These estimetes are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$.

Sen Table 1 for symbols and notes

TABLE 3. Financiai retios(1) for incorporeted businesses only. 1987
Nova Scotis. Caterers (SIC 9214)

(II The fetios represent the everege of retios for each business in the group and connot be celculated from she figures shown in toble 2 .
(2) Thesp estimetes ore based on striple of businesses raporting stits between $\$ 25,000$ and $\$ 2.000,000$.

See Table i for symbols and notes.

## Definitions:

1. Liquidity relio:

Currens : Current assets / current liabilities.
2. tever age retios:

- Debr fequity $=$ toial liabilities / equity
b) Debr eatio = total liabilities / total assets
c) Interest coverege $=$ nei profit $+i n t e r$ est expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nove Scotia, Caterers (SIC g214)

 only those businesses reporiing a sistemen: of changes
See Toble 1 for symbols eno notes.

TABLE 5. Employment changes by size of business, 1884-1987 based on sic classification in ige7
Nove Scotie, Ceterers (SIC 9214)


[11 werage labour units are calculaisd by dividing total payroll by the bver age annul wage and salary pate as reporied in the Survey of Employment. Payroll and Hours. Statistics Canade. Catalogue 72-002. An average labour unit could be interpreted as a $\{u \mid 1-q$ ine mployee. Note that the pusiness size groups used are determined ot the cancodo lovel. Thus if eusiness has at least 500 employees in Cansde as mhole but less than thet number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporting no poyroll deductions in the previous year
(3) Refers to businesses reporting no paytoll deductions in the following year

[^56]TABLE 6. Selected operating charecteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Caterers (S1C 9214)


| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net piofit \{loss\} $\$$ | $\begin{array}{r} 29 \\ 144.499 \\ 126.319 \\ 18.180 \end{array}$ |
| :---: | :---: |
| Businesses reporting proflt (Mo.) | 22 |
| Average sales \$ | 164.979 |
| Average expense $\$$ | 137.250 |
| Aversoge net profit \$ | 27.729 |
| Businesses reporting logs (Mo.) |  |
| Average sales \$ | 120.452 |
| Averoge expense \$ | 123.255 |
| Aversoge net loss \$ | -2.803 |

1986

| Mumber of obsepvations in sample <br> Aversge sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 39 \\ 136.465 \\ 130.325 \\ 6.140 \end{array}$ |
| :---: | :---: |
| Buginesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average expenses <br> Average net profits | $\begin{array}{r} 21 \\ 159.924 \\ 149.361 \\ 10.563 \end{array}$ |
| Businestes reporting lose (Mo.) <br> Aver ige sales 5 <br> Average expense 5 <br> Aversog net loss s | $\begin{array}{r} 11 \\ 207.112 \\ 211.335 \\ -4.223 \end{array}$ |

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Taverns. Bars and Nighe Clubs (Sic s221)

| Total( 9 Botrom | Lower | Upper | To |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | miode $25 \%$ | $25 \%$ |



| Selected exporse tem | Industey average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper midd 1 $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 31.1 | -- | - | -- | -- | 100.0 | 31.1 | - | - | -* | -- |
| Occupmey expenses | 12.5 | - | =- | - | -- | 100.0 | 12.5 | - | - | -- | - |
| Cepreciotion | 3.8 | -- | -- | -- | -- | 79.8 | 4.7 | -- | -- | -- | -- |
| Repairs o maintenance | 2.2 | -- | -- | -- | -- | 85.4 | 2.6 | -- | -- | -- | -- |
| heat. light \& telephore | 3. 3 | -- | -- | -- | -- | 100.0 35.3 | 3.3 9.2 | -- | -- | -- | -- |
| Rent | 3.2 | -- | -- | -- | -- | 35.3 | 9.2 | -. | -- | -- | -- |
| Personnel expenses | 26.0 | -- | - | -- | -- | 100.0 | 26.0 | -- | - | -- | -- |
| Financial expenses | 5.0 | -- | -- | -- | - | 97.5 | 5.1 | -- | -- | -- | -- |
| interest \& bank charges | 4.2 | -- | -- | - | -- | 93.0 | 4.5 | -- | -- | -- | -- |
| Professional fees | 0.8 | -- | -- | -- | -- | 85.4 | 1.0 | -- | -- | -- | - |
| Other expenses | 27.8 | -- | -- | - | -- | 100.0 | 27.8 | -- | - | -- | -- |
| Profir (loss) | -2.5 | -* | -- | -- | -- | 86.1 | -2.9 | - | =- | -- | $=$ |
| Tote 1 | 100.0 | -- | - | -- | -- | 100.0 |  | -- | - | -- | - |

Symbol:
zero or no ooservations

- 100 smari 100 de expressed
. nor spplicabl
$\times$ confideniial


## cotnotes

(11 Thes estimstes ere besed on semple of ousinesses reporqing sales between $\mathbf{3 2 5} .000$ and $32.000,000$
21 lotal weighsed expenditure on given item
(3) value in ecch zeli $=\frac{\text { Topal wighted expenditure on given ifem }}{\text { Total weighted soles of businesses reporting inis item of expenditure }}$ for fortile

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

## Motes

Data are shown oy quertiles when at least 13 of the sampled businesses pepopt the specific item
 one quBrter of the totel number of businesses. Nithin each quertile, the average patio is presented. For compsison purposes, the high and low values of sales bre shown

## how to use the teoles

ItI locate the sppropriet seles range thet is displeyed on the two lines entitleg low sel es vilue" end ehigh sel es velue
121 The selected range will indicate the proper quartile. i. ©. the botion 25z. the lower midd 25y. she upper midde 25\% or the fop $25 x$
13) Dato pertaining to the sticted stales size pange will de in thet quartile

## Stenderd Industris! CIessificstion Definition (SIC 1580):

SIC 8221 - Taverns, Bars and Night Clubt
Businesses primarily engoged in selling elcoholic bevereges for consumprion on the premises. Food may be sold as secondery activity
 in inls inoustiry.

TABLE 2. Balance sheet profile for incorporsted businesses only, 1987
Nove Scotim, Taverns, Bars and Night Clubs (SIC 9221)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe r $\text { middle } 25 \%$ | Uoder midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales value ( 5000 's) High soles value ( 8000 's) | (1) | -- |  |  | -- |
|  | Aversge (\$000's) |  |  |  |  |
| Aseets - - - - . |  |  |  |  |  |
| Cash Accounts and notes peceivable | 1 | -- | -- | -- | - |
| Inventory | 1 | -- | -- | -- | -- |
| Other current assets | 49 | -- | -- | -- |  |
| Total current assets | 50 | -- | - | -- | -- |
| Fixed assets | 177 | -- | -- | -- | -- |
| Less: Accum. deo. on fixod assets | - | -- | - | - | -- |
| Other assets | 48 | - | - | - | -- |
| Total lesets | 275 | - | - | -- | -- |
| Liabilities and equisy |  |  |  |  |  |
| Current loans liabilities | 15 70 | -- | -- | -- | -- |
| Totsl eurrent liobilities | 85 | $=$ | -- | -- | -- |
| Mortgages payable | - | = | -- | -- | -- |
| Long term debe | 14 | "- | -- | - | - |
| Other lisbilities | 151 | -- | -- | -- | -- |
| Total liabilities | 245 | -- | - | =- | - |
| Total equity | 25 | -- | -- | -- | - |

19 These estimetes besto on sanple of Dusinesses reporting seles deiween $\$ 25,000$ end $\$ 2,000,000$
Sec iable 1 for symbols and notes.

TABLE 3. Financtal ratios(1) for incorporated businesses only. 1987
Nova Scotia. Taverne, Bars and Night Clubs (SIC g221)


(1) The retios represent the eversge of retios for each business in the group and cannot be calculated from the figures shown in fable 2 . 121 These esilmes epe beged on semple of businesses reporting seles butween 825.000 and $82.000,000$.

See rable ifor symbols and notes.

## Definitions:

1. Liquidity fetio:

Current a current esseis / cupront liobilities.
2. Leverage ratios:
al Dede/equity $=$ qotal liabiliqies / equiqy
D) DeDt ratio = total liabilities/rotel assess
c) Interest coverage $=$ nei profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Nova Scotia. Taverns, Bars and Night Ciubs (SIC 9221)

| Totalli; Bottom upper | lowe: | midole $25 \%$ | miodle $25 \%$ |
| ---: | ---: | ---: | ---: |


| Businesses in samole (NO.) Low sales value (\$000's) Mign sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 15 \\ & \{1\} \\ & (1) \end{aligned}$ | -- |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Average (\$000's) |  |  |
| Opersting activities Cash from operations Depreciation Dther | $\begin{array}{r} 6 \\ 17 \\ 17 \end{array}$ | -- | -- | -- | -- |
| Dividends | -3 | -- | - | -- |  |
| Investment merivities <br> Disposal of fixed asseis <br> Purchase of fixed assets <br> lncresse in investment <br> Decresse in investment | $\begin{array}{r}17 \\ -44 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Redayment of long term debt <br> Loans from sharehol ders <br> Regayment of loans from sharcholders <br> Advances \& loans from government <br> Increase in equity <br> Decresse in equity <br> Other | 22 -17 3 -12 - - -3 | -- -- -- -- -- | - <br> - <br> - <br> - <br> - <br> -- | - <br> - <br> - <br> - <br> - <br> - <br> - | - - - - - -- -- |
| Increase(decrease) in cash s equivalents Cash s equivelents-Beginning of the year Cash \& equivalents - End of the yeer | 1 -5 -1 | -- | -- | -- | -- |

111 ihese estimies are based on semple of incorporated businesses reporting sales between 325,000 and $\mathbf{3 2 . 0 0 0 , 0 0 0 \text { . Somple count includes }}$
only those businesses ieporting sterement of changes.
see iable ifor symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on sic classification in is87
Nova Scotis, Taverns, Bars and Night Ciubs (SIC g221)

| Business size expressed in eversge labout units(1) |  |  |  | Chsnges in number of businesses with paid emplayees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses | Totel $\begin{gathered}\text { payroll } \\ (\$ 000 \text { s) }\end{gathered}$ | Averoge lobour units(1) | Newly reporting(2) | No longer redorting (3) |
| 1984 |  |  |  |  |  |
| Total | 101 | 9.086 | 1.095 | 14 | 18 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-49 \\ & 500 \text { and over } \end{aligned}$ | 84 17 - - | $\begin{aligned} & 4.276 \\ & 4.810 \end{aligned}$ | $\begin{array}{r}512 \\ 583 \\ \hline\end{array}$ | $\begin{array}{r}12 \\ 2 \\ \hline\end{array}$ | $1 ?$ |
| 1587 |  |  |  |  |  |
| Totel | 128 | 11.728 | 1.228 | 21 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}110 \\ 18 \\ \hline\end{array}$ | $\begin{array}{r} 7.203 \\ 4,525 \end{array}$ | $\begin{array}{r}755 \\ 473 \\ - \\ \hline\end{array}$ | 16 5 - | . |

(11) Average labour units are calculated by dividing toial payroll by the average annubl wage ond salary rate as feported in the

full-time amployee. Note that the dusiness size groups used are determined of the Censda avel. Thus if business has ot lees? 500 employees in Canads as whol but less than that number in any given piovince it is shown in the 500 and over group
121 Refers to businesses reporting no payrall deductions in the previous year.
131 Refers 10 Dusinesses reporting no payroll deductions in the following year
"Mewly reporqing" aro "no longer peporting" businesses are assumed to nave been in activity for six months and the information is eojusieo accordingly
see toble ifor symools and noles

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. $1985-1987$ Nova Scotia, Taverns, Bors and Night Ciubs (SIC 9221)



| Number of observations in semple <br> Average soles $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | 49 491.914 470.240 21.674 |
| :---: | :---: |
| Businesses reporting profit (Mo.) | 29 |
| Aversge sales \$ | 472.330 |
| Average exoense ${ }^{\text {a }}$ | 460.159 |
| Average net profit \$ | 32,171 |
| Businesses reporting a loss (Mo.) | 20 |
| Average sales \$ | 506.763 |
| Average expense \$ | 539.482 |
| Averege net loss $\$$ | -32.719 |

1987

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> average net profit (loss) g | $\begin{array}{r} 39 \\ 405.870 \\ 408.745 \\ -2.875 \end{array}$ |
| :---: | :---: |
| Businesses roporting proflt (Mo.) | 24 |
| Average sales \$ | 411.249 |
| Average expense $\$$ | 391.393 |
| Average net profits | 19.856 |
| Busimuses reporting elose (No.) | 15 |
| Aversge soles ${ }^{\text {a }}$ | 477.173 |
| Average expense $\$$ | 511.853 |
| Averape net loss $\$$ | -34.680 |

(11) These estimates are dased on sempl of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See toble ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia. Entertainment Production Companies and Artists (SIC 9631)

| Totall1 | Botiom | Lower | UDDer | Tof |
| :--- | ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | midde $25 \%$ | $25 \%$ |


| Businesses in samole (Ko.) Low sales value 13000 s ) High sales valua ( $8000^{\prime}$ s) | $\left\{\begin{array}{r} ? \\ 1 \\ 1 \end{array}\right\}$ |  |  |  | -- |  | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses oniy (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middie } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { bower } \\ \text { midd fe } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | - | -- | -- | -- | -- | - | - | -* | - | -* | - |
| Occupancy expenses | 11.0 | -- | - | -- | -- | 100.0 | 11.0 | -- | -- | -* | -- |
| Deprecistion | 4.4 | -- | - | -. | -- | 96.1 | 4.6 | -- | -- | -- | -- |
| Repairs \% maintenance | 0.9 | -- | -- | -- | -- | 71.8 | 1.3 | -- | -- | -- | -- |
| Kest. light \& telephone | 1.0 | -- | -. | -- | -- | 67.9 | 1.4 | -- | -- | -. | -- |
| Rent |  | -- | -- |  | -- | 96.1 | 4.9 | -- | -- | -- | -- |
| Personnel expenses | 14.6 | -- | -- | -- | -- | 100.0 | 14.6 | -- | -- | - | -- |
| Finencial expenses | 10.4 | -- | -- | -- | -- | 100.0 | 10.4 | = | -- | -- | -- |
| Interest 8 bank charges | 0.6 9.7 | -- | -- | -- | - | 45.9 98.1 | 1.3 10.1 | -- | - | -- | -- |
| Other expenses | 32.7 | -- | -- | -- | -- | 100.0 | 32.7 | =- | -- | - | -- |
| Profit (lose ) | 31.4 | -- | -- | -- | - - | 100.0 | 31.4 | =- | -- | - | -- |
| Totel | 100.0 | -- | -- | - | - | 100.0 |  | =- | -- | -- | - |

## Sybole

zero or no observations
-- ioo small too be expressed
not applicsble
$\times$ confidentis

## Fontnotes

 Totel weighted expenditure on piven item
(2) Yalue in each cell = $\overline{\text { a }} \times 100$ for each Quertile

This portion of the table pertains only to the businesses poporing the specific expense isen. Therefore these ratios are celculsted individually ond the totai will not necessarily equal $100 \%$

## Notes

Ota are shown by quertiles when at least 13 of the smpled ousinesses report the specific iten.
Recoros were penked im escending order according to seles size. Ench quertile li. e. bottom 25\%, lower midde 25\%, ©tc.l represents on quarter of the total number of businesses. Within esch quertile, the wyepe ratio is presented. for comparison pupposes. the high and low vilues of sales are shom

## How to use the tebles

11) Locste the appropriste seles renge thet is digplayed on the two lines entifled tow sates value and anigh sales velue
(2) The selected range will indicete the proper quertile. i. e. the botton 25z, the lower miode 25\%. the upper midd $25 y$ or the sop 258
(3) Dets pertaining to the selected seles size ronpe will be in thet quertile.

## Stenderd Industrial Classificetion Definition (SIC 1980):

SIC 1831 - Entertminment Production Companies end Artiste



 theatre companies theatre production agencies. theatrical promotion agencios and own-account vocalists are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotia, Entertalnment Production Companles and Artists (SIC 9631)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& Total! 1 ) \& $$
\begin{array}{r}
\text { Bottam } \\
25 \%
\end{array}
$$ \& Lower midale $25 \%$ \& Upper
$$
\text { middle } 25 \%
$$ \& $$
\begin{aligned}
& \text { Top } \\
& 25^{\circ}
\end{aligned}
$$ <br>
\hline Businesses in samole (Mo.) Lam sales value ( $\$ 000^{\prime} \mathrm{s}$ ) Migh sales vilue ( $5000^{\prime}$ s) \& $\left(\begin{array}{l}3 \\ 11\end{array}\right.$ \& -- \& -- \& -- \& -- <br>
\hline \& \multicolumn{5}{|c|}{Average (\$000's)} <br>
\hline \multicolumn{6}{|l|}{Asets} <br>
\hline Cash Aecounts and notes peenivabl \& $x$

$x$ \& -- \& -- \& -- \& -- <br>
\hline Accounts and notes peceivable Inventary \& $\stackrel{x}{x}$ \& -- \& -- \& -- \& -- <br>
\hline Other current essets \& x \& - \& -- \& -- \& -- <br>
\hline Total current ossets \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Fixed assets \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Less: Accum. dep. on fixed assets \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Other essets \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Totel essets \& $x$ \& - \& -- \& =- \& -- <br>
\hline \multicolumn{6}{|l|}{Lisbillties and equity} <br>
\hline Current loans liabilities \& $x$
$\times$
$\times$ \& -- \& -- \& -- \& -- <br>
\hline Totel current liabilities \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Martgages payable \& $x$ \& -- \& -- \& -- \& -- <br>
\hline long term debt \& $x$ \& -- \& -* \& -- \& -- <br>
\hline Other liabilities \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Total liabilities \& $x$ \& -- \& -- \& -- \& -- <br>
\hline Totel equity \& X \& -- \& -- \& -- \& - <br>
\hline
\end{tabular}

11 These estinstes berec on sample of businesses reporting sal bs been $\$ 25,000$ and $\$ 2.000 .000$
See iade i for symbols one nores.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotia, Entertainment Production Companies and Artists (Sic 9s31)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe I $\text { midd } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High seles volue ( $5000^{\circ}$ s) | $(1)^{3}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.7 | -- | -- | - | - |
| Leversge retios ```Oebt/cquity retio (times) Interes: coverage ratio (times) Debt retio (times)``` | -6.3 1.2 | -- | -- | -- | =- |

118 The ratios represent the evarage of ratios for each business in the group and connot be calculeted from the figur es shown in table 2 .
(2) Thtse esimetes tre besed on semple of businesses reporting seles between $\$ 25,000$ end $\$ 2,000,000$.

