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INTRODUCTION 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 departments 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 largely driven by operational considerations and does not represent an official definition of what constitutes a small business.

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

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

METHODOLOGY

Data pertaining to businesses in tables 1 and 6 are derived from a statistical sample of approximately 70,000 taxation records of corporations and of unincorporated sole proprietorships and 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 quartiles.

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

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

DATA LIMITATIONS

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

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

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

STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

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

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, Planing Mill & Shingle Mill Products Industries	2510
Household Furniture Industries	2610
Commercial Printing Industries	2810
Platemaking, Typesetting & Bindery Industry	2820
Publishing Industries	2830
Ornamental and Architectural Metal Products Industries	3030
Stamped, Pressed and Coated Metal Products Industries	3040
Hardware, Tool and Cutlery Industries	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 Decorating Work	4275
Ornamental 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 Products Trucking Industry	4565
School Bus Operations Industry	4573
Taxicab Industry	4581
Postal Service Industry	4841
Courier Service Industry	4842
Wholesale Petroleum Products	5111
Wholesale Food	5210
Wholesale Apparel	5310
Wholesale Motor Vehicle Parts and Accessories	5520
Wholesale Plumbing, Heating, Air Conditioning Equipment and Supplies	5622
Wholesale Lumber and Building Materials	5630
Wholesale Farm Machinery, Equipment and Supplies	5711
Wholesale Industrial Machinery Equipment and Supplies	5731
Wholesale Waste Materials	5910
Wholesale General Merchandise	5980
Food (Groceries) Stores	6011
Food (Specialty) Stores	6012
Prescription Drugs and Patent Medicine Stores	6030
Pharmacies	6031
Men's Clothing Stores	6121
Women's Clothing Stores	6131
Clothing Stores n.e.c.	6141
Fabric and Yarn Stores	6151
Household Furniture Stores	6210
Furniture, Refinishing and Repair Shop	6213
Appliance, Television, Radio and Stereo Stores	6220
Appliance, Television, Radio and Stereo Stores	6221
Television Radio and Stereo Stores	6222
Appliance, Television, Radio and Stereo Repair Shops	6223
Automobile (New) Dealers	6311

AVAILABLE INDUSTRIES FOR 1987

Standard Industrial Classification

Automobile (Used) Dealers	6312
Gasoline Service Stations	6331
Tire, Battery Parts and Accessories Stores	6342
Garages (General Repairs)	6351
Paint and Body Repair Shops	6352
General Stores	6412
Other General Merchandise Stores	6413
Florist Shops	6521
Hardware Stores	6531
Sporting Goods Stores	6541
Musical Instrument and Record Stores	6550
Jewellery Stores	6561
Toy, Hobby Novelty and Souvenir Stores	6580
Gift, Novelty and Souvenir Stores	6582
Second-Hand Merchandise Stores, n.e.c.	6591
Vending Machine Operators	6911
Direct Sellers	6921
Operators of Buildings and Dwellings	7510
Operators of Residential Buildings and Dwellings	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
Caterers	9214
Taverns, Bars and Night Clubs	9221
Entertainment Production Companies and Artists	9631
Sports and Recreation Clubs and Services	9650
Barber Shops	9711
Beauty Shops	9712
Combination Barber and Beauty Shops	9713
Laundry and Cleaners	9720
Power Laundries and/or Dry Cleaners	9721
Self-Serve Laundries and/or Dry Cleaners	9723
Industrial Machinery and Equipment Rental and Leasing	9911
Audio-Visual Equipment Rental & Leasing	9912
Automobile and Truck Rental and Leasing Services	9921
Photographers	9931
Welding	9942
Services to Buildings and Dwellings	9950
Janitorial Services	9953
Ticket and Travel Agencies	9961

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Residential Renovation (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	95				
Average sales \$	148,069	47,326	78,537	109,496	356,915
Average expense \$	141,960	40,513	73,238	110,421	343,667
Average net profit (loss) \$	6,109	6,813	5,299	-925	13,248
Businesses reporting a profit (No.)	69				
Average sales \$	148,303	45,165	71,641	109,786	366,621
Average expense \$	134,466	35,658	57,578	102,718	341,909
Average net profit \$	13,837	9,507	14,063	7,068	24,712
Businesses reporting a loss (No.)	26				
Average sales \$	148,738	55,108	89,000	109,233	341,612
Average expense \$	154,715	57,999	97,000	117,424	346,437
Average net loss \$	-5,977	-2,891	-8,000	-8,191	-4,825
1986					
Number of observations in sample	125				
Average sales \$	154,339	46,334	68,546	133,534	368,943
Average expense \$	151,215	39,361	68,319	128,920	367,258
Average net profit (loss) \$	3,124	6,973	227	3,614	1,685
Businesses reporting a profit (No.)	85				
Average sales \$	162,132	45,315	71,205	128,774	403,231
Average expense \$	148,873	31,805	62,030	121,327	380,331
Average net profit \$	13,259	13,510	9,176	7,447	22,900
Businesses reporting a loss (No.)	40				
Average sales \$	149,289	47,909	65,509	152,113	331,623
Average expense \$	160,759	51,048	75,500	163,460	353,028
Average net loss \$	-11,470	-3,139	-9,991	-11,347	-21,405
1987					
Number of observations in sample	56				
Average sales \$	154,556	36,240	66,733	119,884	395,767
Average expense \$	143,161	28,142	59,370	106,641	378,489
Average net profit (loss) \$	11,495	8,098	7,363	13,243	17,278
Businesses reporting a profit (No.)	44				
Average sales \$	159,848	36,476	63,687	119,556	419,672
Average expense \$	144,299	27,663	53,856	102,004	393,671
Average net profit \$	15,549	8,813	9,831	17,552	26,001
Businesses reporting a loss (No.)	12				
Average sales \$	136,301	33,407	80,032	121,582	310,182
Average expense \$	143,021	33,866	83,438	130,645	324,136
Average net loss \$	-6,720	-459	-3,406	-9,063	-13,954

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Residential Renovation (SIC 4013)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	856	42,577	2,159	248	126
less than 20	837	34,155	1,730	245	126
20 - 99	16	7,170	367	2	-
100 - 499	1	X	59	-	-
500 and over	2	X	9	1	-
1987					
Total	1,036	60,957	2,708	237	...
less than 20	1,019	50,000	2,239	236	...
20 - 99	16	X	469	-	...
100 - 499	1	X	-	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	74	253	563
High sales value (\$000's)	(1)	74	253	563	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
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 assets	146	23	85	174	281
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	-	8	5	10
Total assets	232	30	116	275	472
Liabilities and equity					
Current loans	20	4	21	25	26
Other current liabilities	68	14	29	62	160
Total current liabilities	88	18	50	86	186
Mortgages payable	-	-	-	-	-
Long term debt	12	3	20	2	20
Other liabilities	65	28	36	87	105
Total liabilities	165	49	106	176	311
Total equity	67	-19	10	99	161

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Excavating and Grading (SIC 4214)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	74	253	563
High sales value (\$000's)	(1)	74	253	563	(1)
Average					
Liquidity ratio					
Current ratio (times)	0.9	0.4	0.5	1.1	1.0
Leverage ratios					
Debt/equity ratio (times)	2.5	-2.6	10.6	1.8	1.9
Interest coverage ratio (times)	3.8	1.4	1.3	5.9	4.4
Debt ratio (times)	0.7	1.6	0.9	0.6	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Excavating and Grading (SIC 4214)

Selected expense item	Industry average(2)					% businesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	7.0	10.3	1.6	8.7	7.4	37.9	18.4	18.3	24.1	28.5	12.7
Occupancy expenses	22.8	26.3	19.4	26.9	19.7	95.8	23.8	26.3	22.8	26.3	20.1
Depreciation	15.2	21.1	13.1	16.9	10.5	90.9	16.7	22.1	15.4	19.2	11.0
Repairs & maintenance	4.5	2.9	4.0	4.0	6.9	49.6	9.2	18.8	6.3	7.9	10.8
Heat, light & telephone	1.0	1.6	1.0	0.9	0.6	79.4	1.3	2.0	1.4	1.0	0.8
Rent	2.1	0.7	1.2	4.5	1.7	48.0	4.4	15.2	3.0	6.4	2.5
Personnel expenses	14.4	5.1	6.1	12.0	32.3	78.5	18.4	22.8	6.1	14.4	32.3
Financial expenses	7.5	7.9	12.9	6.8	2.9	99.5	7.6	8.1	12.9	6.8	2.9
Interest & bank charges	6.8	6.6	12.1	6.3	2.4	95.0	7.1	7.2	13.0	6.6	2.4
Professional fees	0.8	1.3	0.8	0.5	0.5	79.3	1.0	2.0	1.0	0.7	0.6
Other expenses	38.3	51.8	35.6	38.5	29.5	100.0	38.3	51.8	35.6	38.5	29.5
Profit (loss)	9.8	-1.4	24.4	7.7	8.1	92.9	10.7	-2.0	24.4	7.8	8.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4214 - Excavating and Grading Contractors

Businesses primarily engaged in construction site excavating and grading. Included are businesses engaged in construction site blasting, construction site drainage, construction site excavating, construction site grading, construction 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, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	221				
Average sales \$	211,874	38,378	67,172	145,450	596,495
Average expense \$	196,100	29,811	61,841	148,502	544,245
Average net profit (loss) \$	15,774	8,567	5,331	-3,052	52,250
Businesses reporting a profit (No.)	180				
Average sales \$	219,014	38,443	71,868	158,463	607,283
Average expense \$	191,429	28,952	58,516	139,119	539,127
Average net profit \$	27,585	9,491	13,352	19,344	68,156
Businesses reporting a loss (No.)	41				
Average sales \$	191,448	37,339	56,172	129,884	542,396
Average expense \$	210,739	43,683	69,631	159,727	569,913
Average net loss \$	-19,291	-6,344	-13,459	-29,843	-27,517
1986					
Number of observations in sample	233				
Average sales \$	210,837	42,059	68,316	140,732	592,240
Average expense \$	193,355	36,597	57,683	127,707	551,433
Average net profit (loss) \$	17,482	5,462	10,633	13,025	40,807
Businesses reporting a profit (No.)	185				
Average sales \$	215,920	41,788	68,766	143,503	609,623
Average expense \$	190,145	34,781	55,143	123,558	547,097
Average net profit \$	25,775	7,007	13,623	19,945	62,526
Businesses reporting a loss (No.)	48				
Average sales \$	195,136	43,873	65,728	128,201	542,742
Average expense \$	207,820	48,740	72,289	146,469	563,782
Average net loss \$	-12,684	-4,867	-6,561	-18,268	-21,040
1987					
Number of observations in sample	77				
Average sales \$	192,712	36,625	70,488	131,071	532,663
Average expense \$	175,263	36,094	54,245	120,243	490,470
Average net profit (loss) \$	17,449	531	16,243	10,828	42,193
Businesses reporting a profit (No.)	58				
Average sales \$	197,401	36,311	74,379	136,587	542,326
Average expense \$	171,801	32,188	53,544	119,954	481,517
Average net profit \$	25,600	4,123	20,835	16,633	60,809
Businesses reporting a loss (No.)	19				
Average sales \$	176,507	37,355	52,864	117,904	497,903
Average expense \$	186,548	45,165	57,421	120,931	522,676
Average net loss \$	-10,041	-7,810	-4,557	-3,027	-24,773

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	(1)		262	563
High sales value (\$000's)	(1)	74	262	563	(1)
Average (\$000's)					
Operating activities					
Cash from operations	28	3	17	53	30
Depreciation	43	2	26	46	84
Other	-11	-10	-16	-13	-5
Dividends	-2	-	-	-1	-5
Investment activities					
Disposal of fixed assets	25	-	14	48	31
Purchase of fixed assets	-98	-	-62	-134	-165
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	36	6	17	44	69
Repayment of long term debt	-26	-8	-15	-28	-49
Loans from shareholders	7	11	2	7	8
Repayment of loans from shareholders	-5	-4	-	-10	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	-	7
Decrease in equity	-	-	-	-	-
Other	1	-	1	2	-
Increase(decrease) in cash & equivalents	-1	-2	-14	13	-1
Cash & equivalents-Beginning of the year	18	5	25	9	30
Cash & equivalents - End of the year	17	3	11	21	29

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Excavating and Grading (SIC 4214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	217	10,269	484	35	26
less than 20	215	X	437	34	26
20 - 99	2	X	47	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	255	20,226	808	44	...
less than 20	249	14,563	577	43	...
20 - 99	6	5,663	231	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	14	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	26	--	--	--	--
Total current assets	40	--	--	--	--
Fixed assets	40	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	8	--	--	--	--
Total assets	89	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	31	--	--	--	--
Total current liabilities	44	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	13	--	--	--	--
Total liabilities	61	--	--	--	--
Total equity	28	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Other Site Work (SIC 4219)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.2	--	--	--	--
Interest coverage ratio (times)	3.0	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.9	--	--	--	--	70.8	35.2	--	--	--	--
Occupancy expenses	8.5	--	--	--	--	100.0	8.5	--	--	--	--
Depreciation	4.7	--	--	--	--	84.8	5.5	--	--	--	--
Repairs & maintenance	1.5	--	--	--	--	59.4	2.6	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	75.3	1.4	--	--	--	--
Rent	1.2	--	--	--	--	52.0	2.3	--	--	--	--
Personnel expenses	23.6	--	--	--	--	89.8	26.3	--	--	--	--
Financial expenses	3.2	--	--	--	--	94.9	3.3	--	--	--	--
Interest & bank charges	2.4	--	--	--	--	91.6	2.6	--	--	--	--
Professional fees	0.8	--	--	--	--	58.9	1.3	--	--	--	--
Other expenses	30.0	--	--	--	--	100.0	30.0	--	--	--	--
Profit (loss)	9.8	--	--	--	--	89.7	10.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

Data are shown by quartiles when at least 15 of the sampled businesses report the specific item.

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4219 - Other Site Work

Businesses primarily engaged in site work not elsewhere classified. Included in this industry are businesses primarily engaged in landscape contracting who purchase nursery stock. These businesses include landscape contractors and ripraping installation.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Other Site Work (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	34				
Average sales \$	196,493	--	--	--	--
Average expense \$	177,610	--	--	--	--
Average net profit (loss) \$	18,883	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	206,115	--	--	--	--
Average expense \$	181,037	--	--	--	--
Average net profit \$	25,078	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	135,222	--	--	--	--
Average expense \$	142,138	--	--	--	--
Average net loss \$	-6,916	--	--	--	--
1986					
Number of observations in sample	42				
Average sales \$	374,730	--	--	--	--
Average expense \$	352,565	--	--	--	--
Average net profit (loss) \$	22,165	--	--	--	--
Businesses reporting a profit (No.)	32				
Average sales \$	356,116	--	--	--	--
Average expense \$	320,275	--	--	--	--
Average net profit \$	35,841	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	421,666	--	--	--	--
Average expense \$	426,909	--	--	--	--
Average net loss \$	-5,243	--	--	--	--
1987					
Number of observations in sample	35				
Average sales \$	159,075	--	--	--	--
Average expense \$	146,805	--	--	--	--
Average net profit (loss) \$	12,270	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	152,304	--	--	--	--
Average expense \$	134,850	--	--	--	--
Average net profit \$	17,454	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	238,866	--	--	--	--
Average expense \$	250,585	--	--	--	--
Average net loss \$	-11,719	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Other Site Work (SIC 4219)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Other Site Work (SIC 4219)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	83	5,766	266	19	8
less than 20	81	3,720	172	19	8
20 - 99	1	X	52	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	42	-	-
1987					
Total	120	8,963	353	23	...
less than 20	118	6,056	239	23	...
20 - 99	1	X	83	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	31	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Concrete Pouring & Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	60	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	84	--	--	--	--
Total current assets	144	--	--	--	--
Fixed assets	81	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	29	--	--	--	--
Total assets	254	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	86	--	--	--	--
Total current liabilities	103	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	34	--	--	--	--
Total liabilities	148	--	--	--	--
Total equity	106	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Concrete Pouring & Finishing (SIC 4224)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.4	--	--	--	--
Interest coverage ratio (times)	6.6	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Concrete Pouring & Finishing (SIC 4224)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	30.2	--	--	--	--	82.4	36.7	--	--	--	--
Occupancy expenses	7.2	--	--	--	--	100.0	7.2	--	--	--	--
Depreciation	3.4	--	--	--	--	92.6	3.6	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	68.9	1.2	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	78.1	1.2	--	--	--	--
Rent	2.0	--	--	--	--	80.4	2.5	--	--	--	--
Personnel expenses	19.2	--	--	--	--	93.5	20.5	--	--	--	--
Financial expenses	2.3	--	--	--	--	93.5	2.5	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	89.1	1.5	--	--	--	--
Professional fees	0.9	--	--	--	--	79.8	1.2	--	--	--	--
Other expenses	27.2	--	--	--	--	100.0	27.2	--	--	--	--
Profit (loss)	13.9	--	--	--	--	100.0	13.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4224 - Concrete Pouring and Finishing Contractors

Businesses primarily engaged in concrete pouring or placement and concrete finishing. Concrete dampproofing, concrete finishing, concrete pouring, concrete pumping (placement), gunning concrete, paving with concrete, pressure grouting, sealing or coating concrete, waterproofing concrete and weatherproofing concrete are also included in this industry.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Concrete Pouring & Finishing (SIC 4224)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	55				
Average sales \$	291,289	50,061	161,837	306,505	646,754
Average expense \$	274,834	37,856	144,478	309,529	607,471
Average net profit (loss) \$	16,455	12,205	17,359	-3,024	39,283
Businesses reporting a profit (No.)	46				
Average sales \$	276,110	45,470	159,943	284,650	614,375
Average expense \$	247,389	30,029	140,132	258,107	561,286
Average net profit \$	28,721	15,441	19,811	26,543	53,089
Businesses reporting a loss (No.)	9				
Average sales \$	367,045	71,947	177,543	329,689	889,000
Average expense \$	393,191	75,173	180,517	364,074	953,000
Average net loss \$	-26,146	-3,226	-2,974	-34,385	-64,000
1986					
Number of observations in sample	58				
Average sales \$	304,453	37,936	67,167	245,209	867,500
Average expense \$	287,801	30,348	57,221	236,643	826,990
Average net profit (loss) \$	16,652	7,588	9,946	8,566	40,510
Businesses reporting a profit (No.)	47				
Average sales \$	301,140	38,067	65,959	250,385	850,150
Average expense \$	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 a loss (No.)	11				
Average sales \$	375,125	36,633	74,041	221,826	1,167,998
Average expense \$	401,737	39,019	77,912	238,308	1,251,710
Average net loss \$	-26,612	-2,386	-3,871	-16,482	-83,712
1987					
Number of observations in sample	41				
Average sales \$	233,842	--	--	--	--
Average expense \$	215,755	--	--	--	--
Average net profit (loss) \$	18,087	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	224,424	--	--	--	--
Average expense \$	200,247	--	--	--	--
Average net profit \$	24,177	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	391,129	--	--	--	--
Average expense \$	415,313	--	--	--	--
Average net loss \$	-24,184	--	--	--	--

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 businesses only, 1987

Nova Scotia, Concrete Pouring & Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	40	--	--	--	--
Depreciation	18	--	--	--	--
Other	-13	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	21	--	--	--	--
Purchase of fixed assets	-79	--	--	--	--
Increase in investment	-5	--	--	--	--
Decrease in investment	7	--	--	--	--
Financing activities					
Increase in long term debt	30	--	--	--	--
Repayment of long term debt	-18	--	--	--	--
Loans from shareholders	8	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-3	--	--	--	--
Cash & equivalents-Beginning of the year	48	--	--	--	--
Cash & equivalents - End of the year	45	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Concrete Pouring & Finishing (SIC 4224)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	87	6,239	285	21	8
less than 20	85	X	226	20	8
20 - 99	2	X	63	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	116	9,100	362	26	...
less than 20	114	X	305	26	...
20 - 99	2	X	57	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	38	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	27	--	--	--	--
Total current assets	66	--	--	--	--
Fixed assets	32	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	8	--	--	--	--
Total assets	105	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	34	--	--	--	--
Total current liabilities	51	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	11	--	--	--	--
Total liabilities	62	--	--	--	--
Total 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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Masonry Work (SIC 4231)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	5.7	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	33										
Low sales value (\$'000's)	(1)	--	--	--	--						
High sales value (\$'000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.1	--	--	--	--	75.7	38.0	--	--	--	--
Occupancy expenses	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Depreciation	3.2	--	--	--	--	89.9	3.6	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	38.9	1.1	--	--	--	--
Heat, light & telephone	0.8	--	--	--	--	81.9	1.0	--	--	--	--
Rent	0.4	--	--	--	--	50.4	0.9	--	--	--	--
Personnel expenses	28.0	--	--	--	--	92.1	30.4	--	--	--	--
Financial expenses	2.0	--	--	--	--	95.4	2.0	--	--	--	--
Interest & bank charges	1.3	--	--	--	--	89.9	1.4	--	--	--	--
Professional fees	0.7	--	--	--	--	75.9	0.9	--	--	--	--
Other expenses	23.2	--	--	--	--	100.0	23.2	--	--	--	--
Profit (loss)	12.8	--	--	--	--	100.0	12.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4231 - Masonry Contractors

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Masonry Work (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	65				
Average sales \$	209,285	42,424	86,633	174,650	533,432
Average expense \$	199,452	35,243	73,712	169,133	519,719
Average net profit (loss) \$	9,833	7,181	12,921	5,517	13,713
Businesses reporting a profit (No.)	56				
Average sales \$	207,380	42,649	86,223	174,650	525,999
Average expense \$	194,565	35,000	69,576	169,133	504,551
Average net profit \$	12,815	7,649	16,647	5,517	21,448
Businesses reporting a loss (No.)	9				
Average sales \$	230,574	38,000	88,463	-	565,258
Average expense \$	238,953	40,000	92,195	-	584,665
Average net loss \$	-8,379	-2,000	-3,732	-	-19,407
1986					
Number of observations in sample	83				
Average sales \$	171,610	38,816	54,635	102,390	490,598
Average expense \$	158,000	30,588	48,653	85,471	467,286
Average net profit (loss) \$	13,610	8,228	5,982	16,919	23,312
Businesses reporting a profit (No.)	69				
Average sales \$	174,784	38,673	54,348	101,133	504,980
Average expense \$	158,743	29,167	48,178	81,462	476,164
Average net profit \$	16,041	9,506	6,170	19,671	28,816
Businesses reporting a loss (No.)	14				
Average sales \$	154,753	40,390	64,027	110,631	403,965
Average expense \$	158,964	46,135	64,160	111,758	413,802
Average net loss \$	-4,211	-5,745	-133	-1,127	-9,837
1987					
Number of observations in sample	34				
Average sales \$	166,812	--	--	--	--
Average expense \$	154,885	--	--	--	--
Average net profit (loss) \$	11,927	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	175,930	--	--	--	--
Average expense \$	161,022	--	--	--	--
Average net profit \$	14,908	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	115,471	--	--	--	--
Average expense \$	120,382	--	--	--	--
Average net loss \$	-4,911	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Masonry Work (SIC 4231)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Masonry Work (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	119	8,293	384	24	22
less than 20	113	4,043	187	24	20
20 - 99	6	4,250	197	-	2
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	148	13,107	518	30	...
less than 20	140	7,130	282	28	...
20 - 99	8	5,977	236	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	31	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	33	--	--	--	--
Total current assets	64	--	--	--	--
Fixed assets	25	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	103	--	--	--	--
Liabilities and equity					
Current loans	14	--	--	--	--
Other current liabilities	44	--	--	--	--
Total current liabilities	58	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	15	--	--	--	--
Total liabilities	73	--	--	--	--
Total equity	30	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Siding Work (SIC 4232)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average				
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	6.9	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	24					
Low sales value (\$000's)	(1)	--	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	33.9	--	--	--	--	65.6	51.6	--	--	--	--
Occupancy expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Depreciation	1.2	--	--	--	--	94.5	1.3	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	25.9	0.6	--	--	--	--
Heat, light & telephone	0.6	--	--	--	--	77.0	0.8	--	--	--	--
Rent	1.1	--	--	--	--	42.7	2.6	--	--	--	--
Personnel expenses	24.0	--	--	--	--	100.0	24.0	--	--	--	--
Financial expenses	0.9	--	--	--	--	84.7	1.0	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	74.5	0.7	--	--	--	--
Professional fees	0.3	--	--	--	--	65.8	0.5	--	--	--	--
Other expenses	25.3	--	--	--	--	100.0	25.3	--	--	--	--
Profit (loss)	12.9	--	--	--	--	100.0	12.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4232 - Siding Contractors

Businesses primarily engaged in the installation and repair of siding, cladding, metal doors and window frames and related work. Included are businesses dealing in the installation of metal awnings, canopies and shutters; installation of cladding (excluding glass); installation of curtain walls; installation of metal doors and window frames; installation of metal, hardboard and vinyl exterior siding; installation of metal and plastic fascia and soffit and the installation of aluminum, steel, asbestos, cement, plastic and hardboard siding.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	43				
Average sales \$	355,710	--	--	--	--
Average expense \$	345,356	--	--	--	--
Average net profit (loss) \$	10,354	--	--	--	--
Businesses reporting a profit (No.)	37				
Average sales \$	367,678	--	--	--	--
Average expense \$	348,196	--	--	--	--
Average net profit \$	19,482	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	567,980	--	--	--	--
Average expense \$	589,952	--	--	--	--
Average net loss \$	-21,972	--	--	--	--
1986					
Number of observations in sample	45				
Average sales \$	208,734	--	--	--	--
Average expense \$	185,352	--	--	--	--
Average net profit (loss) \$	23,382	--	--	--	--
Businesses reporting a profit (No.)	38				
Average sales \$	221,273	--	--	--	--
Average expense \$	194,629	--	--	--	--
Average net profit \$	26,644	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	263,548	--	--	--	--
Average expense \$	272,921	--	--	--	--
Average net loss \$	-9,373	--	--	--	--
1987					
Number of observations in sample	29				
Average sales \$	230,650	--	--	--	--
Average expense \$	214,358	--	--	--	--
Average net profit (loss) \$	16,292	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	237,498	--	--	--	--
Average expense \$	219,829	--	--	--	--
Average net profit \$	17,669	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	259,979	--	--	--	--
Average expense \$	263,952	--	--	--	--
Average net loss \$	-3,973	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Siding Work (SIC 4232)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Siding Work (SIC 4232)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	55	2,692	124	8	12
less than 20	54	X	114	8	11
20 - 99	-	-	-	-	1
100 - 499	-	-	-	-	-
500 and over	1	X	10	-	-
1987					
Total	67	3,735	147	15	...
less than 20	63	3,177	126	13	...
20 - 99	3	X	7	2	...
100 - 499	-	-	-	-	...
500 and over	1	X	14	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	48	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	44	--	--	--	--
Total current assets	92	--	--	--	--
Fixed assets	22	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	118	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	51	--	--	--	--
Total current liabilities	63	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	8	--	--	--	--
Total liabilities	74	--	--	--	--
Total equity	44	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Plumbing (SIC 4241)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.7	--	--	--	--
Interest coverage ratio (times)	4.3	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	46										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.0	--	--	--	--	65.3	44.4	--	--	--	--
Occupancy expenses	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Depreciation	2.8	--	--	--	--	75.3	3.7	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	26.3	1.3	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	95.4	1.1	--	--	--	--
Rent	0.8	--	--	--	--	42.3	1.9	--	--	--	--
Personnel expenses	15.7	--	--	--	--	67.7	23.1	--	--	--	--
Financial expenses	1.7	--	--	--	--	95.6	1.8	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	62.5	2.2	--	--	--	--
Professional fees	0.4	--	--	--	--	77.2	0.5	--	--	--	--
Other expenses	25.5	--	--	--	--	100.0	25.5	--	--	--	--
Profit (loss)	23.1	--	--	--	--	94.3	24.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4241 - Plumbing Contractors

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Plumbing (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	137				
Average sales \$	170,472	33,487	71,766	122,196	454,437
Average expense \$	159,745	25,038	60,628	117,032	436,282
Average net profit (loss) \$	10,727	8,449	11,138	5,164	18,155
Businesses reporting a profit (No.)	112				
Average sales \$	154,887	33,559	70,524	115,249	400,217
Average expense \$	140,106	24,500	56,016	105,212	374,694
Average net profit \$	14,781	9,059	14,508	10,037	25,523
Businesses reporting a loss (No.)	25				
Average sales \$	226,576	31,556	78,066	134,379	662,301
Average expense \$	233,438	39,572	84,029	137,761	672,389
Average net loss \$	-6,862	-8,016	-5,963	-3,382	-10,088
1986					
Number of observations in sample	147				
Average sales \$	182,958	40,713	84,419	150,974	455,727
Average expense \$	166,343	26,158	71,097	130,923	437,195
Average net profit (loss) \$	16,615	14,555	13,322	20,051	18,532
Businesses reporting a profit (No.)	117				
Average sales \$	183,900	41,677	83,269	147,822	462,830
Average expense \$	162,970	24,477	86,210	124,615	436,576
Average net profit \$	20,930	17,200	17,059	23,207	26,254
Businesses reporting a loss (No.)	30				
Average sales \$	182,639	33,655	90,568	177,258	429,074
Average expense \$	189,678	38,474	97,218	183,503	439,517
Average net loss \$	-7,039	-4,819	-6,650	-6,245	-10,443
1987					
Number of observations in sample	55				
Average sales \$	176,325	31,624	70,699	131,469	471,507
Average expense \$	161,847	16,419	54,467	124,925	451,578
Average net profit (loss) \$	14,478	15,205	16,232	6,544	19,929
Businesses reporting a profit (No.)	46				
Average sales \$	180,472	31,624	70,699	136,140	483,423
Average expense \$	162,781	16,419	54,467	122,000	458,237
Average net profit \$	17,691	15,205	16,232	14,140	25,186
Businesses reporting a loss (No.)	9				
Average sales \$	263,656	-	-	122,535	404,777
Average expense \$	272,404	-	-	130,519	414,288
Average net loss \$	-8,748	-	-	-7,984	-9,511

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	15	--	--	--	--
Depreciation	5	--	--	--	--
Other	-16	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-10	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	3	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	2	--	--	--	--
Cash & equivalents - End of the year	-2	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Plumbing (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	144	11,890	550	29	21
less than 20	138	7,256	336	29	21
20 - 99	6	4,634	214	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	173	16,933	669	32	...
less than 20	168	10,089	400	32	...
20 - 99	4	X	152	-	...
100 - 499	1	X	117	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Wet Heating & Air Conditioning Work (SIC 4243)

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

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Wet Heating & Air Conditioning Work (SIC 4243)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.3	--	--	--	--
Interest coverage ratio (times)	4.8	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wet Heating & Air Conditioning Work (SIC 4243)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
	Percent of sales						Percent of sales				
Cost of sales	45.2	--	--	--	--	96.4	46.9	--	--	--	--
Occupancy expenses	13.1	--	--	--	--	100.0	13.1	--	--	--	--
Depreciation	10.7	--	--	--	--	96.1	11.1	--	--	--	--
Repairs & maintenance	1.0	--	--	--	--	28.4	3.7	--	--	--	--
Heat, light & telephone	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Rent	0.9	--	--	--	--	72.2	1.2	--	--	--	--
Personnel expenses	16.7	--	--	--	--	100.0	16.7	--	--	--	--
Financial expenses	1.0	--	--	--	--	54.0	1.8	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	50.0	1.4	--	--	--	--
Professional fees	0.3	--	--	--	--	33.7	0.7	--	--	--	--
Other expenses	20.1	--	--	--	--	100.0	20.1	--	--	--	--
Profit (loss)	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4243 - Wet Heating and Air Conditioning Contractors

Businesses primarily engaged in the installation and repair of secondary hot water or system heating systems, cooling and air conditioning equipment and solar heating systems involving liquids. These businesses include: central air conditioning installation, contractors installing steam boilers (excluding power boilers), installation of central cooling equipment and piping, installation of cooling towers, heat pump installation, installation of hydronic heating systems, installation of secondary hot water and steam piping systems, installation of snow melting equipment (liquid systems), solar heating fluid systems installation, installation of unitary heating, cooling or air conditioning equipment, installation of heating and air conditioning water pumping systems and the installation of central wet heating equipment and piping.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Wet Heating & Air Conditioning Work (SIC 4243)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	20				
Average sales \$	230,259	--	--	--	--
Average expense \$	217,096	--	--	--	--
Average net profit (loss) \$	13,163	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	238,619	--	--	--	--
Average expense \$	219,288	--	--	--	--
Average net profit \$	19,331	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	104,973	--	--	--	--
Average expense \$	106,552	--	--	--	--
Average net loss \$	-1,579	--	--	--	--
1986					
Number of observations in sample	21				
Average sales \$	318,861	--	--	--	--
Average expense \$	304,247	--	--	--	--
Average net profit (loss) \$	14,614	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	323,767	--	--	--	--
Average expense \$	300,278	--	--	--	--
Average net profit \$	23,489	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	298,628	--	--	--	--
Average expense \$	314,293	--	--	--	--
Average net loss \$	-15,665	--	--	--	--
1987					
Number of observations in sample	10				
Average sales \$	187,392	--	--	--	--
Average expense \$	176,242	--	--	--	--
Average net profit (loss) \$	11,150	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	179,053	--	--	--	--
Average expense \$	162,574	--	--	--	--
Average net profit \$	16,479	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	432,520	--	--	--	--
Average expense \$	434,953	--	--	--	--
Average net loss \$	-2,433	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wet Heating & Air Conditioning Work (SIC 4243)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wet Heating & Air Conditioning Work (SIC 4243)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	28	6,182	287	7	2
less than 20	18	1,132	53	5	-
20 - 99	6	2,524	117	-	2
100 - 499	4	2,526	117	2	-
500 and over	-	-	-	-	-
1987					
Total	44	10,557	418	14	...
less than 20	32	2,213	89	10	...
20 - 99	7	3,715	146	3	...
100 - 499	5	4,629	183	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Electrical Work (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	47	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	46	--	--	--	--
Total current assets	93	--	--	--	--
Fixed assets	30	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	4	--	--	--	--
Total assets	127	--	--	--	--
Liabilities and equity					
Current loans	14	--	--	--	--
Other current liabilities	39	--	--	--	--
Total current liabilities	53	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	17	--	--	--	--
Total liabilities	74	--	--	--	--
Total equity	53	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Electrical Work (SIC 4261)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.4	--	--	--	--
Interest coverage ratio (times)	7.5	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Electrical Work (SIC 4261)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	73										
Low sales value (\$000's)	(1)	(1)	39					83			202
High sales value (\$000's)	(1)	39	83					202			(1)
	Percent of sales						Percent of sales				
Cost of sales	37.1	23.8	35.9	43.2	44.7	78.5	47.3	64.0	43.6	46.2	45.6
Occupancy expenses	4.6	7.0	3.6	4.1	3.9	99.0	4.7	7.0	3.6	4.1	4.1
Depreciation	2.5	2.8	2.5	2.9	1.9	94.7	2.7	2.8	2.8	2.9	2.9
Repairs & maintenance	0.3	0.3	0.5	0.1	0.4	46.7	0.7	0.5	0.8	0.5	0.9
Heat, light & telephone	0.9	1.5	0.4	0.7	0.9	68.3	1.3	2.4	0.9	0.9	1.0
Rent	0.9	2.4	0.2	0.4	0.6	32.1	2.8	6.2	2.4	1.3	1.3
Personnel expenses	19.1	5.0	16.2	25.2	29.1	79.7	24.0	18.7	16.2	27.9	29.8
Financial expenses	1.4	0.6	1.5	2.2	1.5	83.7	1.7	1.1	1.7	2.2	1.6
Interest & bank charges	1.0	0.2	1.2	1.5	1.1	67.5	1.5	0.7	1.8	1.7	1.2
Professional fees	0.4	0.4	0.3	0.7	0.4	59.0	0.8	1.5	0.6	1.0	0.9
Other expenses	21.2	42.6	16.6	13.0	14.1	100.0	21.2	42.6	16.6	13.0	14.1
Profit (loss)	16.5	21.0	26.9	12.3	6.8	100.0	16.5	21.0	26.9	12.3	6.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4261- Electrical Contractors

Businesses primarily engaged in the installation and repair of electrical and communication wiring systems, except transmission and distribution lines. Included in this industry are audio-visual wiring systems installation, electric base board heaters installation, installation of electric heating blast coils, installation of electric burglar alarm systems, installation of electric power control panels and outlets, electrical work, electric fire alarm systems installation, installation of intercommunication systems, electric lighting systems installation, public address systems installation, installation of electric snow melting cables, telephone wiring installation and electrical wire installations to houses buildings and structures.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Electrical Work (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	184				
Average sales \$	169,553	37,472	78,424	132,810	429,504
Average expense \$	155,631	30,233	61,879	124,302	406,108
Average net profit (loss) \$	13,922	7,239	16,545	8,508	23,396
Businesses reporting a profit (No.)	152				
Average sales \$	177,350	37,326	78,425	138,020	455,627
Average expense \$	159,081	28,501	60,504	123,371	423,948
Average net profit \$	18,269	8,825	17,921	14,649	31,678
Businesses reporting a loss (No.)	32				
Average sales \$	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					
Number of observations in sample	221				
Average sales \$	184,952	46,909	83,833	156,536	452,530
Average expense \$	169,535	38,416	75,453	138,596	425,674
Average net profit (loss) \$	15,417	8,493	8,380	17,940	26,856
Businesses reporting a profit (No.)	171				
Average sales \$	186,657	46,550	82,761	158,423	458,893
Average expense \$	165,079	36,502	70,022	133,817	419,973
Average net profit \$	21,578	10,048	12,739	24,606	38,920
Businesses reporting a loss (No.)	50				
Average sales \$	178,079	50,081	86,327	149,634	426,272
Average expense \$	187,175	55,343	88,085	156,071	449,199
Average net loss \$	-9,096	-5,262	-1,758	-6,437	-22,927
1987					
Number of observations in sample	93				
Average sales \$	167,643	31,488	56,666	120,300	462,117
Average expense \$	151,298	25,143	40,798	105,653	433,596
Average net profit (loss) \$	16,345	6,345	15,868	14,647	28,521
Businesses reporting a profit (No.)	81				
Average sales \$	164,871	31,488	56,666	117,633	453,696
Average expense \$	147,331	25,143	40,798	101,707	421,675
Average net profit \$	17,540	6,345	15,868	15,926	32,021
Businesses reporting a loss (No.)	12				
Average sales \$	357,857	-	-	157,836	557,878
Average expense \$	365,174	-	-	161,178	569,170
Average net loss \$	-7,317	-	-	-3,342	-11,292

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Electrical Work (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	(1)	261	372	496
High sales value (\$000's)	(1)	261	372	496	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	25	13	25	8	46
Depreciation	7	6	4	8	9
Other	-10	-15	3	-12	-17
Dividends	-4	-3	-3	-	-9
Investment activities					
Disposal of fixed assets	3	6	4	2	-
Purchase of fixed assets	-12	-13	-5	-15	-16
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	3	1	-	9	4
Repayment of long term debt	-1	-	-1	-2	-2
Loans from shareholders	7	-	3	1	19
Repayment of loans from shareholders	-5	-	-5	-5	-10
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-1	-	-
Increase(decrease) in cash & equivalents	11	-4	24	-7	24
Cash & equivalents-Beginning of the year	10	20	12	7	2
Cash & equivalents - End of the year	21	16	35	-	26

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Electrical Work (SIC 4261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	267	29,163	1,389	51	29
less than 20	265	12,114	561	49	29
20 - 99	14	8,080	561	1	-
100 - 499	5	3,127	627	1	-
500 and over	3	5,842	270	-	-
1987					
Total	328	38,733	1,567	63	...
less than 20	307	17,879	709	63	...
20 - 99	12	8,664	376	-	...
100 - 499	6	9,855	390	-	...
500 and over	3	2,335	92	-	...

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

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

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

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

See table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	81	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	56	--	--	--	--
Total current assets	137	--	--	--	--
Fixed assets	9	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	38	--	--	--	--
Total assets	184	--	--	--	--
Liabilities and equity					
Current loans	33	--	--	--	--
Other current liabilities	92	--	--	--	--
Total current liabilities	125	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	13	--	--	--	--
Total liabilities	140	--	--	--	--
Total equity	45	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Drywall Work (SIC 4272)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.1	--	--	--	--
Interest coverage ratio (times)	8.5	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	21										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	7.2	--	--	--	--	46.8	15.4	--	--	--	--
Occupancy expenses	5.2	--	--	--	--	91.2	5.7	--	--	--	--
Depreciation	3.5	--	--	--	--	84.6	4.2	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	24.7	1.0	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	71.0	1.7	--	--	--	--
Rent	0.2	--	--	--	--	22.9	1.0	--	--	--	--
Personnel expenses	22.6	--	--	--	--	67.9	33.3	--	--	--	--
Financial expenses	0.8	--	--	--	--	67.0	1.2	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	65.5	1.0	--	--	--	--
Professional fees	0.1	--	--	--	--	50.6	0.3	--	--	--	--
Other expenses	39.9	--	--	--	--	100.0	39.9	--	--	--	--
Profit (loss)	24.3	--	--	--	--	100.0	24.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4272 - Drywall Contractors

Businesses primarily engaged in the installation of drywall sheets or panels, including related taping of joints, sanding and other drywall finishing. This industry includes businesses engaged in drywall finishing (taping, sanding, stippling), drywall installation, installation of gypsum wallboard, sheetrock installation (dry wallboard), drywall stippling and taping drywall joints.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	39				
Average sales \$	193,693	--	--	--	--
Average expense \$	167,436	--	--	--	--
Average net profit (loss) \$	26,257	--	--	--	--
Businesses reporting a profit (No.)	36				
Average sales \$	195,730	--	--	--	--
Average expense \$	166,835	--	--	--	--
Average net profit \$	28,895	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	325,500	--	--	--	--
Average expense \$	330,000	--	--	--	--
Average net loss \$	-4,500	--	--	--	--
1986					
Number of observations in sample	45				
Average sales \$	73,020	--	--	--	--
Average expense \$	53,448	--	--	--	--
Average net profit (loss) \$	19,572	--	--	--	--
Businesses reporting a profit (No.)	42				
Average sales \$	73,475	--	--	--	--
Average expense \$	53,376	--	--	--	--
Average net profit \$	20,099	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	92,859	--	--	--	--
Average expense \$	97,567	--	--	--	--
Average net loss \$	-4,708	--	--	--	--
1987					
Number of observations in sample	26				
Average sales \$	114,600	--	--	--	--
Average expense \$	98,196	--	--	--	--
Average net profit (loss) \$	16,404	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	113,985	--	--	--	--
Average expense \$	94,576	--	--	--	--
Average net profit \$	19,409	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	206,785	--	--	--	--
Average expense \$	221,347	--	--	--	--
Average net loss \$	-14,562	--	--	--	--

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 businesses only, 1987
Nova Scotia, Drywall Work (SIC 4272)

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

(1): These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Drywall Work (SIC 4272)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	42	4,508	209	15	4
less than 20	37	1,493	69	14	4
20 - 99	5	3,015	140	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	58	6,871	272	13	...
less than 20	52	2,626	104	13	...
20 - 99	6	4,245	168	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Finish Carpentry (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	13	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	14	--	--	--	--
Total current assets	28	--	--	--	--
Fixed assets	22	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	1	--	--	--	--
Total assets	51	--	--	--	--
Liabilities and equity					
Current loans	5	--	--	--	--
Other current liabilities	19	--	--	--	--
Total current liabilities	24	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	14	--	--	--	--
Total liabilities	41	--	--	--	--
Total equity	10	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Finish Carpentry (SIC 4274)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.1	--	--	--	--
Interest coverage ratio (times)	1.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Finish Carpentry (SIC 4274)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	97											
Low sales value (\$000's)	(1)	(1)										99
High sales value (\$000's)	(1)	38										(1)
	Percent of sales						Percent of sales					
Cost of sales	28.5	26.2	28.1	30.8	28.8	72.1	39.5	40.3	36.8	43.7	38.	
Occupancy expenses	4.9	6.1	6.4	4.4	2.7	96.3	5.1	6.6	6.4	4.4	2.9	2.9
Depreciation	3.5	4.3	5.6	2.7	1.3	84.2	4.1	5.3	6.1	2.9	1.9	1.9
Repairs & maintenance	0.2	0.1	0.4	0.2	0.1	33.6	0.6	0.5	1.0	0.4	0.9	0.9
Heat, light & telephone	0.6	1.0	0.4	0.7	0.4	72.4	0.8	1.2	0.6	0.9	0.9	0.9
Rent	0.6	0.7	0.1	0.7	0.9	29.2	2.0	2.0	0.9	1.8	2.9	2.9
Personnel expenses	19.8	16.2	14.7	19.3	28.7	76.4	25.9	34.7	18.7	24.0	29.	
Financial expenses	1.4	1.6	1.5	1.0	1.4	89.6	1.5	1.9	1.5	1.2	1.9	1.9
Interest & bank charges	1.0	1.3	1.4	0.6	0.8	79.7	1.3	1.8	1.4	1.0	0.9	0.9
Professional fees	0.3	0.3	0.1	0.4	0.6	54.5	0.6	1.8	0.2	0.6	0.9	0.9
Other expenses	21.3	16.3	14.7	26.0	28.3	100.0	21.3	16.3	14.7	26.0	28.	
Profit (loss)	24.2	33.6	34.6	18.6	10.2	99.7	24.2	33.6	34.6	18.6	10.	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4274 - Finish Carpentry Contractors

Businesses primarily engaged in on-site cabinetry, millwork installation, pre-fabricated sash and door installation, garage door installation, exterior and interior trimming and miscellaneous hardware installation. Included are businesses engaged in the installation and finishing of cabinetry, construction of built-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)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	193				
Average sales \$	88,920	30,758	47,204	70,914	206,804
Average expense \$	75,242	19,218	36,924	56,108	188,716
Average net profit (loss) \$	13,678	11,540	10,280	14,806	18,088
Businesses reporting a profit (No.)	180				
Average sales \$	88,571	30,686	46,368	71,448	205,781
Average expense \$	72,442	18,973	30,735	54,844	185,214
Average net profit \$	16,129	11,713	15,633	16,604	20,567
Businesses reporting a loss (No.)	13				
Average sales \$	92,768	36,246	49,406	66,050	219,370
Average expense \$	97,593	37,811	53,213	67,609	231,738
Average net loss \$	-4,825	-1,565	-3,807	-1,559	-12,368
1986					
Number of observations in sample	244				
Average sales \$	95,829	31,284	46,407	83,269	222,354
Average expense \$	82,686	19,765	33,944	68,596	208,439
Average net profit (loss) \$	13,143	11,519	12,463	14,673	13,915
Businesses reporting a profit (No.)	220				
Average sales \$	100,384	31,284	46,451	83,168	240,633
Average expense \$	85,550	19,765	33,301	67,463	221,670
Average net profit \$	14,834	11,519	13,150	15,705	18,963
Businesses reporting a loss (No.)	24				
Average sales \$	95,906	-	44,920	84,894	157,903
Average expense \$	101,392	-	55,495	86,895	161,786
Average net loss \$	-5,486	-	-10,575	-2,001	-3,883
1987					
Number of observations in sample	108				
Average sales \$	97,161	30,460	49,908	83,947	224,329
Average expense \$	82,830	21,241	32,806	71,626	205,648
Average net profit (loss) \$	14,331	9,219	17,102	12,321	18,681
Businesses reporting a profit (No.)	92				
Average sales \$	97,197	30,080	49,908	81,681	227,120
Average expense \$	79,064	18,761	32,806	62,720	201,968
Average net profit \$	18,133	11,319	17,102	18,961	25,152
Businesses reporting a loss (No.)	16				
Average sales \$	112,794	32,958	-	92,007	213,418
Average expense \$	120,290	37,541	-	103,294	220,036
Average net loss \$	-7,496	-4,583	-	-11,287	-6,618

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Finish Carpentry (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	31	--	--	--	--
Depreciation	10	--	--	--	--
Other	-5	--	--	--	--
Dividends	-16	--	--	--	--
Investment activities					
Disposal of fixed assets	12	--	--	--	--
Purchase of fixed assets	-39	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	24	--	--	--	--
Repayment of long term debt	-9	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	7	--	--	--	--
Cash & equivalents-Beginning of the year	22	--	--	--	--
Cash & equivalents - End of the year	29	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Finish Carpentry (SIC 4274)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	273	7,249	342	66	45
less than 20	273	7,249	342	66	45
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	383	11,969	477	97	...
less than 20	383	11,969	477	97	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Painting and Decorating Work (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	54	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	48	--	--	--	--
Total current assets	103	--	--	--	--
Fixed assets	15	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	9	--	--	--	--
Total assets	127	--	--	--	--
Liabilities and equity					
Current loans	6	--	--	--	--
Other current liabilities	34	--	--	--	--
Total current liabilities	40	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	14	--	--	--	--
Total liabilities	55	--	--	--	--
Total equity	72	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Painting and Decorating Work (SIC 4275)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average				
Liquidity ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.8	--	--	--	--
Interest coverage ratio (times)	21.1	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	36										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	20.2	--	--	--	--	71.8	28.2	--	--	--	--
Occupancy expenses	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Depreciation	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	28.3	2.6	--	--	--	--
Heat, light & telephone	0.4	--	--	--	--	43.9	1.0	--	--	--	--
Rent	0.5	--	--	--	--	25.6	1.9	--	--	--	--
Personnel expenses	39.1	--	--	--	--	93.7	35.4	--	--	--	--
Financial expenses	0.9	--	--	--	--	85.1	1.1	--	--	--	--
Interest & bank charges	0.5	--	--	--	--	58.8	0.8	--	--	--	--
Professional fees	0.5	--	--	--	--	72.3	0.6	--	--	--	--
Other expenses	16.5	--	--	--	--	100.0	16.5	--	--	--	--
Profit (loss)	25.6	--	--	--	--	100.0	25.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4275 - Painting and Decorating Contractors

Businesses primarily engaged in painting, paperhanging and decorating in buildings and painting of heavy (engineering) structures. Included are businesses primarily engaged in paint or paper stripping and parking lot or road surface marking. This industry includes the painting of bridges and structures, interior decorating, paint stripping (except furniture), interior and exterior painting of buildings, paper hanging (interior decorating) and wallpaper hanging and removal.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Painting and Decorating Work (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	74				
Average sales \$	115,982	38,208	55,452	91,969	278,306
Average expense \$	105,468	24,910	48,544	76,276	272,142
Average net profit (loss) \$	10,514	13,298	6,908	15,687	6,164
Businesses reporting a profit (No.)	64				
Average sales \$	134,744	37,381	55,460	91,643	354,493
Average expense \$	118,951	21,022	46,921	73,881	333,979
Average net profit \$	15,793	16,359	8,539	17,762	20,514
Businesses reporting a loss (No.)	10				
Average sales \$	93,569	45,521	55,364	94,920	178,470
Average expense \$	103,883	59,284	67,101	98,434	191,111
Average net loss \$	-10,414	-13,763	-11,737	-3,514	-12,641
1986					
Number of observations in sample	93				
Average sales \$	160,257	31,419	52,220	91,755	465,635
Average expense \$	146,755	21,743	44,757	73,626	446,894
Average net profit (loss) \$	13,502	9,676	7,463	18,129	18,741
Businesses reporting a profit (No.)	80				
Average sales \$	140,450	32,646	52,512	87,837	388,803
Average expense \$	119,334	13,970	44,427	63,657	355,282
Average net profit \$	21,116	18,676	8,085	24,180	33,521
Businesses reporting a loss (No.)	13				
Average sales \$	254,978	28,891	48,008	110,115	832,896
Average expense \$	273,107	37,754	49,527	120,344	884,803
Average net loss \$	-18,129	-8,863	-1,519	-10,229	-51,907
1987					
Number of observations in sample	52				
Average sales \$	114,373	30,531	42,470	67,923	316,567
Average expense \$	95,874	17,506	33,857	45,196	286,936
Average net profit (loss) \$	18,499	13,025	8,613	22,727	29,631
Businesses reporting a profit (No.)	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 profit \$	22,353	13,025	9,990	30,033	36,365
Businesses reporting a loss (No.)	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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	34	--	--	--	--
Depreciation	6	--	--	--	--
Other	-4	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	37	--	--	--	--
Purchase of fixed assets	-35	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	11	--	--	--	--
Repayment of long term debt	-19	--	--	--	--
Loans from shareholders	9	--	--	--	--
Repayment of loans from shareholders	-16	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	19	--	--	--	--
Cash & equivalents-Beginning of the year	14	--	--	--	--
Cash & equivalents - End of the year	33	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Painting and Decorating Work (SIC 4275)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	166	9,826	488	41	19
less than 20	158	5,563	257	40	17
20 - 99	8	4,263	231	1	1
100 - 499	-	-	-	-	1
500 and over	-	-	-	-	-
1987					
Total	196	14,149	672	57	...
less than 20	186	8,074	319	52	...
20 - 99	7	2,547	100	5	...
100 - 499	3	3,528	253	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Land Developers (SIC 4491)

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

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Land Developers (SIC 4491)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-1.3	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	4.2	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Land Developers (SIC 4491)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	9										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	6.6	--	--	--	--	98.1	6.7	--	--	--	--
Occupancy expenses	3.2	--	--	--	--	71.9	4.5	--	--	--	--
Depreciation	2.4	--	--	--	--	71.9	3.3	--	--	--	--
Repairs & maintenance	-	--	--	--	--	-	-	--	--	--	--
Heat, light & telephone	0.1	--	--	--	--	42.2	0.3	--	--	--	--
Rent	0.7	--	--	--	--	29.7	2.4	--	--	--	--
Personnel expenses	15.4	--	--	--	--	56.1	27.4	--	--	--	--
Financial expenses	13.7	--	--	--	--	99.1	13.8	--	--	--	--
Interest & bank charges	11.1	--	--	--	--	68.8	16.2	--	--	--	--
Professional fees	2.6	--	--	--	--	98.9	2.6	--	--	--	--
Other expenses	57.2	--	--	--	--	100.0	57.2	--	--	--	--
Profit (loss)	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4491 - Land Developers

Businesses primarily engaged in the acquisition, assembly, subdivision and servicing of land for subsequent resale to builders. Included are businesses engaged in land development for building lot subdividing, land developers, land assembling and developing and land development for land servicing (hydro, sewer and water).

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Land Developers (SIC 4491)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	27				
Average sales \$	389,350	--	--	--	--
Average expense \$	300,999	--	--	--	--
Average net profit (loss) \$	88,351	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	381,637	--	--	--	--
Average expense \$	283,130	--	--	--	--
Average net profit \$	98,507	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	244,667	--	--	--	--
Average expense \$	258,000	--	--	--	--
Average net loss \$	-13,333	--	--	--	--
1986					
Number of observations in sample	34				
Average sales \$	385,337	--	--	--	--
Average expense \$	331,130	--	--	--	--
Average net profit (loss) \$	54,207	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	381,747	--	--	--	--
Average expense \$	314,215	--	--	--	--
Average net profit \$	67,532	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	482,072	--	--	--	--
Average expense \$	547,158	--	--	--	--
Average net loss \$	-65,086	--	--	--	--
1987					
Number of observations in sample	38				
Average sales \$	101,569	--	--	--	--
Average expense \$	91,167	--	--	--	--
Average net profit (loss) \$	10,402	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	116,546	--	--	--	--
Average expense \$	93,349	--	--	--	--
Average net profit \$	23,197	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	53,634	--	--	--	--
Average expense \$	61,950	--	--	--	--
Average net loss \$	-8,316	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Land Developers (SIC 4491)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Land Developers (SIC 4491)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	58	7,487	473	16	13
less than 20	55	1,770	106	16	12
20 - 99	1	X	26	-	1
100 - 499	1	X	24	-	-
500 and over	1	X	317	-	-
1987					
Total	80	12,595	673	21	---
less than 20	74	4,318	231	18	---
20 - 99	4	1,358	69	3	---
100 - 499	1	X	24	-	---
500 and over	1	X	349	-	---

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	90	194	417
High sales value (\$000's)	(1)	90	194	417	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	24	2	3	18	70
Inventory	-	-	-	-	-
Other current assets	39	13	31	32	77
Total current assets	62	15	34	50	147
Fixed assets	115	25	47	77	307
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	-	2	5	24
Total assets	185	41	83	131	479
Liabilities and equity					
Current loans	17	3	4	9	50
Other current liabilities	42	6	14	37	110
Total current liabilities	58	9	18	46	160
Mortgages payable	-	-	-	-	-
Long term debt	12	4	-	7	37
Other liabilities	46	17	21	47	97
Total liabilities	118	30	39	99	294
Total equity	69	11	44	32	185

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Truck Transport Industries (SIC 456)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	90	194	417
High sales value (\$000's)	(1)	90	194	417	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.1	1.7	1.9	1.1	0.9
Leverage ratios					
Debt/equity ratio (times)	1.7	2.6	0.9	3.1	1.6
Interest coverage ratio (times)	3.0	0.2	4.2	3.4	2.9
Debt ratio (times)	0.6	0.7	0.5	0.8	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	191									
Low sales value (\$000's)	(1)	(1)	42	72	126					126
High sales value (\$000's)	(1)	42	72	126	(1)					(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	29.9	24.7	28.3	35.9	30.3	97.1	30.8	26.1	30.0	35.9	30.4
Depreciation	9.6	9.1	6.6	13.1	9.6	89.4	10.8	9.7	8.4	14.7	10.0
Repairs & maintenance	7.2	6.2	8.9	6.7	7.0	59.3	12.1	17.8	13.0	10.2	10.4
Fuel expense	13.1	9.4	12.9	15.1	13.7	57.9	22.6	20.2	24.9	25.6	19.8
Personnel expenses	12.1	3.6	13.4	10.9	19.9	89.4	17.4	10.1	21.4	14.0	20.1
Financial expenses	3.4	3.8	2.6	4.2	3.1	95.5	3.6	3.8	3.0	4.2	3.3
Interest & bank charges	3.0	3.5	2.1	3.8	2.5	79.1	3.7	4.2	3.1	4.7	3.0
Professional fees	0.5	0.3	0.6	0.4	0.6	70.3	0.7	0.6	0.8	0.5	0.7
Other expenses	35.2	43.3	33.1	29.5	35.6	100.0	35.2	43.3	33.1	29.5	35.6
Profit (loss)	19.3	24.6	22.5	19.5	11.1	98.7	19.6	24.6	22.5	19.5	11.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4560 - Truck Transport Industry

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41				
Low sales value (\$000's)	(1)	(1)	92	238	442
High sales value (\$000's)	(1)	92	238	442	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	18	5	9	15	41
Depreciation	35	11	18	21	89
Other	-4	-1	-	-9	-4
Dividends	-1	-	-1	-	-4
Investment activities					
Disposal of fixed assets	12	4	2	3	38
Purchase of fixed assets	-71	-11	-16	-51	-202
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	36	-	-	30	111
Repayment of long term debt	-26	-	-10	-16	-74
Loans from shareholders	2	-	-	4	1
Repayment of loans from shareholders	-4	-	-5	-3	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	2	-	2	-	5
Increase(decrease) in cash & equivalents	-2	7	-1	-5	-5
Cash & equivalents-Beginning of the year	14	44	3	27	-11
Cash & equivalents - End of the year	12	51	2	22	-16

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	659	67,338	4,103	148	55
less than 20	611	23,931	1,291	141	50
20 - 99	29	16,106	915	3	2
100 - 499	10	10,210	543	4	3
500 and over	9	17,091	1,354	-	-
1987					
Total	771	107,287	6,524	169	...
less than 20	713	31,758	1,467	163	...
20 - 99	36	21,844	1,029	5	...
100 - 499	14	13,311	612	1	...
500 and over	8	40,374	3,416	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	228				
Average sales \$	167,515	31,426	60,499	118,060	460,073
Average expense \$	149,419	24,097	46,896	98,077	428,606
Average net profit (loss) \$	18,096	7,329	13,603	19,983	31,467
Businesses reporting a profit (No.)	203				
Average sales \$	164,973	32,263	60,727	118,717	448,184
Average expense \$	140,780	22,151	45,829	97,110	398,031
Average net profit \$	24,193	10,112	14,898	21,607	50,153
Businesses reporting a loss (No.)	25				
Average sales \$	174,941	28,124	55,917	103,246	512,476
Average expense \$	195,853	31,779	68,360	119,898	563,374
Average net loss \$	-20,912	-3,655	-12,443	-16,652	-50,898
1986					
Number of observations in sample	403				
Average sales \$	165,208	38,006	74,755	124,153	423,919
Average expense \$	148,649	30,800	57,784	104,753	401,258
Average net profit (loss) \$	16,559	7,206	16,971	19,400	22,661
Businesses reporting a profit (No.)	369				
Average sales \$	157,694	38,133	74,899	124,241	393,502
Average expense \$	138,279	29,211	56,702	104,347	362,855
Average net profit \$	19,415	8,922	18,197	19,894	30,647
Businesses reporting a loss (No.)	34				
Average sales \$	206,809	37,247	72,291	118,481	599,215
Average expense \$	217,500	40,268	76,221	130,935	622,576
Average net loss \$	-10,691	-3,021	-3,930	-12,454	-23,361
1987					
Number of observations in sample	205				
Average sales \$	134,672	33,183	55,824	95,231	354,448
Average expense \$	118,558	24,520	43,600	76,468	329,642
Average net profit (loss) \$	16,114	8,663	12,224	18,763	24,806
Businesses reporting a profit (No.)	171				
Average sales \$	125,060	33,621	56,669	94,975	314,975
Average expense \$	105,108	23,590	39,780	75,706	281,354
Average net profit \$	19,952	10,031	16,889	19,269	33,621
Businesses reporting a loss (No.)	34				
Average sales \$	199,308	29,984	53,090	108,372	605,786
Average expense \$	209,987	31,303	55,958	115,581	637,105
Average net loss \$	-10,679	-1,319	-2,868	-7,209	-31,319