## See Tabl i for symbols and notes

## Definitions:

1. Llquidity retio:

Current z current assees / current lisbilities
2. leverige retios
a) Debifeacity $=$ toial lisbilities / equity
b) Dedt etio = sotal liabilities / rotal assets
c) Interest coverage $=$ net profit interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nova Scotia, Entertainment Production Companies and Artists (Sic 9631)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { riode } 25 \%$ | UDDe? <br> middle 25\% | To: 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) bow sales value i\$000'si Higt: sales value is0C0's! | $(1)^{1}$ | -- | -- | -- | -- |
|  |  |  | verage 15000 |  |  |
| Operating ectivities Cash from operations Dedreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increese in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivisies <br> increase in long term debt <br> Aepayment of long perm debt <br> Loens from sharoholders <br> Repayment of loans from shareholders <br> Acvances \& loans trom government <br> Increase in ecuity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | $-\infty$ -- -- -- -- -- | -- | -- |
| Incresse(decroses) in cash sequivalents Cash equivalents-Beginning of the year Cash squivalents - End of the reap | X $\times$ $X$ | -- | -- | -- | - |


See ioble for symbols and notes
 Nova Scotia. Thestrical Other Staged Entertaiment Services (Sic 953)

|  |  |  |  | Changes in number of businesses with deid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averoge lobour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer raporing(3) |


| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 37 | 513 | 55 | 16 | 6 |
| less than 20 | 37 | 913 | 55 | 14 | 6 |
| $20-99$ | - | 913 |  | 11 | - |
| $100-499$ | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Totel | 35 | 1.169 | 55 | 7 | . |
| less than 20 | 34 | K | 50 | 7 | . |
| $20-99$ | 1 | $\times$ | 6 | - | . |
| $100-489$ | - | - | - | - | . |
| 500 and over | - | - | - | - |  |

(1) aver age fabour units are calculated by dividing total paypoll by the overage annul wage and salary rate as reported in the

Survey of Employment. Payroll ond Hours. Statistics Canada. Catalogue 72-002. An average labour unis could be interpreted as a
full-time molover. Note thet the business size groups used ore dererminod at the Canada lovel. Thus if ausiness hes ot leas?
500 employees in Canode os owhole but less than shat number in any given province it is shown in the 500 and over group.
(2) Refers to Dusinesses reporting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the tollowing year
"Newly ceporting" and "no longer reporting" businesses are assumed to have been in activity for six manths and the information is
oojusted accordingly
Set Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of gmill businesses by sales quartile. 1985-1987
Nova Scotis. Entertainment Production Companies and Artists (SIC 9531)


1985

| Mumber of observations in sample <br> Average sales \$ <br> Average expenses <br> Average net profit (loss) $\$$ | 5 90.412 85.194 4.218 |
| :---: | :---: |
| Businesses raporting profit (Mo.) | 4 |
| Average sales \$ | 103.040 |
| Average expense \$ | 36.599 |
| Averape net profits | 6.441 |
| Busimesses reporting loss (Mo.) | 1 |
| Aversge soles \$ | 52.527 |
| Average exomse $\$$ | 54.580 |
| Average net loss 5 | -2.453 |

1986

| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 8 \\ 88.758 \\ 73.754 \\ 14.994 \end{array}$ |
| :---: | :---: |
| Businesses roporting a profit (Mo.) | 7 |
| Average sales \$ | 85.765 |
| Average expense $\$$ | 68.19 |
| Average net profit \$ | 17.646 |
| Busimesses raporting loss (Mo.) | 1 |
| Aversge sslas 8 | 134.064 |
| Average expense 8 | 154.258 |
| Average not loss | -20.194 |

1987

| Mumber of observations in semple <br> Average soles 5 <br> Average expense $\$$ <br> Averoge net Drofit (loss) $\$$ | $\begin{array}{r} 9 \\ 113.938 \\ 110.169 \\ 3.769 \end{array}$ |
| :---: | :---: |
| Susinesses reporting profis (Mo.) | 5 |
| Average sties \$ | 139.404 |
| Average expense \$ | 123.288 |
| Average nel profit | 16,116 |
| Busimesses reporting e lase (Mo.) | 176.24 |
| Average sales | 176.243 |
| Average expense \$ | 189,378 |
| Average net loss \$ | -13,135 |

[^57]TABLE 1. Selected opersting ratios. in percent of sales, 1987
Nove Scetit. Sports and Recreation Clubs and Services (SIC 965)

| Totali(1) Bottom | Lower | Uoper | middep $25 \%$ |
| ---: | ---: | ---: | ---: |



| Solected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { raporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & \hline \end{aligned}$ |
|  | Percent of salcs |  |  |  |  |  | Peicent of soles |  |  |  |  |
| Coss of sales | 19.8 | -- | - | -- | -- | 18.5 | 22.4 | -- | -- | -- | -- |
| Dccupency expenses | 29.3 | -- | - | -- | $\cdots$ | 97.6 | 30.0 | - | -- | -- | - |
| Deprecition | 5.4 | -- | - | -- | -- | 97.6 | 5.6 | - | -* | - |  |
| Repairs 8 meintenance | 2.6 | -- | - | -- | -- | 91.9 | 2.9 | - | -- | -- |  |
| Heat. light \& tolephone | 7.3 | -- | - | -- | -- | 91.9 | 7.9 | - | -- | -- | - |
| Rent | 14.0 | -- | -- | -- | -- | 76.1 | 18.4 | - | -- | -- | -- |
| Personnel expenses | 17.4 | -- | -- | =* | $\cdots$ | 100.0 | 17.4 | - | -- | -- | -- |
| Finencial expenses | 1.7 | -- | $\cdots$ | - | ** | 84.2 | 2.1 | - | -- | - | -- |
| interest 8 bank charges | 1.6 | - | -- | - | -- | 84.2 | 1.9 | -- | -- | -- |  |
| Professionat teas | 0.2 | -- | -- | -- | -- | 81.8 | 0.2 | -* | -- | - |  |
| Other expenses | 32.0 | -- | -- | - | -- | 100.0 | 32.0 | -- | -- | - | $\cdots$ |
| Profit (ioss) | -0.3 | -- | - | =- | -- | 100.0 | -0.3 | -- | -- | -- | - |
| Total | 100.0 | -- | - | -- | - | 100.0 |  | - | -- | - | - |

Symbol:

- zero or no odservarions
- too small too de expressed
not spplicaole
- confidentisl


## footnotes

111 These estimetes besed on sumple of businesses reporing seles detwen $\$ 25,000$ and $\$ 2,000.000$ iotsl weighted expendilure on given item

3) Walue in eech cull = Total weighted expenditufe on given item

This portion of the sable dertoins oniy 10 the businesses reporting the specific expense item. Therefore these retios tere culated individualty ano the total will not necessarily equal 100\%.

## Motes

Dete are shown by quertiles when at last 13 of the sempled businesses peport the specific item
necords were renked in escending order according to sales size. Esch quarpile li. bottom 25z, lower midde 25\%. Etc. represents one quarter of the cotal number of businesses. Within each quertile, the guerage ratio is presented. for compar ison purposes. the high and low values of seles art shown.

## How to uet the sebles


121 The selectod renge will indicete the proper quertile. i.e. the botton 25\%, the lower niddle 25z, the upper nidde 255 or the top 25\%
13) Dat perteining to the selvcted sales size renge will be in thet quertile.

Sponderd Induetrisl Clamifiestion Definition (51C 1880):

[^58]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia. Sports and Recreation Clubs and Services (SiE 955)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { miode } 25 \% \end{aligned}$ | $\begin{aligned} & \text { UoDer } \\ & \text { midole } 25 \text { : } \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | (1) ${ }^{4}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | x | - | - | -- |  |
| Accounts and notes receivable Inventory | $x$ $x$ | -- | -- | -- | -- |
| Other current assets | $x$ | -- | -- | -- | -- |
| Total current assets | $x$ | -- | -- | -- | -- |
| Fixed assets | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | $\cdots$ | -- | -- |
| Othe assets | $x$ | -. | -* | -- | -- |
| Totel ansets | $x$ | - | - | -* | - |
| Liebilities and equity |  |  |  |  |  |
| Other current liabilities | x | - | -- | -- | -- |
| Totol current liabilities | x | $\cdots$ | -- | -- | -- |
| Mortgages Dayable | $x$ | - | -- | -- | -- |
| Long tepm debt | $x$ <br> $\times$ | -- | -- | -- | -- |
| Other liabilities | X | - | -- | -- | -- |
| Total liabilitiss | $x$ | - | - | - | -- |
| Totel equity | $\times$ | - | -- | *- | - |

111 These estimetes are basec on sample of businesses reporting soles between $\$ 25,000$ and $\$ 2.000 .000$.
See table 1 for symbols and notes.

TABLE 3. Financiti ratios(1) for incorporated businesses only. 1987
Nove Scotle, Sports and Recreation Ciubs and Services (SIC ges)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25 x | Upper middle 25 x | 7op $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value (\$000's) High sales value ( $\$ 000$ 's) | $(1)^{4}$ |  | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity petio Current ratio (times) | 0.4 | -- | -- | -- | -- |
| Leverage retios <br> Oebt/equity ratio (times) <br> Interest coverage ratio (times) <br> Dobt istio (times) | $\begin{aligned} & 2.2 \\ & 1.9 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the everege of retios for each business in the group and connot de colculated from the figures shown in fable 2 .
(2) These estimetes be besed on semple of businesses reporting seles betmeen $\$ 25,000$ end $\$ 2,000.000$.

Soe fable 1 for swouls and notes.

Definitions:
9. Lianidity resio:

Current = current assets / current liabilities.
2. Levernge ratios:

Dett/equity $=$ lotal lisbilisies / equily
b) Debi ratio $=$ total liabilities/total assees
c) Interest coverage a net profit interest expense/ interesq expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nove Scotia. Sports and Recreation Clubs and Services (SIC 955)

|  | Total(1) | Bottom 25\% | Lawer miode 25: | Uode: $\text { miđ才le } 25 \%$ | Toc $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000$ s) High sales value $19000^{\prime}$ s | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Depectition Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Oividends | $x$ | -- | - | -- | -- |
| lnvestment activities <br> Dispossal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Incresse in long eerm debt <br> Repayment of long term debt <br> Loans liom shareholders <br> Recayment of loans from shareholders <br> Advances 8 loans fiom government <br> increase in equity <br> Deciesse in equity <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> $-\infty$ <br> $-\infty$ <br> - | $=$ $\therefore-$ $=$ $\therefore$ $\therefore$ | -- -- -- -- | - <br> - <br> $\therefore$ <br> $\therefore$ <br> $\therefore$ |
| Increase(decrease) in cash s equivaients Cesh equivalonts-Beginning of the year Cash : quivalents - End of the year | $x$ <br> $\chi$ <br> $\chi$ | -- | -- | - | -- |

(1) These estimetes ore dased on sample of incorporated businesses roporting seles between $\$ 25,000$ and $\$ 2.000 .000$. Semple count includes only those businesses reporting e statement of changes.
see lable ifor symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciaselfication in 1987
Mova Scotia, Sports and Recreation Clubs and Services (Sic 965)

| Business size expressed in everage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime}\right. \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with daid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totei | 158 | 5.231 | 585 | 24 | 17 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { end over } \end{aligned}$ | 152 6 - - | $\begin{array}{r} 4.859 \\ 1.372 \end{array}$ | $\begin{aligned} & 533 \\ & 152 \end{aligned}$ | 23 1 - | $\begin{gathered} 15 \\ 1 \\ 1 \\ 1 \end{gathered}$ |
| 1987 |  |  |  |  |  |
| Totel | 184 | 10.294 | 907 | 28 | - |
| $\begin{aligned} & \text { iesm than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | 174 <br> 9 <br>  <br> 1 | $\begin{array}{r} 6.456 \\ x \\ \bar{x} \end{array}$ | $\begin{array}{r} 557 \\ 253 \\ 97 \end{array}$ | 27 $!$ | … |

[^59]"Newly reporting" ano "no longer feporfing" businesses ale assuned to have dean in activity for six months and the information is adjusied accordingly
see table 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)


1985

Number of observetions in sample
Average sales s
Averso expense 8
Aversge expense
Average net profit (loss) $g$

Businesses reporting t profis (Mo.)
Average stes $\$$
Average expense \$
Average net profit

Businesees reporting loss (Mo.)
Aversoe sales
Average saies
Average expense
Average Expense $\$$
Average net loss $\$$

7
257.176
259.559
-2.383

3
415,630
378.357
37.333
215.662
228.224
228.224
-12.562

| $-=$ | - |
| :--- | :--- |
| $-=$ |  |

--
--
--
--
--
--
--
$\begin{array}{lll}-- & -- & -- \\ \text {-- } & -- & \end{array}$
--
=-


1987

(1) These estimates ere based on smple of businesses ceporting seles between $\$ 25,000$ and $\$ 2,000,000$

See itole 1 for symols and motes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotis. Barber Shops (SIC 9711)

|  | Total(1) |  | 80170\% 25" |  | Lower$\text { middle } 25 \%$ |  | Upper$\text { middle } 25 \text { : }$ |  |  | TOL 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No. Low sales value (\$000 s) High saies value ( 8000 's) |  | 11 1 1 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry ave: age(2) |  |  |  |  | $\begin{aligned} & \text { * ousi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting ousinesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Botiom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
|  | $21.9$ | -- | -- | -- | -- |  | 21.9 | -- | - | -- | - |
| Dedieciation | $0.4$ | -- | -- | -- | -- | 44.8 | 0.8 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.6 | -- | -- | -- | -- | 40.5 | 1.5 | -- | -- | -- | -- |
| Heat, I ighe 8 telophone | 1.5 | -- | -- | -- | -- | 44.8 100.8 | 3.4 19.4 | -- | -- | -- | -- |
| Rent | 19.4 | -- | - | -- | -- | 100.0 |  | -- | -- | -- | -- |
| Personnel expenses | 18.5 | -- | -- | -- | -- | 42.7 | 43.3 | -- | -- | -- | -- |
| Finenciol expenses | 1.6 | - | -- | -- | - | 44.8 | 3.5 | -- | - | - | - |
| Interes: $\delta$ dank charges | 1.7 0.9 | -- | -- | -- | -- | 40.5 42.7 | 1.8 2.0 | -- | -- | -- | -- |
| Other expenses | 11.6 | -- | - | - | - | 100.0 | 11.5 | -- | - | - | -- |
| Profit (loss) | 46.4 | - | - | -- | -- | 100.0 | 46.4 | -- | -- | =- | - |
| Total | 100.0 | -- | -- | - | -- | 100.0 | - . | -- | - | - | - |

## Symbols

zero or no observetions
to0 small 100 be expressed
not apolicabl
$\times$ confidentisl

## Footnotes

(1) These estimetes bre bssed on wemple of businesses reporting seles between $\$ 25.000$ and $82,000,000$
(2) Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { lotal weighted sales of all businesses in the sample }} \times 100$ for each gustile.
(3) Velue in eech cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Totel weighed seles of businesses reporting this isem of expendirur }}$ foch guepeile.

This portion of the table pertains only to the businesses reporting the specific expense item. Thertore these petios are calculated individually and the sots: will not necesserily equel 100\%

## Notes

Deta are shown by quertiles whan at least 13 of the sampled businesses pepopt the specific ipem.
Recoros were ranked in ascending order bccording so seles size. Each quariile li. boteom 25\%, lower midele 25x, etc.l represents on quarter of the total number of businosses. Wishin each guertile, the overope retio is presented. for comperison purposes. the high and low velues of seles ore shown

## How to use the tebles

fll locat ith sppropriate sales range thet is displeyed on the two lines antitled tow sales vilue and ehigh sales velue
(2) The selected renge will indicete the proper quertile, i. the botiom 25\%. the lower midde 25\%, the upper nidde $25 \%$ or the Lop 25\%
(3) Dete perteining to the selected seles size range will be in thet quertile.

## Stendard Industrisi CIEsaification Definition (SIC 1980):

SIC 9711 - Burber Shept
Businesses primarily engaged in providing man's oaporing and heir styling sepvices such es berber shops and men's hair styliss shops

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia. Barber Shops (SIC 9711)

|  | Tots111) | $\begin{array}{r} \text { Bot } 10 \mathrm{Om} \\ 25 \% \end{array}$ | Lower $\text { midde } 25^{\circ}$ | Upder middle 25: | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  |  |  |  |
| Low saies value ( $\$ 000$ 's) | - |  | -- | -- | -- |
| High sales value (\$000 s) |  |  |  |  |  |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cosh <br> Accounts and notes peceivable <br> Inventory <br> Other current assets <br> Tot:l current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | - |  |  |  |  |
|  | $x$ | - | -- | -- | -- |
|  | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | -- | -- |
|  | $x$ | - | -- | -- | -- |
|  | ${ }_{x}$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | -* | -- |
| Total assets | $x$ | -- | -- | -- | -- |
| Liabillities and equityCurrent loans | - |  |  |  |  |
|  | $x$ | -- | -- | -- | -- |
| Other current liabilities | $x$ | -- | - | -- | -- |
| Total current lisbilities | $\times$ | -- | -- | -- | -- |
| Mortgages payable | x | -- | - | -- | -- |
| Long term debt | x | -- | -- | -- | -- |
| Other lisbilities | X | - | -- | -- | -- |
| Total liobilities | $x$ | - | -- | =- | -- |
| Totel equity | $x$ | -- | - | -- | -- |

$(11)$ inese estimates bre besed on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$
See ioble i for symbols and nores

TABLE 3. Financiti ratios (1) for incorporated businesses only, 1987
Nov Scotim. Barber Shops (SIt 9711)

| Totel(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |


| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value $\left(\$ 000^{\prime} \mathrm{s}\right.$ ) | - | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Aversge |  |  |  |
| Liquidity ratio Current iotio (times) | - | - | -- | -- |  |
| Leverage ratios Debtlequity potio (times) Interest coverage patio (times) Debt ratio (times) | - | -- | -- | -- | -- |

(1) The ratios represent the evernge of retios for each business in the group ano cennot be celculated from the figupes shown in table 2 .
(2) These estimates er besed on senole of businesses roporting sales between $\$ 25,000$ snd $\$ 2.000 .000$.

See Tobi i for symbols and notes.