(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 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Logging Industry (SIC 0411)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	31	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	73	--	--	--	--
Total current assets	104	--	--	--	--
Fixed assets	391	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	19	--	--	--	--
Total assets	514	--	--	--	--
Liabilities and equity					
Current loans	41	--	--	--	--
Other current liabilities	61	--	--	--	--
Total current liabilities	102	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	13	--	--	--	--
Other liabilities	77	--	--	--	--
Total liabilities	192	--	--	--	--
Total equity	322	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Logging Industry (SIC 0411)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.6	--	--	--	--
Interest coverage ratio (times)	2.6	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Logging Industry (SIC 0411)

	Total (1)	Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%
Businesses in sample (No.)	75							186
Low sales value (\$'000's)	(1)							(1)
High sales value (\$'000's)	(1)	39		64		186		(1)

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	7.5	3.1	9.0	8.0	8.6	83.6	9.0	5.7	9.3	10.8	8.1
Repairs & maintenance	3.6	2.9	2.7	4.1	4.7	53.1	6.8	8.9	3.6	10.6	7.5
Heat, light & telephone	0.6	0.7	0.7	0.4	0.4	63.5	0.9	2.5	0.8	0.9	0.5
Rent	0.6	-	0.8	0.7	0.7	25.9	2.3	0.1	3.2	3.1	2.0
Personnel expenses	30.9	43.9	18.6	30.9	35.5	90.9	34.0	55.6	19.8	35.3	35.5
Financial expenses	3.2	1.0	4.6	3.5	3.0	76.4	4.2	6.9	5.3	3.8	3.3
Interest & bank charges	2.9	0.9	4.2	3.2	2.4	76.4	3.7	6.7	4.8	3.5	2.9
Professional fees	0.3	-	0.4	0.3	0.5	63.8	0.5	0.4	0.6	0.4	0.3
Other expenses	39.6	25.6	45.6	42.6	40.0	100.0	39.6	25.6	45.6	42.6	40.0
Profit (loss)	14.1	22.8	18.1	9.8	6.9	89.5	14.1	22.8	18.1	9.8	7.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
Total weighted expenditure on a given item

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 0411 - Logging Industry

Businesses primarily engaged in harvesting hardwood and softwood trees on an own-account basis. Included are businesses primarily engaged in the combined activities driving, booming, sorting and rafting and towing of wood. Barking mills are also included. These businesses include barking (tossing) logs, booming logs, bucking trees, bunching logs, chipping logs, Christmas tree cutting, contract logging, felling trees (logging), fuelwood cutting, log salvaging, log scaling, logs and bolts, untreated wooden pit props, untreated wooden poles and pilings, pulpwood cutting, sawlogs, veneer logs and wood chips.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	96				
Average sales \$	173,325	32,708	69,856	139,559	451,177
Average expense \$	154,476	25,427	55,537	125,659	411,281
Average net profit (loss) \$	18,849	7,281	14,319	13,900	39,896
Businesses reporting a profit (No.)	85				
Average sales \$	178,079	32,402	70,451	157,695	451,767
Average expense \$	154,876	24,495	52,824	132,640	409,545
Average net profit \$	23,203	7,907	17,627	25,055	42,222
Businesses reporting a loss (No.)	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
Average net loss \$	-9,561	-2,969	-6,160	-2,176	-26,938
1986					
Number of observations in sample	140				
Average sales \$	168,251	49,562	112,503	190,380	320,558
Average expense \$	150,176	43,273	99,445	171,227	286,760
Average net profit (loss) \$	18,075	6,289	13,058	19,153	33,798
Businesses reporting a profit (No.)	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 a loss (No.)	16				
Average sales \$	192,981	44,449	81,478	191,127	454,871
Average expense \$	200,779	49,137	86,874	196,484	470,620
Average net loss \$	-7,798	-4,688	-5,396	-5,357	-15,749
1987					
Number of observations in sample	82				
Average sales \$	166,689	37,129	47,301	115,679	466,648
Average expense \$	152,022	28,267	38,682	105,182	435,958
Average net profit (loss) \$	14,667	8,862	8,619	10,497	30,690
Businesses reporting a 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 net profit \$	19,803	9,575	8,619	14,473	46,543
Businesses reporting a loss (No.)	11				
Average sales \$	181,842	33,564	-	133,673	378,289
Average expense \$	204,631	37,732	-	147,718	428,442
Average net loss \$	-22,789	-4,168	-	-14,045	-50,153

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	45	--	--	--	--
Depreciation	39	--	--	--	--
Other	-21	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	62	--	--	--	--
Purchase of fixed assets	-153	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	53	--	--	--	--
Repayment of long term debt	-22	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	4	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	6	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents—Beginning of the year	11	--	--	--	--
Cash & equivalents - End of the year	17	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Logging Industry (SIC 0411)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	96	7,927	433	13	12
less than 20	92	4,581	271	13	12
20 - 99	3	X	98	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	64	-	-
1987					
Total	94	8,113	437	10	...
less than 20	91	6,432	347	9	...
20 - 99	2	X	89	-	...
100 - 499	1	X	1	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	67	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	158	--	--	--	--
Total current assets	225	--	--	--	--
Fixed assets	168	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	45	--	--	--	--
Total assets	438	--	--	--	--
Liabilities and equity					
Current loans	53	--	--	--	--
Other current liabilities	136	--	--	--	--
Total current liabilities	189	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	25	--	--	--	--
Other liabilities	73	--	--	--	--
Total liabilities	287	--	--	--	--
Total equity	151	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.9	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Sawmill, Planing Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	50					
Low sales value (\$000's)	(1)	(1)	45	176	565	565
High sales value (\$000's)	(1)	45	176	565	(1)	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	30.8	10.7	37.4	30.3	41.4	85.9	35.9	17.5	37.4	36.5	43.5
Occupancy expenses	12.3	15.4	15.9	10.2	8.0	100.0	12.3	15.4	15.9	10.2	8.0
Depreciation	5.3	3.8	8.1	5.3	3.8	95.6	5.6	4.8	8.1	5.3	3.8
Repairs & maintenance	3.5	5.8	3.5	3.1	1.9	65.4	5.3	11.3	4.8	4.6	2.7
Heat, light & telephone	2.4	2.1	4.1	1.4	1.9	85.9	2.8	2.6	5.9	1.5	1.9
Rent	1.1	3.8	0.2	0.5	0.5	30.3	3.7	13.2	0.7	1.7	1.2
Personnel expenses	26.6	22.0	19.9	33.4	30.8	100.0	26.6	22.0	19.9	33.4	30.8
Financial expenses	3.0	2.8	3.5	3.5	2.4	92.3	3.3	4.0	3.5	3.7	2.4
Interest & bank charges	2.7	2.6	3.5	2.9	1.9	79.7	3.4	5.2	3.5	3.2	2.5
Professional fees	0.3	0.2	-	0.6	0.5	55.1	0.6	0.6	0.2	0.8	0.5
Other expenses	19.4	25.1	18.2	19.8	15.7	100.0	19.4	25.1	18.2	19.8	15.7
Profit (loss)	7.8	24.0	5.2	2.9	1.7	95.1	8.2	24.0	6.3	2.9	1.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2510 - Sawmill, Planing Mill and Shingle Mill Products Industries

Businesses primarily engaged in manufacturing lumber, both rough and dressed, shingles and other sawmill or other planing mill products.

Selected operating characteristics of small businesses by sales quartile, 1985-1987
 a, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	59				
Average sales \$	310,207	27,522	46,420	273,429	893,456
Average expense \$	288,266	35,452	30,238	218,177	869,197
Average net profit (loss) \$	21,941	-7,930	16,182	55,252	24,259
Businesses reporting a profit (No.)	50				
Average sales \$	293,191	30,231	44,895	274,392	823,247
Average expense \$	263,654	28,130	24,970	218,180	783,334
Average net profit \$	29,537	2,101	19,925	56,212	39,913
Businesses reporting a loss (No.)	9				
Average sales \$	403,749	27,111	57,346	217,000	1,313,537
Average expense \$	426,372	36,564	67,973	218,000	1,382,949
Average net loss \$	-22,623	-9,453	-10,627	-1,000	-69,412
1986					
Number of observations in sample	61				
Average sales \$	380,007	34,181	63,248	263,459	1,159,138
Average expense \$	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 a profit (No.)	48				
Average sales \$	404,524	35,194	62,812	274,814	1,245,277
Average 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
Businesses reporting a loss (No.)	13				
Average sales \$	278,593	27,387	65,770	168,146	853,070
Average expense \$	292,293	32,276	71,255	178,381	887,259
Average net loss \$	-13,700	-4,889	-5,485	-10,235	-34,189
1987					
Number of observations in sample	56				
Average sales \$	381,525	36,690	87,560	325,119	1,076,731
Average expense \$	371,404	27,511	81,604	320,858	1,055,644
Average net profit (loss) \$	10,121	9,179	5,956	4,261	21,087
Businesses reporting a 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 profit \$	31,388	9,179	9,108	37,190	70,076
Businesses reporting a loss (No.)	14				
Average sales \$	443,485	-	58,078	250,427	1,021,949
Average expense \$	493,843	-	59,686	323,001	1,098,842
Average net loss \$	-50,358	-	-1,608	-72,574	-76,893

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	39	--	--	--	--
Depreciation	38	--	--	--	--
Other	14	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	66	--	--	--	--
Purchase of fixed assets	-98	--	--	--	--
Increase in investment	-24	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	27	--	--	--	--
Repayment of long term debt	-32	--	--	--	--
Loans from shareholders	11	--	--	--	--
Repayment of loans from shareholders	-20	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	12	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	7	--	--	--	--
Increase(decrease) in cash & equivalents	35	--	--	--	--
Cash & equivalents-Beginning of the year	51	--	--	--	--
Cash & equivalents - End of the year	86	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	145	20,157	1,329	17	4
less than 20	123	7,925	525	15	4
20 - 99	19	9,984	656	1	-
100 - 499	2	X	128	1	-
500 and over	1	X	20	-	-
1987					
Total	146	25,028	1,382	19	...
less than 20	117	7,461	412	15	...
20 - 99	24	13,934	780	2	...
100 - 499	3	X	98	2	...
500 and over	2	X	92	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Household Furniture Industries (SIC 261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	67	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	129	--	--	--	--
Total current assets	197	--	--	--	--
Fixed assets	76	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	28	--	--	--	--
Total assets	300	--	--	--	--
Liabilities and equity					
Current loans	103	--	--	--	--
Other current liabilities	70	--	--	--	--
Total current liabilities	173	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	41	--	--	--	--
Other liabilities	77	--	--	--	--
Total liabilities	291	--	--	--	--
Total equity	10	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Household Furniture Industries (SIC 261)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	30.3	--	--	--	--
Interest coverage ratio (times)	0.8	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a. Debt/equity = total liabilities / equity.

b. Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Household Furniture Industries (SIC 261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	15										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	41.0	--	--	--	--	95.5	42.9	--	--	--	--
Occupancy expenses	6.4	--	--	--	--	100.0	6.4	--	--	--	--
Depreciation	2.9	--	--	--	--	82.6	3.6	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	77.5	0.8	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	95.5	2.1	--	--	--	--
Rent	0.9	--	--	--	--	40.1	2.2	--	--	--	--
Personnel expenses	22.9	--	--	--	--	88.5	25.9	--	--	--	--
Financial expenses	4.1	--	--	--	--	100.0	4.1	--	--	--	--
Interest & bank charges	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Professional fees	0.9	--	--	--	--	81.6	1.1	--	--	--	--
Other expenses	15.3	--	--	--	--	100.0	15.3	--	--	--	--
Profit (loss)	10.2	--	--	--	--	100.0	10.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2610 - Household Furniture Industries

Businesses primarily engaged in manufacturing household furniture, of all kinds and of all materials.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Household Furniture Industries (SIC 261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	9				
Average sales \$	76,970	--	--	--	--
Average expense \$	69,780	--	--	--	--
Average net profit (loss) \$	7,190	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	76,963	--	--	--	--
Average expense \$	69,278	--	--	--	--
Average net profit \$	7,685	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	50,000	--	--	--	--
Average expense \$	54,000	--	--	--	--
Average net loss \$	-4,000	--	--	--	--
1986					
Number of observations in sample	8				
Average sales \$	122,319	--	--	--	--
Average expense \$	121,834	--	--	--	--
Average net profit (loss) \$	485	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	124,217	--	--	--	--
Average expense \$	121,710	--	--	--	--
Average net profit \$	2,507	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	191,617	--	--	--	--
Average expense \$	195,218	--	--	--	--
Average net loss \$	-3,601	--	--	--	--
1987					
Number of observations in sample	20				
Average sales \$	298,218	--	--	--	--
Average expense \$	295,637	--	--	--	--
Average net profit (loss) \$	2,581	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	240,315	--	--	--	--
Average expense \$	224,046	--	--	--	--
Average net profit \$	16,269	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	383,245	--	--	--	--
Average expense \$	400,816	--	--	--	--
Average net loss \$	-17,571	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Household Furniture Industries (SIC 261)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Household Furniture Industries (SIC 261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	25	2,587	180	8	3
less than 20	21	567	44	6	2
20 - 99	3	X	80	1	1
100 - 499	1	X	56	1	-
500 and over	-	-	-	-	-
1987					
Total	32	2,317	158	11	...
less than 20	25	823	56	6	...
20 - 99	4	1,433	99	2	...
100 - 499	1	X	1	1	...
500 and over	2	X	2	2	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	57	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	38	--	--	--	--
Total current assets	95	--	--	--	--
Fixed assets	56	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	156	--	--	--	--
Liabilities and equity					
Current loans	12	--	--	--	--
Other current liabilities	52	--	--	--	--
Total current liabilities	64	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	8	--	--	--	--
Other liabilities	35	--	--	--	--
Total liabilities	107	--	--	--	--
Total equity	49	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Commercial Printing Industries (SIC 281)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.2	--	--	--	--
Interest coverage ratio (times)	4.2	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Commercial Printing Industries (SIC 281)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	36											
Low sales value (\$000's)	(1)	--									--	
High sales value (\$000's)	(1)	--									--	
		Percent of sales						Percent of sales				
Cost of sales	33.8	--	--	--	--	94.6	35.7	--	--	--	--	
Occupancy 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	--	--	--	--	98.4	3.5	--	--	--	--	
Rent	2.7	--	--	--	--	60.3	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	0.6	--	--	--	--	67.9	0.9	--	--	--	--	
Other expenses	16.0	--	--	--	--	100.0	16.0	--	--	--	--	
Profit (loss)	3.6	--	--	--	--	100.0	3.6	--	--	--	--	
Total	100.0	--	--	--	--	100.0	...	--	--	--	--	

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2810 - Commercial Printing Industries

Businesses primarily engaged in the production of commercial and/or job printing regardless of the printing method or process used (letterpress, including flexographic, photographic or lithographic; intaglio or gravure; stencil printing or silk-screen, etc.)

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	44				
Average sales \$	267,185	--	--	--	--
Average expense \$	237,715	--	--	--	--
Average net profit (loss) \$	29,470	--	--	--	--
Businesses reporting a profit (No.)	38				
Average sales \$	277,254	--	--	--	--
Average expense \$	243,590	--	--	--	--
Average net profit \$	33,664	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	218,931	--	--	--	--
Average expense \$	236,229	--	--	--	--
Average net loss \$	-17,298	--	--	--	--
1986					
Number of observations in sample	53				
Average sales \$	161,525	52,456	58,894	117,470	417,278
Average expense \$	156,118	73,119	52,957	98,956	399,439
Average net profit (loss) \$	5,407	-20,663	5,937	18,514	17,839
Businesses reporting a profit (No.)	40				
Average sales \$	205,571	-	58,894	119,767	438,053
Average expense \$	183,547	-	52,957	98,822	398,862
Average net profit \$	22,024	-	5,937	20,945	39,191
Businesses reporting a loss (No.)	13				
Average sales \$	179,124	52,456	-	97,037	387,878
Average expense \$	191,177	73,119	-	100,155	400,256
Average net loss \$	-12,053	-20,663	-	-3,118	-12,378
1987					
Number of observations in sample	37				
Average sales \$	253,091	--	--	--	--
Average expense \$	239,655	--	--	--	--
Average net profit (loss) \$	13,436	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	326,979	--	--	--	--
Average expense \$	298,119	--	--	--	--
Average net profit \$	28,860	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	235,538	--	--	--	--
Average expense \$	262,272	--	--	--	--
Average net loss \$	-26,733	--	--	--	--

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

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Commercial Printing Industries (SIC 281)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	94	13,263	775	12	7
less than 20	73	5,257	308	10	6
20 - 99	9	5,088	297	-	1
100 - 499	4	329	19	1	-
500 and over	8	2,589	151	1	-
1987					
Total	100	15,641	700	9	...
less than 20	79	6,889	305	6	...
20 - 99	11	5,951	272	2	...
100 - 499	3	85	3	1	...
500 and over	7	2,716	120	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	14	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	52	--	--	--	--
Total current assets	66	--	--	--	--
Fixed assets	46	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	12	--	--	--	--
Total assets	125	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	53	--	--	--	--
Total current liabilities	62	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	17	--	--	--	--
Other liabilities	14	--	--	--	--
Total liabilities	93	--	--	--	--
Total equity	32	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.9	--	--	--	--
Interest coverage ratio (times)	2.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	9										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	17.3	--	--	--	--	90.2	19.2	--	--	--	--
Occupancy expenses	14.7	--	--	--	--	90.2	16.3	--	--	--	--
Depreciation	2.1	--	--	--	--	90.2	2.4	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	58.6	1.3	--	--	--	--
Heat, light & telephone	2.8	--	--	--	--	90.2	3.1	--	--	--	--
Rent	9.0	--	--	--	--	90.2	10.0	--	--	--	--
Personnel expenses	24.8	--	--	--	--	90.2	27.5	--	--	--	--
Financial expenses	2.3	--	--	--	--	90.2	2.5	--	--	--	--
Interest & 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	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2820 - Platemaking, Typesetting and Bindery Industry

Businesses primarily engaged in providing specialized services to the printing and publishing trades, advertising agencies or others; the making of image bearing photographic films, plates and printers' dies of all types; typesetting for the printing trade; making binders or covers, hand or machine bindery work and allied post-printing, converting or finishing operations. Included are businesses engaged in photographic film developing, printing and enlarging.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	7				
Average sales \$	424,455	--	--	--	--
Average expense \$	372,579	--	--	--	--
Average net profit (loss) \$	51,882	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	457,957	--	--	--	--
Average expense \$	397,846	--	--	--	--
Average net profit \$	60,111	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	30,745	--	--	--	--
Average expense \$	33,923	--	--	--	--
Average net loss \$	-3,178	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	175,045	--	--	--	--
Average expense \$	184,969	--	--	--	--
Average net profit (loss) \$	-9,924	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	165,043	--	--	--	--
Average expense \$	156,932	--	--	--	--
Average net profit \$	8,111	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	280,906	--	--	--	--
Average expense \$	325,814	--	--	--	--
Average net loss \$	-34,908	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	314,642	--	--	--	--
Average expense \$	308,788	--	--	--	--
Average net profit (loss) \$	5,854	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	313,969	--	--	--	--
Average expense \$	295,039	--	--	--	--
Average net profit \$	18,930	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	419,626	--	--	--	--
Average expense \$	430,547	--	--	--	--
Average net loss \$	-10,921	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Platemaking, Typesetting & Bindery Industry (SIC 282)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Platemaking, Typesetting & Bindery Industry (SIC 282)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	25	2,373	169	11	5
less than 20	18	935	68	8	5
20 - 99	3	1,052	81	-	-
100 - 499	3	X	10	3	-
500 and over	1	X	10	-	-
1987					
Total	29	3,112	205	4	...
less than 20	21	1,326	85	3	...
20 - 99	2	X	27	-	...
100 - 499	5	369	18	1	...
500 and over	1	X	75	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Publishing Industries (SIC 283)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	21	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	32	--	--	--	--
Total current assets	53	--	--	--	--
Fixed assets	41	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	23	--	--	--	--
Total assets	117	--	--	--	--
Liabilities and equity					
Current loans	10	--	--	--	--
Other current liabilities	34	--	--	--	--
Total current liabilities	44	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	49	--	--	--	--
Total liabilities	96	--	--	--	--
Total equity	21	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Publishing Industries (SIC 283)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.6	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Publishing Industries (SIC 283)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	9	--	--	--	--						
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Industry average(2)						Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	5.2	--	--	--	--	24.0	21.6	--	--	--	--
Occupancy expenses	8.2	--	--	--	--	100.0	8.2	--	--	--	--
Depreciation	2.6	--	--	--	--	75.0	3.5	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	48.6	0.6	--	--	--	--
Heat, light & telephone	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Rent	1.3	--	--	--	--	67.2	2.0	--	--	--	--
Personnel expenses	33.7	--	--	--	--	100.0	33.7	--	--	--	--
Financial expenses	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Interest & bank charges	4.0	--	--	--	--	73.6	5.4	--	--	--	--
Professional fees	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Other expenses	56.8	--	--	--	--	100.0	56.8	--	--	--	--
Profit (loss)	-9.4	--	--	--	--	100.0	-9.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2830 - Publishing Industries

Businesses primarily engaged in publishing and which do no printing. The term "publishing" as applied in this industry group includes the publishing of books, other reading matter, maps, guides and the like.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Publishing Industries (SIC 283)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	3				
Average sales \$	152,665	--	--	--	--
Average expense \$	158,537	--	--	--	--
Average net profit (loss) \$	-5,872	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	126,983	--	--	--	--
Average expense \$	103,912	--	--	--	--
Average net profit \$	23,071	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	467,285	--	--	--	--
Average expense \$	763,940	--	--	--	--
Average net loss \$	-296,655	--	--	--	--
1986					
Number of observations in sample	8				
Average sales \$	190,092	--	--	--	--
Average expense \$	185,046	--	--	--	--
Average net profit (loss) \$	5,046	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	136,576	--	--	--	--
Average expense \$	121,993	--	--	--	--
Average net profit \$	14,583	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	835,119	--	--	--	--
Average expense \$	935,260	--	--	--	--
Average net loss \$	-100,141	--	--	--	--
1987					
Number of observations in sample	10				
Average sales \$	212,034	--	--	--	--
Average expense \$	215,893	--	--	--	--
Average net profit (loss) \$	-3,859	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	253,916	--	--	--	--
Average expense \$	233,578	--	--	--	--
Average net profit \$	20,338	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	149,660	--	--	--	--
Average expense \$	186,830	--	--	--	--
Average net loss \$	-37,170	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Publishing Industries (SIC 283)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Publishing Industries (SIC 283)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	36	2,036	102	7	10
less than 20	22	764	35	6	7
20 - 99	6	797	39	1	1
100 - 499	8	475	28	-	1
500 and over	-	-	-	-	1
1987					
Total	45	3,734	192	6	...
less than 20	30	1,385	77	6	...
20 - 99	7	1,815	86	-	...
100 - 499	7	X	22	-	...
500 and over	1	X	7	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	122	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	146	--	--	--	--
Total current assets	267	--	--	--	--
Fixed assets	476	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	1	--	--	--	--
Total assets	745	--	--	--	--
Liabilities and equity					
Current loans	47	--	--	--	--
Other current liabilities	173	--	--	--	--
Total current liabilities	220	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	36	--	--	--	--
Other liabilities	388	--	--	--	--
Total liabilities	644	--	--	--	--
Total equity	101	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.4	--	--	--	--
Interest coverage ratio (times)	2.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Cost of sales	30.1	--	--	--	--	100.0	30.1	--	--	--	--
Occupancy expenses	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Depreciation	2.5	--	--	--	--	88.6	2.9	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	44.3	1.8	--	--	--	--
Heat, light & telephone	2.4	--	--	--	--	77.3	3.1	--	--	--	--
Rent	1.0	--	--	--	--	65.9	1.5	--	--	--	--
Personnel expenses	38.1	--	--	--	--	100.0	38.1	--	--	--	--
Financial expenses	6.6	--	--	--	--	100.0	6.6	--	--	--	--
Interest & bank charges	4.5	--	--	--	--	100.0	4.5	--	--	--	--
Professional fees	2.1	--	--	--	--	79.7	2.6	--	--	--	--
Other expenses	19.4	--	--	--	--	100.0	19.4	--	--	--	--
Profit (loss)	-0.9	--	--	--	--	100.0	-0.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3040 - Stamped, Pressed and Coated Metal Products Industries

Businesses primarily engaged in custom metal coating, manufacturing metal closures and containers and other stamped and pressed metal products.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1987					
Number of observations in sample	10				
Average sales \$	508,077	--	--	--	--
Average expense \$	506,450	--	--	--	--
Average net profit (loss) \$	1,627	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	619,844	--	--	--	--
Average expense \$	565,228	--	--	--	--
Average net profit \$	54,616	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	172,777	--	--	--	--
Average expense \$	330,113	--	--	--	--
Average net loss \$	-157,336	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	25	4,887	192	3	2
less than 20	12	X	45	2	2
20 - 99	2	X	40	-	-
100 - 499	4	228	8	-	-
500 and over	7	2,398	99	1	-
1987					
Total	32	4,418	219	6	...
less than 20	17	X	64	4	...
20 - 99	2	X	77	-	...
100 - 499	6	573	28	1	...
500 and over	7	1,022	50	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	59	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	71	--	--	--	--
Total current assets	129	--	--	--	--
Fixed assets	140	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	275	--	--	--	--
Liabilities and equity					
Current loans	19	--	--	--	--
Other current liabilities	67	--	--	--	--
Total current liabilities	86	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	17	--	--	--	--
Other liabilities	148	--	--	--	--
Total liabilities	251	--	--	--	--
Total equity	25	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Machine Shop Industry (SIC 3081)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	10.2	--	--	--	--
Interest coverage ratio (times)	1.4	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	26										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.5	--	--	--	--	95.7	34.0	--	--	--	--
Occupancy expenses	10.1	--	--	--	--	100.0	10.1	--	--	--	--
Depreciation	5.7	--	--	--	--	96.8	5.9	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	70.4	0.8	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Rent	1.6	--	--	--	--	50.0	3.2	--	--	--	--
Personnel expenses	37.6	--	--	--	--	100.0	37.6	--	--	--	--
Financial expenses	5.1	--	--	--	--	97.3	5.2	--	--	--	--
Interest & bank charges	3.6	--	--	--	--	90.9	4.0	--	--	--	--
Professional fees	1.5	--	--	--	--	91.9	1.6	--	--	--	--
Other expenses	13.2	--	--	--	--	100.0	13.2	--	--	--	--
Profit (loss)	1.5	--	--	--	--	93.8	1.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3081 - Machine Shop Industry

Businesses primarily engaged in manufacturing machine parts and equipment, other than complete machines, for the trade. This industry includes machine shops providing custom and repair services. Businesses primarily engaged in rebuilding or remanufacturing automotive engines are included here.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Machine Shop Industry (SIC 3081)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	21				
Average sales \$	197,187	--	--	--	--
Average expense \$	194,676	--	--	--	--
Average net profit (loss) \$	2,511	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	195,178	--	--	--	--
Average expense \$	168,682	--	--	--	--
Average net profit \$	26,496	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	305,119	--	--	--	--
Average expense \$	408,572	--	--	--	--
Average net loss \$	-103,453	--	--	--	--
1986					
Number of observations in sample	26				
Average sales \$	370,462	--	--	--	--
Average expense \$	447,467	--	--	--	--
Average net profit (loss) \$	-77,005	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	371,151	--	--	--	--
Average expense \$	336,668	--	--	--	--
Average net profit \$	34,483	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	329,343	--	--	--	--
Average expense \$	479,050	--	--	--	--
Average net loss \$	-149,707	--	--	--	--
1987					
Number of observations in sample	28				
Average sales \$	316,620	--	--	--	--
Average expense \$	306,976	--	--	--	--
Average net profit (loss) \$	9,644	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	307,412	--	--	--	--
Average expense \$	279,913	--	--	--	--
Average net profit \$	27,499	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	307,734	--	--	--	--
Average expense \$	341,974	--	--	--	--
Average net loss \$	-34,240	--	--	--	--

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Machine Shop Industry (SIC 3081)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	6	--	--	--	--
Depreciation	24	--	--	--	--
Other	-64	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	35	--	--	--	--
Purchase of fixed assets	-45	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	42	--	--	--	--
Repayment of long term debt	-19	--	--	--	--
Loans from shareholders	61	--	--	--	--
Repayment of loans from shareholders	-25	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-3	--	--	--	--
Increase(decrease) in cash & equivalents	10	--	--	--	--
Cash & equivalents-Beginning of the year	-13	--	--	--	--
Cash & equivalents - End of the year	-2	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Machine Shop Industry (SIC 3081)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	46	5,845	309	8	4
less than 20	43	3,800	202	8	4
20 - 99	2	X	94	-	-
100 - 499	1	X	13	-	-
500 and over	-	-	-	-	-
1987					
Total	52	5,596	272	12	...
less than 20	49	4,124	201	11	...
20 - 99	2	X	71	-	...
100 - 499	1	X	-	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101				
Low sales value (\$000's)	(1)	(1)	99	168	520
High sales value (\$000's)	(1)	99	168	520	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	26	10	6	27	62
Inventory	-	-	-	-	-
Other current assets	68	21	22	54	173
Total current assets	94	31	28	81	235
Fixed assets	23	4	9	15	64
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	30	114	2	3	14
Total assets	148	150	39	99	313
Liabilities and equity					
Current loans	12	1	3	13	28
Other current liabilities	56	9	14	43	155
Total current liabilities	68	10	17	56	183
Mortgages payable	-	-	-	-	-
Long term debt	2	-	1	1	5
Other liabilities	23	4	18	10	59
Total liabilities	93	14	36	67	247
Total equity	56	136	2	32	66

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Single Family Housing (SIC 4011)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101				
Low sales value (\$000's)	(1)	(1)	99	168	520
High sales value (\$000's)	(1)	99	168	520	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.4	3.1	1.6	1.4	1.3
Leverage ratios					
Debt/equity ratio (times)	1.7	0.1	17.2	2.1	3.8
Interest coverage ratio (times)	2.8	...	6.1	2.8	3.0
Debt ratio (times)	0.6	0.1	0.9	0.7	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	138										
Low sales value (\$000's)	(1)	(1)									
High sales value (\$000's)	(1)	86	138	422	422						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	31.9	48.6	16.3	35.2	29.4	75.4	42.3	57.6	31.9	43.6	33.7
Occupancy expenses	2.3	3.0	3.0	1.8	1.7	83.6	2.8	5.0	3.9	2.0	1.8
Depreciation	1.3	2.4	1.3	1.0	0.8	74.7	1.8	4.0	1.9	1.3	0.8
Repairs & maintenance	0.1	-	0.1	0.1	0.3	23.0	0.5	-	0.2	0.4	1.0
Heat, light & telephone	0.4	0.5	0.4	0.3	0.3	53.1	0.7	1.0	0.8	0.5	0.5
Rent	0.5	0.2	1.2	0.3	0.4	36.8	1.4	1.1	2.3	1.0	0.8
Personnel expenses	18.5	15.9	23.0	20.9	13.8	83.6	22.1	26.4	27.8	22.1	14.5
Financial expenses	2.0	2.3	2.2	1.6	2.1	97.1	2.1	2.5	2.2	1.6	2.1
Interest & bank charges	1.3	1.4	1.5	0.7	1.5	89.9	1.4	1.5	1.7	0.8	1.6
Professional fees	0.7	0.9	0.6	0.9	0.5	85.2	0.9	1.1	0.9	0.9	0.6
Other expenses	41.5	29.7	48.0	36.7	50.5	100.0	41.5	29.7	48.0	36.7	50.5
Profit (loss)	3.7	0.4	7.5	4.0	2.5	98.0	3.8	0.5	7.5	4.1	2.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1880):

SIC 4011 - Single Family Housing Contractors

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	199				
Average sales \$	345,744	52,854	161,664	341,059	827,399
Average expense \$	333,211	46,647	155,237	326,883	804,076
Average net profit (loss) \$	12,533	6,207	6,427	14,176	23,323
Businesses reporting a profit (No.)	153				
Average sales \$	341,425	51,659	156,771	339,614	817,654
Average expense \$	318,569	43,562	141,622	314,405	774,686
Average net profit \$	22,856	8,097	15,149	25,209	42,968
Businesses reporting a loss (No.)	46				
Average sales \$	356,350	62,981	170,241	344,423	847,755
Average expense \$	368,324	72,799	179,100	355,929	865,467
Average net loss \$	-11,974	-9,818	-8,859	-11,506	-17,712
1986					
Number of observations in sample	272				
Average sales \$	362,871	61,660	154,384	321,020	914,419
Average expense \$	357,389	57,315	150,863	309,392	911,985
Average net profit (loss) \$	5,482	4,345	3,521	11,628	2,434
Businesses reporting a profit (No.)	200				
Average sales \$	353,902	59,135	157,676	331,170	867,625
Average expense \$	333,910	49,183	140,934	309,374	836,149
Average net profit \$	19,992	9,952	16,742	21,796	31,476
Businesses reporting a loss (No.)	72				
Average sales \$	400,133	65,545	151,632	301,926	1,081,427
Average expense \$	430,265	69,828	159,163	309,425	1,182,644
Average net loss \$	-30,132	-4,283	-7,531	-7,499	-101,217
1987					
Number of observations in sample	167				
Average sales \$	310,997	67,051	121,885	244,329	810,723
Average expense \$	297,293	67,518	112,670	222,537	786,445
Average net profit (loss) \$	13,704	-467	9,215	21,792	24,278
Businesses reporting a profit (No.)	112				
Average sales \$	319,929	57,987	133,039	239,034	849,654
Average expense \$	295,730	59,174	113,755	207,988	808,004
Average net profit \$	24,199	4,813	19,284	31,046	41,650
Businesses reporting a loss (No.)	55				
Average sales \$	286,802	75,270	109,981	262,528	705,430
Average expense \$	298,036	80,524	110,928	272,552	728,139
Average net loss \$	-11,234	-5,254	-6,947	-10,024	-22,709

(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 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	108	251	644
High sales value (\$000's)	(1)	108	251	644	(1)
Average (\$000's)					
Operating activities					
Cash from operations	15	-	18	5	30
Depreciation	5	2	5	6	7
Other	-25	-1	-70	3	-8
Dividends	-2	-	-5	-	-2
Investment activities					
Disposal of fixed assets	4	-	2	2	9
Purchase of fixed assets	-11	-	-2	-12	-29
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	1	-
Financing activities					
Increase in long term debt	11	-	-	9	33
Repayment of long term debt	-14	-	-2	-21	-32
Loans from shareholders	13	-	28	12	2
Repayment of loans from shareholders	-13	-1	-16	-27	-5
Advances & loans from government	-	-	-	-	1
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-3
Other	-1	-	-	-1	-4
Increase(decrease) in cash & equivalents	-19	-	-41	-23	-
Cash & equivalents-Beginning of the year	29	-	46	35	21
Cash & equivalents - End of the year	10	-	4	12	21

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	856	42,577	2,159	248	126
less than 20	837	34,155	1,730	245	126
20 - 99	16	7,170	367	2	-
100 - 499	1	X	59	-	-
500 and over	2	X	3	1	-
1987					
Total	1,036	60,357	2,708	237	...
less than 20	1,019	50,000	2,239	236	...
20 - 99	16	X	469	-	...
100 - 499	1	X	-	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Residential Renovation (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	22	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	22	--	--	--	--
Total current assets	44	--	--	--	--
Fixed assets	14	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	78	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	41	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	6	--	--	--	--
Total liabilities	51	--	--	--	--
Total equity	27	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Residential Renovation (SIC 4013)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.9	--	--	--	--
Interest coverage ratio (times)	4.3	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Residential Renovation (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			Reporting businesses only(3)						
Businesses in sample (No.)	51													
Low sales value (\$000's)	(1)	(1)	47	82	154									
High sales value (\$000's)	(1)	47	92	154	(1)									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	32.7	15.6	45.2	31.6	37.7	76.1	42.9	30.4	45.2	46.9	44.3			
Occupancy expenses	5.1	12.5	2.5	3.0	2.7	98.1	5.2	13.6	2.5	3.0	2.7			
Depreciation	2.4	4.4	1.5	2.3	1.4	76.3	3.1	13.1	1.8	2.5	1.5			
Repairs & maintenance	1.5	5.6	0.2	0.1	0.1	38.2	3.9	6.1	2.5	0.4	0.6			
Heat, light & telephone	0.7	2.2	-	0.4	0.4	62.8	1.2	2.4	-	0.5	0.5			
Rent	0.5	0.4	0.8	0.3	0.7	55.4	1.0	0.5	1.4	0.8	1.1			
Personnel expenses	19.2	14.0	15.8	21.7	25.2	80.5	23.9	22.2	21.6	22.4	28.5			
Financial expenses	2.1	3.8	1.3	1.7	1.5	91.5	2.2	3.8	1.8	1.7	1.6			
Interest & bank charges	1.3	2.2	0.6	1.5	1.0	86.3	1.5	2.2	0.8	1.8	1.1			
Professional fees	0.8	1.6	0.7	0.2	0.5	72.0	1.1	2.4	1.0	0.3	0.7			
Other expenses	28.4	31.8	22.0	30.8	29.0	100.0	28.4	31.8	22.0	30.8	29.0			
Profit (loss)	12.6	22.3	13.2	11.2	3.8	100.0	12.6	22.3	13.2	11.2	3.8			
Total	100.0	100.0	100.0	100.0	100.0	100.0	....	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4013 - Residential Renovation Contractors

Businesses primarily engaged in residential additions, major improvements and repairs, renovation, rehabilitation, retro-fitting and conversions involving more than one trade such as: general contractors for residential additions, general contractors for home improvements and repairs, general contractors for house alterations and general contractors for residential renovations.

TABLE 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, General Freight Trucking Industry (SIC 4561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	140										
Low sales value (\$000's)	(1)	(1)	46	70	112						
High sales value (\$000's)	(1)	46	70	112	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.5	2.5	0.7	1.4	1.2	7.9	18.4	36.8	9.6	12.0	21.4
Occupancy expenses	19.8	16.2	17.5	24.8	21.0	98.3	20.2	16.2	18.8	24.8	21.0
Depreciation	9.6	7.1	7.1	13.3	10.7	89.1	10.7	7.1	9.4	15.7	11.2
Repairs & maintenance	8.1	7.9	8.9	7.8	7.8	64.6	12.6	15.7	15.2	9.8	11.3
Heat, light & telephone	0.7	1.2	0.5	0.5	0.6	57.7	1.2	1.7	0.9	1.1	0.9
Rent	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	4.3	3.9	94.4	3.9	3.9	3.0	4.3	4.2
Interest & 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	46.6	38.1	49.2
Profit (loss)	20.0	35.4	16.1	19.0	10.0	98.9	20.2	35.4	16.1	19.0	10.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4561 General Freight Trucking Industry

Businesses primarily engaged in the provision of local and long distance trucking and transfer of general freight. This industry includes general freight cartage services, general freight local trucking services, general freight long distance trucking services, general freight transfer trucking services, general freight truck transport services and general freight trucking contractors.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, General Freight Trucking Industry (SIC 4561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	57				
Low sales value (\$000's)	(1)	(1)	57	168	389
High sales value (\$000's)	(1)	57	168	389	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	23	3	2	17	70
Inventory	-	-	-	-	-
Other current assets	35	12	37	19	71
Total current assets	59	16	39	36	141
Fixed assets	110	30	53	75	276
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	1	3	6	21
Total assets	176	47	95	118	438
Liabilities and equity					
Current loans	17	3	4	9	53
Other current liabilities	40	6	14	32	108
Total current liabilities	58	9	17	41	161
Mortgages payable	-	-	-	-	-
Long term debt	12	4	-	6	38
Other liabilities	44	24	25	55	74
Total liabilities	114	37	42	102	273
Total equity	62	9	53	16	165

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, General Freight Trucking Industry (SIC 4561)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	57				
Low sales value (\$000's)	(1)	(1)	57	168	389
High sales value (\$000's)	(1)	57	168	389	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.0	1.7	2.2	0.9	0.9
Leverage ratios					
Debt/equity ratio (times)	1.8	4.1	0.8	6.6	1.6
Interest coverage ratio (times)	2.8	0.4	5.2	2.6	2.8
Debt ratio (times)	0.6	0.8	0.4	0.9	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, General Freight Trucking Industry (SIC 4561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	(1)		209	457
High sales value (\$000's)	(1)	56	209	457	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	14	2	5	18	28
Depreciation	31	2	15	21	78
Other	-7	-1	-1	-12	-13
Dividends	-1	-	-	-	-4
Investment activities					
Disposal of fixed assets	13	-	4	3	43
Purchase of fixed assets	-56	-4	-16	-48	-142
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	28	-	-	27	80
Repayment of long term debt	-22	-	-2	-15	-65
Loans from shareholders	2	-	1	4	1
Repayment of loans from shareholders	-3	-	-	-4	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	2	-	1	1	5
Increase(decrease) in cash & equivalents	2	-	5	-6	6
Cash & equivalents-Beginning of the year	10	17	34	8	-22
Cash & equivalents - End of the year	12	16	39	2	-15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	659	67,338	4,103	148	55
less than 20	611	23,931	1,291	141	50
20 - 99	29	16,106	915	3	2
100 - 499	10	10,210	543	4	3
500 and over	9	17,091	1,354	-	-
1987					
Total	771	107,287	6,524	169	...
less than 20	713	31,758	1,467	163	...
20 - 99	36	21,844	1,029	5	...
100 - 499	14	13,311	612	1	...
500 and over	8	40,374	3,416	-	...

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	83				
Average sales \$	234,104	30,429	81,058	169,945	654,984
Average expense \$	218,789	23,733	63,160	155,847	632,416
Average net profit (loss) \$	15,315	6,696	17,898	14,098	22,568
Businesses reporting a profit (No.)	73				
Average sales \$	224,418	30,977	79,482	156,887	630,326
Average expense \$	198,745	22,406	57,744	138,071	576,760
Average net profit \$	25,673	8,571	21,738	18,816	53,566
Businesses reporting a loss (No.)	10				
Average sales \$	282,963	25,814	93,947	270,701	741,389
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
1986					
Number of observations in sample	68				
Average sales \$	335,211	49,041	121,631	328,840	841,331
Average expense \$	311,105	28,785	100,938	311,854	802,842
Average net profit (loss) \$	24,106	20,256	20,693	16,986	38,489
Businesses reporting a profit (No.)	61				
Average sales \$	339,262	48,934	121,986	321,434	864,693
Average expense \$	309,208	27,929	99,512	295,616	813,773
Average net profit \$	30,054	21,005	22,474	25,818	50,920
Businesses reporting a loss (No.)	7				
Average sales \$	321,536	52,340	113,768	372,947	747,087
Average expense \$	338,745	55,168	132,509	408,556	758,747
Average net loss \$	-17,209	-2,828	-18,741	-35,609	-11,660
1987					
Number of observations in sample	150				
Average sales \$	122,223	32,571	53,986	89,784	312,550
Average expense \$	107,378	21,611	43,391	71,738	292,772
Average net profit (loss) \$	14,845	10,960	10,595	18,046	19,778
Businesses reporting a profit (No.)	129				
Average sales \$	113,462	32,571	54,579	89,453	277,244
Average expense \$	95,504	21,611	39,213	70,917	250,276
Average net profit \$	17,958	10,960	15,366	18,536	26,968
Businesses reporting a loss (No.)	21				
Average sales \$	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

(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 1. Selected operating ratios, in percent of sales, 1987

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Percent of sales						Percent of sales				
Vehicle expenses	22.0	--	--	--	--	82.8	26.6	--	--	--	--
Depreciation	9.4	--	--	--	--	72.3	12.9	--	--	--	--
Repairs & maintenance	4.2	--	--	--	--	52.3	7.9	--	--	--	--
Fuel expense	8.5	--	--	--	--	50.1	17.0	--	--	--	--
Personnel expenses	6.5	--	--	--	--	51.0	12.7	--	--	--	--
Financial expenses	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	70.7	2.0	--	--	--	--
Professional fees	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Other expenses	51.1	--	--	--	--	100.0	51.1	--	--	--	--
Profit (loss)	18.5	--	--	--	--	100.0	18.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1880):

SIC 4564 - Dry Bulk Materials Trucking Industry

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	58	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	50	--	--	--	--
Total current assets	108	--	--	--	--
Fixed assets	239	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	10	--	--	--	--
Total assets	359	--	--	--	--
Liabilities and equity					
Current loans	65	--	--	--	--
Other current liabilities	76	--	--	--	--
Total current liabilities	140	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	65	--	--	--	--
Other liabilities	34	--	--	--	--
Total liabilities	239	--	--	--	--
Total equity	120	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.0	--	--	--	--
Interest coverage ratio (times)	4.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	659	67,338	4,103	148	55
less than 20	611	23,931	1,291	141	50
20 - 99	29	16,106	915	3	2
100 - 499	10	10,210	543	4	3
500 and over	9	17,091	1,354	-	-
1987					
Total	771	107,287	6,524	169	...
less than 20	713	31,758	1,467	163	...
20 - 99	36	21,844	1,029	5	...
100 - 499	14	13,311	612	1	...
500 and over	8	40,374	3,416	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	16				
Average sales \$	135,270	--	--	--	--
Average expense \$	118,074	--	--	--	--
Average net profit (loss) \$	17,196	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	175,298	--	--	--	--
Average expense \$	147,908	--	--	--	--
Average net profit \$	27,390	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	57,172	--	--	--	--
Average expense \$	67,983	--	--	--	--
Average net loss \$	-10,811	--	--	--	--
1986					
Number of observations in sample	34				
Average sales \$	101,458	--	--	--	--
Average expense \$	83,529	--	--	--	--
Average net profit (loss) \$	17,929	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	99,879	--	--	--	--
Average expense \$	81,297	--	--	--	--
Average net profit \$	18,582	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	369,638	--	--	--	--
Average expense \$	374,641	--	--	--	--
Average net loss \$	-5,003	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	130,229	--	--	--	--
Average expense \$	112,488	--	--	--	--
Average net profit (loss) \$	17,741	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	148,768	--	--	--	--
Average expense \$	119,728	--	--	--	--
Average net profit \$	29,040	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	290,126	--	--	--	--
Average expense \$	293,747	--	--	--	--
Average net loss \$	-3,621	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Forest Products Trucking Industry (SIC 4565)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Percent of sales										
Cost of sales	12.4	--	--	--	--	56.2	22.0	--	--	--	--
Occupancy expenses	15.4	--	--	--	--	100.0	15.4	--	--	--	--
Depreciation	10.7	--	--	--	--	100.0	10.7	--	--	--	--
Repairs & maintenance	4.1	--	--	--	--	33.8	12.3	--	--	--	--
Heat, light & telephone	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 & bank charges	2.5	--	--	--	--	98.4	2.5	--	--	--	--
Professional fees	0.6	--	--	--	--	85.2	0.7	--	--	--	--
Other expenses	37.0	--	--	--	--	100.0	37.0	--	--	--	--
Profit (loss)	15.6	--	--	--	--	93.8	16.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4565 - Forest Products Trucking Industry

Businesses primarily engaged in transporting pulpwood, wood chips and saw-logs whether or not specialized equipment is used. Included are businesses engaged in the log hauling trucking service, lumber hauling truck service, timber hauling truck service and the wood chips truck hauling service.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	9	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	39	--	--	--	--
Total current assets	48	--	--	--	--
Fixed assets	117	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	169	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	50	--	--	--	--
Total current liabilities	59	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	6	--	--	--	--
Other liabilities	43	--	--	--	--
Total liabilities	108	--	--	--	--
Total equity	62	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Forest Products Trucking Industry (SIC 4565)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average				
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.7	--	--	--	--
Interest coverage ratio (times)	4.4	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	659	67,338	4,103	148	55
less than 20	611	23,931	1,291	141	50
20 - 99	29	16,106	915	3	2
100 - 499	10	10,210	543	4	3
500 and over	9	17,091	1,354	-	-
1987					
Total	771	107,287	6,524	169	...
less than 20	713	31,758	1,467	163	...
20 - 99	36	21,844	1,029	5	...
100 - 499	14	13,311	612	1	...
500 and over	8	40,374	3,416	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	29				
Average sales \$	165,331	--	--	--	--
Average expense \$	141,893	--	--	--	--
Average net profit (loss) \$	23,438	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	167,216	--	--	--	--
Average expense \$	142,570	--	--	--	--
Average net profit \$	24,646	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	292,844	--	--	--	--
Average expense \$	302,682	--	--	--	--
Average net loss \$	-9,838	--	--	--	--
1986					
Number of observations in sample	32				
Average sales \$	103,713	--	--	--	--
Average expense \$	85,276	--	--	--	--
Average net profit (loss) \$	18,437	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	101,976	--	--	--	--
Average expense \$	82,050	--	--	--	--
Average net profit \$	19,926	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	299,976	--	--	--	--
Average expense \$	323,947	--	--	--	--
Average net loss \$	-23,971	--	--	--	--
1987					
Number of observations in sample	21				
Average sales \$	206,143	--	--	--	--
Average expense \$	182,460	--	--	--	--
Average net profit (loss) \$	23,683	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	204,170	--	--	--	--
Average expense \$	179,408	--	--	--	--
Average net profit \$	24,762	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	495,902	--	--	--	--
Average expense \$	503,964	--	--	--	--
Average net loss \$	-8,062	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, School Bus Operations Industry (SIC 4573)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	5										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
Cost of sales	-	--	--	--	--	4.7	1.1	--	--	--	--
Occupancy expenses	24.5	--	--	--	--	100.0	24.5	--	--	--	--
Depreciation	10.1	--	--	--	--	95.3	10.6	--	--	--	--
Repairs & maintenance	12.8	--	--	--	--	100.0	12.8	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Rent	-	--	--	--	--	4.7	-	--	--	--	--
Personnel expenses	28.5	--	--	--	--	100.0	28.5	--	--	--	--
Financial expenses	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	63.1	1.0	--	--	--	--
Professional fees	1.5	--	--	--	--	95.3	1.5	--	--	--	--
Other expenses	27.0	--	--	--	--	100.0	27.0	--	--	--	--
Profit (loss)	17.8	--	--	--	--	100.0	17.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4573 - School Bus Operations Industry

Businesses primarily engaged in operating buses and other motor vehicles to transport pupils to and from school such as school bus services.

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

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

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, School Bus Operations Industry (SIC 4573)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.2	--	--	--	--
Interest coverage ratio (times)	7.6	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, School Bus Operations Industry (SIC 4573)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	24	1,930	154	1	-
less than 20	23	X	108	1	-
20 - 99	1	X	46	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	24	2,435	165	2	...
less than 20	21	1,230	83	1	...
20 - 99	3	1,205	82	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	6				
Average sales \$	86,623	--	--	--	--
Average expense \$	79,589	--	--	--	--
Average net profit (loss) \$	7,034	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	104,946	--	--	--	--
Average expense \$	96,522	--	--	--	--
Average net profit \$	8,424	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	43,625	--	--	--	--
Average expense \$	45,519	--	--	--	--
Average net loss \$	-1,894	--	--	--	--
1987					
Number of observations in sample	6				
Average sales \$	130,168	--	--	--	--
Average expense \$	114,515	--	--	--	--
Average net profit (loss) \$	15,653	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	130,168	--	--	--	--
Average expense \$	114,515	--	--	--	--
Average net profit \$	15,653	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	13.0	--	--	--	--	100.0	13.0	--	--	--	--
Depreciation	6.0	--	--	--	--	100.0	6.0	--	--	--	--
Repairs & maintenance	2.5	--	--	--	--	27.9	9.1	--	--	--	--
Fuel expense	4.5	--	--	--	--	20.4	22.2	--	--	--	--
Personnel expenses	15.5	--	--	--	--	42.8	36.2	--	--	--	--
Financial expenses	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Interest & bank charges	1.2	--	--	--	--	79.6	1.5	--	--	--	--
Professional fees	0.3	--	--	--	--	63.2	0.4	--	--	--	--
Other expenses	44.3	--	--	--	--	100.0	44.3	--	--	--	--
Profit (loss)	25.7	--	--	--	--	100.0	25.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4581 - Taxicab Industry

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Taxicab Industry (SIC 4581)

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

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Taxicab Industry (SIC 4581)

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

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Taxicab Industry (SIC 4581)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	76	2,970	324	18	3
less than 20	73	2,149	235	18	3
20 - 99	3	821	89	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	75	3,441	315	16	...
less than 20	72	2,323	213	16	...
20 - 99	3	1,118	102	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	19				
Average sales \$	47,455	--	--	--	--
Average expense \$	37,701	--	--	--	--
Average net profit (loss) \$	9,755	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	48,656	--	--	--	--
Average expense \$	35,959	--	--	--	--
Average net profit \$	12,697	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	79,264	--	--	--	--
Average expense \$	92,801	--	--	--	--
Average net loss \$	-13,537	--	--	--	--
1986					
Number of observations in sample	26				
Average sales \$	59,986	--	--	--	--
Average expense \$	47,107	--	--	--	--
Average net profit (loss) \$	12,879	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	59,496	--	--	--	--
Average expense \$	46,375	--	--	--	--
Average net profit \$	13,121	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	255,759	--	--	--	--
Average expense \$	288,514	--	--	--	--
Average net loss \$	-32,755	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	46,737	--	--	--	--
Average expense \$	37,754	--	--	--	--
Average net profit (loss) \$	8,983	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	43,238	--	--	--	--
Average expense \$	33,768	--	--	--	--
Average net profit \$	9,470	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	478,757	--	--	--	--
Average expense \$	524,736	--	--	--	--
Average net loss \$	-45,979	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Courier Service Industry (SIC 4842)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	5										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	15.2	--	--	--	--	100.0	15.2	--	--	--	--
Depreciation	4.6	--	--	--	--	65.7	7.0	--	--	--	--
Repairs & maintenance	6.6	--	--	--	--	45.9	14.4	--	--	--	--
Heat, light & telephone	3.0	--	--	--	--	80.2	3.8	--	--	--	--
Rent	1.0	--	--	--	--	34.3	2.9	--	--	--	--
Personnel expenses	10.7	--	--	--	--	56.3	19.1	--	--	--	--
Financial expenses	14.0	--	--	--	--	65.7	21.3	--	--	--	--
Interest & bank charges	13.9	--	--	--	--	65.7	21.1	--	--	--	--
Professional fees	0.2	--	--	--	--	22.0	0.7	--	--	--	--
Other expenses	35.1	--	--	--	--	100.0	35.1	--	--	--	--
Profit (loss)	24.9	--	--	--	--	100.0	24.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4842 - Courier Service Industry

Businesses primarily engaged in providing a delivery service for letters and mail-type small parcels. Businesses engaged in courier messenger services, courier parcel delivery services, courier parcel express services and courier pick-up and delivery services are included in the industry.

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

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

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Courier Service Industry (SIC 4842)

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

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Courier Service Industry (SIC 4842)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Courier Service Industry (SIC 4842)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	23	3,775	206	7	5
less than 20	19	X	54	7	5
20 - 99	1	X	26	-	-
100 - 499	-	-	-	-	-
500 and over	3	2,310	126	-	-
1987					
Total	34	6,408	380	9	...
less than 20	28	1,230	73	8	...
20 - 99	1	X	33	-	...
100 - 499	2	X	2	1	...
500 and over	3	4,571	272	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Courier Service Industry (SIC 4842)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	5				
Average sales \$	184,731	--	--	--	--
Average expense \$	165,185	--	--	--	--
Average net profit (loss) \$	19,546	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	87,209	--	--	--	--
Average expense \$	59,535	--	--	--	--
Average net profit \$	27,674	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	874,000	--	--	--	--
Average expense \$	885,000	--	--	--	--
Average net loss \$	-11,000	--	--	--	--
1986					
Number of observations in sample	14				
Average sales \$	527,999	--	--	--	--
Average expense \$	520,396	--	--	--	--
Average net profit (loss) \$	7,603	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	422,936	--	--	--	--
Average expense \$	394,108	--	--	--	--
Average net profit \$	28,828	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	911,239	--	--	--	--
Average expense \$	1,041,141	--	--	--	--
Average net loss \$	-129,902	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	39,996	--	--	--	--
Average expense \$	26,443	--	--	--	--
Average net profit (loss) \$	13,553	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	39,996	--	--	--	--
Average expense \$	26,443	--	--	--	--
Average net profit \$	13,553	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	27.5	--	--	--	--	42.5	64.6	--	--	--	--
Occupancy expenses	14.3	--	--	--	--	100.0	14.3	--	--	--	--
Depreciation	6.2	--	--	--	--	98.1	6.3	--	--	--	--
Repairs & maintenance	5.9	--	--	--	--	85.0	7.0	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	89.2	1.6	--	--	--	--
Rent	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	--	--	--	--
Professional fees	0.8	--	--	--	--	87.9	0.9	--	--	--	--
Other expenses	17.4	--	--	--	--	100.0	17.4	--	--	--	--
Profit (loss)	13.5	--	--	--	--	100.0	13.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5111 - Wholesale Petroleum Products

Businesses primarily engaged in wholesale dealing in refined petroleum products. Businesses primarily engaged in dealing in fuel oil and liquefied petroleum gases are classified in this industry regardless of whether their sales are considered to be wholesale or retail. Included are businesses engaged in wholesale bulk tank station, wholesale diesel fuel, wholesale fuel oil, wholesale furnace oil, wholesale gasoline, wholesale heating oil, wholesale kerosene, wholesale liquefied petroleum gases, wholesale lubricating oils and greases, wholesale petroleum products and wholesale of refined petroleum products.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	84	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	83	--	--	--	--
Total current assets	167	--	--	--	--
Fixed assets	93	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	34	--	--	--	--
Total assets	294	--	--	--	--
Liabilities and equity					
Current loans	47	--	--	--	--
Other current liabilities	99	--	--	--	--
Total current liabilities	147	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	38	--	--	--	--
Total liabilities	198	--	--	--	--
Total equity	95	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Wholesale Petroleum Products (SIC 5111)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.1	--	--	--	--
Interest coverage ratio (times)	3.7	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	25	--	--	--	--
Depreciation	21	--	--	--	--
Other	-10	--	--	--	--
Dividends	-6	--	--	--	--
Investment activities					
Disposal of fixed assets	12	--	--	--	--
Purchase of fixed assets	-36	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	4	--	--	--	--
Cash & equivalents-Beginning of the year	-8	--	--	--	--
Cash & equivalents - End of the year	-4	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Petroleum Products (SIC 5111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	149	14,428	626	22	8
less than 20	141	6,870	299	22	8
20 - 99	5	4,041	175	-	-
100 - 499	1	X	34	-	-
500 and over	2	X	118	-	-
1987					
Total	143	18,345	724	16	...
less than 20	134	8,262	326	15	...
20 - 99	5	6,031	238	-	...
100 - 499	2	X	57	1	...
500 and over	2	X	103	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Petroleum Products (SIC 5111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	20				
Average sales \$	306,350	--	--	--	--
Average expense \$	293,492	--	--	--	--
Average net profit (loss) \$	12,858	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	305,619	--	--	--	--
Average expense \$	284,100	--	--	--	--
Average net profit \$	21,519	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	497,500	--	--	--	--
Average expense \$	506,500	--	--	--	--
Average net loss \$	-9,000	--	--	--	--
1986					
Number of observations in sample	30				
Average sales \$	302,380	--	--	--	--
Average expense \$	285,595	--	--	--	--
Average net profit (loss) \$	16,785	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	347,956	--	--	--	--
Average expense \$	323,309	--	--	--	--
Average net profit \$	24,647	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	418,643	--	--	--	--
Average expense \$	423,013	--	--	--	--
Average net loss \$	-4,370	--	--	--	--
1987					
Number of observations in sample	50				
Average sales \$	487,573	91,488	219,693	417,229	1,221,883
Average expense \$	461,459	60,494	208,279	383,165	1,193,896
Average net profit (loss) \$	26,114	30,994	11,414	34,064	27,987
Businesses reporting a profit (No.)	41				
Average sales \$	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 profit \$	35,428	34,733	18,110	58,325	30,541
Businesses reporting a loss (No.)	9				
Average sales \$	618,493	110,778	235,004	431,196	1,696,993
Average expense \$	630,837	122,564	248,137	451,721	1,700,924
Average net loss \$	-12,344	-11,786	-13,133	-20,525	-3,931