## Definitions:

t. Liquidity retio:

Current $=$ current ossets / current liabiliqies
2. Levernge ratios:

```
Deb;/equity = sotal liabilities / equity
Debi ratio = rotal liabilities/ rotal assers.
Inrerest coverage z ner profit interes: expense / interest expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, i987
Nova Scotis. Barber Shops (Sic 9711)


111 These estimates are desed on somple 0 incorporateo dusinesses poporting seles detween $\$ 25,000$ ond $52,000,000$. Sample count includes only those Dus nesses reoorting statement of changes
see Toble 1 for symools enc notes

TABLE 5. Employment changes by ize of bustness. 1984-1987 based on sic ciassification in 1987
Mova Scotit, Earber and Bemity Shops (SIC 971)

| Business size expressed in |
| :--- | :--- | :--- |
| average labour unitsil) |

 Survey of Employment. Payroll and Hours. Siatistics Canade. Cosologue 72-002. An everage lodour unis could be inserpreted es b
 500 employees in Canada as whole but less than that number in any given province it is shown in the 500 and over group.
(2) Refers to Dusinesses reporting nc payroll deductions in the previous year.
(3) Refers 10 businesses reporting no paycoll deductions in the following year.
"Newly reporting" and "no longer reporting" businesses are assumed to hove oeen in activity for six months and the intormation is adjusted accordingly
see tadie 1 for symbols and noles.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Nova Seotia, Barber Shops (SIC 9711)

Bot1om Lower Jooer

Mumber of observerions in semple
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$

Businesese reporting profit (Mo.
Average sales $\$$
Aver ioge expense $\$$
Averege net profit s

Busineses reporting lose (Mo.)
Averege sules 5
Averege sales
Average expense
Average expense $\$$
Average net loss $\$$

| -- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | -- |  |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| -- | -- | - | -- |
| - | - | - | =- |
| - | -- | -- | -- |
| - | -- | -- | -- |
| -- | -- | -- | - |

1986

Mumber of observations in semple
Average sales $\$$
Average expense
Avernge net profit (loss) \$

Businesees roporting a prefit (Mo.)
Average sales $\$$
Averige soles
-
Averge expense $\$$
Averege net profit
14
103.323
80.037
23.285
usinestes reporting loss (Mo.)
Averege tiles 5
Aversge expense 5
Average net loss \$
13
103.254
77.648
25.606

1
54.842
66.771
-11.929

| -- | $-=$ |
| :--- | :--- |
| -- | - |
|  |  |
| -- | - |
| -- |  |
|  |  |
| - | - |
| - |  |

1987

Wumber of obeervetions in sample Avernge sales 5
Aver nge sales
Aver age expense
75
58
58
Avertoge expense ${ }^{\text {a }}$
Averepe net profit (loss)

Dusinesses reporting profit (Mo.)
Aversegeses s
75, 386
Aversge expensis 5
53.194
Averege net profits 22.192

Dusinceses reporting loes (Mo.)
Aversge solus 5
Average expense $\$$
Average net loss
(11) These estimates are bssed on sample of businesses pepofting sales between $\mathbf{2} 25.000$ and $\mathbf{8 2}, 000.000$.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nove Scotia, Beauty Shops (Sic 9712)

|  | Total(1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lower$\text { midde } 25 \%$ |  | Upoer$\text { middle } 25:$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample (No. Low sales value ( 8000 's) Higt sales value 19000 's |  | $\begin{array}{r} 23 \\ (1) \\ (1) \end{array}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry overage (2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Tota | $\begin{array}{r} \text { Bot+om } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bot 9 om 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Parcent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Dccupancy expenses | 17.3 | - | -- | - | - | 100.0 | 17.3 | -- | -- | -- | -- |
| Deoreciation | 2.4 | -- | -- | -- | -- | 88.2 | 2.7 | -- | =- | -- | -- |
| Repaits \& maintenance | 1.5 | -- | - | -- | -- | 44.7 | 3. 3 | -- | -- | -- | -- |
| Heat. Iight 8 telephone | 3.0 | -- | -- | -- | -- | 100.0 | 3.0 | -- | -- | -- | -- |
| Rent |  | -- | -. | -- | -- | 98.0 |  | -- | -- | -- | +- |
| Personnel expenses | 25.5 | -- | - | -- | -- | 67.2 | 37.9 | - | -- | -* | -- |
| Finencial expenses | 1.4 | -- | -- | -- | -- | 74.5 | 1.8 | -- | -. | -- | -- |
| interes? \& bant charges | 1.9 | -- | -- | -- | -- | 70.9 35.7 | 1.6 0.7 | -- | -- | -- | -- |
| Protossionat fees | 0.2 | -- | -- |  | -- | 35.7 |  | -- | -- | -- | -- |
| Other expenses | 22.8 | $\cdots$ | - | -- | -* | 100.0 | 22.8 | -- | - | -- | -- |
| Profit (loss) | 33.1 | - | -- | -- | -* | 100.0 | 33.1 | - | - | -- | -- |
| Totel | 100.0 | - | -- | -- | -- | 100.0 |  | -- | - | - | - |

## syebels

- zero or no observetions
- 100 smel| too De expressed
not appliceble
$\times$ conlidentisi
Footnotes
(11) These estimetes are besed on sanple of businesses reporiing seles between 325,000 snd $\$ 2.000 .000$

121 Velue in eech cell $=\frac{\text { Totel weighted expenditure on given itom }}{\text { Torel weighted sales of all businesses in the semple }} \times 100$ for ech quertile


This portion of the tBble pertains only to the businesses peporting the specific expense item. Therefore these rbtios re calculstec individully ano que coqel will not nmesserily equal $100 \%$

## Notes

Dets ert shown oy quariiles when of leas? 13 of the somplid businesses report the specific irem
Records wer panked in sscending order according to sales size. Esch quertile li. botton 25\%, lower midde 25\%. Efc.l represents one querter of the toial number of businesses. Hithin each quartile. the average ratio is presented. for comparison purposes, the high and low velues of siles ere shown

How to use the tables
III Locete the sppropribte seles range that is displayed on the two lines entitled bom sales veluem end migh sales velue .
(2) The selected renge will indicete the proper quertile. i. e. the botion 25z, the lower midde 25\%, the upper miode 25\% or the top 25\%.
(3) Dete perteining to the selected sales size range will be in that quariile.

Stenderd Industrisl Cisesificetion Definition (SIC 1980):
SIC 9712 - Benuty Shops
 women's only manicu-ing and women's haif slylis? shops

TABLE 2. Balanee sheet profile for incorporated businesses only. 1987
Nove Scotia. Beauty Shops (SIC 9712)

|  | Tozal(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miode } 25 ; \end{array}$ | Upoer middle $25^{\circ}$ | $\begin{aligned} & \text { TOE } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir, sample (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( $\$ 000$ 's) | (1) ${ }^{9}$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 2 | -- | -- | -- | -- |
| accounts and notes receivable | 2 | - | -- | -- | -- |
| Other current assets | 19 | -- | -- | - | -- |
| Total current assets | 23 | - | -- | -- | - |
| Fixed assets | 50 | - | -- | - | -- |
| Less: Accum. dep. on fixed assets | 19 | -- | - | - | -- |
| Other assets | 19 | -- | - | - | -- |
| Total ussets | 90 | -- | -* | -- | -* |
| Liebilities and equity |  |  |  |  |  |
| Current losns l | 4 28 | -- | -- | -- | -- |
| Total current liabilities | 33 | -- | -- | -- | -. |
| Mortgages payable | - | -- | -- | -- |  |
| Long term debt | 24 | - | - | -- | -- |
| Other liabilities | 10 | -- | -- | -- | -- |
| Total listilities | 56 | - | - | -- | -- |
| Total equity | 24 | -- | -- | -- | -- |

(11) These estimetes re bssed on senplof businesses reporing ssles betwen $\$ 25,000$ sind $\$ 2,000,000$

See toble 1 for symbors and notes

TABLE 3. Financi:l retios(1) for incorporated businesses only. 1987
Nove Scotle. Betuty Shops (SIC 9712)


11 The retios represent the merege of retios for esch business in the group and connot be celculeted from the figures show in lable 2 121 These estimetes are besed on somple of businesses poporting soles between $\$ 25,000$ end $52,000,000$

See Table 1 for symbol and notes.

## Definitions:

1. Liquidity retio:

Curfent = current essets / current liabilities
2. Leversge retios:
8) Debe/equity $=$ total liabilities / equity
b) Debt ratio = tatal lisbilities/ total assers
c) Interest coversge = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

```
Nove Scotlo. Beauty Shops (SIC 9712)
```

|  | Totaill | $\begin{array}{r} B 0 t+0 m \\ 25 \% \end{array}$ | -owe <br> micdle 25\% | Upoe! migele $25 \%$ | To: 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (\$0CC's) High sales value iau00's) | $(1)^{\prime}$ | -- | -- | -- | -- |
|  |  |  | verape (\$000 |  |  |
| Operting ectivities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | -- | =- | -- | -- |
| Investment setivities <br> Dispossl of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Reparment of long term debt <br> Loans from sharenolders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decresse in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - - - - - - | - <br> - <br> - <br> - <br> - <br> - |
| Increase(decrease) in eash s equivalents Cash equivelents-Beginning of the rear Cash equivalents - End of the year | $x$ $\chi$ $\chi$ $x$ | -- | -- | -- | -- |

191 These estimetes de desed on sample of incorporsted businesses reporting $\$ 81$ es between $\$ 25,000$ onc $\$ 2,000,000$. Sample couns includes only those Dusinesses reporting starement of changes.
Set itable for symols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC clasaification in 1987 Nova Scotis, Barber and Beauty Shops (SIC 971)


(1) Average Inbour units are calcuisted by dividing total payroll by the overage annul wage and salary raic as reported in the Survey of Esployment. Payroll and Mours. Statistics Canade. Catalogue 12-002. Ar average labour unit could be interprated as e full-time omployee. Wote that the business size groups used ore determined ai the canade level. Thus if obsiness has at least 500 employees in Consde as abole but less than thot number in any given province it is shown in the 500 end over group
121 Refers to Dusinesses reporting no payroll deductions in the previous year
131 Refers to businesses reporting no paypoll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed 10 have been in acrivipy for six months and the information is adjusted accordingly.

See lable f for symbols and notes.

TABLE 6. Selected operating charactertstics of smail businesses by sales quartlie. 1985-1987
Nove Scotin. Beauty Shops (SIC 9712)



Number of observations in smple
Average soles $\$$
29
75.603
64.460
Averge expense $\$ \quad 64.460$
Average net profit (loss) \$

Dusineses peporting profit (Mo.)
Averape sales $\$$
11,143
$\begin{array}{lll}-- & -. & - \\ -- & -- & -\end{array}$
56.283
-

Averape sales.
29
75.603
64.460
Averse net piofit $\$$
11.143

| .- | - |  |
| :--- | :--- | :--- |
| .- | - |  |

--

Businesses reporting loss (No.)
Aversge sales \$
Aversge expense $\$$
Average net loss \$

1987

| Number of observetions in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 24 \\ 60.945 \\ 47.511 \\ 13.434 \end{array}$ |
| :---: | :---: |
| Businesces reporting eprofit (Mo.) | 19 |
| Average sales \$ | 61.080 |
| Average expense | 43.854 |
| Average net profits | 17.226 |
| Dusinesses reporting lose (Mo.) | 5 |
| Average sales ${ }^{\text {a }}$ | 87.134 |
| Average exponse 5 | 90.657 |
| Averoge net loss 5 | -3.523 |


see iable i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia. Combination Barber and Beauty Shops (SIC 9713)

|  | Total\{1\} |  |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lawer } \\ \text { miodie } 25 \% \end{array}$ |  | Upper$\text { middle } 25^{\circ}$ |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in same (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) |  | 16 11 11 |  |  |  |  |  |  |  |  |  |
| Selecter expense tem | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { 7op } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 18.1 | - | =- | -- | -- | 100.0 | 18.1 | - | -- | -- | -- |
| Dedrecistion | 2.3 | -- | -- | -- | - | 72.5 | 3.1 | -- | - | $\cdots$ | -- |
| Rodairs 8 mointenance | 9.3 | -- | -- | *- | - | 64.8 | 2.0 | -- | -- | - | -- |
| Mest. Iight \& telephone | 3.2 | -- | -- | -- | -- | 72.5 | 15.4 | -- | -- | $\cdots$ | -- |
| Rent |  | -- | -- | -- | -- | 72.4 | 15.6 | -- | -- | -- | -- |
| Personnel expenses | 33.6 | -- | -- | -- | - | 54.1 | 35.7 | -- | - | -- | -- |
| Financial expenses | 2.1 1.3 | -- | -- |  | -- | 78.4 65.1 | 2.7 2.0 | - | -- | -- | -- |
| Interest ob bank charges Professional fees | 1.3 | -- | -- | -- | -- | 65.1 73.3 | 1.0 | - | -- | -- | -- |
| Dther expenses | 22.1 | - | =- | -- | -- | 100.0 | 22.1 | -- | =- | - | -- |
| Profit (loss) | 24.1 | -- | -- | -- | -- | 100.0 | 24.1 | -- | -- | -- | -- |
| Total | 100.0 | -- | - | -" | -- | 100.0 | . $\cdot$ | - | -- | - | - |

## symbols

zero of no observarions

- too smell 100 be expresseo
.. not apdicable
- confidentia


## Footnotes

(1) ihese estimetes bre based on semple of businesses reporting ssles between $\$ 25.000$ and 82.000 .000 .

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

This poption of the table pertains only to the businesses peporting the specific expense item. Therefore these retios ere calculared individually and the lotal will not necessarily gual $100 \%$

Notes
Deit are shown by quartiles when ot least 13 of the sompled businesses repopt the soecific izem
Records were ranked in escending order according to sales size. Each quartile li. e. bertom 25\%. lower midde 25\%. etc.) pepresents one quarter of the totel number of businesses. Within each quertile. the averoge potio is presented. For comperison purposes. the high and low velues of seles ere shom.

Mow to use the tables
(11) Locate the mppropriate seles range that is disployed on the iwo lines entitied "Low seles value" and migh soles value"
(2) The selectec range will indicote the proper quartile, i. the botiom 25\%. the lower midde $25 \%$, the upper midde $25 \%$ or the top $25 \%$.
(3) Date per toining to the solected seles size renge will be in thet quertile

Standard Industriel Cisesification Definition (SIC 1980):

## SIC 8713 - Combination Bapoer and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and momen's hairdressing andor beauty services on the some premises such as darber and beaty shop combinations and unisex hair stylist shops

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotis. Combination Barber and Beauty Shops (SIC 9713)

|  | iotal(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { UdDer } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $8000^{\prime}$ s) Migh sales value ( $8000{ }^{\circ}$ ) | $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash h otes receivable | - | - | -- | -- | -- |
| Accounts and notes receivable | 1 | -- | =- | -- | -- |
| Inventory | - | -- | - | -- | -- |
| Other current assets | 29 | -- | -- | -- | -- |
| Total current assets | 30 | -- | -- | -- | -- |
| Fixed assets ${ }_{\text {Less: Accum. dep. on fixed assets }}$ | 35 | -- | - | -- | -- |
| Less: Accum. dep. on fixed assets |  | -- | - | -- | -- |
| Other assets | 20 | -- | -- | -- | - |
| Total mexts | t5 | -* | -- | -* | -- |
| Lisbilities and equitr |  |  |  |  |  |
| Current loens | 2 | -- | -- | -- | -- |
| Other current limbilities | 25 | - | - | - | -- |
| Total current liabilities Mortgages payable | 28 | -- | - | -- | -- |
| Mortgages Dayable | - | -- | - | - | -- |
| Long term debt | 4 | - | -- | - | -- |
| Dther lisbilities | 13 | - | - | -- | -- |
| Total lisbilities | 45 | -- | -- | - | -- |
| Total muity | 40 | - | = | -- | - |

(11) These estimates re based on sample of businesses reporting sates detween $\$ 25.000$ and $\$ 2.000,000$.

See table, for symbols ano notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotla, Combination Barber and Besuty Shops (SIC 9713)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | UDPer $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( 5000 s) Hign sales velue ( 9000 's) | $(1)^{9}$ |  | -- | -- | -- |
|  |  |  | Aversge |  |  |
| biquidity retio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios <br> Debtloquity rotio \{times \} <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 9.1 \\ & 6.2 \\ & 0.5 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the werage of retios for esch business in the oroup and cannot be celculated from the figures shown in table 2 .
(2) These stimetes ars besed on sampl of businesses reporting solts between $\$ 25,000$ and $\$ 2,000,000$.

See Teble 1 for symbols and notes.

Befinitions:

1. Liquidity retio:

Current = current assets / current liabilities
2. Leverage retios:
al Dettrequity $=$ total 1 iabilities / equity
b Debt ratio $=10 t$ al liabilities / total assets.
el Interest coverage = net profit interest expense finterest expense.

TABLE 4. Statement of changes in fimanciai position for incorporated bustnesses only, 1987 Nova scotia, Comblnation Barber and Beauty Shops (S|c 9713)


oniy those businesses reporting statement of changes
Sot Table 1 for symbols and notes

TABLE 5. Employment chunges by size of business. 1984-1987 based on SIC citasffication in 1987
Nova Scotis. Barber and Benty Shops (SIC 971)

|  |  |  |  | Changes in numb with pal | of butinceses lorees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(i) | Number of businesses | Total payrall ( $\$ 000^{\prime}$ s) | Average labour units(1) | Newly reporting(2) | No Ionger poorting(3) |
| 1984 |  |  |  |  |  |
| Total | 310 | 9.704 | 1.118 | 52 | 50 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 310 8 - | $\begin{aligned} & 7.296 \\ & 2.408 \end{aligned}$ | $\begin{array}{r} 841 \\ 277 \\ \hline \end{array}$ | $5!$ $!$ | 49 - 2 1 |
| 1987 |  |  |  |  |  |
| Totel | 379 | 14.571 | 1.500 | 10 | . . |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20.99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | 365 10 3 1 | $\begin{array}{r} 9.599 \\ 2.308 \\ x \\ x \end{array}$ | $\begin{array}{r} 989 \\ 237 \\ 237 \\ 37 \end{array}$ | 79 | $\cdots$ $\cdots$ $\cdots$ |

(1) Werege labour units ere colculaitd by dividing total payroll by the everspe onnuol wege and selory rote ss reported in the Surver of Employment. Payfoll and Mours. Stasistics canode. Catalopue $92-002$. An averoge iabour unit could be interpreted as a full-time employee Note the the business size groups used ere deternined of the Condo leval. Thus it o business has at least 500 smolcyees in Canade as whol but less thon that number in ony given province it is shown in the 500 and over group
121 Refers to businesses reporting mo payioll deductions in the previous year
131 Refers to businesses raporting no payroll deductions in the following year
Enewly reporting" and "no longe revorting" Dusinesses are assumed to have been in activify for six months and the inlormation is adjusied accordingly.

See iable 1 for symbols and notes.

TABLE 6. Selected operating eharacteristics of small businesses by sales quartile, 1985-1987
Nove Scotie, Combination serber and Beauty Shops (Sic 9713)


1985



19 77


[^60]TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Laundry and Cleaners (SIC 972)

|  | To:al(1) |  | $\begin{array}{r} \text { BO: } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ |  | Upper <br> miode $25 \%$ |  |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low soles value $(5000$ 's) High sales value ( 5000 's) | $\begin{aligned} & 22 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry overoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting bus inesses on 1 y $(3)$ |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | UDoer midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | 8ottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd1 } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Peicent of sales |  |  |  |  |  | Percent of tales |  |  |  |  |
| Dccupency expenses | 26.1 | -- |  | -- | -- | 100.0 | 26.4 | - | -- | -- | - |
| Dedreciation | 7.3 | -- | -- | - | -- | 100.0 | 7.3 | -- | -- | -- | -. |
| Repeipg s meintenance | 4.4 | - | -- | -- | -- | 96.7 | 4.6 | -- | -- | -- |  |
| Heat, light 8 telephone | 9.0 | -- | -- | -- | -- | 80.7 | 11.1 | -- | -- | -- | -- |
| Rent |  | -- | - | -- | -- |  | 7.9 | -- | -- | -- | -- |
| Personnel expenses | 31.8 | =- | = | =- | -- | 97.9 | 32.4 | -- | -- | -- | - |
| Finenciel expenses | 4.4 | -- | -- | -- | -- | 100.0 | 4.4 | -- | -- | - | - |
| Interest \& Dank charges | 3.3 | -- | -- | -- | -- | 79.9 83.5 | 4.1 | -- | - | -- | -- |
| Professional fees | 1.1 | -* | -- | -- | -- |  | 1.3 | -- | -- | -- | -- |
| Other expenses | 24.3 | - | -- | -- | -- | 100.0 | 24.3 | - | -- | - | - |
| Profis (lose) | 13.2 | -- | -- | - | - | 100.0 | 13.2 | -- | - | -- | = |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | - |

## Symbols

zero or no observations
-- 100 smil too be expressed
not splicate

* confioentis!


## footnotes

(1) These espimetes are besed on semple of businesses reporting seles beiween $\$ 25.000$ snd $\$ 2.000 .000$
(2) Value in each Total weighted expenditure on given item

> (3) Volue in each cell =
> Total weighted seles of businesses peporting inis item of expenditure
> inis portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios ere calalated incividually and the totai will not necessarily cquel 100\%

## Wotes

Oate are show by quartiles when at lest 13 of the samoled businesses report the specific item
 one quarter of the cotal number of businesses. Within each quertile. the averoge retio is presented. for comperison purposes, the high and low values of sales are shown

## how to use the tables

(1) Locate the appropribe soles renge that is displayed on the two lines entilied blow sales velue" and "Migh seles value"
(2) The selected renge will indicte the proper quartile. i. the Dotion $25 \%$. the lower midele $25 \%$, the upper midde $25 \%$ or the $10025 \%$
(3) Dera partaning to the selected selas size range will de in that quartile.
standerd Industrial Clastificetion Definition (SIC 1980):

[^61]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia, Laundry and Cleaners (SIC 972)

| Totsl(1) Bottom | Lower | UDDe: | ToD |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | middele $25 \%$ |


| Businesses in samole (No.) Low sales value ( 8000 s) High saies value ( $\$ 000^{\prime}$ s) | 15 (1) (1) | -- | -- | - | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  | -- | -- | -- |  |
| Accounts and notes receiveble | 16 | - | -- |  | -- |
| Inventary | - | -- | -- |  | -- |
| Other current assets | 32 | -- | -* |  |  |
| Total current ossets | 48 | -- | -- |  |  |
| Fixed sssets | 83 | -- | - |  |  |
| Less: Accum. deD. on lixed sssets | - | - | - | - | -- |
| Other assets | 6 | -- | -- | -- | -- |
| Totel assets | 138 | - | -- | -* | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans Other surrent liabilities | 17 | -- | -- | -- | -- |
| Total cuprent linbilities | 46 | -- |  | -- | -- |
| Mortgages oayable | - | -- | -- |  | -- |
| Long term debt | 20 | -- | -- | -- | -- |
| Other liabilities | 50 | -- | -- | -- | -- |
| Total liabilities | 116 | -- | -- | -- | -- |
| Total equity | 22 | -- | - | - | -- |

111 These estimates are Desed on stmple of businesses poporting sales between $\$ 25.000$ end 32.000 .000 .
See 1able 1 for symbols and notes.

TABLE 3. Financial ration(1) for incorporated businesses only. 1987
Move Scotie, Leundry and Cleaners (Sic 972)


I1) The retios represent the merme of ratios for sach business in the group and cannot be calculated from the figures shom in table 2 .
12) These estimetes ere besed on smote of businesses reporting sales between $\mathbf{1 2 5 , 0 0 0}$ and $\mathbf{2 2}, 000,000$.

Sen teble ifor symools and notes.

## Definisions:

1. Liquidity retio:

Gurrent a eurrent essets / current lisodities.
2. Bovergge retios:
al Debi/equity = total |iabilities / equily
b) Debr ratio $=$ total liabilities / qutal assets
e) Interest coverage = nel profit * interest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. igs?
Nova Scotle, Leundry and Clemers (SIC 972)

(II These estimates be based on sempl of incorporared businesses reporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$. 5 emple count includes only those Dusinesses reporting stetment of chenges
see table ifor symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciasisification in ig87
Move Scotia, Laundry and Cleaners (51c 972)

(II Average labour units are calculated by dividing total payroll by the overage annual wege and salary fate as reported in the
Surver of Employment. Paypdll and Hours. Statistics conada. Caralogue 72-002. An overage labour unit coulo be interpreted as a
full-fime amployee Note that the dusiness size groups used ere oetermined ot the Canads level. Thus if a business has ot teast 500 employees in Cansde as a whole Dut less then thas number in any given province it is show in the 50 C ano over group
(2) Refers 10 businesses reporting no dayroll deducsions in the previous yest.
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly redor:ing" and "nc longer redorsing" dusinesses are assumed so have been in activiey for six moneth ond the information is adjusteo accorcingiy

See iable i for symools and noses