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)							
Businesses in sample (No.)	76													
Low sales value (\$000's)	(1)	(1)	135	340	849									849
High sales value (\$000's)	(1)	135	340	849	(1)									(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	61.2	52.6	62.4	61.7	57.6	82.9	73.8	68.3	82.1	67.7	77.8			
Occupancy expenses	4.3	6.9	4.2	3.3	2.8	100.0	4.3	6.9	4.2	3.3	2.8			
Depreciation	1.6	2.3	1.7	1.2	1.4	79.9	2.1	3.6	2.2	1.5	1.4			
Repairs & maintenance	0.4	0.6	0.3	0.4	0.3	56.3	0.7	1.0	1.1	0.6	0.4			
Heat, light & telephone	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			
Financial expenses	1.4	2.3	0.9	1.4	1.1	88.6	1.6	3.2	0.9	1.5	1.2			
Interest & bank charges	1.0	1.6	0.7	0.9	0.9	78.4	1.3	3.5	0.7	0.9	1.1			
Professional fees	0.4	0.7	0.2	0.6	0.2	76.6	0.5	1.0	0.3	0.7	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			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5210 - Wholesale Food

Businesses primarily engaged in wholesale dealing in confectionery, frozen foods (packaged), dairy products, poultry and eggs, fish and seafood, fresh fruits and vegetables, meat and meat products or other specialty lines of food.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	63	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	92	--	--	--	--
Total current assets	155	--	--	--	--
Fixed assets	86	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	43	--	--	--	--
Total assets	284	--	--	--	--
Liabilities and equity					
Current loans	46	--	--	--	--
Other current liabilities	113	--	--	--	--
Total current liabilities	159	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	41	--	--	--	--
Total liabilities	215	--	--	--	--
Total equity	69	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Wholesale Food (SIC 521)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.1	--	--	--	--
Interest coverage ratio (times)	3.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	34	--	--	--	--
Depreciation	15	--	--	--	--
Other	-21	--	--	--	--
Dividends	-11	--	--	--	--
Investment activities					
Disposal of fixed assets	17	--	--	--	--
Purchase of fixed assets	-73	--	--	--	--
Increase in investment	-10	--	--	--	--
Decrease in investment	9	--	--	--	--
Financing activities					
Increase in long term debt	66	--	--	--	--
Repayment of long term debt	-36	--	--	--	--
Loans from shareholders	17	--	--	--	--
Repayment of loans from shareholders	-18	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-5	--	--	--	--
Increase(decrease) in cash & equivalents	-17	--	--	--	--
Cash & equivalents-Beginning of the year	48	--	--	--	--
Cash & equivalents - End of the year	31	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Food (SIC 521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	180	43,066	3,095	30	17
less than 20	148	10,941	691	27	10
20 - 99	23	12,389	793	1	4
100 - 499	6	4,466	281	1	3
500 and over	3	15,270	1,330	1	-
1987					
Total	204	53,774	3,337	34	...
less than 20	156	13,169	656	27	...
20 - 99	31	17,605	884	3	...
100 - 499	13	9,373	456	2	...
500 and over	4	13,627	1,341	2	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper Middle 25%	Top 25%
1985					
Number of observations in sample	47				
Average sales \$	537,161	--	--	--	--
Average expense \$	520,893	--	--	--	--
Average net profit (loss) \$	16,268	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	560,574	--	--	--	--
Average expense \$	519,536	--	--	--	--
Average net profit \$	41,038	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	493,289	--	--	--	--
Average expense \$	505,978	--	--	--	--
Average net loss \$	-12,689	--	--	--	--
1986					
Number of observations in sample	54				
Average sales \$	350,226	47,103	128,356	304,635	920,809
Average expense \$	339,206	62,476	104,747	294,934	894,665
Average net profit (loss) \$	11,020	-15,373	23,609	9,701	26,144
Businesses reporting a profit (No.)	42				
Average 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 profit \$	29,002	20,135	26,870	19,746	49,257
Businesses reporting a loss (No.)	12				
Average sales \$	311,888	45,398	140,502	246,776	814,877
Average expense \$	331,317	62,290	183,904	248,442	830,633
Average net loss \$	-19,429	-16,892	-43,402	-1,666	-15,756
1987					
Number of observations in sample	84				
Average sales \$	543,720	69,896	239,908	564,233	1,300,844
Average expense \$	527,394	71,261	227,584	552,713	1,258,018
Average net profit (loss) \$	16,326	-1,365	12,324	11,520	42,826
Businesses reporting a profit (No.)	62				
Average sales \$	544,874	67,592	240,602	557,794	1,313,509
Average expense \$	515,863	57,329	226,158	525,343	1,254,623
Average net profit \$	29,011	10,263	14,444	32,451	58,886
Businesses reporting a loss (No.)	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

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Apparel (SIC 531)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	17.9	--	--	--	--	43.6	40.9	--	--	--	--
Occupancy expenses	8.7	--	--	--	--	100.0	8.7	--	--	--	--
Depreciation	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Repairs & maintenance	0.1	--	--	--	--	18.7	0.4	--	--	--	--
Heat, light & telephone	3.1	--	--	--	--	93.8	3.3	--	--	--	--
Rent	1.7	--	--	--	--	62.5	2.8	--	--	--	--
Personnel expenses	35.9	--	--	--	--	93.8	38.3	--	--	--	--
Financial expenses	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Interest & bank charges	2.2	--	--	--	--	93.7	2.3	--	--	--	--
Professional fees	1.3	--	--	--	--	87.6	1.5	--	--	--	--
Other expenses	25.6	--	--	--	--	100.0	25.6	--	--	--	--
Profit (loss)	8.4	--	--	--	--	100.0	8.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5310 - Wholesale Apparel

Businesses primarily engaged in wholesale dealing in men's and boys' clothing and furnishings; women's, misses' and children's outerwear, hosiery, underwear and apparel accessories; shoes and other footwear; and other apparel.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	33	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	74	--	--	--	--
Total current assets	107	--	--	--	--
Fixed assets	27	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	33	--	--	--	--
Total assets	167	--	--	--	--
Liabilities and equity					
Current loans	24	--	--	--	--
Other current liabilities	56	--	--	--	--
Total current liabilities	80	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	17	--	--	--	--
Total liabilities	98	--	--	--	--
Total equity	69	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Wholesale Apparel (SIC 531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.4	--	--	--	--
Interest coverage ratio (times)	2.9	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)				
High sales value (\$000's)	(1)				
	Average (\$000's)				
Operating activities					
Cash from operations	19	--	--	--	--
Depreciation	2	--	--	--	--
Other	24	--	--	--	--
Dividends	-10	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-2	--	--	--	--
Increase in investment	-50	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	16	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	1	--	--	--	--
Cash & equivalents - End of the year	1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Apparel (SIC 531)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	36	3,110	339	6	-
less than 20	30	1,491	154	5	-
20 - 99	3	820	94	1	-
100 - 499	2	X	16	-	-
500 and over	1	X	75	-	-
1987					
Total	38	3,758	232	7	...
less than 20	32	1,546	98	7	...
20 - 99	3	1,347	79	-	...
100 - 499	2	X	10	-	...
500 and over	1	X	45	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	5				
Average sales \$	242,053	--	--	--	--
Average expense \$	225,854	--	--	--	--
Average net profit (loss) \$	16,199	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	158,326	--	--	--	--
Average expense \$	130,836	--	--	--	--
Average net profit \$	27,490	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	1,542,000	--	--	--	--
Average expense \$	1,697,000	--	--	--	--
Average net loss \$	-155,000	--	--	--	--
1986					
Number of observations in sample	6				
Average sales \$	103,957	--	--	--	--
Average expense \$	71,416	--	--	--	--
Average net profit (loss) \$	32,541	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	103,957	--	--	--	--
Average expense \$	71,416	--	--	--	--
Average net profit \$	32,541	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	179,069	--	--	--	--
Average expense \$	167,297	--	--	--	--
Average net profit (loss) \$	11,772	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	156,658	--	--	--	--
Average expense \$	140,170	--	--	--	--
Average net profit \$	16,488	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	301,968	--	--	--	--
Average expense \$	313,346	--	--	--	--
Average net loss \$	-11,378	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	55.9	--	--	--	--	96.7	57.8	--	--	--	--
Occupancy expenses	4.3	--	--	--	--	90.8	4.8	--	--	--	--
Depreciation	1.4	--	--	--	--	80.8	1.7	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	56.1	0.3	--	--	--	--
Heat, light & telephone	1.4	--	--	--	--	83.0	1.7	--	--	--	--
Rent	1.4	--	--	--	--	49.7	2.8	--	--	--	--
Personnel expenses	16.0	--	--	--	--	96.7	16.6	--	--	--	--
Financial expenses	1.9	--	--	--	--	96.7	2.0	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	83.0	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
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5520 - Wholesale Motor Vehicle Parts and Accessories

Businesses primarily engaged in wholesale dealing in tires, tubes and other motor vehicle parts and accessories.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	68	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	150	--	--	--	--
Total current assets	218	--	--	--	--
Fixed assets	59	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	9	--	--	--	--
Total assets	287	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	100	--	--	--	--
Total current liabilities	108	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	58	--	--	--	--
Total liabilities	170	--	--	--	--
Total equity	117	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	4.4	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	26	--	--	--	--
Depreciation	10	--	--	--	--
Other	-10	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-16	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	22	--	--	--	--
Repayment of loans from shareholders	-46	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-18	--	--	--	--
Cash & equivalents-Beginning of the year	14	--	--	--	--
Cash & equivalents - End of the year	-4	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	88	13,839	727	11	8
less than 20	67	6,039	322	10	3
20 - 99	10	5,834	304	1	3
100 - 499	9	X	97	-	2
500 and over	2	X	4	-	-
1987					
Total	99	14,579	701	15	...
less than 20	67	6,211	300	10	...
20 - 99	16	4,798	230	2	...
100 - 499	13	3,110	149	3	...
500 and over	3	460	22	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	13				
Average sales \$	329,039	--	--	--	--
Average expense \$	312,708	--	--	--	--
Average net profit (loss) \$	16,331	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	306,762	--	--	--	--
Average expense \$	283,367	--	--	--	--
Average net profit \$	23,395	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	841,752	--	--	--	--
Average expense \$	958,676	--	--	--	--
Average net loss \$	-116,924	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	567,151	--	--	--	--
Average expense \$	558,067	--	--	--	--
Average net profit (loss) \$	9,084	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	611,310	--	--	--	--
Average expense \$	599,488	--	--	--	--
Average net profit \$	11,822	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	237,324	--	--	--	--
Average expense \$	240,906	--	--	--	--
Average net loss \$	-3,582	--	--	--	--
1987					
Number of observations in sample	32				
Average sales \$	606,345	--	--	--	--
Average expense \$	592,090	--	--	--	--
Average net profit (loss) \$	14,255	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	608,728	--	--	--	--
Average expense \$	585,293	--	--	--	--
Average net profit \$	23,435	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	407,043	--	--	--	--
Average expense \$	437,010	--	--	--	--
Average net loss \$	-29,967	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	5										
Low sales value (\$'000's)	(1)	--	--	--	--						
High sales value (\$'000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	45.6	--	--	--	--	95.1	47.9	--	--	--	--
Occupancy expenses	8.1	--	--	--	--	100.0	8.1	--	--	--	--
Depreciation	0.7	--	--	--	--	73.3	1.0	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	19.6	1.5	--	--	--	--
Heat, light & telephone	0.9	--	--	--	--	85.3	1.0	--	--	--	--
Rent	6.2	--	--	--	--	46.3	13.4	--	--	--	--
Personnel expenses	14.0	--	--	--	--	95.1	14.7	--	--	--	--
Financial expenses	3.0	--	--	--	--	95.1	3.1	--	--	--	--
Interest & bank charges	2.4	--	--	--	--	95.1	2.5	--	--	--	--
Professional fees	0.5	--	--	--	--	95.1	0.6	--	--	--	--
Other expenses	12.6	--	--	--	--	100.0	12.6	--	--	--	--
Profit (loss)	16.8	--	--	--	--	100.0	16.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5622 - Wholesale Plumbing, Heating and Air Conditioning Equipment and Supplies

Businesses primarily engaged in wholesale dealing in plumbing goods: non-electric heating equipment; air conditioning and ventilating equipment (except small window-type units). Included are businesses engaged in wholesale of air conditioning equipment (except window type units); wholesale of bathtubs and sinks; wholesale of non-refrigerated drinking fountains; wholesale metal fireplaces; wholesale fuel burning equipment; wholesale of non-electric furnaces, stoves and heaters; wholesale gas and oil heating equipment; wholesale of non-electric heating and cooking equipment; wholesale non-electric heating boilers; wholesale non-electric heating radiators; wholesale oil and gas hot water heaters; wholesale laundry tubs; wholesale pipe fittings; wholesale plumbing fixtures; wholesale sanitary ware; wholesale sauna equipment; wholesale non-electric space and water heating stoves; wholesale toilet bowls and tanks; wholesale urinals; wholesale water and steam systems valves; wholesale ventilating equipment (except domestic fans); wholesale non-electric warm air heating equipment and water softening equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

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

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-5.6	--	--	--	--
Interest coverage ratio (times)	3.0	--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	33	5,338	289	3	3
less than 20	22	1,726	94	2	3
20 - 99	8	2,180	118	1	-
100 - 499	1	X	52	-	-
500 and over	2	X	25	-	-
1987					
Total	35	7,127	339	5	...
less than 20	25	2,185	104	3	...
20 - 99	5	2,005	95	-	...
100 - 499	3	X	106	1	...
500 and over	2	X	34	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	486,939	--	--	--	--
Average expense \$	473,065	--	--	--	--
Average net profit (loss) \$	13,874	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	485,369	--	--	--	--
Average expense \$	441,540	--	--	--	--
Average net profit \$	43,829	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	376,701	--	--	--	--
Average expense \$	412,164	--	--	--	--
Average net loss \$	-35,463	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	130,648	--	--	--	--
Average expense \$	121,199	--	--	--	--
Average net profit (loss) \$	9,449	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	129,421	--	--	--	--
Average expense \$	119,470	--	--	--	--
Average net profit \$	9,951	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	299,467	--	--	--	--
Average expense \$	300,168	--	--	--	--
Average net loss \$	-701	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	63										
Low sales value (\$000's)	(1)	(1)	237	585	1,096						
High sales value (\$000's)	(1)	237	585	1,096	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	72.2	82.7	65.7	69.7	71.0	97.7	73.9	82.7	72.2	69.7	71.0
Occupancy expenses	3.8	6.2	3.4	2.5	3.3	98.7	3.9	6.5	3.4	2.5	3.3
Depreciation	1.4	1.8	1.6	1.1	1.2	81.6	1.8	4.6	1.8	1.1	1.2
Repairs & maintenance	0.5	0.8	0.1	0.2	0.8	72.9	0.7	1.1	0.2	0.3	0.9
Heat, light & telephone	1.1	1.9	1.0	0.8	0.6	85.5	1.3	2.7	1.0	0.9	0.8
Rent	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
Financial expenses	1.7	1.4	1.8	1.3	2.3	88.4	2.0	2.2	2.0	1.3	2.3
Interest & bank charges	1.3	0.9	1.4	0.9	1.9	86.0	1.5	1.5	1.5	1.0	1.9
Professional fees	0.5	0.5	0.6	0.3	0.5	80.7	0.6	0.8	0.7	0.4	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
Profit (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	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5630 - Wholesale Lumber and Building Materials

Businesses primarily engaged in dealing in lumber, plywood and millwork; paint, glass and wallpaper; and other building materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	59				
Low sales value (\$000's)	(1)	(1)	271	651	1,166
High sales value (\$000's)	(1)	271	651	1,166	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	74	11	53	72	154
Inventory	-	-	-	-	-
Other current assets	175	63	128	203	297
Total current assets	249	74	181	274	450
Fixed assets	70	21	55	71	129
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	-	7	15	28
Total assets	332	96	243	361	607
Liabilities and equity					
Current loans	55	22	35	35	121
Other current liabilities	120	32	81	160	201
Total current liabilities	175	54	116	195	322
Mortgages payable	-	-	-	-	-
Long term debt	10	1	13	6	20
Other liabilities	57	24	55	51	95
Total liabilities	242	79	184	253	438
Total equity	90	17	59	109	169

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Wholesale Lumber and Building Materials (SIC 563)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	59				
Low sales value (\$000's)	(1)	(1)	271	651	1,166
High sales value (\$000's)	(1)	271	651	1,166	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.4	1.4	1.6	1.4	1.4
Leverage ratios					
Debt/equity ratio (times)	2.7	4.6	3.1	2.3	2.6
Interest coverage ratio (times)	1.7	...	2.1	3.4	1.6
Debt ratio (times)	0.7	0.8	0.8	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	(1)	304	609	1,184
High sales value (\$000's)	(1)	304	609	1,184	(1)
Average (\$000's)					
Operating activities					
Cash from operations	17	4	10	23	30
Depreciation	10	5	7	8	18
Other	-5	11	1	-14	-16
Dividends	-2	-	-4	-	-5
Investment activities					
Disposal of fixed assets	8	-	26	2	3
Purchase of fixed assets	-27	-13	-62	-9	-25
Increase in investment	-1	-	-	-2	-3
Decrease in investment	1	-	-	-	5
Financing activities					
Increase in long term debt	15	10	37	12	3
Repayment of long term debt	-11	-5	-19	-7	-14
Loans from shareholders	1	-	1	1	1
Repayment of loans from shareholders	-8	-4	-3	-5	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	1	-	3	-	-
Increase(decrease) in cash & equivalents	-2	8	-1	9	-24
Cash & equivalents-Beginning of the year	3	23	11	34	-55
Cash & equivalents - End of the year	-	30	10	43	-79

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Lumber and Building Materials (SIC 563)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	167	29,423	1.671	25	10
less than 20	130	12,298	695	16	9
20 - 99	27	11,755	674	7	1
100 - 499	6	2,014	113	1	-
500 and over	4	3,356	189	1	-
1987					
Total	187	40,120	1.988	32	...
less than 20	152	16,872	833	29	...
20 - 99	21	9,456	477	3	...
100 - 499	10	11,724	577	-	...
500 and over	4	2,068	101	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	36				
Average sales \$	680,067	--	--	--	--
Average expense \$	673,077	--	--	--	--
Average net profit (loss) \$	6,990	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	734,510	--	--	--	--
Average expense \$	711,456	--	--	--	--
Average net profit \$	23,054	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	954,681	--	--	--	--
Average expense \$	991,832	--	--	--	--
Average net loss \$	-37,151	--	--	--	--
1986					
Number of observations in sample	40				
Average sales \$	873,608	--	--	--	--
Average expense \$	851,337	--	--	--	--
Average net profit (loss) \$	22,271	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	874,281	--	--	--	--
Average expense \$	822,231	--	--	--	--
Average net profit \$	52,050	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	939,638	--	--	--	--
Average expense \$	974,293	--	--	--	--
Average net loss \$	-34,655	--	--	--	--
1987					
Number of observations in sample	73				
Average sales \$	671,215	109,408	352,564	761,681	1,461,208
Average expense \$	668,144	119,327	351,364	756,746	1,445,140
Average net profit (loss) \$	3,071	-9,919	1,200	4,935	16,068
Businesses reporting a profit (No.)	47				
Average sales \$	676,409	113,516	355,358	741,025	1,495,738
Average expense \$	651,750	108,596	336,660	710,944	1,450,800
Average net profit \$	24,659	4,920	18,698	30,081	44,938
Businesses reporting a loss (No.)	26				
Average sales \$	663,779	107,203	349,284	816,345	1,382,283
Average expense \$	700,970	125,087	368,630	877,961	1,432,203
Average net loss \$	-37,191	-17,884	-19,346	-61,616	-49,920

(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 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)				
Selected expense item	Industry average(2)					% busi- nesses reporting	Percent of sales				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Cost of sales	51.1	--	--	--	--	96.5	53.0	--	--	--	--
Occupancy expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Depreciation	1.1	--	--	--	--	93.0	1.2	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	69.5	0.5	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	96.5	1.2	--	--	--	--
Rent	0.5	--	--	--	--	35.9	1.5	--	--	--	--
Personnel expenses	11.0	--	--	--	--	93.0	11.8	--	--	--	--
Financial expenses	2.2	--	--	--	--	96.5	2.3	--	--	--	--
Interest & bank charges	1.7	--	--	--	--	90.1	1.9	--	--	--	--
Professional fees	0.5	--	--	--	--	89.6	0.6	--	--	--	--
Other expenses	32.7	--	--	--	--	100.0	32.7	--	--	--	--
Profit (loss)	-0.1	--	--	--	--	100.0	-0.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5711 - Wholesale Farm Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in new or used farm machinery, equipment, supplies and parts. This industry includes businesses primarily engaged in selling such equipment directly to farmers as well as those selling to farm equipment dealers. Also included are businesses primarily engaged in the repair of farm machinery and equipment as well as those primarily engaged in wholesaling garden and lawn tractors and equipment. Wholesale barn machinery and equipment (including elevating); wholesale combines; wholesale crop preparation machinery (cleaning, drying, conditioning); wholesale farm cultivators, seeders and spreaders; wholesale dairy farm machinery; wholesale farm implements, farm machinery and equipment repairs; wholesale farm machinery and equipment; wholesale garden and lawn tractors; wholesale farm grinders, mixers and crushers; wholesale farm crop harvesting machinery; wholesale haying machinery; wholesale irrigation equipment; wholesale farm crop planting machinery; wholesale farm and garden ploughs, harrows and tillers; wholesale farm sprayers and dusters; wholesale farm swathers and windrowers and wholesale farm and garden tractors are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	53	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	243	--	--	--	--
Total current assets	296	--	--	--	--
Fixed assets	36	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	33	--	--	--	--
Total assets	365	--	--	--	--
Liabilities and equity					
Current loans	84	--	--	--	--
Other current liabilities	184	--	--	--	--
Total current liabilities	268	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	47	--	--	--	--
Total liabilities	322	--	--	--	--
Total 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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	7.5	--	--	--	--
Interest coverage ratio (times)	0.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	1	--	--	--	--
Depreciation	7	--	--	--	--
Other	6	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-27	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	18	--	--	--	--
Financing activities					
Increase in long term debt	16	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	9	--	--	--	--
Repayment of loans from shareholders	-26	--	--	--	--
Advances & loans from government	1	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-2	--	--	--	--
Increase(decrease) in cash & equivalents	-4	--	--	--	--
Cash & equivalents-Beginning of the year	-63	--	--	--	--
Cash & equivalents - End of the year	-73	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	42	4,398	245	4	3
less than 20	41	X	225	4	2
20 - 99	1	X	20	-	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	46	5,640	330	6	...
less than 20	40	3,943	230	5	...
20 - 99	6	1,697	100	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	304,611	--	--	--	--
Average expense \$	286,293	--	--	--	--
Average net profit (loss) \$	18,318	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	324,282	--	--	--	--
Average expense \$	299,621	--	--	--	--
Average net profit \$	24,661	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	37,000	--	--	--	--
Average expense \$	41,000	--	--	--	--
Average net loss \$	-4,000	--	--	--	--
1986					
Number of observations in sample	15				
Average sales \$	793,484	--	--	--	--
Average expense \$	796,196	--	--	--	--
Average net profit (loss) \$	-2,712	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	711,980	--	--	--	--
Average expense \$	668,309	--	--	--	--
Average net profit \$	43,671	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	1,580,839	--	--	--	--
Average expense \$	1,649,963	--	--	--	--
Average net loss \$	-69,124	--	--	--	--
1987					
Number of observations in sample	28				
Average sales \$	594,239	--	--	--	--
Average expense \$	595,052	--	--	--	--
Average net profit (loss) \$	-813	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	631,034	--	--	--	--
Average expense \$	619,632	--	--	--	--
Average net profit \$	11,402	--	--	--	--
Businesses reporting a loss (No.)	16				
Average sales \$	558,355	--	--	--	--
Average expense \$	572,764	--	--	--	--
Average net loss \$	-14,409	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	28										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.1	--	--	--	--	86.7	58.9	--	--	--	--
Occupancy expenses	6.5	--	--	--	--	98.7	6.6	--	--	--	--
Depreciation	2.3	--	--	--	--	95.0	2.4	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	43.6	0.6	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	98.7	2.3	--	--	--	--
Rent	1.6	--	--	--	--	60.0	2.7	--	--	--	--
Personnel expenses	14.3	--	--	--	--	94.4	15.1	--	--	--	--
Financial expenses	3.1	--	--	--	--	98.7	3.1	--	--	--	--
Interest & bank charges	2.0	--	--	--	--	95.7	2.1	--	--	--	--
Professional fees	1.0	--	--	--	--	95.0	1.1	--	--	--	--
Other expenses	21.9	--	--	--	--	100.0	21.9	--	--	--	--
Profit (loss)	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5731 - Wholesale Industrial Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in any type of new and used industrial machinery, equipment, supplies and parts, including non-electric powerhouse and power transmission equipment, materials handling equipment and industrial tractors. This industry also includes wholesale chemical industries machinery, equipment and supplies; wholesale compressors and vacuum pumps; wholesale conveying equipment (except farm); wholesale elevating machinery (except farm); wholesale food and beverage processing machinery; wholesale foundry machinery and equipment; wholesale hoisting machinery and equipment (except construction and forestry); wholesale industrial furnaces, kilns and ovens; wholesale industrial machinery, equipment and supplies; wholesale lift trucks (except construction and forestry); wholesale mechanical and power transmission equipment; wholesale metal working machinery; wholesale power plant machinery; wholesale power transmission equipment (except electrical); wholesale powerhouse equipment (except electrical); wholesale printing and lithographing industries machinery; wholesale pulp and paper industry machinery; wholesale industrial pumps; wholesale textile industries machinery, equipment and supplies and wholesale welding and machinery.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	86	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	105	--	--	--	--
Total current assets	192	--	--	--	--
Fixed assets	50	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	262	--	--	--	--
Liabilities and equity					
Current loans	36	--	--	--	--
Other current liabilities	99	--	--	--	--
Total current liabilities	135	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	30	--	--	--	--
Total liabilities	169	--	--	--	--
Total equity	93	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.8	--	--	--	--
Interest coverage ratio (times)	5.0	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
High sales value (\$000's)	(1)	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	32	--	--	--	--
Depreciation	7	--	--	--	--
Other	44	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	15	--	--	--	--
Purchase of fixed assets	-28	--	--	--	--
Increase in investment	-89	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	29	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	2	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	-14	--	--	--	--
Cash & equivalents - End of the year	-14	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	81	12,821	603	9	11
less than 20	48	4,564	220	5	6
20 - 99	18	6,562	314	2	3
100 - 499	14	X	63	2	2
500 and over	1	X	6	-	-
1987					
Total	98	15,417	642	17	---
less than 20	61	5,899	246	11	---
20 - 99	18	7,562	315	5	---
100 - 499	18	X	77	1	---
500 and over	1	X	4	-	---

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	10				
Average sales \$	677,826	--	--	--	--
Average expense \$	638,501	--	--	--	--
Average net profit (loss) \$	39,325	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	678,451	--	--	--	--
Average expense \$	638,899	--	--	--	--
Average net profit \$	39,552	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	713,000	--	--	--	--
Average expense \$	732,000	--	--	--	--
Average net loss \$	-19,000	--	--	--	--
1986					
Number of observations in sample	15				
Average sales \$	737,155	--	--	--	--
Average expense \$	716,800	--	--	--	--
Average net profit (loss) \$	20,355	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	763,419	--	--	--	--
Average expense \$	726,960	--	--	--	--
Average net profit \$	36,459	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	585,883	--	--	--	--
Average expense \$	622,906	--	--	--	--
Average net loss \$	-37,023	--	--	--	--
1987					
Number of observations in sample	36				
Average sales \$	509,849	--	--	--	--
Average expense \$	484,270	--	--	--	--
Average net profit (loss) \$	25,579	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	527,137	--	--	--	--
Average expense \$	486,438	--	--	--	--
Average net profit \$	40,699	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	228,605	--	--	--	--
Average expense \$	241,070	--	--	--	--
Average net loss \$	-12,465	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	21					
Low sales value (\$'000's)	(1)	--	--	--	--	
High sales value (\$'000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	39.6	--	--	--	--	100.0	39.6	--	--	--	--
Occupancy expenses	10.2	--	--	--	--	100.0	10.2	--	--	--	--
Depreciation	2.2	--	--	--	--	93.6	2.4	--	--	--	--
Repairs & maintenance	2.3	--	--	--	--	76.3	3.0	--	--	--	--
Heat, light & telephone	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Rent	2.4	--	--	--	--	42.0	5.7	--	--	--	--
Personnel expenses	14.8	--	--	--	--	88.9	16.6	--	--	--	--
Financial expenses	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Professional fees	0.5	--	--	--	--	69.1	0.7	--	--	--	--
Other expenses	26.5	--	--	--	--	100.0	26.5	--	--	--	--
Profit (loss)	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5910 - Wholesale Waste Materials

Businesses primarily engaged in automobile wrecking and in buying and selling waste materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	41	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	95	--	--	--	--
Total current assets	136	--	--	--	--
Fixed assets	67	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	218	--	--	--	--
Liabilities and equity					
Current loans	15	--	--	--	--
Other current liabilities	67	--	--	--	--
Total current liabilities	82	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	62	--	--	--	--
Total liabilities	145	--	--	--	--
Total equity	73	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Wholesale Waste Materials (SIC 591)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.0	--	--	--	--
Interest coverage ratio (times)	6.4	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Wholesale Waste Materials (SIC 591)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Wholesale Waste Materials (SIC 591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	57	3,577	269	8	7
less than 20	53	2,531	192	8	6
20 - 99	3	X	65	-	1
100 - 499	1	X	12	-	-
500 and over	-	-	-	-	-
1987					
Total	57	4,019	213	12	...
less than 20	55	3,886	207	11	...
20 - 99	1	X	1	1	...
100 - 499	1	X	5	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	361,599	--	--	--	--
Average expense \$	359,055	--	--	--	--
Average net profit (loss) \$	2,544	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	457,466	--	--	--	--
Average expense \$	432,445	--	--	--	--
Average net profit \$	25,021	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	290,480	--	--	--	--
Average expense \$	316,076	--	--	--	--
Average net loss \$	-25,596	--	--	--	--
1986					
Number of observations in sample	24				
Average sales \$	172,211	--	--	--	--
Average expense \$	178,383	--	--	--	--
Average net profit (loss) \$	-6,172	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	222,139	--	--	--	--
Average expense \$	202,857	--	--	--	--
Average net profit \$	19,282	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	117,358	--	--	--	--
Average expense \$	141,123	--	--	--	--
Average net loss \$	-23,765	--	--	--	--
1987					
Number of observations in sample	23				
Average sales \$	334,582	--	--	--	--
Average expense \$	315,734	--	--	--	--
Average net profit (loss) \$	18,848	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	336,858	--	--	--	--
Average expense \$	313,465	--	--	--	--
Average net profit \$	23,393	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	352,515	--	--	--	--
Average expense \$	361,433	--	--	--	--
Average net loss \$	-8,918	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	33										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	64.8	--	--	--	--	85.3	75.9	--	--	--	--
Occupancy expenses	6.3	--	--	--	--	98.8	6.4	--	--	--	--
Depreciation	1.0	--	--	--	--	82.3	1.3	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	92.9	1.0	--	--	--	--
Heat, light & telephone	1.8	--	--	--	--	96.9	1.8	--	--	--	--
Rent	2.6	--	--	--	--	57.6	4.5	--	--	--	--
Personnel expenses	9.1	--	--	--	--	98.8	9.2	--	--	--	--
Financial expenses	1.9	--	--	--	--	89.3	2.2	--	--	--	--
Interest & bank charges	0.9	--	--	--	--	87.4	1.0	--	--	--	--
Professional fees	1.1	--	--	--	--	84.8	1.3	--	--	--	--
Other expenses	18.9	--	--	--	--	100.0	18.9	--	--	--	--
Profit (loss)	-1.0	--	--	--	--	100.0	-1.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6011 - Food (Groceries) Stores

Businesses primarily engaged in retailing a general line of groceries such as canned and/or frozen foods, prepared meats, fresh fruit and vegetables, desserts and staples such as tea, coffee, spices, sugar and flour. Fresh meats and poultry may be included. In addition, limited lines of newspapers, magazines, paper products, soft drinks, beer and wine, tobacco products, health and beauty aids, housewares, flowers, plants and other non-food articles may be sold. These businesses include chain grocery stores, convenience food (groceries) stores, corner grocery stores, food (groceries) stores, retail general foods, retail groceries and supermarkets.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
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	7	--	--	--	--
Total assets	153	--	--	--	--
Liabilities and equity					
Current loans	14	--	--	--	--
Other current liabilities	43	--	--	--	--
Total current liabilities	57	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	20	--	--	--	--
Other liabilities	47	--	--	--	--
Total liabilities	124	--	--	--	--
Total equity	29	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Food (Groceries) Stores (SIC 6011)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.3	--	--	--	--
Interest coverage ratio (times)	1.5	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	11	--	--	--	--
Depreciation	17	--	--	--	--
Other	14	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	7	--	--	--	--
Purchase of fixed assets	-36	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	16	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-14	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	12	--	--	--	--
Cash & equivalents-Beginning of the year	1	--	--	--	--
Cash & equivalents - End of the year	13	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Food (Groceries) Stores (SIC 6011)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	93	64,494	6,510	12	9
less than 20	66	2,858	288	10	6
20 - 99	18	5,866	591	2	2
100 - 499	4	7,856	792	-	1
500 and over	5	47,914	4,839	-	-
1987					
Total	109	78,428	7,863	25	...
less than 20	72	3,022	300	16	...
20 - 99	26	7,784	781	5	...
100 - 499	7	8,951	899	3	...
500 and over	4	58,661	5,883	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	231				
Average sales \$	238,796	48,727	111,869	214,447	580,139
Average expense \$	231,454	44,995	107,458	205,264	568,098
Average net profit (loss) \$	7,342	3,732	4,411	9,183	12,041
Businesses reporting a profit (No.)	190				
Average sales \$	235,938	48,201	111,664	211,334	572,552
Average expense \$	223,983	40,044	103,026	200,291	552,572
Average net profit \$	11,955	8,157	8,638	11,043	19,980
Businesses reporting a loss (No.)	41				
Average sales \$	252,596	50,048	112,257	237,084	610,995
Average expense \$	261,489	57,429	115,865	241,427	631,235
Average net loss \$	-8,893	-7,381	-3,608	-4,343	-20,240
1986					
Number of observations in sample	328				
Average sales \$	299,020	48,393	108,090	278,290	761,306
Average expense \$	292,230	41,971	104,551	270,351	752,047
Average net profit (loss) \$	6,790	6,422	3,539	7,939	9,259
Businesses reporting a profit (No.)	261				
Average sales \$	301,406	47,613	109,556	271,852	776,603
Average expense \$	288,083	40,090	99,229	257,931	755,082
Average net profit \$	13,323	7,523	10,327	13,921	21,521
Businesses reporting a loss (No.)	67				
Average sales \$	298,066	58,118	105,732	297,234	731,178
Average expense \$	307,870	65,404	113,103	306,903	746,071
Average net loss \$	-9,804	-7,286	-7,371	-9,669	-14,893
1987					
Number of observations in sample	36				
Average sales \$	617,816	--	--	--	--
Average expense \$	613,450	--	--	--	--
Average net profit (loss) \$	4,366	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	677,477	--	--	--	--
Average expense \$	663,905	--	--	--	--
Average net profit \$	13,572	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	543,641	--	--	--	--
Average expense \$	562,027	--	--	--	--
Average net loss \$	-18,386	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Businesses in sample (No.)	164	(1)	94	208	357						
Low sales value (\$'000's)	(1)	(1)	208	357	(1)						
High sales value (\$'000's)	(1)	94	208	357	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	73.1	76.6	71.6	69.4	74.8	93.6	78.1	76.6	76.1	80.3	79.7
Occupancy expenses	5.0	5.1	5.7	4.8	4.2	100.0	5.0	5.1	5.7	4.8	4.2
Depreciation	0.8	0.2	0.6	1.4	1.2	61.8	1.3	1.0	1.2	1.5	1.3
Repairs & maintenance	0.6	0.8	0.5	0.5	0.5	80.2	0.7	1.1	0.7	0.7	0.5
Heat, light & telephone	1.9	2.7	2.1	1.6	1.3	98.4	2.0	2.7	2.1	1.7	1.3
Rent	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
Financial expenses	2.2	2.8	2.6	2.1	1.2	82.5	2.6	4.5	3.1	2.4	1.3
Interest & bank charges	1.9	2.7	2.3	1.8	0.9	67.8	2.8	4.4	3.9	2.5	1.2
Professional fees	0.2	0.1	0.3	0.3	0.3	66.3	0.4	0.2	0.5	0.4	0.3
Other expenses	12.0	11.6	11.7	14.6	10.1	100.0	12.0	11.6	11.7	14.6	10.1
Profit (loss)	2.5	0.7	4.2	3.9	1.2	99.5	2.5	0.7	4.2	3.9	1.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
Total weighted expenditure on a given item
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. This industry includes bread and pastry shops, butcher shops, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetable stores, health food stores, ice cream stores, milk stores and specialty food stores (except take-out food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Food (Specialty) Stores (SIC 6012)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	47				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	57	--	--	--	--
Total current assets	62	--	--	--	--
Fixed assets	56	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	9	--	--	--	--
Total assets	127	--	--	--	--
Liabilities and equity					
Current loans	15	--	--	--	--
Other current liabilities	37	--	--	--	--
Total current liabilities	52	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	38	--	--	--	--
Total liabilities	101	--	--	--	--
Total equity	26	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Food (Specialty) Stores (SIC 6012)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	47				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.0	--	--	--	--
Interest coverage ratio (times)	0.8	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Food (Specialty) Stores (SIC 6012)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Food (Specialty) Stores (SIC 6012)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	228	9,666	977	71	62
less than 20	220	5,126	515	70	60
20 - 99	7	X	303	1	1
100 - 499	1	X	159	-	-
500 and over	-	-	-	-	1
1987					
Total	398	15,004	1,498	111	...
less than 20	388	10,262	1,024	110	...
20 - 99	8	3,059	306	1	...
100 - 499	1	X	167	-	...
500 and over	1	X	1	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Food (Specialty) Stores (SIC 6012)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	79				
Average sales \$	210,464	32,277	70,805	174,397	564,376
Average expense \$	206,444	33,771	76,926	162,558	552,522
Average net profit (loss) \$	4,020	-1,494	-6,121	11,839	11,854
Businesses reporting a profit (No.)	60				
Average sales \$	250,454	-	65,922	171,257	514,183
Average expense \$	236,615	-	57,765	158,109	493,971
Average net profit \$	13,839	-	8,157	13,148	20,212
Businesses reporting a loss (No.)	19				
Average sales \$	280,927	32,277	77,258	213,279	800,894
Average expense \$	295,524	33,771	102,247	217,654	828,422
Average net loss \$	-14,597	-1,494	-24,989	-4,375	-27,528
1986					
Number of observations in sample	146				
Average sales \$	187,010	34,406	78,415	175,791	459,427
Average expense \$	181,291	40,020	71,528	165,253	448,363
Average net profit (loss) \$	5,719	-5,614	6,887	10,538	11,064
Businesses reporting a profit (No.)	119				
Average sales \$	195,381	34,759	78,068	177,295	491,400
Average expense \$	184,070	33,731	70,047	164,037	468,465
Average net profit \$	11,311	1,028	8,021	13,258	22,935
Businesses reporting a loss (No.)	27				
Average sales \$	153,940	34,277	81,231	165,301	334,949
Average expense \$	167,433	42,329	83,562	173,741	370,101
Average net loss \$	-13,493	-8,052	-2,331	-8,440	-35,152
1987					
Number of observations in sample	198				
Average sales \$	267,138	61,430	134,191	260,386	812,546
Average expense \$	261,921	61,290	128,278	251,243	606,872
Average net profit (loss) \$	5,217	140	5,913	9,143	5,674
Businesses reporting a profit (No.)	142				
Average sales \$	261,482	57,230	137,870	263,350	587,479
Average expense \$	250,765	53,377	128,216	249,688	571,779
Average net profit \$	10,717	3,853	9,654	13,662	15,700
Businesses reporting a loss (No.)	56				
Average sales \$	275,527	69,337	117,727	251,465	663,578
Average expense \$	284,747	76,191	128,558	255,924	678,313
Average net loss \$	-9,220	-6,854	-10,831	-4,459	-14,735

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	49										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	64.0	--	--	--	--	97.6	65.5	--	--	--	--
Occupancy expenses	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Depreciation	1.1	--	--	--	--	96.1	1.2	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	84.4	0.4	--	--	--	--
Heat, light & telephone	0.7	--	--	--	--	98.1	0.7	--	--	--	--
Rent	1.6	--	--	--	--	76.1	2.0	--	--	--	--
Personnel expenses	16.5	--	--	--	--	100.0	16.5	--	--	--	--
Financial expenses	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	98.4	0.6	--	--	--	--
Professional fees	0.5	--	--	--	--	92.7	0.5	--	--	--	--
Other expenses	7.2	--	--	--	--	100.0	7.2	--	--	--	--
Profit (loss)	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6030 - Prescription Drugs and Patent Medicine Stores

Businesses primarily engaged in retail dealing in prescription drugs and patent or proprietary and herbal medicines, sick room supplies, cosmetics and toiletries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	46	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	229	--	--	--	--
Total current assets	274	--	--	--	--
Fixed assets	63	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	43	--	--	--	--
Total assets	380	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	105	--	--	--	--
Total current liabilities	121	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	37	--	--	--	--
Total liabilities	163	--	--	--	--
Total equity	216	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.8	--	--	--	--
Interest coverage ratio (times)	10.5	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	42				
Low sales value (\$000's)	(1)	(1)	795	937	1,148
High sales value (\$000's)	(1)	795	937	1,148	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	57	39	40	60	87
Depreciation	14	10	12	11	20
Other	5	-	-1	3	18
Dividends	-17	-11	-14	-22	-20
Investment activities					
Disposal of fixed assets	8	3	4	15	9
Purchase of fixed assets	-27	-24	-11	-17	-54
Increase in investment	-9	-	-	-11	-23
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	4	5	2	1	9
Repayment of long term debt	-9	-4	-12	-7	-12
Loans from shareholders	6	-	4	17	3
Repayment of loans from shareholders	-8	-8	-9	-10	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	2	-
Decrease in equity	-	-	-	-	-
Other	-1	-2	-1	-2	-1
Increase(decrease) in cash & equivalents	23	8	14	39	30
Cash & equivalents-Beginning of the year	15	-	26	3	30
Cash & equivalents - End of the year	38	8	40	42	60

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Prescription Drugs & Patent Medicine Stores (SIC 603)

Business size expressed in average (labour units)(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	182	32,895	2,686	23	18
less than 20	138	13,490	1,102	15	7
20 - 99	40	12,901	1,053	8	10
100 - 499	4	6,504	531	-	-
500 and over	-	-	-	-	1
1987					
Total	193	43,918	3,216	28	...
less than 20	136	14,228	1,043	20	...
20 - 99	52	21,544	1,577	8	...
100 - 499	2	X	119	-	...
500 and over	3	X	477	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	46				
Average sales \$	765,416	--	--	--	--
Average expense \$	707,071	--	--	--	--
Average net profit (loss) \$	58,345	--	--	--	--
Businesses reporting a profit (No.)	42				
Average sales \$	763,871	--	--	--	--
Average expense \$	700,928	--	--	--	--
Average net profit \$	63,043	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	903,630	--	--	--	--
Average expense \$	922,746	--	--	--	--
Average net loss \$	-19,116	--	--	--	--
1986					
Number of observations in sample	82				
Average sales \$	876,361	233,214	698,143	997,730	1,576,356
Average expense \$	835,924	235,975	697,549	906,069	1,504,104
Average net profit (loss) \$	40,437	-2,761	594	91,661	72,252
Businesses reporting a profit (No.)	70				
Average sales \$	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 reporting a loss (No.)	12				
Average sales \$	834,095	293,569	543,213	-	1,565,502
Average expense \$	896,641	313,036	708,140	-	1,668,746
Average net loss \$	-62,546	-19,467	-64,927	-	-103,244
1987					
Number of observations in sample	60				
Average sales \$	1,003,031	553,855	841,357	1,072,724	1,544,187
Average expense \$	935,372	507,380	795,632	984,605	1,453,869
Average net profit (loss) \$	67,659	46,475	45,725	88,119	90,318
Businesses reporting a profit (No.)	55				
Average sales \$	1,007,651	539,729	840,767	1,075,389	1,574,717
Average expense \$	931,044	489,706	791,508	981,037	1,461,924
Average net profit \$	76,607	50,023	49,259	94,352	112,793
Businesses reporting a loss (No.)	5				
Average sales \$	992,657	756,728	849,610	1,033,814	1,330,475
Average expense \$	1,012,188	761,209	853,370	1,036,693	1,397,478
Average net loss \$	-19,531	-4,481	-3,760	-2,879	-67,003

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	48					
Low sales value (\$000's)	(1)	--	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(2)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	64.8	--	--	--	--	97.5	66.4	--	--	--	--
Occupancy expenses	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Depreciation	1.1	--	--	--	--	96.0	1.2	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	86.1	0.4	--	--	--	--
Heat, light & telephone	0.7	--	--	--	--	98.1	0.7	--	--	--	--
Rent	1.6	--	--	--	--	75.6	2.1	--	--	--	--
Personnel expenses	15.9	--	--	--	--	100.0	15.9	--	--	--	--
Financial expenses	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	98.4	0.6	--	--	--	--
Professional fees	0.5	--	--	--	--	92.6	0.5	--	--	--	--
Other expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Profit (loss)	7.6	--	--	--	--	100.0	7.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6031 - Pharmacies

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	46	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	231	--	--	--	--
Total current assets	277	--	--	--	--
Fixed assets	62	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	38	--	--	--	--
Total assets	377	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	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 a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Nova Scotia, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.8	--	--	--	--
Interest coverage ratio (times)	10.5	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	42	(1)	795	937	1,146
Low sales value (\$000's)	(1)	795	937	1,146	(1)
High sales value (\$000's)	(1)	795	937	1,146	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	57	39	40	60	87
Depreciation	14	10	12	11	20
Other	5	-	-1	3	17
Dividends	-17	-11	-14	-22	-20
Investment activities					
Disposal of fixed assets	8	3	4	15	9
Purchase of fixed assets	-27	-24	-11	-17	-55
Increase in investment	-9	-	-	-12	-24
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	4	5	2	1	9
Repayment of long term debt	-9	-4	-12	-7	-13
Loans from shareholders	6	-	4	18	3
Repayment of loans from shareholders	-8	-8	-9	-10	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	2	-
Decrease in equity	-	-	-	-	-
Other	-1	-2	-1	-2	-1
Increase(decrease) in cash & equivalents	23	8	14	39	30
Cash & equivalents—Beginning of the year	16	-	26	3	32
Cash & equivalents - End of the year	39	8	40	42	62

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	164	31,598	2,580	18	17
less than 20	121	12,519	1,023	10	6
20 - 99	39	12,575	1,026	8	10
100 - 499	4	6,504	531	-	-
500 and over	-	-	-	-	1
1987					
Total	174	41,639	3,050	25	...
less than 20	119	13,258	972	17	...
20 - 99	50	20,235	1,482	8	...
100 - 499	2	X	119	-	...
500 and over	3	X	477	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	45				
Average sales \$	765,406	--	--	--	--
Average expense \$	707,063	--	--	--	--
Average net profit (loss) \$	58,343	--	--	--	--
Businesses reporting a profit (No.)	41				
Average sales \$	763,861	--	--	--	--
Average expense \$	700,818	--	--	--	--
Average net profit \$	63,043	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	903,630	--	--	--	--
Average expense \$	922,746	--	--	--	--
Average net loss \$	-19,116	--	--	--	--
1986					
Number of observations in sample	80				
Average sales \$	929,264	286,268	731,213	1,040,343	1,659,233
Average expense \$	887,775	289,310	729,664	944,548	1,587,576
Average net profit (loss) \$	41,489	-3,042	1,549	95,795	71,657
Businesses reporting a profit (No.)	68				
Average sales \$	937,996	267,785	772,823	1,040,343	1,671,034
Average expense \$	877,574	249,824	738,566	944,548	1,577,356
Average net profit \$	60,422	17,961	34,257	95,795	93,678
Businesses reporting a loss (No.)	12				
Average sales \$	837,681	301,552	645,989	-	1,565,502
Average expense \$	900,713	321,962	711,431	-	1,668,746
Average net loss \$	-63,032	-20,410	-65,442	-	-103,244
1987					
Number of observations in sample	59				
Average sales \$	995,799	538,910	836,803	1,068,584	1,538,900
Average expense \$	926,979	492,183	791,258	987,461	1,437,013
Average net profit (loss) \$	68,820	46,727	45,545	81,123	101,887
Businesses reporting a profit (No.)	54				
Average sales \$	999,794	522,608	835,949	1,071,068	1,569,551
Average expense \$	921,484	472,049	787,117	983,944	1,442,827
Average net profit \$	78,310	50,559	48,832	87,124	126,724
Businesses reporting a loss (No.)	5				
Average sales \$	992,657	756,728	849,610	1,033,814	1,330,475
Average expense \$	1,012,188	761,209	853,370	1,036,693	1,397,478
Average net loss \$	-19,531	-4,481	-3,760	-2,879	-67,003

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	34	--	--	--	--						
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	40.2	--	--	--	--	72.3	55.5	--	--	--	--
Occupancy expenses	13.3	--	--	--	--	100.0	13.3	--	--	--	--
Depreciation	0.5	--	--	--	--	73.7	0.7	--	--	--	--
Repairs & maintenance	1.8	--	--	--	--	68.2	2.7	--	--	--	--
Heat, light & telephone	3.3	--	--	--	--	81.6	4.1	--	--	--	--
Rent	7.6	--	--	--	--	90.9	8.3	--	--	--	--
Personnel expenses	18.0	--	--	--	--	83.8	21.5	--	--	--	--
Financial expenses	3.5	--	--	--	--	100.0	3.5	--	--	--	--
Interest & bank charges	3.0	--	--	--	--	83.7	3.6	--	--	--	--
Professional fees	0.5	--	--	--	--	82.3	0.6	--	--	--	--
Other expenses	19.7	--	--	--	--	100.0	19.7	--	--	--	--
Profit (loss)	5.3	--	--	--	--	100.0	5.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6121 - Men's Clothing Stores

Businesses primarily engaged in retail dealing in men's and boys' clothing (except athletic and accessories. Businesses primarily engaged in custom tailoring are included here. Businesses engaged in retail men's and boys' apparel, retail men's and boys' beachwear, retail men's and boys' clothing, men's custom tailored clothing, men's retail gloves, haberdashery, retail men's and boys' hats and caps, retail men's and boys' hosiery, retail men's and boys' jackets, retail men's and boys' neckwear, men's clothing stores, retail men's furnishings, retail men's and boys' overcoats, retail men's and boys' pants and slacks, retail men's and boys' shirts, retail men's and boys' sleep and loungewear, retail men's and boys' sportswear, retail men's and boys' suits, retail men's and boys' sweaters, retail men's and boys' swimwear, retail men's and boys' underclothing, retail men's and boys' uniforms (except athletic) and retail men's and boys' 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 (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	19	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	111	--	--	--	--
Total current assets	130	--	--	--	--
Fixed assets	34	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	184	--	--	--	--
Liabilities and equity					
Current loans	29	--	--	--	--
Other current liabilities	61	--	--	--	--
Total current liabilities	90	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	19	--	--	--	--
Total liabilities	110	--	--	--	--
Total equity	73	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Men's Clothing Stores (SIC 6121)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	1.3	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Men's Clothing Stores (SIC 6121)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Men's Clothing Stores (SIC 6121)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	68	6,504	569	7	6
less than 20	60	2,622	226	7	4
20 - 99	4	1,285	120	-	1
100 - 499	3	X	25	-	1
500 and over	1	X	198	-	-
1987					
Total	66	7,613	629	7	...
less than 20	56	2,521	208	5	...
20 - 99	4	1,658	137	-	...
100 - 499	2	X	18	1	...
500 and over	4	X	266	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	17				
Average sales \$	349,771	--	--	--	--
Average expense \$	335,711	--	--	--	--
Average net profit (loss) \$	14,060	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	364,774	--	--	--	--
Average expense \$	338,462	--	--	--	--
Average net profit \$	26,312	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	386,460	--	--	--	--
Average expense \$	412,944	--	--	--	--
Average net loss \$	-26,484	--	--	--	--
1986					
Number of observations in sample	19				
Average sales \$	341,359	--	--	--	--
Average expense \$	328,203	--	--	--	--
Average net profit (loss) \$	13,156	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	256,705	--	--	--	--
Average expense \$	238,280	--	--	--	--
Average net profit \$	18,425	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	758,708	--	--	--	--
Average expense \$	775,590	--	--	--	--
Average net loss \$	-16,882	--	--	--	--
1987					
Number of observations in sample	36				
Average sales \$	305,720	--	--	--	--
Average expense \$	299,361	--	--	--	--
Average net profit (loss) \$	6,359	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	397,308	--	--	--	--
Average expense \$	370,803	--	--	--	--
Average net profit \$	26,505	--	--	--	--
Businesses reporting a loss (No.)	14				
Average sales \$	298,591	--	--	--	--
Average expense \$	312,724	--	--	--	--
Average net loss \$	-14,133	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)					
Businesses in sample (No.)	33											
Low sales value (\$000's)	(1)	--										
High sales value (\$000's)	(1)	--										
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	54.6	--	--	--	--	87.0	62.8	--	--	--	--	--
Occupancy expenses	10.2	--	--	--	--	100.0	10.2	--	--	--	--	--
Depreciation	1.8	--	--	--	--	79.7	2.3	--	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	84.8	0.7	--	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	95.3	2.0	--	--	--	--	--
Rent	5.9	--	--	--	--	81.8	7.3	--	--	--	--	--
Personnel expenses	15.9	--	--	--	--	86.6	18.3	--	--	--	--	--
Financial expenses	2.0	--	--	--	--	100.0	2.0	--	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	82.5	1.8	--	--	--	--	--
Professional fees	0.5	--	--	--	--	74.7	0.7	--	--	--	--	--
Other expenses	11.7	--	--	--	--	100.0	11.7	--	--	--	--	--
Profit (loss)	5.7	--	--	--	--	100.0	5.7	--	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6131 - Women's Clothing Stores

Businesses primarily engaged in retail dealing in women's clothing (except athletic) and accessories. Included are businesses engaged in retail women's clothing and accessories, retail women's apparel, retail women's clothing, retail women's coats, women's clothing custom tailoring, retail dresses, retail women's dressing gowns, retail foundation garments, retail women's gloves, retail women's headwear, retail women's hosiery, retail lingerie, retail millinery, retail women's neckwear, retail skirts, retail women's slacks and pants, retail women's sleepwear, retail women's sportswear (except athletic), retail women's suits, retail women's sweaters, retail women's undergarments, retail women's uniforms (except athletic) and women's clothing stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	13	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	95	--	--	--	--
Total current assets	109	--	--	--	--
Fixed assets	36	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	1	--	--	--	--
Total assets	146	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	54	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	30	--	--	--	--
Total liabilities	87	--	--	--	--
Total equity	59	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Women's Clothing Stores (SIC 6131)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	2.4	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	13	--	--	--	--
Depreciation	3	--	--	--	--
Other	-4	--	--	--	--
Dividends	-13	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-23	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	21	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-4	--	--	--	--
Cash & equivalents—Beginning of the year	31	--	--	--	--
Cash & equivalents - End of the year	27	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Women's Clothing Stores (SIC 6131)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	109	13,186	1,361	21	8
less than 20	95	3,891	402	21	8
20 - 99	3	1,116	115	-	-
100 - 499	5	3,064	316	-	-
500 and over	6	5,115	528	-	-
1987					
Total	124	13,858	1,267	23	...
less than 20	102	3,861	356	20	...
20 - 99	8	2,095	195	2	...
100 - 499	5	2,781	258	-	...
500 and over	9	4,921	458	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	17				
Average sales \$	207,719	--	--	--	--
Average expense \$	209,296	--	--	--	--
Average net profit (loss) \$	-1,577	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	210,416	--	--	--	--
Average expense \$	199,039	--	--	--	--
Average net profit \$	11,377	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	241,333	--	--	--	--
Average expense \$	263,324	--	--	--	--
Average net loss \$	-21,991	--	--	--	--
1986					
Number of observations in sample	52				
Average sales \$	116,322	31,539	45,541	64,669	323,538
Average expense \$	111,831	16,566	45,104	64,770	320,884
Average net profit (loss) \$	4,491	14,973	437	-101	2,654
Businesses reporting a profit (No.)	30				
Average sales \$	115,287	31,650	44,535	68,119	316,845
Average expense \$	104,056	15,345	43,694	59,520	297,665
Average net profit \$	11,231	16,305	841	8,599	19,180
Businesses reporting a loss (No.)	22				
Average sales \$	120,689	29,912	55,687	62,594	334,563
Average expense \$	130,224	34,509	59,323	67,928	359,134
Average net loss \$	-9,535	-4,597	-3,636	-5,334	-24,571
1987					
Number of observations in sample	40				
Average sales \$	253,850	--	--	--	--
Average expense \$	245,986	--	--	--	--
Average net profit (loss) \$	7,864	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	267,175	--	--	--	--
Average expense \$	248,929	--	--	--	--
Average net profit \$	18,246	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	219,966	--	--	--	--
Average expense \$	233,017	--	--	--	--
Average net loss \$	-13,051	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	19										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	57.1	--	--	--	--	97.1	58.8	--	--	--	--
Occupancy expenses	8.0	--	--	--	--	100.0	8.0	--	--	--	--
Depreciation	1.1	--	--	--	--	81.5	1.4	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	82.8	0.9	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	92.3	1.4	--	--	--	--
Rent	4.9	--	--	--	--	71.6	6.8	--	--	--	--
Personnel expenses	14.7	--	--	--	--	100.0	14.7	--	--	--	--
Financial expenses	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Interest & bank charges	2.4	--	--	--	--	97.1	2.5	--	--	--	--
Professional fees	0.4	--	--	--	--	66.2	0.6	--	--	--	--
Other expenses	16.8	--	--	--	--	100.0	16.8	--	--	--	--
Profit (loss)	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6141 - Clothing Stores n.e.c.