```
Nova Scotia, Laundry and Cleaners (SIC 972)
```

Total(1) Bottom $\quad$ Lomer

1985

| Wumber of Average Averape Averoge | observations in sales expense net profit (loss) | ample <br> $\$$ |
| :---: | :---: | :---: |
| Businesees | reporting aprof | * (No.) |
| Aversge | sales \$ |  |
| Average | expense \$ |  |
| Avertge | net profit \$ |  |
| Businesees | reporting loss | (Mo. $)$ |
| Aversge | sales \$ |  |
| Average | expense \$ |  |
| Average | net loss \$ |  |



1986


1987

(1) These estimates bres on sample of businesses poporting sales beimeen $\$ 25,000$ and $\$ 2,000,000$

See isble 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Power Laundries and/or Ory cleaners (SIC 9729)

|  | iota 11 | $\begin{aligned} & \text { Eottom } \\ & 25 \% \end{aligned}$ | Lowe: $\text { midole } 25 \%$ | Upder midole $25 \%$ | Tor |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No.l | 11 |  |  |  |  |
| Low sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | -* | -- | -- |  |
| Hign sales value ( $\$ 000^{\circ} \mathrm{s}$ ) | (1) | -. | -- |  |  |


| Selected expense iten | Industry averape(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only ${ }^{\text {a }}$ 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { miodie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uope } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 4.1 | -- | - | -- | =- | 43.1 | 9.5 | -- | -- | -- | -- |
| Occupancy expenses | 25.5 | -- | -* | -- | -- | 100.0 | 25.5 | -- | -- | -- | - |
| Depreciation. | 5.0 | -- | -- | . | - | 100.0 | 5.0 | -- | -- | - | -- |
| Repairs 8 maintenance | 4.2 | -- | -- | -. | -- | 100.0 | 4.2 | -- | -- | -- | -- |
| Heat. light \& telephone | $10.0$ | -- | -- | -- | -- | 100.0 | 10.0 | -- | -- | -- | -- |
| Rent |  | - | -- | -- | -- | B4. 4 | 7.5 | -- | -- | -- | -- |
| Personnel expenses | 43.2 | -- | -- | - | - | 100.0 | 43.2 | -- | -- | -- | -- |
| Financial expenses | 4.2 | -- | -- | -- | - | 100.0 | 4.2 | -- | - | -. | -- |
| interest 8 bank charges | 3.2 | -- | -- | -- | -- | 94.8 | 3.6 | -- | - | - | -- |
| Professional fees | 1.0 | -- | -- | -- | -- | 94.8 | 1.1 | -- | -- | - | -- |
| Other expenses | 18.0 | -- | -- | -- | -- | 100.0 | 18.0 | -- | -- | -- | -- |
| Profit (loss) | 4.5 | -- | -- | -- | -- | 100.0 | 4.9 | -- | -- | -- | - |
| Tot: 1 | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | - | - | - |

## Symbols

zero or no observetions

- too small too be expressed
nor applicabl.
$\times$ confidentil


This portion of the ta0l pertains only to the businesses peporting the specific oxpense item. Therefore these ratios ere celculared ind valally end the rotal mill not necessarily equal 100 x

## Notes

Data ere show by quer tiles when er leest 13 of the samoled businesses report the specific iqum
Recordswer remked in ascending oroer accopding to ssles size. Each quartile li. e. boitom 25\%. Iower midole 25z, etc.l reppesents one quarter of the rotal number of businesses. Within each quartile. the overage retio is presented. for comparison purposes, the high and low velues of sales are shown.

How to use the tebles
11) bocet the appropriste seles range thet is displayed on the two linas entitled bow selus velue" end ohigh seles value
(2) The selected renge will indicste the proper queptile. i.e. the boiton 25\%. ihe lower miode 25\%, the upper midde 25\% or ihe 100 $25 \%$
(3) Dete pertaining to the selected stles size range will be in that quartile

## Stendera Industrisi CIessificetion Definition (SIC 180):

[^62]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nove Scotie, Power Laundries and/or Dry Cleaners (SIC 9721)


111 These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See Table f for symbots end notes

TABLE 3. Finmefal ratios(1) for incorporsted businesses only. 1987
Nove Scotie, Power Leundries endfor Dry cleaners (Sic 9721)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in stmole (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( $\$ 000^{\prime}$ s) | $(1)^{8}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.2 | -- | -- | -- | -- |
| Leverege ratios <br> Oebtleavity intio (times) <br> Interest coverage ratio (times) <br> Dabt ratio (times) | $\begin{aligned} & 3.1 \\ & 2.5 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

11) The retios represent the marage of retios for each Dusiness in the group and cennot be celculared from the figures shom in feole 2 .
$\{21$ These estimetes besed on semple of businesses peporting seles between $\mathbf{8 2 5 . 0 0 0}$.nnd $\mathbf{2} 2.000 .000$.
See fiole 1 for symols and notes.

## Definitione:

1. Liquidity retio:

Current a curtent assets / curpent liabilities.
2. leverage ratios:
a) Debt/equity $=$ lotal liebilities / equity.
b) Det p atio = total liabilities/ sotal assets
c) Jnterest cover age net profit - interest expense/ inerest expense.

TABLE 4. Statement of changes in financiai position for incorporatad businesses only. 1987 Nova Scotia, Power Lmundries and/or Dry Cleaners (SIC 9721)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& To:alli \& \[
\begin{array}{r}
\text { Bot tom } \\
25 \%
\end{array}
\] \& Lowe:
\[
\pi \text { ode } 25 \%
\] \& Upoer middle 25\% \& To: \(25^{\circ}\) \\
\hline Businesses ir sample (No.) Low sales value ( \(\$ 000 \mathrm{~s}\) ) Hign sales va!ue (\$00C's) \& \[
(1)^{4}
\] \& -- \& -- \& -- \& -- \\
\hline \& \& \& Averrge \(15000^{\prime}\) si \& \& \\
\hline Opeisting metivities Cash from operations Depreciation Other \& \[
\begin{aligned}
\& x \\
\& x \\
\& x
\end{aligned}
\] \& -- \& -- \& -- \& -- \\
\hline Dividends \& X \& - \& -- \& - \& -- \\
\hline \begin{tabular}{l}
Investment sctivities \\
Disposal of fixed asseis \\
Purchase of fixed assets \\
Incresse in investment \\
Decpense in investment
\end{tabular} \& \[
\begin{aligned}
\& x \\
\& x \\
\& x \\
\& x
\end{aligned}
\] \& - \& \(=-\)
\(=-\)

$=-$ \& $=-$
$=-$

$=-$ \& -- <br>

\hline | Finoncing ectivities |
| :--- |
| Incresse in long term debt |
| Repayment of long term debt |
| Laens from shareholders |
| Repaymert of loans irom shareholders |
| Advances 6 loans 1 rom government |
| lncrease in couity |
| Decrease in equity |
| Other | \& \[

$$
\begin{aligned}
& x \\
& x \\
& x \\
& x \\
& x \\
& x \\
& x \\
& x \\
& x
\end{aligned}
$$
\] \& --

--
--
--
--
-- \& - \& -- \& -- <br>
\hline Incresse(decrease) in cash \& equivelents Cash s equiveients-Beginning of the yeer Cash equivelents - End of the reer \& X
X
X \& - \& -- \& -- \& - <br>
\hline
\end{tabular}



TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC classification in 1987
Nove Scotis. Leundry and Clemners (Sic 972)

| Business size expressed in |
| :--- | :--- | :--- |
| sverage labour uni isil) |

[^63]"Newly reporqing" and "no longer reporting" businesses bre assumed to hove been in activity for six months and the information is adjusied aczorcirgly

See istue f for symbols and nores

TABLE G. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nova Scotia. Power Laundrles and/or Dry Cleaners (Sic 9721 )


1985

| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net Drofit (loss) s | 8 201.949 195.006 6.943 |
| :---: | :---: |
| Susinesses reporting profit (Mo.) | 6 |
| Average sales 5 | 24,805 |
| Average expense ${ }^{\text {S }}$ | 224.455 |
| Averege net profit \$ | 17,350 |
| Businesses reporting loss (Mo.) | 2 |
| Average saios ${ }^{\text {d }}$ | 156.500 |
| Aversge expense \$ | 160.500 |
| Aversge not loss \$ | -4.000 |


| Mumber of observations in sample | 11 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 201.858 | -- | -- | -- | - |
| Average expense \$ | 174.794 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 27.064 | -- | -- | -- | -- |
| Busineses reporting profit (Mo.) | 10 |  |  |  |  |
| Average sales \$ | 201.486 | -* | -- | -- | -- |
| Average expense ${ }^{\text {S }}$ | 173.249 | -- | -- | -- | -- |
| Avertge net Drofit \$ | 28.237 | -- | -- | -- | -- |
| Businesses reporting eloss (Mo.) | 1 |  |  |  |  |
| Average sales 8 | 77.931 | -- | - | -- | -- |
| Average expense \$ | 84.741 | -- |  |  |  |
| Average net loss | -6.810 | -- | -- | -- | -- |

1987

(i) These estimetes are besed on semple of businesses reporting seles between $\mathbf{\$ 2 5 , 0 0 0}$ and $\$ 2.000 .000$.

See loble for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotia, Self-Serve Laundries and/or Dry cleaners (SIC 9723)


Symbol:

- zero or no observations
- too smell too be expressed
not applicoble
$\times$ confidentiel


## Footnotes

111 ihese estimates are besed on semple of businesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$
2) Value in each cell = lotal weighted expenditur on given item
(3) Velue in each cell $=\frac{\text { Total weightec expenditure on given item }}{\text { Total weighteo seles of businesses reporting inis item of expenditure }} \times$ loo for eneh quertile

This portion of the table pertaing only 10 the businesses reporting the specific expense item. Fherefore these retios ere celculated individualy and the rotal will not necessarily equel 1008

Moter
Data are shown oy quaptiles when of less 13 of the sampled businesses report the specilic item.
Recopds were panted in oscending order according to sales size. Each quertile li. bottom 25z. lower midde 25x, etc.) represents one quarter of the ictol number of businesses. Within esch quertile, the averege potio is presented. for comperison purposes, the migh and low volues of seles ore shown.

Hom to use the teblet
(1) Locate the sppropriate seles cange that is displayed on the two lines entitiod low sales velue and ahigh gales value ${ }^{\circ}$

121 the selected pange will indicete the proper quartile, i. . the bottom $25 \%$, the lower midde $25 \%$, the upper midde $25 \%$ or the top 25 :
(3) Dete perteining to the selected stas size range will be in that quatrile.

## standerd Industrisl CIassificetion Definition (SIC 1980):

SiC 9723 - Self-Serve Laundries and/or Ory Cleaners
Businesses orimarily engageo in providing coin-opernted suromatic laundy andor dry cleaning facilities for the use of the public. Included in itis iedustry ofe businesses engaged in coin-operated dry cleaners. coin-operated laundies. self-serve dry cleaners and self-serve launcties.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nova Scotia. Seif-Serve Laundries and/or Dry Cleaners (SIC 9723)

(1) These estimates bere based on sample of businesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$.

See table 1 for iymbots and nozes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nove Scotie, Self-Serve Leundries and/or Dry Cieaners (SIC 9723)

|  | Total (2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | UDPEP同iddle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$.s) | $\begin{array}{r} 1 \\ (1) \\ (1) \end{array}$ |  | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.8 | -- | -- | -- | -- |
| Levernge patios <br> Debt/equity rotio (times) <br> Interest coverseg ratio (times) <br> Dobt ratio (times) | $\begin{array}{r} -9.5 \\ 1.3 \\ 1.1 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the overege of ratios for sach businass in the group and cennot be celculated from the figures show in tabie 2
(2) These ntimetes srim based on semple of Dusinesses ieporting seles berween 525,000 and $82,000,000$.

See tioble 1 for symbols and notes.

## Definitions:

1. Liquidity retie:

Cuprent ${ }^{2}$ current essets $/$ eurpent lisbilities
2. Leversoge ratios:
8) Debi/equiqy = total liabilities / equisy
b) Debr rasio $=$ rotal liabilisies / total assets
c) Interest coverage $=$ net profit - interest expense $f$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, igst
Nova Scotia, Self-Serve Lmundries and/or Dry Cleaners (Sic 9723)

|  |  | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ |  | UODE $\text { midole } 25:$ | Tof $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | (1) ${ }^{2}$ |  |  |  |  |
| Law sales value ( $\$ 000$ 's) High sales value ( $50.00^{\prime}$ s) | (1) | -- | -- | -- | -- |
| High sales value ( $50.00^{\circ} \mathrm{s}$ ) |  |  |  |  | -- |
| Average ( $\$ 000$ 's) |  |  |  |  |  |
| Operating ectivities Cash from operations Depreciation Other |  |  |  |  |  |
|  | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | - | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment setivities |  |  |  |  |  |
| Disposal of fixed essets | $x$ | -- | -- | -- | -- |
| Purchase of fixed sssets | $x$ | -- | -- | -- | -- |
| Incresse in investment | $\times$ | -- | -- | -- | -- |
| Decresse in investment | X | -- | -- | -- | -- |
| Financing activities ${ }^{\text {a }}$ |  |  |  |  |  |
|  |  |  |  |  |  |
| Redsyment of long term debt | $x$ | -- | -- | -- | -- |
| Losns from shareholders | $x$ | -- | -- | -- | -- |
| Repaymen: of loans from shareholders | $x$ | - | -- | - | - |
| Advances \& loans from government | $x$ | -- | -- | - | -- |
| Increase in equity | $x$ | -- | -- | -- | -- |
| Decresse in equity | x | -- | -- | -- | -- |
| Diner | $\times$ | -- | -- | -- | -- |
| Incresse(decrese) in cash s equivalents | $x$ | -- | -- | -- | -- |
| Cesh equivalents-Beginning of the year | x | - | -- | - | -- |
| Cesh equivelents - End of the year | X | -- | -- | -- | - |

11 These espimates re desed on sample of incopporeted businesses reporting soles detween $\$ 25,000$ ond $\mathbf{\$ 2 , 0 0 0 , 0 0 0 \text { . Somple count inciudes }}$
only those businesses reoorting sierement of chenges
see table 1 for symbols and notes.

TABLE 5. Employment changes by fize of business, 1984-4987 based on SIC cisesification in ig87
Nova Scotle, Laundry and cleaners (SIC 872)


(1) Average 1 soour units ore calculated by dividing rotal payroll by the average onnusi wage end salery rate as reported in the Surver of Employment. Payroll ano mours, Statistics Conada. Catalogue $72-002$. An overage labour unit coulo be interpreied as a full-ilme employee. Note that the business size groups used are determined ar the censa level. itus it business has at leasi 500 employees in Canade as a whole but less than that number in any given province if is shown in the 500 and over group
(2) Refers to businesses reporting no payroll deductions in the previous year

131 Refers to businesses reporing no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to have been in sctivity for six months and the information is adjusied accordingly
see table 1 for symbols and noies

TABLE 6. Selected operting characteristics of small businesses by sales quartile, 1985-1987 Nove Scotia, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

| (Motal(l) |
| :--- |


| Number of observetions in semple <br> Average sales $\$$ <br> Average expense $\$$ <br>  |  |
| :---: | :---: |
| Businesses reporting profit (Mo.) |  |
| Averoge sales \$ | 65.493 |
| Average expense $\frac{8}{}$ | 52.828 |
| Aversae net protit \$ | 12.665 |
| Gusinesses reporting a loss (Mo.) |  |
| Average sales 5 |  |
| Averoge expense 5 |  |
| Averege net loss \$ |  |


| -. | -- |
| :---: | :---: |
| -- | -- |
| -- | -- |
|  |  |
|  |  |
| -- | -- |
| -. | -- |
| - | - |
|  |  |
|  |  |
| -- | -- |
| -- | -. |
| -- | -- |

1987

Number of observetions in sample Average sales $\$$
sver age expense 8
Average net profit (loss) \$
7
108,348
103.881
4.467
-- --
$\because$

Businesses reporting prof it (Mo.)
Average seles $\$$
8
134,873
125.574
Average expenses
$\begin{array}{lr}\text { average net profit } & 9.299\end{array}$

Businesses peportine less (Mo.)
Averoge sales $\$$
1
55.299
60.495
Averspa expense $\$$
Average net loss $\$$
$-5.196$
(11) These estinates ore besed on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$

Spe iable 9 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Video Movies and Audio-Visull Equipment Rental (SIC 9912)

|  | Total(1) |  | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25^{\circ} \end{array}$ |  | $\begin{aligned} & \text { Lowe: } \\ & \text { midde } 25 * \end{aligned}$ |  | Upder m: ode 25: |  |  | TOL 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eustoesses to semale Mc Dom sales vailue $\$ 8000$ s! Hign sales vilue $\$ 000$ 's |  | $\left(\begin{array}{l} \vdots 9 \\ (1) \end{array}\right.$ |  | -- |  | -- |  |  |  |  |  |
| Selacted expense item | Industry aversge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3) |  |  |  |  |
|  | Tota | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe? } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | Uppe? middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Uoper middle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Oceupancy mpenses |  |  | -- | -- | -- |  |  | - | -- | -- | -- |
| Depreciation <br> Redaips maintenence | 32.9 | -- | -- | -- | -- | 100.0 85.0 | 32.9 0.8 | -- | -- | -- | -- |
| Hest. lighe 8 telephone | 2.2 | -- | -- | - | -- | 100.0 | 2.2 | .- | -- | -- | -- |
| Rent | 9.0 | -- | -- | -- | -- | 90.8 | 9.9 | -- | -- | -- | -- |
| Personnel expenses | 25.8 | -- | - | -- | -- | 99.2 | 27.0 | - | -* | -- | - |
| Financial expenses | 5.1 | "- | -- | -- | -- | 99.2 | 5.2 | -- | -- | -- | -- |
| lnierest E bank charges | 4.0 1.2 | -- | -- | -- | -- | 94.1 91.0 | 4.2 1.3 | -- | -- | -- | -- |
| Dther expenses | 18.8 | -- | -- | -- | -* | 100.0 | 18.6 | -- | - | -- | - |
| Profit (loss) | 4.6 | -- | -- | -- | - | 94.7 | 4.9 | -- | -- | -- | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |

```
Symol
zero or no observetions
- too smali too oe expressed
MO: EDD licaole
```

$x$ confadenti

## footnotes

111 inese estimetes ere Desed on sample of businesses reporting sieles between $\$ 25,000$ end $32,000,000$
(2) Value in esch cell =
(3) Velue in eacn ce
iotel wigheo expenditure on given item
Total weighted sales of dil ousinesses in the sample $\times 100$ for each quartile
To:al weighted expenditure on given item
Toibl weighted seles of businesses reporling this isten of expenditure
 incividuly and the $10: a$ will not necessarily equal $100 \%$.

## Wotes

Dota are shown oy quer tiles when at least 13 of the samoled businesses feport the specific itam.
Recoros were ranko in ascending order according to sales size. Each quertile li. bot tom 25\%. lower midele 25\%. etc.l represents one quarter of the total number of businesses. Within esch quertile. the overage ratio is presented. por conparison purposes, the high and low vilues of silies are showm

## How to use the tobles

(t) Locat the appropriate sales range that is displeyed on the two lines entitlad bow seles value and EHigh sal value
12) The selected range will indicste the proper quartile. i.e. the botton 25z, the lower middle 25\%. the upper middl $25 \%$ op the :00 $25 \%$.
(13) Dots pertsining io the suincted sales size range will be in thmit quertile

Stenderd Industriel Clessificetion Definition (\$1C 19801:
SIC 9912 - Gudio-Visuai Equipment Rental and Leasing
Businesses primarily engaged renting bnd leasing audio-visual guipment. Businosses engaged in audio-visubi rental and lesing. projec: on equment ienta public address systen rental. rentel of budio-visusl equipmert. sound equipment iental, iape pecorder rental and ielevision renial are included in this industry

TABLE 2. Balance sheet profile for incorporated businessee only, 1987
Nova Scotia, Video Movies end Audio-Visuml Equipment Rentel (SIC 9912)

|  | Total(1) | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe f riddele $25 \%$ | Uppe middle 25* | $\begin{aligned} & \text { Toc } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | $\bar{\square}$ | -- | -- | -- | -- |
| Accounts and notes receivable | 2 | -- | -- | -- | -- |
| Inventory $\begin{aligned} & \text { Other current assets }\end{aligned}$ | 16 | -- | -- | -- | -- |
| Totsi current ossets | i8 | -- | -- | -- | -- |
| Fixed issets | 32 | -- | -- | -- | -- |
| Less: Accum, deo. on fixed essets | - | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Total ussets | 53 | -- | -- | -- | =- |
|  |  |  |  |  |  |
| Current loans | 15 | -- | -- | -- | -- |
| Other current liabilities | 15 24 | -- | -- | -- | -- |
| Mortgages dayable |  | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Other liabilities | 15 | -- | -- | -- | -- |
| Total liabilitios | 41 | -- | -- | -- | -- |
| Totel equity | 13 | -- |  | -- | -- |

(11) These estimates bre based on sample of businesses reporing sales between $\$ 25.000$ and $\$ 2.000 .000$.

See table ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Nove Scotle, Video Movies and Audio-visusi Equipment Rentel (SiC 9912)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | UpDer middl 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value (\$000's) High sales value ( $5000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (times) | 0.7 | - | -- | -* | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage patio (times) Debt ratio (times)``` | $\begin{aligned} & 3.2 \\ & 4.3 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The fatios reppesen? the everage of potios for each business in the group and cannot be ceiculateo from the figures shown in fable 2 .
(2) These estimates or besed on semple of businetses pepopting soles outween $\$ 25.000$ end $\$ 2.000 .000$.

See foble 1 for symbols and notes.

## Definitions:

1. Liquidity retio:

Curfent $=$ curfent assets / current liabilities
2. teverage ratios:
8) Debt/equiry s potal liabilities / equity.
b) Debt ratio = rotal liabilities / totel essets
c) Interest coverage $=$ nes profit - interest expense / interess expense

TABLE 4. Stetement of changes in financial position for incorporated businesses only. 1989
Nova Scotia, Video Movies and Audio-Visual Equipment Rental (Sic 9912)

|  | Totali'i | $\begin{aligned} & \text { BO: } \div \text { om } \\ & 25: \end{aligned}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { middie } 25 ; \end{aligned}$ | Upoe: $\text { middle }: 5 \%$ | $\begin{aligned} & \mathrm{TO} \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susiresses in same'e INo. Lon sales value $\$ \$ 000$ s) High saies va ue (9900's) | $\begin{aligned} & 1 \\ & 1! \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average i $\$ 000$ |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | - | -- | -- |
| Investment octivities $\begin{aligned} & \text { Disposal of ixed assets } \\ & \text { Purchase of fixed assets } \\ & \text { Increase in invastment } \\ & \text { Decrease in investment } \end{aligned}$ | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ |  | $\begin{array}{r}- \\ \hline\end{array}$ | -- | -- |
| Finencing activities <br> Increase in long term debt <br> Repayment of long qerm debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances $\&$ loans from government <br> Inctosse in equity <br> Decrase in equity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ |  |  | - <br> - <br> - <br> - <br> - <br> - | - |
| Increses(decrease) in cesh s equivelents Cash s equivalens-Beginning of the yeer Cash squivalenis. End of the year | X $\times$ $\times$ | -- | -- | -- | -- |

111 These estimates are basec on a sample of incorporeted businesses reporting sales between $\$ 25.000$ and $\$ 2$. 000 . $\mathbf{0 0 0}$. Sample count includes only those bus nesses reporiing e statement of changes
see reble 1 for symbols and motes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC clessification fn 1987
Nove Scotia, Video Movies and Mudio-Visual Equipment Rental (SIC 9912)
Business size expressed in
average labour unitsil)
$(11$ Average lobour units are colculated by dividing total paypoll by the average annul wage and saleiy rote as feoorted in the Surver of Employment. Payroll and Hours. Statistics Cansac. Catologue 72-002. An aver bge iobour unit could be interpreted os e full-i me omployee. Note that the business size groups used are determined ot the canado evel. Thus if ousiness has of tetst 500 mployees in Canada os whole but less than that number in any given province it is shown in the 500 and over group.
121 Reters to businesses raorting no payroll deductions in the provious year.
(3) Refers to businesses reporting no payroll deductions in the following year
*Newly roporting" ano "nc longer reporting" businesses are assumed to have been in activity for six months and the information is adjustec accordingly
see table 1 tor symools and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Nove Scotio. Video Movies and Audio-visuel Equipment Rentsi (Sic 9912)


1985

| Wumber of observations in sample Average seles $\$$ <br> Average expense $\$$ <br> Averape net Drofit (loss)s | $\begin{array}{r} 18 \\ 132.488 \\ 124.757 \\ 7.731 \end{array}$ |
| :---: | :---: |
| Businesges reporting oprofit (Mo.) | 12 |
| Aversoe siles $\$$ | 127.765 |
| Average expense $\$$ | 108.749 |
| Average net profit $\$$ | 19.036 |
| Businesses reporting lose (Wo.) | 6 |
| Average soles 5 | 255.125 |
| Aversoe expense 5 | 283.789 |
| Average net loss \$ | -28.664 |

1985

Number of observetions in semple
Average soles $\$$
259.647

Average sales
Average expense
259.647
210.079

Average net profit (loss) $\$$
210.079
49.568

| -- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | -. | -- |
|  |  |  |  |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| - | -- | -- | -- |
| -- | -- | -- | -- |

Businesses reporting profit (Mo.l
Average sales
267. 15

Average expenses $\quad 212.063$
212.063
55.421

Average net profits
55.097
86.945
usinesees reporting loss (Mo.)
Averege sales $\$$
Averege sales 5
Averege expense 5
66.945
-11.849

Average net loss 8
$-11,849$

1887

(1) These estimetes are Dased on semple of businesses peporting sales between $\$ 25,000$ and $\$ 2,000.000$.

See table ifor symols and noses

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia. Automobile and Truck Renta) and Leasing services (Sic 9921)

|  | To:at1:1 |  | $\begin{aligned} & \text { Eottom } \\ & 25 \% \end{aligned}$ |  | Cowe <br> midde 25: |  | $\begin{aligned} & \text { Uode } \\ & \text { middie } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { ToL } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele iNc. Lon sales value $\$ 3000^{\circ}$ s, $H$ gh sales value $18000^{\prime}$ 's |  | $\begin{array}{r} 8 \\ 1! \\ 11 \end{array}$ |  | .- |  |  |  |  |  |  |  |
| Selected expense item | industry average 2 ) |  |  |  |  | $\begin{aligned} & \text { \% bus i- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only( 3 ) |  |  |  |  |
|  | Tot | Botiom 25\% | Lower $\begin{array}{r} \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 900 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soles | - | - | -- | -- | -- | - | - | *- | -- | - | - |
| Occupency expenses Deoreciation | 50.0 37.5 | -- | -- | -- | -- | 100.0 100.0 | 50.0 37.5 | -- | -- | -- | -- |
| Repairs or maintenance | 7.7 | -- | -- | -. | -- | 94.0 | 8.2 | -- | - | -- | -- |
| Hest, light $\delta$ telephone | 1.5 | -- | -- | -- | -- | 76.1 | 2.0 | -- | - | -- | - |
| Rent | 3.3 | -- | -- | -- | -- | 18.1 | 18.2 | - | -- | -- | -- |
| Personnel expenses | 3.4 | -- | -- | -- | -- | 63.6 | 5.1 | -- | -- | - | -* |
| Finenciel expenses | 15.4 | $\cdots$ | -- | -- | -- | 100.0 | 15.4 | -- | - | -- | - |
| Interest 8 dank charges Professional fees | 14.5 1.0 | -- | -- | -- | -- | 100.0 100.0 | 14.5 1.0 | -- | -- | -- | -- |
| Other expenses | 25.3 | -- | -- | - | =- | 100.0 | 25.3 | -- | -- | -- | -- |
| Profit (loses) | 5.9 | =- | = | - | -- | 100.0 | 5.9 | - | - | =- | -- |
| Total | 100.0 | -- | - | -- | -- | 100.0 |  | -- | -- | -- | -- |

## Symbols

zero or no observations
-- ioo smatl 100 be expressed
... not soplicable
$\times$ confidentisl

## Fooinotes

it these estimates are based on sample of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$

- Tots weighted expenditure on given item

121 Volut in each cell $=\frac{\text { lotal weightad sbles of sil businesses in the sample }}{} \times$ loo for each oustile
(3) Volue in each cell. lotal weigntod expenditure on given item
in portion of the table perteins only to the Dusinesses reporting the specific expense iten. Therefore these refios er calculated individually and the total wili not necessarily equal $100 \%$.

## Motes

Data ne shown by quarities when at lest 13 of the sampled businasses report the specific ifom.
Records were ranted in ascending order according to sales ize. Each ouartil fi. ©. Dotrom 25x, lower midde 25\%, etc. represents on guarter of the cotal number of businesses. Within each quartile, the overege ratio is presented. For conoerison purposes, the high and lom values of salus are shown

How to use the tebles

12) The selected range will inoicare the proper guterile. i. t. the bottom 25\%. fhe lower midde 258 , the upper midde $25 \%$ or the top 251
(3) Je:a perteining to the selectac sales size pange will be in that quertite.

## Standerd Industrin! Clsssification Definition (SIC 19801:

51C 9921 - Mutomobile and Truck Rentel end leating Services
Businesses primarity engaged in renting and leasing passenger cars or trucks without drivers. 解tonobile rental or itesing iwithout
ariverl, car renia! agencies and truckrentals twinou: driverl are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotie, Automobile and Truck Rentel and Leesing Services (Sic 9921)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe: $\text { midde } 25 \%$ | Uoper $\text { midde } 25 \%$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (Mo.) Low sales value ( 5000 ') High sales value ( $\$ 000$ 's) | (1) ${ }^{8}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Asset |  |  |  |  |  |
| Cesh | 44 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 4 | -- | -- | -- | -- |
| Other cuprent assets | 68 | -- | -- | -- |  |
| Total current assets | 112 | -- | -- |  |  |
| Fixed assets | 693 | - | -- | -- | -- |
| Less: Accum. dep. on fixed ussets | - | -- | -- | - | -- |
| Other assets | 36 | -- | - | -- | -- |
| Total usets | 44 | - | - | -- | -- |
| Lisbillties end equitr - .- .- |  |  |  |  |  |
| Current losns liabilities | 100 149 | -- | -- | -- | -- |
| Total cuprent liabilities | 248 | -- | -- | -- | -- |
| Mortgages dayabl | - | - | -- | -- | - |
| Long term debt | 141 | - | -- | -- |  |
| Other liabilities | 418 | -- | -- | - | -- |
| Total liabilities | 808 | -- | - | -- | - |
| Total equity | 33 | - | - | - | -- |

(1) These estimetes are based on sample businesses roporting sales between $\$ 25,000$ and $\$ 2.000 .000$.

See table i for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businessest only. 1987
Wove Scotie. Automoblle and Truck Rental and Leesing Services (Sic 9921)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower | Uppef middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.\} Low seles value ( $\$ 000^{\prime}$ s) High sales value (\$000's) | $\left(\begin{array}{r}8 \\ (1) \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity retio Current retio (times) | 0.5 | -- | -- | -- | -- |
| Leverage retios <br> Deblloquity fatio (times) <br> Interet coverage iatio (times) <br> Debt itio \{times) | 24.5 1.1 1.0 | -- | -- | -- | -- |

111 The patios represent the everage of rotios for each business in the group ond cennot be colculated from the figures ahown in table 2.
121 These estimetes ere peed on semple of businesses reporting seles beiween $\mathbf{2 5}, 000$ end $\mathbf{8 2 . 0 0 0 , 0 0 0 .}$
See foble i for smoois and notes.

## offinitions:

1. Liquidity retio:

Cuprent $=$ current assets / current liabilities.
2. Leverage ratios:
a) Debr/equity $=$ tosal liabilities / equity.
b) Debt tatio = total liabilities / total assets
c) Interest coverage $=$ net profit - inteies! expense / interest expense

TABLE 4. Statement of changes in financial position for incorporeted businesses only. 1987
Nova Scotis, Automobile and Truck Rental and Leasing Services (Sic 9921)

|  | Total11 | $\begin{array}{r} \text { Bot + om } \\ 25 \% \end{array}$ | Lowe' middie 25\% | Jpper midde 25\% | Too 2F: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  |  |  |  |
| Low sales value $\$ \$ 00 \mathrm{C} s$ : High sales value ( $\$ 0 C C$ s) | - |  |  |  | -- |
|  | Average (\$000 s) |  |  |  |  |
| Opersting activities |  |  |  |  |  |
| Cash from oderations | $x$ | -- | -- |  | -- |
| Deoreciation | $x$ |  | -- | -- | -- |
| Other | $x$ | -- | - | -- | -- |
| Dividends | x | - | -- | -- | -- |
| Investment ectivities | $\bar{\square}$ |  |  |  |  |
| Disposal of fixed assets | $x$ | -- | -- | -- | -- |
| Purchase of fixed sssets | $x$ | - | - | - | -- |
| Increase in investment | $x$ | -- | -- | -- | - |
| Decrease in investment | $x$ | -* | -- | -- | -- |
| Finsencing ectivities | - |  |  |  |  |
| Increse in long eerm debt | $x$ | -- | -- | -- | $\cdots$ |
| Repsyment of long term dedt | $x$ | -- | -- | -- | - |
| Loans from shareholders | $x$ | -- | -- | - | - |
| Repaymen? of loans from stareholders | $\times$ | -- | -- | -- | -- |
| Aovances 8 loans from government | $x$ | -- | -- | -- | -- |
| increase in equity | $x$ | -- | -- | -- | -- |
| Decrease in equity | $\stackrel{x}{x}$ | - | -- | -- | -- |
| Other | X | = |  | -- | - |
| Incresestdecrease) in cesh s equivalents | $x$ | - | -- | - | - |
| Cash s cauivelents-Beginning of the year | $x$ | -- | - | - | - |
| Cash equivelents - End of the yest | x | -- | -- | -- | -- |

19 These estimates are based on sample of incorporated dusinesses reporting sales between \$25,000 and \$8,000.000. Sample count includes only those businesses roporting ostotemt of chonges.
see Tole 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on sic ciassification in i987
Move Scotim. Automobile and Truck Rentsl and Lessing Services (Sic 9921)

|  |  |  |  | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in everage iabour un is!!! | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Nowly } \\ \text { Peporting }(2) \end{array}$ | No Ionger peporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 43 | 3.870 | 284 | 9 | 5 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100^{-} 495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 34 \\ 2 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 1.600 \\ x \\ 1.361 \\ x \end{array}$ | $\begin{array}{r} 118 \\ 34 \\ 59 \\ 33 \end{array}$ | $6$ | $\begin{aligned} & 4 \\ & i \end{aligned}$ |
| 1587 |  |  |  |  |  |
| Totel | 46 | 5.186 | 179 | 7 | . . |
| $\begin{aligned} & \text { les then } 20 \\ & 20^{\circ} \text { - } 99 \\ & 100 \text {. } 499 \\ & 500 \text { ond over } \end{aligned}$ | 36 3 5 2 | $\begin{array}{r} 2.610 \\ 1.265 \\ x \\ x \end{array}$ | $\begin{aligned} & 91 \\ & 43 \\ & 19 \\ & 24 \end{aligned}$ | 6 <br>  | . |

[^64]TABLE 6. Selected operating characteristics of sinall businesses by sales quartile. i985-1987 Nove Scotis, 啈omobile and Truck Rentel and Leaping Services (Sic 9921)




1887

(1) These estimates are besed on semple of businesses reporsing soles between $\$ 25,000$ and $52,000.000$

See foble 1 for swouls and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Nove Scotla, Photographers (SiC 9931)

|  | Total(1) |  | $\begin{array}{r} \text { Bat } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { iowe: } \\ \text { mode i5\% } \end{array}$ |  | Usde: <br> mode 2こ: |  |  | $\begin{aligned} & \text { To } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble (No.: Low sales value $1 \$ 000$ s! High saies value ( $\$ 000$ 's) |  | $\begin{array}{r} 6 \\ \{1\} \\ i 1\} \end{array}$ |  | -- |  |  |  | -- |  |  |  |
| Selected expense item | Indusiry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting susinesses on $y$ ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toral | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Udoer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 25.7 | - | -- | -* | -- | 100.0 | 29.7 | -- | -- | -- | -- |
| Occupancy expenses | 28.4 | -- | -- | -- | -- | 100.0 | 28.4 | -- | -- | - | -- |
| Depreciation | 20.8 | -- | -- | -- | - | 100.0 | 20.8 | -- | - | -- | -- |
| Repsirs of maintenance | 1.5 | -- | -- | -- | -- | 97.5 | 1.5 | -- | -- | -- | -- |
| Heat. light steleptione | 5.8 | - | -- | -- | -- | 100.0 | 5. 8 | -- | -- | -- | -- |
| Ren: | 0.3 | -- | - | -- | -- | 9.5 | 3.5 | -- | -- | -- | -- |
| Personnel expenses | 6.5 | -- | -- | -- | -* | 100.0 | 6.5 | -- | -- | -" | - |
| Finencisl expenes |  | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| Interest 8 bank charges Piufessional fees | 9.3 1.1 | -- | -- | -- | -- | 97.7 | 9.5 1.1 | -- | -- | -- | -- |
| Other expenses | 28.0 | -- | -- | -* | -- | 100.0 | 28.0 | -- | -- | -- | - |
| Profit (loss) | -3.0 | - | - | -- | -* | 100.0 | -3.0 | -- | -- | -* | - |
| Totel | 100.0 | -- | - | -- | - | 100.0 | *. | -- | - | -- | -- |

## Symol:

zero or no observarions
.- $\quad 00$ small too de expressed
no: appliced
$\times$ confidentill

## Footnotes

(1) inese estimstes bre besed on s semple of businesses reporting sales between $\$ 25,000$ snd $\$ 2,000,000$,
3) Value lotal weighted exotnditure on given item
(3) Vetue in each cell $=\frac{\text { Total weighed expendisure on given item }}{\text { lotel weighted sales of businesses reporting this item of expenditure }}$ foo for en

This portion of the table pertains only to the businesses reporting the specific expense item. ingrefope enese prios ere celculared individuelly and the totai will not necessarily equal 100 k .

## motes

Dets are shown by quertiles when bt lest 13 of the sampled businesses repor? the spucific iqem
Records were ranked in ascending order eccording to sales size. Each quarile li. bottom 25音, lower midde 25\%, eic. represents on querter of the tozal humber of businesses. Within each quertile, the overege retio is presented. for comparison purposes. the high and low valums of sales are shown.

Mow to use the tebles
(1) Locat the approprite seles range that is displayed on the two lines antitiod low selus value end emigh seles value
(2) The selected range will indicate the proper quertile, i. e. the botom 25\%. the lower middi 25\%, the upper midde $25 \%$ or the top $25 \%$.
(3) Data pertaining to the selected seles sizt range will be in that gutrile.

Standerd Industrial Clasificetion Definition (SIC 1980):
SIC 8931 - Photogrephers
Businesses primar ity engaged in portrait ano commercial photopraphy. inis incustry includes comertibl photographers. photographic studics ang porirait pnotographers

TABLE 2. Balenee sheet profile for incorporeted businesses only, 1987
Nove Scotia. Photographers (SIC 9931)

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

(1) These estimates be based on a semple of businesses peporting sates detween $\mathbf{3 2 5 , 0 0 0}$ end $\$ 2,000,000$.

See table 1 for symbols and notes.

TABLE 3. Financiel retios(1) for incorporated businessez only. 1987
Nove Scotis. Photographers (SIC 8931)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & (1)^{3} \\ & (1)^{2} \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Curpent ratio (times) | 2.5 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Dobt ratio (times)``` | 2.4 3.0 0.7 | -- | -- | -- | -- |

(1) The retios represent the everege of retios for esch business in the group and connot be eeiculeted from the figures shown in ieble 2 .
(2) These estimetes bered on semple of businesses reporting seles between $\mathbf{2 5 5 , 0 0 0}$ end 82.000,000

See Tible ifor symolt end notes.

## Definitions:

1. Liquidity retio:

Curpent $=$ current assets / current liabilities
2. Leverege retios:
al Dete/equity $=$ total liabilities / equity
D) Debr retio = total liabilities/ totel assels
c) Interest coverage $=$ net profit . interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Nove Scotia. Photographers (SIC 9931)

|  | Total (?) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } 25 \% \end{array}$ | UpDe: <br> midole $25 \%$ | TOD $25^{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samete (No.) Lon sales value 18200 s H gt sales value $1 \$ 000^{\prime}$ s: | $\begin{array}{r} 1 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  |  |  | verage \$ \$000 |  |  |
| Operating ectivities Cast from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | =- | - | -- | -- |
| Dividends | $x$ | - - | -- | =- | -- |
| Investmen: activities <br> Disposal of fixed assets <br> Puichase of lixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | =- | -- | -- | -- |
| Financing ectivities <br> lncrease in long term dobt Repayment of long term debt Loars fiom shar holders <br> Renayment of loans fram shareholders <br> Lovances \& loans from government <br> increase in equity <br> Decrease in equity <br> Diter | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ |  | -- | -- -- - - - - -- | -- |
| Increase(decresse) in cash s equivalents Cash \& equivalents-Beginning of the year Cash \& equivilents - End of the yeaf | $x$ $\chi$ x | - | -- | -- | -- |

 only those businesses reporting a sierement of changes.
see iadle for symools and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification tn ig87
Nove Scotia. Photogrmphers (SIC 9931)


111 Average labour units ere calculated by dividing total payroll by the average annul wage end solory rate as feported in the
Surver of Employmen?. Payroll ond Mours. Siaristics Canada. Catalogue 72.002 . An average labour unis could de interoreted as o
full-ime employee. Noie that the business size groups used ere determined ot the conade level. thus it business hes or leas?
500 amployees in Canada as whole but less than that number in any given province it is show in the 500 and over group.
121 Refers to businesses reporting no perroll deduetions in the previous year
(3) Refers to businesses reporting no payroll deductions in the foltowing year
"Newily reporting" and "no longer repoling" businesses afe assumed to have been in activizy for six norith and ithe information is adjusted accordingly
see table for symbols anc notes

TABLE 6. Selected operating characterlstics of mall businesses by sales quartile, 1985-1987
Nove Scotie, Photographers (SIC 9931)


| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (lose) \$ | 5 97.703 87.454 10.249 | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses raporting profit (Mo.) | 6 |  |  |  |
| Averape sales \$ | 97.703 | -- |  |  |
| Averape expense 8 | 87.454 |  |  |  |
| Averege net profits | 10.249 |  | - | -- |
| Businesses reporting loss (Mo.) | - |  |  |  |
| Average sales \$ | - | -- | -- | - |
| Averoge expense \$ | - |  |  |  |
| Average net loss \$ | - | -- | -- | -- |

Number of observations in sample
Aversge sales $s$
Average expense $\$$
Averspe net dofit (loss) $g$


1886
sinesees reporting a profit (Mo.
Averape sales $\$$
69.142

Averspe expense S
57.225

Averape net profits
11.917

Businesses reporting lose lWo.l
Averses ssles
Average expense $\$$
Average net loss $\$$

1987


[^65]TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Welding (Sic 9942)

Boitom
$25 \%$ midowe
$25 \%$

| Uphe: | ToE |
| ---: | :--- |
| ridale 25: | $25:$ |



Symbol:
zero or ho observations
-- 200 smal! $\$ 00$ be expressed
not epplicable
$\times$ confidentil

## Footnetes

191 These estimates bre based on sample of businesses peporting seles oetween $\$ 25,000$ and 82.000 .000 Tofsl weighted xpenditure on given item

(3) Value in each cell a Total waighted expenditure on given isem
for each quartile.

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

Notes
Deta are shown Dy quartiles when of least 13 of the sampled businesses report the specific itom
 one quarter of the qoial number of busingsses. Within each quertile, the aversge petio is presented. for comperison purposes. the high and low values of salus are shown.

How to use the sebles
(1) Locate the spropribie sales range phat is digplayed on the pwo lines entitled biow selas value end ohigh sales value".
(2) The selected renge wilt ingicete the proper quertile. i. the botron 25\%. the iower midole 25\%. the upper miode 25\% or the top $25 \%$
(31 Date perteining to the zelectod seies size ponge will be in thet quertile

Stenderd Industrisl Clessificerion Definition (SIC 1980):

## slc 9942 - weloing

 eleciric welding seivices lexcec: constuction silel. welding repaip work and welding shops

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Nove Scotia, Welding (SIC 9942)


111 These estimaies are based on sample of businesses reporiing sales beiwean $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2}, 000,000$.
See lable, for symbols anc notes

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Move Scotis, Welding (SIC 9942)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } 25 \% \end{array}$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low seles value ( $\$ 000$ s) Migh sales value ( $5000^{\circ}$ t) | $(1)^{4}$ |  | - | -- | -- |
|  |  |  | Average |  |  |
| Liquidity retio Current ratio (times) | 1.9 | -- | -- | -- | -- |
| Levereat ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.0 \\ & 6.9 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios epresent the everage of ratios for each business in the group and cannot be celculated from the figures shown in toble 2 .
(2) These estinetes ere beed on semple of businesses reporting selos between $\$ 25,000$ and $\mathbf{5 2}, 000,000$.

See teble 1 for symols and notes.

## Definitions:

1. Liquidity ratio:

Current $=$ current assets / current liabilieies
2. Leverage ratios:
a) Debtlequity $=$ pois lisbilisies; equisy
bi Oeb: ratio = lo:a liab lities/total asseis
cl interes: coverage $=$ ne: profi: - interes: expense / interest expense

TABLE 4. Statement of ehanges in financial position for ineorporated businesses only. 1987 Nova Scotla, Welding (SIC 9942)


only those businesses reporting steremen of changes
see indel 1 for symbols and noqes

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic ciassifiestion in 1987 Nove Scotla, Welding (SIC 9942)


(1) Average lsbour units are calculated by dividing lotal payrolt by the averoge annual wage ond salsiy rate as reported in the

Survey of Employment. Payroli ano Mours. Statissics Conade. Cetalogue $72-002$. An verage ladour whit could be inierpreted as a fult-zime employee Nore thet the business size groups used are determined ot the conode level. Thus it a business hos or lees? 500 mployees in Canace as a whole but less than that number in any given provinct is is shown in the 500 ond over group.
121 Refers io businesses reporting no payroll deductions in the previous yesr
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly eporling" ano "no longer reporting" businesses are assumed to nave been in activity for six months and the information is - opusted accordingly.
see tade I for symbols and noies

TABLE 6. Selected operating eharacteristice of small businesses by sales quartile, $1985-1987$
Nove Scotia. Welding (SIC 9942)


1886

Wumber of observations in sample
Average sales $\$$


1987
Mumber of observations in sample
Average sales $\$$
Average expense $\$$

(1) These estinstes sre based on sample of businesses reporing seles between $\$ 25,000$ and $\$ 2,000,000$

See tobie 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Nove Scotia. Services co Buildings and Dwellings (SIC 295)


## Symbor:

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zero or no observetions
- loo small so0 De expressed
    NOR apolicoblo
* conficenqi者
```