Businesses primarily engaged in retail dealing in clothing not elsewhere classified or in a combination of men's, women's and children's clothing and accessories. Included in this industry are businesses primarily engaged in retailing fur goods. Retail children's and infants' clothing, children's clothing stores, retail children's coats, combination (men's, women's and children's) clothing stores, retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infants and toddlers clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	182	--	--	--	--
Total current assets	205	--	--	--	--
Fixed assets	46	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	51	--	--	--	--
Total assets	312	--	--	--	--
Liabilities and equity					
Current loans	50	--	--	--	--
Other current liabilities	99	--	--	--	--
Total current liabilities	149	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	30	--	--	--	--
Total liabilities	188	--	--	--	--
Total equity	124	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Clothing Stores n.e.c. (SIC 6141)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	1.9	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	14	--	--	--	--
Depreciation	7	--	--	--	--
Other	-11	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-26	--	--	--	--
Increase in investment	-6	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	11	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-2	--	--	--	--
Increase(decrease) in cash & equivalents	-8	--	--	--	--
Cash & equivalents-Beginning of the year	9	--	--	--	--
Cash & equivalents - End of the year	1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Clothing Stores n.e.c. (SIC 6141)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	38	2,258	252	5	6
less than 20	36	X	149	5	6
20 - 99	2	X	103	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	36	1,866	174	11	...
less than 20	33	1,174	110	10	...
20 - 99	2	X	55	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	9	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Clothing Stores n.e.c. (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	9				
Average sales \$	506,191	--	--	--	--
Average expense \$	548,824	--	--	--	--
Average net profit (loss) \$	-42,633	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	437,626	--	--	--	--
Average expense \$	415,471	--	--	--	--
Average net profit \$	22,155	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	520,346	--	--	--	--
Average expense \$	593,981	--	--	--	--
Average net loss \$	-73,635	--	--	--	--
1986					
Number of observations in sample	32				
Average sales \$	196,602	--	--	--	--
Average expense \$	199,235	--	--	--	--
Average net profit (loss) \$	-2,633	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	258,952	--	--	--	--
Average expense \$	246,428	--	--	--	--
Average net profit \$	12,524	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	61,273	--	--	--	--
Average expense \$	75,018	--	--	--	--
Average net loss \$	-13,745	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	418,607	--	--	--	--
Average expense \$	409,922	--	--	--	--
Average net profit (loss) \$	8,685	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	495,620	--	--	--	--
Average expense \$	471,948	--	--	--	--
Average net profit \$	23,672	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	609,521	--	--	--	--
Average expense \$	639,761	--	--	--	--
Average net loss \$	-30,240	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	14										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	67.9	--	--	--	--	100.0	67.9	--	--	--	--
Occupancy expenses	8.8	--	--	--	--	100.0	8.8	--	--	--	--
Depreciation	1.3	--	--	--	--	90.4	1.5	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	69.7	0.7	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Rent	5.4	--	--	--	--	65.2	8.3	--	--	--	--
Personnel expenses	16.4	--	--	--	--	83.3	19.7	--	--	--	--
Financial expenses	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Interest & bank charges	2.8	--	--	--	--	85.7	3.3	--	--	--	--
Professional fees	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	....	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables:

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6151 - Fabric and Yarn Stores

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	110	--	--	--	--
Total current assets	111	--	--	--	--
Fixed assets	10	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	136	--	--	--	--
Liabilities and equity					
Current loans	6	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	42	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	22	--	--	--	--
Total liabilities	69	--	--	--	--
Total equity	67	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Fabric and Yarn Stores (SIC 6151)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.0	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Fabric and Yarn Stores (SIC 6151)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	54	1,603	179	10	5
less than 20	52	X	161	9	5
20 - 99	2	X	18	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	50	1,940	180	4	...
less than 20	49	X	158	4	...
20 - 99	1	X	22	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	7				
Average sales \$	120,329	--	--	--	--
Average expense \$	113,512	--	--	--	--
Average net profit (loss) \$	6,817	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	148,642	--	--	--	--
Average expense \$	139,477	--	--	--	--
Average net profit \$	9,165	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	35,392	--	--	--	--
Average expense \$	35,616	--	--	--	--
Average net loss \$	-224	--	--	--	--
1986					
Number of observations in sample	26				
Average sales \$	82,260	--	--	--	--
Average expense \$	82,079	--	--	--	--
Average net profit (loss) \$	181	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	129,188	--	--	--	--
Average expense \$	118,691	--	--	--	--
Average net profit \$	10,497	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	78,653	--	--	--	--
Average expense \$	85,524	--	--	--	--
Average net loss \$	-6,871	--	--	--	--
1987					
Number of observations in sample	22				
Average sales \$	183,811	--	--	--	--
Average expense \$	187,785	--	--	--	--
Average net profit (loss) \$	-3,974	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	248,160	--	--	--	--
Average expense \$	241,494	--	--	--	--
Average net profit \$	6,666	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	168,506	--	--	--	--
Average expense \$	178,312	--	--	--	--
Average net loss \$	-9,806	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Household Furniture Stores (SIC 621)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	35										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	55.2	--	--	--	--	100.0	55.2	--	--	--	--
Occupancy expenses	5.2	--	--	--	--	100.0	5.2	--	--	--	--
Depreciation	1.6	--	--	--	--	92.6	1.7	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	61.3	0.7	--	--	--	--
Heat, light & telephone	1.4	--	--	--	--	91.6	1.5	--	--	--	--
Rent	1.7	--	--	--	--	66.9	2.6	--	--	--	--
Personnel expenses	17.2	--	--	--	--	98.1	17.5	--	--	--	--
Financial expenses	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Interest & bank charges	1.3	--	--	--	--	94.9	1.4	--	--	--	--
Professional fees	0.4	--	--	--	--	65.0	0.6	--	--	--	--
Other expenses	8.8	--	--	--	--	100.0	8.8	--	--	--	--
Profit (loss)	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6210 - Household Furniture Stores

Businesses primarily engaged in retail dealing in household furniture. Businesses primarily engaged in furniture refinishing and repair are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Household Furniture Stores (SIC 621)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	39	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	196	--	--	--	--
Total current assets	235	--	--	--	--
Fixed assets	48	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	295	--	--	--	--
Liabilities and equity					
Current loans	25	--	--	--	--
Other current liabilities	92	--	--	--	--
Total current liabilities	116	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	50	--	--	--	--
Total liabilities	169	--	--	--	--
Total equity	126	--	--	--	--

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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Household Furniture Stores (SIC 621)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.3	--	--	--	--
Interest coverage ratio (times)	4.6	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	26	--	--	--	--
Depreciation	9	--	--	--	--
Other	-9	--	--	--	--
Dividends	-4	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-13	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	3	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	8	--	--	--	--
Cash & equivalents - End of the year	12	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Household Furniture Stores (SIC 621)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	149	10,885	823	31	15
less than 20	135	5,964	439	28	15
20 - 99	10	2,918	237	2	-
100 - 499	2	X	87	1	-
500 and over	2	X	60	-	-
1987					
Total	153	13,292	960	24	...
less than 20	138	7,205	507	23	...
20 - 99	12	4,710	355	1	...
100 - 499	2	X	81	-	...
500 and over	1	X	17	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Household Furniture Stores (SIC 621)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	29				
Average sales \$	432,261	--	--	--	--
Average expense \$	411,713	--	--	--	--
Average net profit (loss) \$	20,548	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	503,372	--	--	--	--
Average expense \$	471,607	--	--	--	--
Average net profit \$	31,765	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	285,597	--	--	--	--
Average expense \$	293,325	--	--	--	--
Average net loss \$	-7,728	--	--	--	--
1986					
Number of observations in sample	28				
Average sales \$	387,118	--	--	--	--
Average expense \$	374,333	--	--	--	--
Average net profit (loss) \$	12,785	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	379,017	--	--	--	--
Average expense \$	345,224	--	--	--	--
Average net profit \$	33,793	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	763,754	--	--	--	--
Average expense \$	794,359	--	--	--	--
Average net loss \$	-30,605	--	--	--	--
1987					
Number of observations in sample	38				
Average sales \$	563,269	--	--	--	--
Average expense \$	537,189	--	--	--	--
Average net profit (loss) \$	26,080	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	554,790	--	--	--	--
Average expense \$	520,952	--	--	--	--
Average net profit \$	33,838	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	768,190	--	--	--	--
Average expense \$	772,746	--	--	--	--
Average net loss \$	-4,556	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Furniture, Refinishing and Repair Shop (SIC 5213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	30.2	--	--	--	--	100.0	30.2	--	--	--	--
Occupancy expenses	5.9	--	--	--	--	100.0	5.9	--	--	--	--
Depreciation	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Repairs & maintenance	0.1	--	--	--	--	5.3	1.0	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	76.1	2.1	--	--	--	--
Rent	1.4	--	--	--	--	56.0	2.4	--	--	--	--
Personnel expenses	24.1	--	--	--	--	94.7	25.5	--	--	--	--
Financial expenses	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Interest & bank charges	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Professional fees	0.6	--	--	--	--	5.3	10.9	--	--	--	--
Other expenses	10.0	--	--	--	--	100.0	10.0	--	--	--	--
Profit (loss)	27.3	--	--	--	--	100.0	27.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5213 - Furniture Refinishing and Repair Shops

Businesses primarily engaged in the repair and refinishing of furniture such as retail antique furniture repair, retail furniture reupholstering, furniture refinishing and repair shops, furniture repair, furniture paint and varnish stripping and polishing of furniture.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Furniture, Refinishing and Repair Shop (SIC 6213)

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

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.9	--	--	--	--
Interest coverage ratio (times)	16.8	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Furniture, Refinishing and Repair Shop (SIC 6213)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Furniture, Refinishing and Repair Shop (SIC 6213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	45	1,124	82	10	6
less than 20	45	1,124	82	10	6
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	43	1,456	94	9	...
less than 20	42	X	72	9	...
20 - 99	1	X	22	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	56,787	--	--	--	--
Average expense \$	45,589	--	--	--	--
Average net profit (loss) \$	11,198	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	58,192	--	--	--	--
Average expense \$	38,319	--	--	--	--
Average net profit \$	19,873	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	73,978	--	--	--	--
Average expense \$	82,383	--	--	--	--
Average net loss \$	-8,405	--	--	--	--
1986					
Number of observations in sample	6				
Average sales \$	37,627	--	--	--	--
Average expense \$	24,319	--	--	--	--
Average net profit (loss) \$	13,308	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	37,627	--	--	--	--
Average expense \$	24,319	--	--	--	--
Average net profit \$	13,308	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	5				
Average sales \$	68,339	--	--	--	--
Average expense \$	51,390	--	--	--	--
Average net profit (loss) \$	16,949	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	68,339	--	--	--	--
Average expense \$	51,390	--	--	--	--
Average net profit \$	16,949	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	43										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
Cost of sales	52.1	--	--	--	--	94.0	55.4	--	--	--	--
Occupancy expenses	7.0	--	--	--	--	95.3	7.3	--	--	--	--
Depreciation	2.2	--	--	--	--	82.1	2.7	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	54.1	0.5	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	89.4	2.3	--	--	--	--
Rent	2.5	--	--	--	--	56.8	4.4	--	--	--	--
Personnel expenses	18.1	--	--	--	--	80.6	22.5	--	--	--	--
Financial expenses	1.5	--	--	--	--	84.7	1.7	--	--	--	--
Interest & bank charges	1.1	--	--	--	--	76.7	1.4	--	--	--	--
Professional fees	0.4	--	--	--	--	71.1	0.6	--	--	--	--
Other expenses	15.5	--	--	--	--	100.0	15.5	--	--	--	--
Profit (loss)	5.8	--	--	--	--	100.0	5.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6220 - Appliance, Television, Radio and Stereo Stores

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	69	--	--	--	--
Total current assets	84	--	--	--	--
Fixed assets	35	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	123	--	--	--	--
Liabilities and equity					
Current loans	20	--	--	--	--
Other current liabilities	41	--	--	--	--
Total current liabilities	61	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	29	--	--	--	--
Total liabilities	92	--	--	--	--
Total equity	31	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.9	--	--	--	--
Interest coverage ratio (times)	1.3	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	3	--	--	--	--
Depreciation	5	--	--	--	--
Other	-2	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-20	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	10	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-1	--	--	--	--
Cash & equivalents-Beginning of the year	4	--	--	--	--
Cash & equivalents - End of the year	3	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	214	9,288	671	55	29
less than 20	208	7,007	510	54	28
20 - 99	5	X	89	1	1
100 - 499	-	-	-	-	-
500 and over	1	X	72	-	-
1987					
Total	233	14,530	990	30	...
less than 20	221	9,523	631	29	...
20 - 99	11	X	246	1	...
100 - 499	-	-	-	-	...
500 and over	1	X	113	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	50				
Average sales \$	243,813	29,495	64,392	172,815	708,548
Average expense \$	232,892	27,420	56,910	167,639	679,599
Average net profit (loss) \$	10,921	2,075	7,482	5,176	28,949
Businesses reporting a profit (No.)	38				
Average sales \$	256,227	29,287	64,392	178,312	752,917
Average expense \$	237,083	21,119	56,910	163,386	706,915
Average net profit \$	19,144	8,168	7,482	14,926	46,002
Businesses reporting a loss (No.)	12				
Average sales \$	259,758	29,640	-	164,509	585,126
Average expense \$	269,829	31,810	-	174,065	603,612
Average net loss \$	-10,071	-2,170	-	-9,556	-18,486
1986					
Number of observations in sample	52				
Average sales \$	161,400	34,187	64,565	113,989	432,860
Average expense \$	154,962	28,512	59,737	109,628	421,969
Average net profit (loss) \$	6,438	5,675	4,828	4,361	10,891
Businesses reporting a profit (No.)	41				
Average sales \$	174,794	34,187	65,704	118,409	480,874
Average 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 a loss (No.)	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					
Number of observations in sample	50				
Average sales \$	236,747	39,892	91,784	165,524	649,786
Average expense \$	228,227	37,848	76,513	160,128	638,418
Average net profit (loss) \$	8,520	2,044	15,271	5,396	11,368
Businesses reporting a profit (No.)	30				
Average sales \$	233,634	47,522	92,940	176,222	617,853
Average expense \$	215,467	40,986	75,897	161,369	583,615
Average net profit \$	18,167	6,536	17,043	14,853	34,238
Businesses reporting a loss (No.)	20				
Average sales \$	237,474	32,948	79,547	144,301	693,098
Average expense \$	247,112	34,993	83,042	157,668	712,746
Average net loss \$	-9,638	-2,045	-3,495	-13,367	-19,648

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	61.5	--	--	--	--	100.0	61.5	--	--	--	--
Occupancy expenses	6.3	--	--	--	--	100.0	6.3	--	--	--	--
Depreciation	1.2	--	--	--	--	78.0	1.6	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	79.8	0.3	--	--	--	--
Heat, light & telephone	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Rent	3.1	--	--	--	--	78.8	3.9	--	--	--	--
Personnel expenses	10.2	--	--	--	--	100.0	10.2	--	--	--	--
Financial expenses	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Interest & bank charges	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Professional fees	0.2	--	--	--	--	54.4	0.4	--	--	--	--
Other expenses	6.5	--	--	--	--	100.0	6.5	--	--	--	--
Profit (loss)	14.8	--	--	--	--	100.0	14.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	....	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6221 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in household appliances, radios, television sets and sound equipment. These businesses include retail portable household air conditioners, appliance, radio, television and stereo stores, retail household appliances, retail household laundry driers, retail household food preparation appliances, retail household floor and rug care appliances, retail household freezers, retail household hair driers, retail household kitchen appliances, retail microwave and convention ovens, retail household ranges (stoves), retail household refrigerators, retail household sewing machines, retail household stoves, retail household vacuum cleaners and retail household washing machines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	30	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	163	--	--	--	--
Total current assets	192	--	--	--	--
Fixed assets	23	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	221	--	--	--	--
Liabilities and equity					
Current loans	30	--	--	--	--
Other current liabilities	74	--	--	--	--
Total current liabilities	104	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	20	--	--	--	--
Total liabilities	126	--	--	--	--
Total equity	95	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.3	--	--	--	--
Interest coverage ratio (times)	2.1	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	9	--	--	--	--
Depreciation	7	--	--	--	--
Other	-14	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	6	--	--	--	--
Purchase of fixed assets	-13	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	9	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	1	--	--	--	--
Cash & equivalents-Beginning of the year	10	--	--	--	--
Cash & equivalents - End of the year	11	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Appliance, Television, Radio & Stereo Stores (SIC 6221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	54	2,759	202	12	7
less than 20	53	X	177	12	7
20 - 99	1	X	25	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	55	3,828	274	4	...
less than 20	52	2,561	183	4	...
20 - 99	3	1,267	91	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	11				
Average sales \$	183,712	--	--	--	--
Average expense \$	179,027	--	--	--	--
Average net profit (loss) \$	4,685	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	245,376	--	--	--	--
Average expense \$	229,225	--	--	--	--
Average net profit \$	16,151	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	299,380	--	--	--	--
Average expense \$	308,415	--	--	--	--
Average net loss \$	-9,035	--	--	--	--
1986					
Number of observations in sample	15				
Average sales \$	199,906	--	--	--	--
Average expense \$	186,254	--	--	--	--
Average net profit (loss) \$	13,652	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	176,775	--	--	--	--
Average expense \$	160,435	--	--	--	--
Average net profit \$	16,340	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	712,274	--	--	--	--
Average expense \$	721,117	--	--	--	--
Average net loss \$	-8,843	--	--	--	--
1987					
Number of observations in sample	15				
Average sales \$	290,603	--	--	--	--
Average expense \$	276,138	--	--	--	--
Average net profit (loss) \$	14,465	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	251,656	--	--	--	--
Average expense \$	225,549	--	--	--	--
Average net profit \$	26,107	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	548,562	--	--	--	--
Average expense \$	554,231	--	--	--	--
Average net loss \$	-5,669	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Television, Radio & Stereo Stores (SIC 6222)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	20										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
Cost of sales	61.3	--	--	--	--	87.2	70.2	--	--	--	--
Occupancy expenses	5.9	--	--	--	--	92.6	6.4	--	--	--	--
Depreciation	2.4	--	--	--	--	77.4	3.1	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	48.8	0.4	--	--	--	--
Heat, light & telephone	1.7	--	--	--	--	87.3	2.0	--	--	--	--
Rent	1.6	--	--	--	--	42.9	3.8	--	--	--	--
Personnel expenses	11.1	--	--	--	--	68.6	16.1	--	--	--	--
Financial expenses	1.2	--	--	--	--	76.0	1.6	--	--	--	--
Interest & bank charges	1.0	--	--	--	--	67.8	1.4	--	--	--	--
Professional fees	0.3	--	--	--	--	57.9	0.5	--	--	--	--
Other expenses	18.8	--	--	--	--	100.0	18.8	--	--	--	--
Profit (loss)	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6222 - Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in television and radio receiving sets and sound equipment. Such stores may be secondarily engaged in selling records, tapes, musical instruments and parts for television and radio sets and stereo equipment as well as some repairing of such equipment. Included are businesses engaged in retail home computers; retail loud speakers; retail household radio receiving sets; retail sound equipment, components and parts; retail household stereo record players; retail household tape players and recorders; retail telephones, television and radio stores; television, radio and stereo stores; retail television sets; retail tuners and amplifiers and retail video recorders.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Television, Radio & Stereo Stores (SIC 6222)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	14	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	73	--	--	--	--
Total current assets	87	--	--	--	--
Fixed assets	50	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	10	--	--	--	--
Total assets	148	--	--	--	--
Liabilities and equity					
Current loans	29	--	--	--	--
Other current liabilities	49	--	--	--	--
Total current liabilities	77	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	38	--	--	--	--
Total liabilities	117	--	--	--	--
Total equity	31	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Television, Radio & Stereo Stores (SIC 6222)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.7	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Television, Radio & Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Sample sales value (\$000's)	(1)	--	--	--	--
Weighted sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	8	--	--	--	--
Other	-8	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-12	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	2	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	8	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	-8	--	--	--	--
Cash & equivalents - End of the year	-13	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Television, Radio & Stereo Stores (SIC 6222)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	88	4,522	331	31	13
less than 20	84	2,843	208	31	12
20 - 99	3	X	51	-	1
100 - 499	-	-	-	-	-
500 and over	1	X	72	-	-
1987					
Total	96	7,530	539	14	...
less than 20	87	3,790	271	13	...
20 - 99	8	X	155	1	...
100 - 499	-	-	-	-	...
500 and over	1	X	113	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Television, Radio & Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	31				
Average sales \$	322,977	--	--	--	--
Average expense \$	309,709	--	--	--	--
Average net profit (loss) \$	13,268	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	316,358	--	--	--	--
Average expense \$	292,461	--	--	--	--
Average net profit \$	23,897	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	516,328	--	--	--	--
Average expense \$	535,406	--	--	--	--
Average net loss \$	-19,078	--	--	--	--
1986					
Number of observations in sample	30				
Average sales \$	182,340	--	--	--	--
Average expense \$	176,497	--	--	--	--
Average net profit (loss) \$	5,843	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	177,411	--	--	--	--
Average expense \$	166,313	--	--	--	--
Average net profit \$	11,098	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	215,965	--	--	--	--
Average expense \$	220,678	--	--	--	--
Average net loss \$	-4,713	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	272,922	--	--	--	--
Average expense \$	268,562	--	--	--	--
Average net profit (loss) \$	4,360	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	358,659	--	--	--	--
Average expense \$	337,642	--	--	--	--
Average net profit \$	21,017	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	369,436	--	--	--	--
Average expense \$	383,014	--	--	--	--
Average net loss \$	-19,578	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	11					
sales value (\$'000's)	{1}	--	--	--	--	--
sales value (\$'000's)	{1}	--	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	30.1	--	--	--	--	100.0	30.1	--	--	--	--
Occupancy expenses	9.9	--	--	--	--	100.0	9.9	--	--	--	--
Depreciation	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	46.7	1.0	--	--	--	--
Heat, light & telephone	2.9	--	--	--	--	87.7	3.3	--	--	--	--
Rent	3.7	--	--	--	--	72.6	5.2	--	--	--	--
Personnel expenses	31.4	--	--	--	--	87.7	35.8	--	--	--	--
Financial expenses	2.1	--	--	--	--	85.5	2.5	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	71.1	2.1	--	--	--	--
Professional fees	0.6	--	--	--	--	85.5	0.7	--	--	--	--
Other expenses	16.6	--	--	--	--	100.0	16.6	--	--	--	--
Profit (loss)	9.9	--	--	--	--	100.0	9.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- $$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- $$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6223 - Appliance, Television, Radio and Stereo Repair Shops

Businesses primarily engaged in the repair and maintenance of radios, television sets, stereo equipment, tape recorders and household electrical appliances. Such shops may be secondarily engaged in selling such equipment and parts. Businesses primarily engaged in retail dealing in such equipment and appliances are classified in one of the preceding classes of this industry group. Businesses engaged in the repair of household appliances, repair of radios, repair of stereo equipment and the repair of television sets are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	8	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	26	--	--	--	--
Total current assets	34	--	--	--	--
Fixed assets	29	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	-	--	--	--	--
Total assets	63	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	21	--	--	--	--
Total current liabilities	30	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	20	--	--	--	--
Total liabilities	53	--	--	--	--
Total equity	10	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.2	--	--	--	--
Interest coverage ratio (times)	0.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-1	--	--	--	--
Depreciation	3	--	--	--	--
Other	6	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-23	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	16	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	-1	--	--	--	--
Cash & equivalents - End of the year	-1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	72	2,006	135	12	8
less than 20	71	X	124	11	8
20 - 99	1	X	11	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	81	2,973	162	12	...
less than 20	81	2,973	162	12	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	63,145	--	--	--	--
Average expense \$	50,612	--	--	--	--
Average net profit (loss) \$	12,533	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	63,145	--	--	--	--
Average expense \$	50,612	--	--	--	--
Average net profit \$	12,533	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	7				
Average sales \$	84,407	--	--	--	--
Average expense \$	74,286	--	--	--	--
Average net profit (loss) \$	10,121	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	149,758	--	--	--	--
Average expense \$	131,606	--	--	--	--
Average net profit \$	18,152	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	96,775	--	--	--	--
Average expense \$	102,964	--	--	--	--
Average net loss \$	-6,189	--	--	--	--
1987					
Number of observations in sample	11				
Average sales \$	103,717	--	--	--	--
Average expense \$	95,405	--	--	--	--
Average net profit (loss) \$	8,312	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	112,425	--	--	--	--
Average expense \$	94,279	--	--	--	--
Average net profit \$	18,146	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	217,838	--	--	--	--
Average expense \$	229,840	--	--	--	--
Average net loss \$	-12,002	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Automobile (New) Dealers (SIC 6311)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	11									
Low sales value (\$000's)	(1)	--	--	--	--					
High sales value (\$000's)	(1)	--	--	--	--					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	76.2	--	--	--	--	97.0	78.6	--	--	--	--
Occupancy expenses	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Depreciation	0.4	--	--	--	--	87.2	0.5	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	72.2	0.7	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Rent	0.4	--	--	--	--	64.6	0.7	--	--	--	--
Personnel expenses	3.2	--	--	--	--	42.0	7.6	--	--	--	--
Financial expenses	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	96.2	1.7	--	--	--	--
Professional fees	0.1	--	--	--	--	45.0	0.3	--	--	--	--
Other expenses	18.7	--	--	--	--	100.0	18.7	--	--	--	--
Profit (loss)	-2.3	--	--	--	--	100.0	-2.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6311 - Automobile (New) Dealers

Businesses primarily engaged in retail dealing in new automobiles. These businesses are usually operated under a factory franchise and have departments engaged in the sale of used cars, parts and accessories, motor vehicle repairs and often include service station facilities.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Automobile (New) Dealers (SIC 6311)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	32	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	340	--	--	--	--
Total current assets	372	--	--	--	--
Fixed assets	55	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	4	--	--	--	--
Total assets	432	--	--	--	--
Liabilities and equity					
Current loans	56	--	--	--	--
Other current liabilities	241	--	--	--	--
Total current liabilities	297	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	137	--	--	--	--
Total liabilities	436	--	--	--	--
Total equity	-4	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Automobile (New) Dealers (SIC 6311)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-99.7	--	--	--	--
Interest coverage ratio (times)	-	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Automobile (New) Dealers (SIC 6311)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Automobile Dealers

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	214	71,700	3,633	32	19
less than 20	162	18,499	933	30	16
20 - 99	45	36,171	1,813	2	2
100 - 499	6	X	882	-	1
500 and over	1	X	5	-	-
1987					
Total	240	98,487	4,374	37	...
less than 20	174	23,356	1,024	30	...
20 - 99	56	51,066	2,244	5	...
100 - 499	9	X	1,102	2	...
500 and over	1	X	4	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Automobile (New) Dealers (SIC 6311)

	Total ⁽¹⁾	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	20				
Average sales \$	890,955	--	--	--	--
Average expense \$	870,929	--	--	--	--
Average net profit (loss) \$	20,026	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	920,136	--	--	--	--
Average expense \$	869,269	--	--	--	--
Average net profit \$	50,867	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	900,412	--	--	--	--
Average expense \$	919,939	--	--	--	--
Average net loss \$	-19,527	--	--	--	--
1986					
Number of observations in sample	19				
Average sales \$	1,028,841	--	--	--	--
Average expense \$	1,023,375	--	--	--	--
Average net profit (loss) \$	5,466	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	1,065,955	--	--	--	--
Average expense \$	1,041,753	--	--	--	--
Average net profit \$	24,202	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	1,229,739	--	--	--	--
Average expense \$	1,278,730	--	--	--	--
Average net loss \$	-48,991	--	--	--	--
1987					
Number of observations in sample	23				
Average sales \$	554,126	--	--	--	--
Average expense \$	552,262	--	--	--	--
Average net profit (loss) \$	1,864	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	926,030	--	--	--	--
Average expense \$	899,591	--	--	--	--
Average net profit \$	26,439	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	667,734	--	--	--	--
Average expense \$	686,069	--	--	--	--
Average net loss \$	-18,335	--	--	--	--

⁽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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	19										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--	--								
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	77.9	--	--	--	--	100.0	77.9	--	--	--	--
Occupancy expenses	3.9	--	--	--	--	89.9	4.3	--	--	--	--
Depreciation	0.7	--	--	--	--	60.5	1.1	--	--	--	--
Repairs & maintenance	2.0	--	--	--	--	55.6	3.5	--	--	--	--
Heat, light & telephone	0.8	--	--	--	--	89.9	0.8	--	--	--	--
Rent	0.5	--	--	--	--	19.8	2.5	--	--	--	--
Personnel expenses	4.2	--	--	--	--	87.6	4.7	--	--	--	--
Financial expenses	2.7	--	--	--	--	100.0	2.7	--	--	--	--
Interest & bank charges	2.4	--	--	--	--	90.3	2.6	--	--	--	--
Professional fees	0.3	--	--	--	--	87.6	0.4	--	--	--	--
Other expenses	11.2	--	--	--	--	100.0	11.2	--	--	--	--
Profit (loss)	0.2	--	--	--	--	100.0	0.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6312 - Automobile (Used) Dealers

Businesses primarily engaged in retail dealing in used cars. Such businesses may be secondarily engaged in selling new cars and equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	104	--	--	--	--
Total current assets	119	--	--	--	--
Fixed assets	37	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	11	--	--	--	--
Total assets	167	--	--	--	--
Liabilities and equity					
Current loans	40	--	--	--	--
Other current liabilities	42	--	--	--	--
Total current liabilities	82	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	51	--	--	--	--
Total liabilities	144	--	--	--	--
Total equity	23	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Automobile (Used) Dealers (SIC 6312)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.2	--	--	--	--
Interest coverage ratio (times)	1.0	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Automobile Dealers

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	214	71,700	3,633	32	19
less than 20	162	18,499	933	30	16
20 - 99	45	36,171	1,813	2	2
100 - 499	6	X	882	-	1
500 and over	1	X	5	-	-
1987					
Total	240	98,487	4,374	37	...
less than 20	174	23,356	1,024	30	...
20 - 99	56	51,066	2,244	5	...
100 - 499	9	X	1,102	2	...
500 and over	1	X	4	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Automobile (Used) Dealers (SIC 6312)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	31				
Average sales \$	255,533	--	--	--	--
Average expense \$	225,120	--	--	--	--
Average net profit (loss) \$	30,413	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	310,056	--	--	--	--
Average expense \$	273,981	--	--	--	--
Average net profit \$	36,075	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	259,121	--	--	--	--
Average expense \$	264,745	--	--	--	--
Average net loss \$	-5,624	--	--	--	--
1986					
Number of observations in sample	40				
Average sales \$	258,544	--	--	--	--
Average expense \$	255,104	--	--	--	--
Average net profit (loss) \$	3,440	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	209,105	--	--	--	--
Average expense \$	196,908	--	--	--	--
Average net profit \$	12,197	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	385,300	--	--	--	--
Average expense \$	393,662	--	--	--	--
Average net loss \$	-8,362	--	--	--	--
1987					
Number of observations in sample	40				
Average sales \$	317,149	--	--	--	--
Average expense \$	310,326	--	--	--	--
Average net profit (loss) \$	6,823	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	312,425	--	--	--	--
Average expense \$	298,130	--	--	--	--
Average net profit \$	14,295	--	--	--	--
Businesses reporting a loss (No.)	17				
Average sales \$	419,632	--	--	--	--
Average expense \$	432,562	--	--	--	--
Average net loss \$	-12,930	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	165										
Low sales value (\$000's)	(1)	(1)	250	525	829						
High sales value (\$000's)	(1)	250	525	829	(1)						
	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	72.2	50.4	82.2	83.2	72.5	88.1	82.0	80.7	84.2	84.7	77.5
Occupancy expenses	3.6	8.1	2.3	2.1	2.1	100.0	3.6	8.1	2.3	2.1	2.1
Depreciation	0.6	0.7	0.6	0.7	0.5	76.5	0.8	1.5	0.8	0.7	0.5
Repairs & maintenance	0.6	2.0	0.2	0.2	0.2	78.1	0.8	2.6	0.3	0.3	0.2
Heat, light & telephone	1.8	5.0	1.0	0.7	0.6	99.0	1.8	5.0	1.0	0.7	0.6
Rent	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
Financial expenses	1.0	1.0	1.2	0.9	0.7	99.1	1.0	1.0	1.2	0.9	0.7
Interest & bank charges	0.7	0.6	0.9	0.7	0.5	79.0	0.8	0.9	1.3	0.7	0.5
Professional fees	0.3	0.4	0.3	0.2	0.3	86.4	0.3	0.5	0.4	0.3	0.3
Other expenses	12.1	21.8	6.6	4.6	15.6	100.0	12.1	21.8	6.6	4.6	15.6
Profit (loss)	1.0	1.0	0.9	0.9	1.1	96.7	1.0	1.0	0.9	1.0	1.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This industry group includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services and self-serve gasoline stations.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	66				
Low sales value (\$000's)	(1)	(1)	565	835	1,076
High sales value (\$000's)	(1)	565	835	1,076	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
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	-	-	-	-	-
Other assets	3	-	1	5	4
Total assets	112	87	119	112	131
Liabilities and equity					
Current loans	7	2	4	5	17
Other current liabilities	39	38	44	33	40
Total current liabilities	46	40	48	38	56
Mortgages payable	-	-	-	-	-
Long term debt	3	3	-	3	5
Other liabilities	40	26	67	32	34
Total liabilities	89	69	114	74	96
Total equity	24	18	5	38	35