## Faotnotes

(1) These estimetes be based on s sampl of businesses reporting selus between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{\$ 2}, 000.000$.

- Total weighted expenditure pn given item

13) value in each cell $=\frac{\text { lotsi wighted expendipure on given item }}{\text { Totel wighed sales of businesses reporting this iqem of expendieure }}$ for for each quartile

This portion of the toble pertains only to the Dusinesses reporting the specific expense item. Therefore these ratios ere celculated individubly and the tatal will no: necessarily equal 100\%

## Notes

Data shown by quartiles when at least 13 of the sampled businesses report the specific item
Records were renked in ascending order according to sales size. Each quartile li. ©. Dottom 25\%, lower midde 25\%. Etc.) represents one quarter of the total mumber of businesses. Within each quariile. the average ratio is presented. for comperison purposes, the hioh and lom values of sales are shown

How to use the tables
(1) Locat ine sppropriste sales range thet is displayed on the two lines entitico wow sales values and "Migh seles value
(21) The selected ronge will indicese the proper quastile. i. the botton $25 \%$, the lower midde $25 \%$, the upper midde $25 \%$ or the 1op 25\%
(3) Desa pertaining to the selected sales size renge will be in thel quartile.

## Setenderd Industrisl CIsesificetion Definition (5IC 1980)

SiC 9850 - Services to Buitdings and Dwilings


TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Nove Scotie. Services to Bulldings and Owellings (SIC 995)

|  | Total(1) | Bottom 25\% | Lower | UpDer $\text { midd } \mid=25 \%$ | $\begin{aligned} & 100 \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales value 18000 's) <br> High sales value $\{\$ 000$ 's? | 15 $(1)$ 11 | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cssh Accounts and notes receivable | 18 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 18 | -- | -- | -- | -- |
| Other current assets | 12 | - | -- | -- | -- |
| Total current assets | 29 | -- | -- | -- | -- |
| Fixed assets | 42 | -- |  |  | -- |
| Less: Accum. deo. on fixed sssets | - | -- | -- |  |  |
| Other assets | 12 | - |  |  |  |
| Total asets | 83 | -- | - | -- | -- |
| Liebilities and equity Current loans Other current liabilities Total current liabilities Mortgages Dayable Long term debt Other lisbilities |  |  |  | -- |  |
|  | 10 37 | -- | -- | -- | -- |
|  | 47 | -- | -- | -- | -- |
|  | - | -" | -- | - | -- |
|  | 1 | -- | -- |  |  |
|  | 23 | -- | -- | -- |  |
| Total liabilities | 71 | -- | -- | -- | -- |
| Total equity | 12 | -- | - |  |  |

(1) These estimates are besed on sample of businesses reporting sates between $\$ 25,000$. 0 , $\$ 2,000.000$.
see Table 1 for symbols and noies

YABLE 3. Financial petios(1) for incorporeted businesses oniy. 1987
Nova Scotle. Services to Bulldings and Dwellinge (SiC 995)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midd Lower | $\begin{array}{r} \text { Upper } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{aligned} & 15 \\ & (1) \\ & (1) \end{aligned}$ | -- | -1 | -- | -- |
|  | Avernge |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.6 | -- | -- | -- | -- |
| Leversege retios Debtlequity ratio (times) Interest coverage retio (times) Deb: retio (times) | $\begin{aligned} & 6.0 \\ & 3.0 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the everege of retios for esch business in the group and connot be celculetod from the figures shom in leble 2 .
(2) Thest estimetes are besed on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.
see Toble 1 for symbols and notes.

## Definitiens:

1. Liquidity ratio:

Current = current assets / cuprent lisbilities
2. Leverege ratios:

- Dect/enuity = toral lisbilities / equity
b) Debe ratio $=$ total liabilities / total assets
c) Interest coverage $z$ net profit - interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Services so Buildings and Owellings (Stc 995)

|  | Tc:al: | $\begin{aligned} & \text { Bottom } \\ & 25^{\circ} \end{aligned}$ | Lower miodie 25: | $\begin{aligned} & \text { Uode : } \\ & \text { micole } 25: \end{aligned}$ | To: 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sale! value $\$ \$ 000 \mathrm{~s}$ High seies vaiue $i 5000$ st | $(1)^{5}$ | -- | -- | -- | -- |
|  |  |  | erage 15000 |  |  |
| Operting ectivities Casn from odections Deonecietion Oiner | 2 6 -6 | -- | -- | -- | -- |
| Dividends | - | -- | - | -- | -- |
| Investment sctivities <br> Disposal of fixed assets <br> Purchase of fixao assets <br> Increase in investment <br> Decrease in investment | -? | -- <br> - <br> - | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long erm debt <br> Loans from shareholders <br> Repayment of loars from shareholde's <br> Advances \& laans trom government <br> Increase in eou ty <br> Decrease in equity <br> Dther | 1 -3 -2 | - - - - - - | -- -- -- -- -- | - - - - -- -- | - <br> - <br> - <br> - <br> - |
| Increaseldecrease) in cash suivalents Cash s cuivalents-Beginning of the yeer Cost \& equivalents - End of the reep | -2 -1 -3 | - | -- | - | -- |

111 These espimates are based on sample of incorporated businesses reporting sales berween $\$ 25,000$ and $\$ 2.000,000$. Semple count ingludes only those businesses reporting ostatement of changes
see fool 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC claseification in is87
Nove Scotie. Services to Buildings and Dwellings (Sic ss5)


(1) Average labour units nre calcuiated by dividing total payroll by the average annual wage and salary rate as roported in ine Surver of Employment. Payroll and Hours. Siatistics Conada. Catologue 72-002. An average labour unit could de interpreted as a fult-ilme employee. Note that the business size groups used are determined at the Cansde level. Thus if a business has at last 500 employpes 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 ie businesses reporting no payroll deductions in the previous year.
(3) Reters to businesses reporting no payroll deductions in the following yeer
"Newly reporting" anc "no longer reporting" businesses are assumed to have beer in activity for six morths and the information is odusied accordingly

See itole 1 for symbols and nores

TABLE 6. Selected operating characteristics of swall businesses by sales quartile. 1985-1987
Novs Scotie, Services to Bulldings and Dwellings (SIC 995)


1985

| Mumber of observations in sample Average sales $\$$ <br> Averape expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 30 \\ 105.883 \\ 94.165 \\ 11.718 \end{array}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesete reporting profit (Mo.) |  |  |  |  |  |
| Average sales | 123.291 | -- | -- | -- |  |
| Average expense \$ | 105.885 | -- | -- | - | -- |
| Average net profit \$ | 16.406 | - | -- | -- | -- |
| Businesses reporting eloss (Mo.) | 4 |  |  |  |  |
| Average sales $s$ d | 124.400 | -- | -- |  | -- |
| Average expense \$ | 128.009 |  |  |  | -- |
| Average net loss \$ | -3.609 | -- | -- | -- | -- |

1985

| Mumber of observations in smale <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 78 \\ 162.696 \\ 152.152 \\ 10.544 \end{array}$ | $\begin{aligned} & 41.404 \\ & 22,716 \\ & 18,688 \end{aligned}$ | $\begin{aligned} & 67.454 \\ & 52.631 \\ & 14.823 \end{aligned}$ | $\begin{array}{r} 124.537 \\ 115.849 \\ 8.688 \end{array}$ | $\begin{array}{r} 417.389 \\ 417.412 \\ .23 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) |  |  |  |  |  |
| Average solos $\$$ | 182.174 | 42.537 | 67.454 |  |  |
| Aversge expense \$ | 152.437 29.737 | 22.026 | 52,631 | 98.413 20.535 | $436.679$ |
| Average net profits | 25,737 | 20.511 | 16.823 |  |  |
| Businesses reporting loss (Mo.) | 15 |  |  |  |  |
| Averupe sales \$ | 179.686 | 28.772 | - | 130.250 | 380.036 |
| Average expense 5 | 190.916 | 30.404 | - | 133.670 | 408.574 |
| Average net loss \$ | -11.230 | -1.632 | - | -3.420 | -28.638 |

1987

| Number of observations in emmple | 38 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 101.653 | -- | -- |  |
| Average expense \$ | 87.058 | -- |  |  |
| Average net profit (loss) \$ | 14.595 | -- |  |  |
| Businesses reporting proflt (Mo.) | 34 |  |  |  |
| Average sules | 111.325 | -- | -- | -- |
| Average expense 5 | 93.386 | -- | -- |  |
| Average net profits | 17.939 | - | -- |  |
| Businesses reporting a lose (Mo.) | 139.36 |  |  |  |
| Average sales ${ }^{\text {a }}$ | 139.368 | -- |  |  |
| Averoge expenses | 141.462 | -- |  |  |
| Average net loss \$ | -2,094 | -- | -- |  |

(1) These estimates ore based on sample of businesses reporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ end $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$.

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nove Scotia, Janitorilel Services (SIC 9953)


## Syebols

zero or no observations

- 200 smeil too be expressed
not applicable
$\times$ confionenial



## Motes

Deta are shown by quartiles when at least 13 of the sampled businasses peport the specific item
Recopds were ronked in ascending opder accopding to sties size. Each quspile li. ©. Dottor 25z. lower midele 25z, etc. represents one quarter of the cotat numper of businesses. Wishin esh quertile, the tuefoge fatio is presented. For comprison purposes. the high and low velues of sales fie shown.

## How to use the tebles

\{11 Locste the appopriate sales range that is displayed on the two lines ontitled bow sales value end migh sates value
 100 $25 x$
(1) Duta perteining to the selvcted seles size renge will be in thot quertile

Stendard Indutriel CIEssifiostion Definition (51C 1980):

SIC 9953 - denitorit Serviees
Businesses primarily engaged in claming and mainpenance of buildings and owellings such as char service, floor wering. janitorial services. jaritorisl maintenance of buildings and owellings and office cieaning

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Nova Scotia. Jenitorial Services (Sic 9953)

(1) These estimates are based on sample of businesses reporiing sales between $\mathbf{3 2 5 . 0 0 0}$ and $\$ 2.000 .000$.

See table 1 for symbols and notes

TABLE 3. Fimancial ratios(1) for incorporated businesses only. 1987
Nova Scotle, Janltorial Services (SIC 5953)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { T00 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low ssles value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | $(1)$ $(1)$ | -- | -- | -- | -- |
|  |  |  | Averags |  |  |
| Liquidity retio Current ratio (times) | 0.4 | -- | - | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Oebt ratio (times) | 13.8 1.7 0.9 | -- | -- | -- | -- |

11) The ratios represent the overage of ratios for each business in the group and cannot be calculated from the figures shown in iable 2 . (2) These estimetes ere besed on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000.000$.

Ste tede ifor symols and notes

Definisiens:

1. Llquidity Pricio:

Current = current assets / curtent lisobilities
2. Leverage retios:
a) Debt/equity $=$ total liabilities / equity
b) Dedt ratio = total liabilities / total assets.
cl Interest coverage = net profit - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Janitorial Services (SIC 9953)

|  | Tora! 1 ! | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miodie } 25 \% \end{array}$ | Upoe: $\text { m.dole } 25 \text {. }$ | Tos 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. i Low sales value $(\$ 000$ 's) High saies value $\$ 000$ 's | $\begin{aligned} & 3 \\ & (1)^{3} \end{aligned}$ | -- | -- | - | -- |
|  |  |  | verage (\$000 |  |  |
| Operating activities <br> Cash from operations Oeprecistion Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | X | - | - | - | - |
| Investeent activities <br> Oispossl of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt Repoyment of tong term debt <br> Loans fiom stareholders <br> Recayment of loans from shareholders <br> Advarces 8 loans from government <br> increase in oquity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- <br> -- <br> -- <br> - <br> -- <br> - | - <br> - <br> - <br> - <br> - <br> - | - -- -- -- -- | - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash sequivalents Cash \& equivelents-Beginning of the year Cash 8 equivelents - End of the year | $x$ $\chi$ $x$ | -- | -- | -- | -- |

(1) inese espimates are dased on sample of incopporated businesses pporting 5 ales between $\$ 25,000$ ano $\$ 2.000 .000$. Ssmple count inciudes only those businesses reporiing a stetement of changes.
see iable ifor symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotis, Services to Buildings and Dwellings (SIC g95)


(1) Average labour units are celculated by dividing total payrall by the aver bge annual wage and salary fote as reported in ine Survey of Employmens. Payroll and Mours. Stasisics Canada. Caialogue 72-002. An average labour uni could be interpreied as o fult-ifme omployee. Note that the business size groups used ore derermined at the canada level. ihus if a business has at least 500 employes in canada a whole but less than that number in any given province it is shown in the 500 and ovel group
121 Reters 10 busimesses reporting no Daypoll deducions in the previous year.
131 Refers io businesses eporting 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 - ajustea accordingly.
see iable i for symbols and noles

TABLE 6. Selected opernting characteristics of small businesses by sales quartile. $1985-1987$
Nova Scotia. Janitorlal Services (SIt 9953)

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


| Wumber of observetions in sample <br> Averoge sales $\$$ <br> Average expense $\$$ <br> Average net profit (lass) \$ | $\begin{array}{r} 18 \\ 130.872 \\ 116.947 \\ 13.925 \end{array}$ |
| :---: | :---: |
| Businetser reporting eprofit (Mo.) | 16 |
| Average sales \$ | 197.829 |
| Average expense 9 | 178.370 |
| Average net prolits | 19.459 |
| Businesses reporting - loss (Mo.) | 2 |
| Average sales | 87.500 |
| Avernge expense 5 | 89.500 |
| Average net loss \$ | -2.000 |

1985

| Mumber of observations in sampie <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) $s$ | 133.5 <br> 121.493 <br> 12.101 |
| :---: | :---: |
| Businesees reporting eprofit (Wo.) | 36 |
| Average saies \$ | 131.263 |
| Average expense \$ | 112.953 |
| Average net profits | 18.310 |
| Businessez repopting los: (Mo.) | 11 |
| Averege soles \$ | 123.219 |
| Average expense 5 | 127.346 |
| Average net loss \$ | -4, 127 |

1987

| Mumber of observations in sample | 15 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales 5 | 101.889 | -- | -- | -- |
| Average expense \$ | 92.424 |  | - | -- |
| Average net diofit (loss) \$ | 9.465 | -- | -- |  |
| Businesses reporting profit (Mo.) | 13 |  |  |  |
| Aver me sales \$ | 168.300 |  | -- | -- |
| Average expense ${ }^{\text {a }}$ | 150.628 | -- | -- | -- |
| Average net profits | 17.672 | -- | -- | - |
| Businesses reporting tese (Mo.) | ${ }^{3}$ |  |  |  |
| Aveiage soles 5 | 129.524 | - | -- | -- |
| Avernge exdense | 131.391 | -- | -- | $\cdots$ |
| Avernge net loss | -1.867 | -- | - | -- |

(1) These tetimates ere besed on semple of businesses reporting soles between $\mathbf{2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$

See Toble $\uparrow$ for sympols and nores

TABLE 1. Selected operating ratios, in percent of sales. 1987
Nova Scotia. Ticket and Travel Agencies (SIC 9961)

|  | To:31! 11 |  | Bot 10 m 25\% |  | $\begin{array}{r} \text { bower } \\ m: 00!25 \% \end{array}$ |  | Upper$\text { riddle } 25^{\circ}$ |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samo: E (Ne. Low sales vaiue i\$0N0 s. Higt sales valle $\$ 000$ 's | $\begin{array}{r} 6 \\ (1)^{6} \\ (1) \\ \hline \end{array}$ |  |  |  | -- |  | -- |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3: |  |  |  |  |
|  | Tota | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & \text { 25\% } \end{aligned}$ |  | Totel | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { UDDe } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | - | -- | -- | -- | -- | - | - | -- | -* | - | -- |
| Decupency expenses | 14.0 | - | - | - | - | 100.0 | 14.0 | -* | -- | - | -- |
| Deprec ation | 1.7 | -- | - | -- | - | 100.0 | 1.7 | -- | -* | -- | -- |
| Repairs \& maintenance | 0.2 | -- | -- | -- | -- | $27 . ?$ | 0.8 | -- | -- | -- | -- |
| Heat. light \& elephone | 4.7 | -- | -- | - | -- | 100.0 | 4.7 | -- | -- | -- | -- |
| Rent | 7.4 | -* | -- | -- | -- | 100.0 | 7.4 | -- | -- | -- | -- |
| Personnel expenses | 39.9 | -- | -- | -- | -- | 100.0 | 39.9 | -- | - | -- | -- |
| Finsencial expenses | 3.2 | - | - | - | -- | 100.0 | 3.2 | -- | -- | -- | -- |
| interest 8 bank cnarges Prolessional tees | 1.5 | -- | -- | -- | -- | 87.2 100.0 | 1.8 | -- | -- | -- | -- |
| Other expenses | 44.3 | -- | -- | -- | -- | 100.0 | 44.3 | -- | - | -- | -- |
| Profit (loss) | -1.4 | -- | -- | - | -- | 100.0 | -1.4 | - | - | -- | - |
| Total | 100.0 | - | -- | -- | *- | 100.0 | . $\cdot$ | -- | -- | - | -- |

## ymbols

- zero or mo observitions
- 100 small 100 be expressed
not apolicable
- confidensiol


## Footnoter

(11 These estimates are Desed on g sample of businisses ropopting sales between $\$ 25,000$ and $\$ 2.000,000$
$(2)$ Value in each cell $=\frac{\text { Tolal wighted expengiturs on given item }}{\text { lotal weighted sales of sll businesses in the sample }} \times 100$ for each quartile
(3) Volue in each cell $=\frac{\text { lozal weighied expenditure on given itam }}{\text { Total weighted setes of businesses reporsing inis item of expenditure }}$ foo for each queriile
 individual ty and the total will no: necessarily equal 100\%

## Nores

Oata are shown by Quafties when a: least 13 of the sampled businesses report the specific item.
Records were panke in escenging orger mecorging io sales size. Each quarile fi. eot bom 25z, lower midde 25z, elc.l represents one quarter of the to:sl number of businesses. Within esch quertile, the suer ge retio is presented. For comperison purposes. the high and iom values of soles are shown

Mow to ust the teblet

(2) The selacted pange will indicate the proper quaftile. i.e. the bottom 25z, the lower middle 25z. the upor midde 25z or the top 25\%
(3) Dete pertaining to the selected sales size range will be in that quartile.

## Stenderd induetrisl Cisseificetion Definition (S1C 19801:

S1C 9961 - Ticket and Travel Agencies
Businesses primarily engaged in furnishing travel informarion. acting as agents in arranging tours, accommodation and transportation for pravellers of acting as incependent agencies for transporqation establishmen is. Included are businesses engaged in booking accomodation
 and vacalion travel services.

TABLE 2. Balance sheet proflie for incorporated businesses only, 1987
Nove Scotia, Tlcket and Travel Agencies (SIC 99s1)

|  | Total(i) | $\begin{array}{r} \text { Bot40m } \\ 25 \% \end{array}$ | Lowe ? midde 25\% | Lipper middle 25\% | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( 8000 's) High sales vaiue ( $\$ 000^{\prime}$ ) | $\begin{array}{r} 6 \\ (1)^{6} \\ (1)^{2} \end{array}$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | $\cdots$ | -- | -- | -- | -- |
| Accounte and notes receivable | 78 | -- | -- | -* | -- |
| Inventory |  | -- | -- | -- | -- |
| Other cuprent assets | 53 | -- | -- | -- |  |
| Totel current assets | 131 | -- | -- | -- | -- |
| Fixed ossets | 64 | -- | -- | -- |  |
| Less: Accum. dep. on fixed assets | - | -- | -- | - | -- |
| Other assets | 22 | -- | -- | - | -- |
| Total eseets | 217 | -- | - | - | =- |
| Lisbilities and equity |  |  |  |  |  |
| Other current liabilities | 92 | -- | -- | - | -- |
| Total current liabilities | 109 | -- | -- | -- | -- |
| Mortgages oayable | - | -- | -- | -- | -- |
| Long term debt | 58 | -- | -- |  |  |
| Other lisbilities | 58 | -- |  |  | -- |
| Total liabilities | 159 | - | - | -- | - |
| Total equity | 58 | -- | - | -- | - |

(11) These estimates are based on semple of businesses reporting sales between 825,000 and $\mathbf{3 2 . 0 0 0 , 0 0 0 .}$

See Table 1 for symbols and notes

TABLE 3. Financiai retios(1) for incorporated bustnesses only. 1987
Nove Scotie. Tlcket and Travel Agencies (SIC g95i)


(t) The retios represent the geroge of retios for each business in the group and cennot be calculated from the figures shown in table 2 .
12) These estimetes ere besed on semple of busineses reporting seles between 825,000 and $82,000,000$

See reble 1 for symbots and notes.

Definitions:

1. Liquicity rasic:

Current a current assets / cuprent liabilitios
2. Leverage retios:
a) Dett/equity = soral liabilises / equity.
b) Debi ratio $=$ qotal $\mid$ iabilities/ totalassers
cl Interest coverage $=$ net profit interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Nove Scotis, Ticket and Trevel Ageneles (SIC 9961)



TABLE 6. Selected operating charmeteristics of small businesses by sales quartile, 1985-1987 Nove Scotie, Ticket and Travel Agencies (Sic 9951)


```
Number of observetions in semple
    Average sales S
    Average exDense g
    Aversege net profis (loss)$
Businesses reporting eprofit (No.)
    Avarage sal s
    Average expense s
    Average net prolit $
Businesses reporting loss(No.)
    Avarage sales $
    Average expense $
    Average net loss $
```

| .- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| - | -- | -- | - |
| - | -- | -- | - |
|  | -- | -- | -- |
| -. | -- | -- | -- |
| -- | - | -- | -- |
| -- | -- | -- | -- |
| -- | -. | -- | -- |


(1) These estimates re Dased on semple of businesses reporting siles beiween $\$ 25,000$ end $\mathbf{8 2 , 0 0 0 , 0 0 0}$

[^66]$$
\mathrm{cs} 005
$$


[^0]:    (1) The retios represent the gerege of retios for ench business in the group ond cannot be celculster from the figurs show in titble 2
    (2) These estimetes be bsed on senple of businesses reporting sal besween $\$ 25.000$ and $\$ 2,000.000$

[^1]:    (1) Averse labour units are calculated by dividing tozal payroll by the avarage onnusl wage and salary rave as reported in the Survey of Employment. Payroll and Mours. 5tatistics Canada. Catalogue 92-002. An averege lebour unir could be interpreteo as e full-pime employes. Note that the business size groups used bre determined ot the Caneda level. Thus it business has at least, 500 employees in Cansda as whole but less than that number in any giver province if is show in the soo ond over group.
    121 Refers to businesses reporting no poyroll deductions in the previous year.
    (3) Refers to bus inesses reporting no payroll deductions in the following year

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

    See table for symbols and noves

[^2]:    111 inese estimes based on sampl of businesses reporting ssies beiween $\$ 25.000$ end $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$
    See lable 1 for symbols and notes

[^3]:    (1) Average l mour units are colculeted oy dividing totel peyroll by the average annul wage and salary reit es fiported in the Survey of Employmen. Payroll and Hours. Stalistics Cansde. Catslogue 72-002. An averoge labour unit could be interpreted as o full-time employee. Note thet the business size groups used are determined at the consede level. Thus it business has st least 500 mployees in Cansde as bhole but less than that nunter in any given province it is shown in the 500 end over group.
    12) Refers to businesses reporting no payrolif deductions in the orevious year

    131 Refers to businesses reporting no payroll deductions in the following year
    -Newly raporifg" end "no longer reporting" businesses are assumed to heve been in ectivity for six months and phe informetion is adusted accordingly
    see Tadie ifor symbols and notes

[^4]:    (1) Sver ege laboup units ofe celculgted by dividing total payroll by the average annuel wage and salary rate as reported in the Survey of Employment. Payroll and Hours. Stapistics Canada. Catalogue 72-002. An average lobour unit could be interproted as a full-time employee. More thet the business size groups used are detepmined at the Canade level. Thus if business has at least 500 employees in Canade as whole but less than that number in any given province it is shown in the soo and over group.
    (2) Refers to businesses reporiing no payroll deductions in the previous yeer
    (3) Refers to businesses reporting no payroll deductions in the following yeer
    -Newly peporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is adjusted accordingly.

    See Table i for symbols and notes

[^5]:    DeDi/equity : total liodilifies / equity
    Dedt ratio z cotal liasilities / coial assets
    Interest coverage $=$ net profip interest expense / interest expense

[^6]:    SIC 4243. Wet Hesting and Air Condisioning Contrectors
     equignen: and solar negting systems involving liquids. These businesses include: central air conditioning installation, contractors
    
     of snow melting equipment lliquid systemst, sols heating fluid systems installation, installation of unitary heating. cooling or ar conditioning equipment. inslallation of heating ano air conditioning woter pumping systems and ehe installation of central wet hoating equipment and Diping

[^7]:    191 Average labour units ere calculated by dividing total poyroll by the overspe annut wage and salory rate os reported in the Surver of Employment. Payroll and Hours, Statistics Canaco. Cetalogue $92-002$. An toverage iabour unit could be interpreted as a full-time omployen. Note that the business size groups used nie ofermined st the Cansog level. Thus if ousiness hes ot least 500 employees in Canada as whol but less inan thet number in any given province it is shown in the 500 and over group.
    (2) Kefers to Dusinesses reporting no payroll oeductions in the previous year.
    (3) Refers to businesses reporting no payrall deductions in the following year
    -Newly reportimg afd *no longer reporting" businesses ert assumed tc hove been in octivity for six months and the informetion is adiusted accordingly

    See iaole 1 for symools and notes

[^8]:    (19) Average labour units to calculated by dividing total payroll by she averoge onnul wage and salary rate as reported in the Surver of Emplovment. Payroll and Hours. Staitsics Canada, Catalogue 12-002. An average labour unit could be iniorpreted as a full-iine employee Note that the business size groups used are derermined at the Canade level. Thus if a business has ar least 500 employees in Canada os a whole but less than that number in any given province it is shown in the 500 and over group.
    121 Refers to businesses reporting no payroll deductions in the previous year.
    13) Refers to businesses reporting no payroll deductions in the following yeer
    "Newly teportinc" and "no longer reporting" businesses ore assumeo to nave been in activity for six months and the informstion is adjusied accordingly.

    See fable ifor symols and nores

[^9]:     Surver of Emplorment. Payroll and Hours. Statistics Cansod. Catalogue 72-002. An average labour unit could be interpreteo as a full-time bmployee. Nota the: ine business size groups used are determined at the canade lovel. Thus if o business has at last 500 employees in Canada as athole but less than thst numper in any given province if is shom in the 500 and over group.
    (2) Refers to businesses reporting no payroll deductions in the previous year.
    (31 Refers io businesses raporting no paypoll deductions in the following year
    *Newly reporting* and mo longer peporting" businesses are assumed 10 hove been in activity for six months and the information is edjustec accoroingly.

    See Table I for symbols and notes.

[^10]:    sIC 2830 - Putiishing Industries
    8usinesses primarily engaged in publishing and which do no printing. The term mpublishing" as applied in this industry group includes the publishing of books, other reading matter. maps. guides and the like.

[^11]:    (11) These estimates besed on sample of businesses reporting soles between $\$ 25,000$ and $\$ 2.000,000$
    see table for symbols and notes

[^12]:    (1) average labour units are colculated by dividing total payiolt by the overage annuel wage ond solsiy tate as reported in the Surver of Employment. Payroll and Hours. Statistics Canads. Catalogue 12-002. An averege labour unit could be interpreted as a full-i ime employee. Note thel the business size groups used ere determined ot the canode level. Thus if o business has ef leest 500 mployees in Canade as owhole but less than that numoer in any given province it is shown in the 500 and over oroup
    12) Reters to businesses reporting no payroll deductions in the previdus year.

    131 Refers 10 Dusinesses reporting no payroll deductions in the following year

[^13]:    '11 Average isbout units ar celculazed by dividing cotel bsyroll by the overege annull wage ond gatery rete os paporied in the
    Surver of Employment. Payroli and Hours. Stalistics Cande. Catelogue 22-002. An average tabour unit could be inserpreted as a
    
    500 employees in Cansde as a whole but less than that number in any given province it is show in the 500 and over group.
    121 Refers 10 businesses reporting no payroll deductions in the pievious year
    (3) Refers to businesses reporting no payrot deductions in the following year
    "Wewly reporting and "no longer redorting" Dusinesses are assume to nave been in activity for six nonths and the information is adjusted ascortingiy.

    See tatle 1 for symbols and notes

[^14]:    (1) These estimeres are dased on sample of pusinesses peporting sales bepween 525.000 eno 52.000 .000

    See Table I for symbois and notes

[^15]:    111 average labour units or calculatad by dividing totsl poyroll by the overage annul wige and salary rate as roported in the
     full-time employee. Note that the business ize groups used are determined at the Cando level. Thus if ousiness hes at least 500 employes in cansde es bhole but less then thet number in any given province it is shown in the 500 end over group.
    (2) Refers to businesses reporsing no payroll deductions in the previous year

    131 Refers 10 businesses reporting no peyroll deductions in the following year
    mewly rmpo: ting" and "no longer reporting" businesses are assumed to have been in metivity for six months and the information is sojusteo accordingly

    Set lable 1 for symbols and notes

[^16]:    (1) These estimetes are based on semple of businesses reporting sales between $\$ 25,000$ ono $82,000,000$

    See iable 1 for symbols and notes

[^17]:    111 These estimates are Dased on a somple of businesses reporiing seles between $\mathbf{\$ 2 5 . 0 0 0}$ end $\$ 2.000 .000$
    See Table i for symbals and notes

[^18]:    "Newly repor:ing" and "no longer peporting" Dusinesses ere assumed lo move been in activity for six months ano the information is edjusted accordingiy

    See laole i for symools and notes

[^19]:    "Newly reporting" ant "no longer reporting" Dusinesses are assumed so have been in activity for six months and the information is adjustec accordingly

    See lable i for symbols and notes

[^20]:    5IC 5622 - Wheleste Plumbing, Heeting and Mir Conditioning Equipent and Suppling
    businesses primerily engaged in wholesale dealing in plumbing goods: non-electric hesting ouipment: bir conditioning ond ventilating equipment lexcept small window-rype urits: Incluoed are businesses engaged in wholesale of aip conditioning equipment lexcept window type unitsl: whol ess of beintubs and sinks; wholessie of non-refpiger ated drinking fountains: wholesale metal fireplaces: wholesale fuel burning equipment. wholesple of non-lectric furnaces. stoves ano heaters: wholesale ges ard oil hearing equipment; wholesal of mon-electic hea! ing onc cooking equipmert. wholesale non-electric heting joilers: wholesale non-electric heting fadiators: wholesale oil ano gas hot water heters, wholesale aunory iuts; wholesale pipe fitings: wholesale plumbing fixtures: wholesale samitary ware: wholesale sauna equipment; wholesale non-electric space and water heating stoves: wholesale foile? dowls and tanks: wholesale urinals:
     equipment and watei softening equipment.

[^21]:    (1) These estimates are based on sample of Dusinesses reporting sales beiween $\$ 25.000$ and $\$ 2.000 .000$.

[^22]:    "Newly reporiing" and "no longer reporting" ousinesses are assumed to have deen in acrivity for six months and the information is - dusted accordingly

    See itable I for symools and notes.

[^23]:    (1) These estimates erebased on asmple of businesses reporting $\$$ sles Detween $\$ 25.000$ and $\$ 2.000,000$.

    See tobl i for symbols and notes

[^24]:    (1) fuerage lobour units are colculted by dividing total poypoli by the overage annul wege and salopy pate os raported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalopue 92-002. An average isbour unit could be interpreted as a full-time mployee. Note that the business size groups used ape determines at the canads lovel. Thus if ous iness has at least 500 enployes in canada os a whole but less than that number in any given province it is shown in the soo and over group
    (2) Refers to businesses reporting no payroll deductions in the previous year
    (31) Refers to businesses reporting no payroll deductions in the following year

    Wewly reporing and "no lorger reporting" businesses are assumed to have been in activity for six months end the informetion is adjusted accordingly.

    See Teble 1 for symbols and pores

[^25]:    (1) These estimates are besed on sample businesses reporting sales between $\$ 25,000$ nid $\$ 2,000,000$

    Sen rable 1 for symols anc notes

[^26]:    S1C 5910 - Whotessle Masie Meterits
    Businesses primarily engagec in automobite wrecking and in buying and selling waste meterisls

[^27]:    SIC 8011 - Food (Groceries) Steres
    
    
     fomers. Dlants and other mon-food ariicles may of sold. These businesses include chain grocery stores. convenience food lgroceriesi stores. cosner grocery stores. food igroceriesl storns. retail generel foods. pateil groceries end supermerkets

[^28]:    sic 8031 - Pharescies
    Businesses primerily engaged in reseil deating in orugs. phormaceuticals and patent medicines and dug sundries. Prescribed medicines must be sold bu: are nop necesserily the source of greerest revenue. They may be seconderity engsoged in selling other lines such es
     drug stores. reteit pharmaceuticals, prescription pharmacies and retall prescriplion medicines.

[^29]:    Average labour units are celculatod by dividing total payroll by the average annubl woge ond salory rate os reported in the
    survey of Employment. paypoll ano hours. Statistics Canada. Catalogue 72-002. An averspe lobour unit could be interprited as a
    wil-time moioyet More that the ousiness size proups used are ontermined at the canada level, Thus if business has ef least
    500 employess in canade as a whol but less inan phot number in any given province it is shown in the 500 end over group.
    (2) Reters 20 businesses reporting no payroll dequctions in the previous year
    (3) Refers 10 businesses reporting no payroll deductions in the following year.

    - Newly peportinge and Eno longer peorting" businesses are assumed to have been in activity tor six months and the informetion is adjusied accordingly

    See Taule 1 for symbols and notes

[^30]:    (11) These estimetes oresed on sample of businesses reporting soles between $\$ 25,000$ and $\$ 2,000.000$.

[^31]:    Average lobour units are calculated Dy dividing toial paypoll by the overage annual wage and seibiy fite as recoriad in the Survey of Employment. Payroli and mours. Stotistics Canada, Cotologue 72-002. An overage loboup unit could be interpreted as o :ull-time mployer. Nose that the business size groups used are ofermined at the canada level. Thus it a business has at least 500 employees in Canada os B whole but less than that number in ony given province it is shown in the 500 and over group.
    121 hefers io businesses reporting no payroll decuctions in the dievious year
    (3) Refers to businesses repor:ing no payroll deductions in the following year
    "Newty reposting" and "no longer reporsing" businesses are assumed to have been in acrivity for six months and the information is odjusted accoraingly.
    see rabie 1 for symbols and noies.

[^32]:    

[^33]:    (1) These estimates ape based on sample of businesses reporting sales Detween $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$.

    Sen rote 1 for symols and notes

[^34]:    "Average lobour units are colculated by dividing total paypoll by the overage mnnol wige and solary rate os roported in the Supver of Employment. Payrall and Mours. 5patistics tanade. Cotaloque $72-002$. an overage labour unit could be interpreped as a full-time employee. Note that the business size groups used are oetormined at the Conada level. Thus if obusiness has at least, 500 employees in Canace as whole but less than that number in any given province it is shown in the 500 and over group.
    18: Refers to businesses tepoting no dayrall deductions in the previous year.
    (3) Refers to businesses reporting no paytol: deductions in the following year
    "Nowly reporting" and "no longer reporting" businesses are assumed to have been in activity for six nonths and the information is adiusied accordingiy

    See table 1 for symools and notes

[^35]:     Survey of Employmen? Payroll and Hours. Stetistics Consda. Catelogue 72-002. An overage labour unit could be interpreied as a full-time umployee. Wote thet the business size groups used ar determined at the cencde leve! ihus if a business has at least 500 employees in canade as b wole but less than that numoer in any given poovince it is shown in the 500 and over group.
    (2) Refers to Dusinesses reporting no peyroll deductions in the previous ver.
    (3) Refers to businesses reporting no payroll deductions in the following year

    Wewly reporting" and mo longer reporting" businesses are ossumed to have been in aciviry for six months and the information is adusted accordingly

    Ser iable 1 for symbols and nates

[^36]:    See Table 1 for symbols and notes

[^37]:     Survey of Employment. Payrall and mours. Statistics Consda. Cotalogue 12-002. An overage laboup unit coulo be interpreted es a full-time employes. Noie that the business size groups used aredeleinined ai the Canade level. Thus if obsiness has bi least 500 employes in Canada as whole but less than that number in any given province it is shom in the 500 and over group.
    (2) Refers to businesses reparting no peyroll deductions in the previous year.

    131 Refers 10 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 acjusted accordingly

    See table ifor symbols and notas

[^38]:    (1) Averege labour units ore celculbied by dividing lotsl peyroll by the overege ennus wege ond selory rete es peported in the Survey of Employment. Payroll bno mours, Sististies lansde. Catalogue 72.002 An overage labour unit could be interpreited as o full-time employee note that the business size groups used ape octermined at the canado level. Thus if obusiness mos of leest 500 employees in Canda os atole but less than that number in nny given province it is show in the 500 end over group.
    $(21$ Refers to businesses reporting no payroll deductions in the previous year.
    (3) Refers 10 businesses reporting no payroll deductions in the following year
    *Wewly reporting" and "no longer reporting* businesses are assumed to have deen in activity for six months ond the informetion is adjusted accordingly

[^39]:    11 These estimetes are based on semple of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$.

[^40]:    11) These estinates ore besed on semple of businesses reporing seles between $\$ 25,000$ and $\$ 2.000 .000$.

    See table 1 for symbols and notes

[^41]:    --

[^42]:    If ine ratios represent the everege of retios for ench business in the group ond connot be celculeted from the figures shown in table 2 .
    121 inese estintes are based on sumple businesses peporting telts between $\$ 25.000$ end $\$ 2.000 .000$.
    see labie ifor symbols and notes

[^43]:    II Average labour units are calculased by dividing total poyroll by the average annual wage and salory rate os reported in the Surver of Employment. Fayroll and Mours. Statistics Canada. Catalogue 72-002. An overbge lobour unit could be interpreted as a full-time employee. Note that the business size groups used are oftermined at the canade lovet, Thus if a business has et least 500 employees in Canade os B whole but less then that number in any given provinct is is shown in the soo and over group
    (2) Refers to businesses peporing no payroll deductions in the previous year
    (3) Reters to businesses reporting no payroll deductions in the following year

[^44]:    Mewty reporting" and "no longer reporting" businesses are assumed to have been in activity ior six months ang the information is adjusied accordingly

    See Table i for symbols and noles

[^45]:    111 These estimates are based on senple of businesses reporting sales between $\$ 25.000$ and $\$ 2,000,000$.

[^46]:     Suruer of Emplormpn?. Paypoll and Hours, Stetistics Conso. Cotalogue $72-002$. An average labour unit could be inierpreted es a full-time employee. Nore that the Dusiness size groups used are determined at the Canade lovel. Thus it o business hos st least 500 employees in Canace as a whole but less than that number in any given province it is show in the 500 and over group
    (2) Refers to Dusinesses reporting no payroll deductions in the previous yedr
    (3) Refers to Dusinesses ieporiting no payroll deductions in the following year
    "Newly reporting" ano "no lorger reporting" Dusinesses are assumed po have deen in activity for six months ano the informalian is acjustec accordingly

[^47]:    (11) These estimates are based on a sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

[^48]:    (1) The ratios represent the overege of rotios for each business in the group ond cannot be celculated from the figures shom in tible 2

[^49]:    111 Average labour units are calculoted by dividing totel poytoll by the severge ennusi wage ond selary rate os reparted in the Surver of Emfloymeni. Paypoll and Hours. Statistics Conada. Catalogue 72-002. An oversge labour unit could be interpreled es a full-qime employee. Note that the business size oroups used ore determined at the Conede level. Thus it business has as least
    500 employees in Canada os whole but less then thet number in any given province it is shown in the 500 and over group.
    12. Refers to Dusinesses roporting no payroll deductions in the previous year

    13 Reters io businesses reporting no payroll deductions in the following year
    "Newly poporting" and "no longer peporqing" businesses are assumed to have been in ectivity for six months and the information is ad usted eccordingly

    See table i for symools and notes.

[^50]:    sic 8112 - motels
    Businesses primarily magend in short term eccomodetion to the public with or without food, bever age bnd other services. A motel-type room has access from the exterior only and generaliy has parking facilities in glose proximity. These businesses include motel eccomodation services. motel iodging services and motels.

[^51]:     only those businesses reporing sia? ment of changes
    See toble f for symbols and noies

[^52]:    (1) These estimetes ore Desed on sample businesses reporing sales between $\$ 25,000$ and $\mathbf{2 , 0 0 0 , 0 0 0}$

[^53]:    III vierage labour units are calculatec by dividing total paypoll by the gerage annual wege ond solary ret os reported in the Surver of Employment. Payroll ond Hours, Statistics Conade. Ceislogue 72-002. An average labour unit could be interpreted as a full-time mployer. Note that the business size groups used are determined at the Conede tovel. Thus if o business has at leasi 500 employees in Canada as whole but less than that number in any given province it is shown in the 500 and over group.
    (2) Refers to businesses reporting no poyrall deductions in the previous year.

    131 Refers 10 businesses raporting no paypoll deductions in the following year
    "Newly reporsing" ang "nc longer reporting" businesses are essumed to have oeen in ecrivity for six months and the information is sdusied accordirgly
    see taole for symbols and notes

[^54]:    $(1)$ These estimates are based on somple of businesses reporiing sibles between 825.000 and 82.000 .000

[^55]:    SIC 9214 - Cuterefe
    Businesses primarily ongaged in cateping whether by mobile conteens or in private malls. camps, etc. Businesses engsged in cafeterias social and industrial home food catering services, mobile canteens and social catering services lweddings, parties. etc. are included in this industry

[^56]:    - Newiy reporting" and "no longer poporting" businesses are assumed 10 nove Deen in activity for six months and the information is adjusiec accordingly

    See Table 1 for symbols and notes

[^57]:    (1) These estimates are based on sample of businesses reporiing seles beiween $\$ 25.000$ ond $\$ 2.000 .000$.

    See iable 1 for symbols and notes

[^58]:    SIC 9650 - Sports and Recrestion Clubt and Services
    Businesses primerily engeged in operating golf courses, curling clubs, skiing facilities. boer rentels. nerines end other sports and recreation cluds and services

[^59]:    (1) Average isbour units are calculsted by dividing total payroll by tho overage annusl wage and selary rate as reported in the Survey of Employment. Poysoll end Hours. Statistics Conda. Cetalogue $92-002$. An overage labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Conado 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.
    12) Refers to Dusinesses reporting no payroll oeductions in the previous year
    (3) Refers to businesses coboring no payroll olductions in the following year

[^60]:    (1) These estimates bre based on a stmple of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$

    See risole ; for symbols and notes

[^61]:    5if 9720 - Leundries and Clemers
    Businesses primartly engaged in providing laundering. dry cleaning. valet. carpet cleaning and finen supply services

[^62]:    SIC 9721 - Dower L-undrise endfor Dry Clemefs
     businesses inciude dry cleaners lexcept self-servicel, power landry services laxcept self-servicel and powsr fandry and ary cleaning plants.

[^63]:     Survey di Employmert. Payroll and Hours. Statistics Cande. Catslogut 72-002. An average laoour unit could be inierpreted as a full-time employee. Note thot the business size groups usec are determined et ine conadilevel. Thus if business hes be lost
    500 employees in Caneda as mole but less than that number in eny given province it is shown in the 500 and over group.
    (2) Refers 10 businesses reporting no payroll deductions in the previous year.
    (3) Refers to businesses reporting no paycoll deductions in the following year

[^64]:    (1) Averege lobour units are calculated by dividing lotel payroll by the everage onnual wage ono solary rate os poported in phe Surver of Emplovment. Payroll and hours. Stafistics Canado. Catalogue $72-002$. An average fobour unit could be interpreted es a fuli-time employee hole that the business size groups used are determined at the canace level. Thus it a business has at least 500 employees in Canada as whole but less then that number in any given province it is shown in the 500 and over group
    (2) Refers 10 businesses reporting no payroll oeductions in the previous year
    (3) Refers io businesses peporting mo peycoll deductions in the following year
    "Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusied sccordirgly

    See iable 1 for symbols and notes

[^65]:    11 These estinates sre based on semple of businesses reporting ssies between $\mathbf{3 2 5 , 0 0 0}$ end $\mathbf{3 2}, 000,000$ See ioble for symbols and noies

[^66]:    See table 1 for symbols and notes