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	66				
Low sales value (\$000's)	(1)	(1)	565	835	1,076
High sales value (\$000's)	(1)	565	835	1,076	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.4	1.1	1.1	1.7	1.5
Leverage ratios					
Debt/equity ratio (times)	3.7	3.8	24.3	1.9	2.8
Interest coverage ratio (times)	0.8	1.3	...	1.5	2.7
Debt ratio (times)	0.8	0.8	1.0	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	7	--	--	--	--
Other	-3	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	13	--	--	--	--
Purchase of fixed assets	-9	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	5	--	--	--	--
Repayment of long term debt	-6	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	10	--	--	--	--
Cash & equivalents-Beginning of the year	11	--	--	--	--
Cash & equivalents - End of the year	21	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	653	30,643	2,617	82	49
less than 20	641	27,677	2,355	81	48
20 - 99	10	2,711	241	-	1
100 - 499	1	X	1	1	-
500 and over	1	X	20	-	-
1987					
Total	672	36,115	3,073	102	...
less than 20	654	31,587	2,881	99	...
20 - 99	16	4,277	371	3	...
100 - 499	1	X	15	-	...
500 and over	1	X	6	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Gasoline Service Stations (SIC 6331)

	Total ⁽¹⁾	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	402				
Average sales \$	638,725	199,445	470,864	702,062	1,182,528
Average expense \$	628,798	193,512	460,710	692,631	1,168,338
Average net profit (loss) \$	9,927	5,933	10,154	9,431	14,190
Businesses reporting a profit (No.)	338				
Average sales \$	643,822	212,117	467,018	705,995	1,190,157
Average expense \$	630,031	202,570	453,303	692,590	1,171,659
Average net profit \$	13,791	9,547	13,715	13,405	18,498
Businesses reporting a loss (No.)	64				
Average sales \$	617,830	161,569	487,895	683,022	1,138,833
Average expense \$	625,523	166,440	493,508	692,829	1,149,315
Average net loss \$	-7,693	-4,871	-5,613	-9,807	-10,462
1986					
Number of observations in sample	391				
Average sales \$	608,217	160,602	429,026	663,834	1,179,404
Average expense \$	600,133	157,873	421,406	652,975	1,168,277
Average net profit (loss) \$	8,084	2,729	7,620	10,859	11,127
Businesses reporting a profit (No.)	326				
Average sales \$	603,748	150,846	428,590	670,721	1,184,834
Average expense \$	590,296	144,220	417,154	652,670	1,147,138
Average net profit \$	13,452	6,626	11,436	18,051	17,696
Businesses reporting a loss (No.)	65				
Average sales \$	624,444	190,445	431,066	646,133	1,230,133
Average expense \$	634,149	199,636	441,318	653,759	1,241,882
Average net loss \$	-9,705	-9,191	-10,252	-7,626	-11,749
1987					
Number of observations in sample	208				
Average sales \$	571,455	136,932	355,618	670,311	1,122,958
Average expense \$	564,031	134,620	351,592	663,993	1,105,918
Average net profit (loss) \$	7,424	2,312	4,026	6,318	17,040
Businesses reporting a profit (No.)	157				
Average sales \$	570,585	123,404	378,633	659,557	1,120,745
Average expense \$	556,665	117,364	366,860	644,142	1,098,293
Average net profit \$	13,920	6,040	11,773	15,415	22,452
Businesses reporting a loss (No.)	51				
Average sales \$	583,598	163,895	323,445	710,406	1,136,644
Average expense \$	587,588	169,013	330,248	738,006	1,153,084
Average net loss \$	-13,990	-5,118	-6,803	-27,600	-16,440

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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	15										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	68.7	--	--	--	--	100.0	68.7	--	--	--	--
Occupancy expenses	3.5	--	--	--	--	100.0	3.5	--	--	--	--
Depreciation	1.3	--	--	--	--	78.2	1.7	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	89.1	0.6	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	89.1	1.3	--	--	--	--
Rent	0.5	--	--	--	--	25.9	1.9	--	--	--	--
Personnel expenses	13.5	--	--	--	--	100.0	13.5	--	--	--	--
Financial expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	89.1	1.7	--	--	--	--
Professional fees	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Other expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Profit (loss)	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes, batteries and other automobile parts and accessories separately or in combination. These businesses may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (including C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	44	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	129	--	--	--	--
Total current assets	173	--	--	--	--
Fixed assets	91	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	269	--	--	--	--
Liabilities and equity					
Current loans	29	--	--	--	--
Other current liabilities	78	--	--	--	--
Total current liabilities	107	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	13	--	--	--	--
Other liabilities	77	--	--	--	--
Total liabilities	197	--	--	--	--
Total equity	72	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.7	--	--	--	--
Interest coverage ratio (times)	1.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
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					
Total	58	5,201	340	11	...
less than 20	53	2,977	213	11	...
20 - 99	5	2,224	127	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	20				
Average sales \$	426,652	--	--	--	--
Average expense \$	397,419	--	--	--	--
Average net profit (loss) \$	29,233	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	426,264	--	--	--	--
Average expense \$	386,631	--	--	--	--
Average net profit \$	39,633	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	593,701	--	--	--	--
Average expense \$	605,721	--	--	--	--
Average net loss \$	-12,020	--	--	--	--
1986					
Number of observations in sample	32				
Average sales \$	357,285	--	--	--	--
Average expense \$	345,695	--	--	--	--
Average net profit (loss) \$	11,591	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	362,219	--	--	--	--
Average expense \$	340,383	--	--	--	--
Average net profit \$	21,836	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	454,809	--	--	--	--
Average expense \$	460,401	--	--	--	--
Average net loss \$	-5,592	--	--	--	--
1987					
Number of observations in sample	19				
Average sales \$	400,747	--	--	--	--
Average expense \$	394,950	--	--	--	--
Average net profit (loss) \$	5,797	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	442,595	--	--	--	--
Average expense \$	422,377	--	--	--	--
Average net profit \$	20,218	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	847,509	--	--	--	--
Average expense \$	903,991	--	--	--	--
Average net loss \$	-56,482	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	25										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.4	--	--	--	--	100.0	49.4	--	--	--	--
Occupancy expenses	7.1	--	--	--	--	100.0	7.1	--	--	--	--
Depreciation	1.4	--	--	--	--	76.0	1.9	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	60.2	0.8	--	--	--	--
Heat, light & telephone	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Rent	2.3	--	--	--	--	44.6	5.2	--	--	--	--
Personnel expenses	10.6	--	--	--	--	65.5	16.2	--	--	--	--
Financial expenses	2.2	--	--	--	--	75.5	2.9	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	69.5	2.3	--	--	--	--
Professional fees	0.6	--	--	--	--	57.0	1.0	--	--	--	--
Other expenses	13.0	--	--	--	--	100.0	13.0	--	--	--	--
Profit (loss)	17.8	--	--	--	--	99.0	18.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6351 - Garages (General Repairs)

Businesses primarily engaged in general mechanical and electrical repairs to motor vehicles. Garages may be secondarily engaged in selling gasoline and lubricating motor vehicles. These businesses include motor vehicle general repairs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	34	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	33	--	--	--	--
Total current assets	66	--	--	--	--
Fixed assets	32	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	-	--	--	--	--
Total assets	98	--	--	--	--
Liabilities and equity					
Current loans	16	--	--	--	--
Other current liabilities	43	--	--	--	--
Total current liabilities	59	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	20	--	--	--	--
Total liabilities	81	--	--	--	--
Total equity	18	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Garages (General Repairs) (SIC 6351)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.6	--	--	--	--
Interest coverage ratio (times)	2.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Garages (General Repairs) (SIC 6351)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	214	6,492	449	46	21
less than 20	213	X	435	46	21
20 - 99	1	X	14	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	196	8,011	480	32	...
less than 20	195	X	459	32	...
20 - 99	1	X	21	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	26				
Average sales \$	145,446	--	--	--	--
Average expense \$	138,472	--	--	--	--
Average net profit (loss) \$	6,974	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	198,545	--	--	--	--
Average expense \$	186,529	--	--	--	--
Average net profit \$	12,016	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	144,983	--	--	--	--
Average expense \$	164,894	--	--	--	--
Average net loss \$	-19,911	--	--	--	--
1986					
Number of observations in sample	35				
Average sales \$	157,140	--	--	--	--
Average expense \$	149,210	--	--	--	--
Average net profit (loss) \$	7,930	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	160,461	--	--	--	--
Average expense \$	140,793	--	--	--	--
Average net profit \$	19,668	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	186,621	--	--	--	--
Average expense \$	203,392	--	--	--	--
Average net loss \$	-16,771	--	--	--	--
1987					
Number of observations in sample	30				
Average sales \$	167,565	--	--	--	--
Average expense \$	155,747	--	--	--	--
Average net profit (loss) \$	11,818	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	162,750	--	--	--	--
Average expense \$	147,455	--	--	--	--
Average net profit \$	15,295	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	333,786	--	--	--	--
Average expense \$	348,808	--	--	--	--
Average net loss \$	-15,022	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	26					
Low sales value (\$000's)	(1)	--	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	31.6	--	--	--	--	86.7	36.4	--	--	--	--
Occupancy expenses	6.9	--	--	--	--	95.7	7.2	--	--	--	--
Depreciation	2.1	--	--	--	--	77.7	2.7	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	41.1	1.1	--	--	--	--
Heat, light & telephone	3.2	--	--	--	--	91.4	3.5	--	--	--	--
Rent	1.2	--	--	--	--	21.0	5.9	--	--	--	--
Personnel expenses	19.9	--	--	--	--	81.5	24.5	--	--	--	--
Financial expenses	2.2	--	--	--	--	86.7	2.5	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	77.5	1.9	--	--	--	--
Professional fees	0.8	--	--	--	--	73.3	1.0	--	--	--	--
Other expenses	22.7	--	--	--	--	100.0	22.7	--	--	--	--
Profit (loss)	16.7	--	--	--	--	100.0	16.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
 Total weighted expenditure on a given item
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6352 - Paint and Body Repairs

Businesses primarily engaged in repairing and/or repainting motor vehicle bodies, fenders and doors. Businesses in this industry may be secondarily engaged in mechanical repairs. Motor vehicle body repairs, motor vehicle collision repairs, motor vehicle frame straightening and the painting of motor vehicles are businesses also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	56	--	--	--	--
Total current assets	67	--	--	--	--
Fixed assets	34	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	1	--	--	--	--
Total assets	102	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	47	--	--	--	--
Total current liabilities	51	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	8	--	--	--	--
Other liabilities	13	--	--	--	--
Total liabilities	72	--	--	--	--
Total equity	30	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Paint & Body Repair Shops (SIC 6352)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	2.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Paint & Body Repair Shops (SIC 6352)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	204	4,661	323	58	21
less than 20	203	X	310	57	20
20 - 99	1	X	13	1	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	196	6,412	384	45	...
less than 20	196	6,412	384	45	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	39				
Average sales \$	103,314	--	--	--	--
Average expense \$	91,191	--	--	--	--
Average net profit (loss) \$	12,123	--	--	--	--
Businesses reporting a profit (No.)	35				
Average sales \$	100,700	--	--	--	--
Average expense \$	84,899	--	--	--	--
Average net profit \$	15,801	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	142,758	--	--	--	--
Average expense \$	150,374	--	--	--	--
Average net loss \$	-7,616	--	--	--	--
1986					
Number of observations in sample	42				
Average sales \$	121,182	--	--	--	--
Average expense \$	109,186	--	--	--	--
Average net profit (loss) \$	11,996	--	--	--	--
Businesses reporting a profit (No.)	37				
Average sales \$	120,268	--	--	--	--
Average expense \$	106,990	--	--	--	--
Average net profit \$	13,278	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	210,212	--	--	--	--
Average expense \$	221,307	--	--	--	--
Average net loss \$	-11,095	--	--	--	--
1987					
Number of observations in sample	35				
Average sales \$	166,016	--	--	--	--
Average expense \$	151,851	--	--	--	--
Average net profit (loss) \$	14,165	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	172,431	--	--	--	--
Average expense \$	155,281	--	--	--	--
Average net profit \$	17,150	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	157,675	--	--	--	--
Average expense \$	166,126	--	--	--	--
Average net loss \$	-8,451	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)							
Businesses in sample (No.)	30													
Low sales value (\$000's)	(1)	--	--	--	--									
High sales value (\$000's)	(1)	--	--	--	--									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	81.5	--	--	--	--	100.0	81.5	--	--	--	--	--	--	--
Occupancy expenses	4.2	--	--	--	--	100.0	4.2	--	--	--	--	--	--	--
Depreciation	1.3	--	--	--	--	80.8	1.6	--	--	--	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	92.0	0.8	--	--	--	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	100.0	1.9	--	--	--	--	--	--	--
Rent	0.3	--	--	--	--	25.7	1.2	--	--	--	--	--	--	--
Personnel expenses	5.9	--	--	--	--	100.0	5.9	--	--	--	--	--	--	--
Financial expenses	1.5	--	--	--	--	87.1	1.8	--	--	--	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	85.2	1.6	--	--	--	--	--	--	--
Professional fees	0.2	--	--	--	--	71.7	0.3	--	--	--	--	--	--	--
Other expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--	--	--	--
Profit (loss)	3.7	--	--	--	--	100.0	3.7	--	--	--	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as: country general stores and general stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	95	--	--	--	--
Total current assets	104	--	--	--	--
Fixed assets	33	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	16	--	--	--	--
Total assets	153	--	--	--	--
Liabilities and equity					
Current loans	26	--	--	--	--
Other current liabilities	45	--	--	--	--
Total current liabilities	71	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	25	--	--	--	--
Total liabilities	95	--	--	--	--
Total equity	57	--	--	--	--

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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, General Stores (SIC 6412)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.7	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-7	--	--	--	--
Depreciation	5	--	--	--	--
Other	1	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-7	--	--	--	--
Cash & equivalents-Beginning of the year	-47	--	--	--	--
Cash & equivalents - End of the year	-54	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	248	93,969	10,027	40	26
less than 20	218	7,225	757	38	24
20 - 99	16	4,295	459	2	-
100 - 499	4	3,771	403	-	-
500 and over	10	78,678	8,408	-	2
1987					
Total	260	102,257	10,175	47	...
less than 20	233	8,394	817	46	...
20 - 99	13	4,121	410	1	...
100 - 499	4	3,581	357	-	...
500 and over	10	86,161	8,591	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	48				
Average sales \$	310,316	--	--	--	--
Average expense \$	298,368	--	--	--	--
Average net profit (loss) \$	11,948	--	--	--	--
Businesses reporting a profit (No.)	40				
Average sales \$	308,382	--	--	--	--
Average expense \$	292,268	--	--	--	--
Average net profit \$	16,114	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	306,521	--	--	--	--
Average expense \$	311,445	--	--	--	--
Average net loss \$	-4,924	--	--	--	--
1986					
Number of observations in sample	74				
Average sales \$	316,503	54,866	146,232	310,584	754,331
Average expense \$	310,076	51,880	139,646	301,103	747,674
Average net profit (loss) \$	6,427	2,986	6,586	9,481	6,657
Businesses reporting a profit (No.)	54				
Average sales \$	335,961	89,189	143,026	302,238	809,389
Average expense \$	323,606	80,960	133,314	287,091	793,057
Average net profit \$	12,355	8,229	9,712	15,147	16,332
Businesses reporting a loss (No.)	20				
Average sales \$	291,498	29,196	156,848	345,735	634,213
Average expense \$	299,882	30,132	160,612	360,120	648,663
Average net loss \$	-8,384	-936	-3,764	-14,385	-14,450
1987					
Number of observations in sample	39				
Average sales \$	298,936	--	--	--	--
Average expense \$	292,408	--	--	--	--
Average net profit (loss) \$	6,528	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	334,965	--	--	--	--
Average expense \$	320,378	--	--	--	--
Average net profit \$	14,587	--	--	--	--
Businesses reporting a loss (No.)	17				
Average sales \$	266,672	--	--	--	--
Average expense \$	270,989	--	--	--	--
Average net loss \$	-4,317	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Other General Merchandise Stores (SIC 5413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	22					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	77.1	--	--	--	--	100.0	77.1	--	--	--	--
Occupancy expenses	6.2	--	--	--	--	100.0	6.2	--	--	--	--
Depreciation	2.0	--	--	--	--	71.6	2.8	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	85.5	0.8	--	--	--	--
Heat, light & telephone	2.1	--	--	--	--	91.6	2.3	--	--	--	--
Rent	1.4	--	--	--	--	42.1	3.3	--	--	--	--
Personnel expenses	9.8	--	--	--	--	91.1	10.8	--	--	--	--
Financial expenses	2.2	--	--	--	--	90.5	2.4	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	81.4	2.2	--	--	--	--
Professional fees	0.4	--	--	--	--	64.4	0.6	--	--	--	--
Other expenses	9.4	--	--	--	--	100.0	9.4	--	--	--	--
Profit (loss)	-4.7	--	--	--	--	100.0	-4.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5413 - Other General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where one commodity line accounts for more than 50% of total revenue. General merchandise stores (except department stores and general stores), mail order offices of department stores and variety stores are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Other General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	149	--	--	--	--
Total current assets	154	--	--	--	--
Fixed assets	31	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	191	--	--	--	--
Liabilities and equity					
Current loans	49	--	--	--	--
Other current liabilities	46	--	--	--	--
Total current liabilities	95	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	51	--	--	--	--
Total liabilities	153	--	--	--	--
Total equity	37	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Other General Merchandise Stores (SIC 6413)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.1	--	--	--	--
Interest coverage ratio (times)	0.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	6	--	--	--	--
Depreciation	5	--	--	--	--
Other	-5	--	--	--	--
Dividends	-4	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-5	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-9	--	--	--	--
Cash & equivalents-Beginning of the year	-26	--	--	--	--
Cash & equivalents - End of the year	-34	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees.	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	248	93,969	10,027	40	28
less than 20	218	7,225	757	38	24
20 - 99	16	4,295	459	2	-
100 - 499	4	3,771	403	-	-
500 and over	10	78,678	8,408	-	2
1987					
Total	260	102,257	10,175	47	...
less than 20	233	8,394	817	46	...
20 - 99	13	4,121	410	1	...
100 - 499	4	3,581	357	-	...
500 and over	10	86,161	8,591	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	209,780	--	--	--	--
Average expense \$	207,377	--	--	--	--
Average net profit (loss) \$	2,403	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	188,390	--	--	--	--
Average expense \$	177,282	--	--	--	--
Average net profit \$	11,108	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	272,475	--	--	--	--
Average expense \$	282,304	--	--	--	--
Average net loss \$	-9,829	--	--	--	--
1986					
Number of observations in sample	41				
Average sales \$	277,952	--	--	--	--
Average expense \$	268,418	--	--	--	--
Average net profit (loss) \$	9,534	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	271,131	--	--	--	--
Average expense \$	253,881	--	--	--	--
Average net profit \$	17,250	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	286,624	--	--	--	--
Average expense \$	294,954	--	--	--	--
Average net loss \$	-8,340	--	--	--	--
1987					
Number of observations in sample	33				
Average sales \$	323,050	--	--	--	--
Average expense \$	323,718	--	--	--	--
Average net profit (loss) \$	-668	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	456,226	--	--	--	--
Average expense \$	439,175	--	--	--	--
Average net profit \$	17,051	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	280,471	--	--	--	--
Average expense \$	303,988	--	--	--	--
Average net loss \$	-13,517	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Florist Shops (SIC 6521)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Percent of sales						Percent of sales				
Cost of sales	52.8	--	--	--	--	98.5	53.6	--	--	--	--
Occupancy expenses	8.3	--	--	--	--	100.0	8.3	--	--	--	--
Depreciation	0.7	--	--	--	--	54.3	1.2	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	95.1	1.1	--	--	--	--
Heat, light & telephone	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Rent	3.6	--	--	--	--	68.3	5.3	--	--	--	--
Personnel expenses	15.8	--	--	--	--	74.8	21.1	--	--	--	--
Financial expenses	1.1	--	--	--	--	55.0	2.0	--	--	--	--
Interest & bank charges	0.8	--	--	--	--	53.5	1.5	--	--	--	--
Professional fees	0.3	--	--	--	--	45.4	0.7	--	--	--	--
Other expenses	13.7	--	--	--	--	100.0	13.7	--	--	--	--
Profit (loss)	8.3	--	--	--	--	100.0	8.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6521 - Florist Shops

Businesses primarily engaged in retail dealing in cut flowers, potted plants and the like. These businesses may be secondarily engaged in selling seeds, bulbs, nursery stock and garden supplies. Businesses engaged in retail cut flowers, florist shops, retail potted plants and retail fresh flowers and wreaths are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Florist Shops (SIC 6521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	19	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	33	--	--	--	--
Total current assets	52	--	--	--	--
Fixed assets	10	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	68	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	42	--	--	--	--
Total current liabilities	55	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	4	--	--	--	--
Total liabilities	59	--	--	--	--
Total equity	9	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Florist Shops (SIC 6521)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.6	--	--	--	--
Interest coverage ratio (times)	0.2	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Florist Shops (SIC 6521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	72	2,864	396	12	9
less than 20	68	2,234	309	11	9
20 - 99	4	630	87	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	94	3,741	367	16	...
less than 20	89	2,936	288	15	...
20 - 99	5	805	79	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Florist Shops (SIC 6521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	24				
Average sales \$	130,725	--	--	--	--
Average expense \$	113,320	--	--	--	--
Average net profit (loss) \$	17,405	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	133,917	--	--	--	--
Average expense \$	114,231	--	--	--	--
Average net profit \$	19,686	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	104,809	--	--	--	--
Average expense \$	110,103	--	--	--	--
Average net loss \$	-5,294	--	--	--	--
1986					
Number of observations in sample	13				
Average sales \$	188,730	--	--	--	--
Average expense \$	186,055	--	--	--	--
Average net profit (loss) \$	2,675	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	211,028	--	--	--	--
Average expense \$	202,987	--	--	--	--
Average net profit \$	8,041	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	192,890	--	--	--	--
Average expense \$	203,768	--	--	--	--
Average net loss \$	-10,878	--	--	--	--
1987					
Number of observations in sample	34				
Average sales \$	151,330	--	--	--	--
Average expense \$	150,546	--	--	--	--
Average net profit (loss) \$	784	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	168,733	--	--	--	--
Average expense \$	159,634	--	--	--	--
Average net profit \$	9,099	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	155,383	--	--	--	--
Average expense \$	171,091	--	--	--	--
Average net loss \$	-15,708	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	36					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	69.6	--	--	--	--	100.0	69.6	--	--	--	--
Occupancy expenses	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Depreciation	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	81.0	0.9	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Rent	1.2	--	--	--	--	72.7	1.6	--	--	--	--
Personnel expenses	13.5	--	--	--	--	100.0	13.5	--	--	--	--
Financial expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	96.0	1.8	--	--	--	--
Professional fees	0.5	--	--	--	--	75.3	0.6	--	--	--	--
Other expenses	7.2	--	--	--	--	100.0	7.2	--	--	--	--
Profit (loss)	3.6	--	--	--	--	100.0	3.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc. This industry includes retail builders' hardware, retail carpenters' tools, retail electrical supplies, retail fasteners (except clothing), retail furniture and cabinet fittings, retail hand edge tools, hardware stores, retail mechanics' measuring tools, retail mechanics' tools, retail nails, retail plumbing supplies and retail power driven hand tools.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	44	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	177	--	--	--	--
Total current assets	221	--	--	--	--
Fixed assets	62	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	60	--	--	--	--
Total assets	343	--	--	--	--
Liabilities and equity					
Current loans	40	--	--	--	--
Other current liabilities	79	--	--	--	--
Total current liabilities	118	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	8	--	--	--	--
Other liabilities	79	--	--	--	--
Total liabilities	205	--	--	--	--
Total equity	138	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Hardware Stores (SIC 6531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	2.6	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	15	--	--	--	--
Depreciation	8	--	--	--	--
Other	-8	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-9	--	--	--	--
Increase in investment	-7	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	29	--	--	--	--
Repayment of long term debt	-29	--	--	--	--
Loans from shareholders	9	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	1	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	2	--	--	--	--
Cash & equivalents-Beginning of the year	-9	--	--	--	--
Cash & equivalents - End of the year	-7	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Hardware, Paint, Glass and Wallpaper Stores (SIC 653)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	127	8,350	653	19	6
less than 20	121	5,937	475	18	6
20 - 99	5	X	177	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	1	1	-
1987					
Total	138	10,481	662	26	...
less than 20	132	7,945	499	24	...
20 - 99	6	2,536	163	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Hardware Stores (SIC 5531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	22				
Average sales \$	502,993	--	--	--	--
Average expense \$	476,554	--	--	--	--
Average net profit (loss) \$	26,439	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	482,181	--	--	--	--
Average expense \$	451,119	--	--	--	--
Average net profit \$	31,062	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	891,608	--	--	--	--
Average expense \$	906,332	--	--	--	--
Average net loss \$	-14,724	--	--	--	--
1986					
Number of observations in sample	48				
Average sales \$	310,083	--	--	--	--
Average expense \$	312,176	--	--	--	--
Average net profit (loss) \$	-2,093	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	322,793	--	--	--	--
Average expense \$	301,341	--	--	--	--
Average net profit \$	21,452	--	--	--	--
Businesses reporting a loss (No.)	19				
Average sales \$	299,674	--	--	--	--
Average expense \$	326,746	--	--	--	--
Average net loss \$	-27,072	--	--	--	--
1987					
Number of observations in sample	51				
Average sales \$	660,234	245,729	443,383	693,889	1,257,936
Average expense \$	642,760	232,258	437,769	685,777	1,215,236
Average net profit (loss) \$	17,474	13,471	5,614	8,112	42,700
Businesses reporting a profit (No.)	39				
Average sales \$	655,936	245,729	434,880	685,200	1,257,936
Average expense \$	632,416	232,258	420,412	661,757	1,215,236
Average net profit \$	23,520	13,471	14,468	23,443	42,700
Businesses reporting a loss (No.)	12				
Average sales \$	595,413	-	470,871	719,954	-
Average expense \$	625,859	-	493,879	757,839	-
Average net loss \$	-30,446	-	-23,008	-37,885	-

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	24										
Low sales value (\$000's)	{1}	--	--	--	--						
High sales value (\$000's)	{1}	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.6	--	--	--	--	81.9	64.1	--	--	--	--
Occupancy expenses	9.4	--	--	--	--	100.0	9.4	--	--	--	--
Depreciation	6.5	--	--	--	--	87.2	7.4	--	--	--	--
Repairs & maintenance	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 & bank charges	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	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (including uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (except tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	47	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	156	--	--	--	--
Total current assets	203	--	--	--	--
Fixed assets	40	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	18	--	--	--	--
Total assets	261	--	--	--	--
Liabilities and equity					
Current loans	44	--	--	--	--
Other current liabilities	103	--	--	--	--
Total current liabilities	146	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	66	--	--	--	--
Total liabilities	212	--	--	--	--
Total equity	48	--	--	--	--

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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.4	--	--	--	--
Interest coverage ratio (times)	2.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	17	--	--	--	--
Depreciation	10	--	--	--	--
Other	-39	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-11	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	12	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	15	--	--	--	--
Repayment of loans from shareholders	-23	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	1	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-23	--	--	--	--
Cash & equivalents-Beginning of the year	-37	--	--	--	--
Cash & equivalents - End of the year	-60	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	69	3,470	335	20	6
less than 20	66	2,098	203	20	6
20 - 99	1	X	20	-	-
100 - 499	1	X	101	-	-
500 and over	1	X	11	-	-
1987					
Total	72	5,121	392	17	...
less than 20	68	2,581	198	17	...
20 - 99	4	2,540	194	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	347,536	--	--	--	--
Average expense \$	344,718	--	--	--	--
Average net profit (loss) \$	2,818	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	333,596	--	--	--	--
Average expense \$	316,177	--	--	--	--
Average net profit \$	17,419	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	373,176	--	--	--	--
Average expense \$	391,909	--	--	--	--
Average net loss \$	-18,733	--	--	--	--
1986					
Number of observations in sample	34				
Average sales \$	357,382	--	--	--	--
Average expense \$	355,441	--	--	--	--
Average net profit (loss) \$	1,941	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	371,229	--	--	--	--
Average expense \$	358,565	--	--	--	--
Average net profit \$	12,664	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	381,762	--	--	--	--
Average expense \$	426,121	--	--	--	--
Average net loss \$	-44,359	--	--	--	--
1987					
Number of observations in sample	33				
Average sales \$	301,063	--	--	--	--
Average expense \$	288,844	--	--	--	--
Average net profit (loss) \$	12,219	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	304,762	--	--	--	--
Average expense \$	285,334	--	--	--	--
Average net profit \$	19,428	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	331,992	--	--	--	--
Average expense \$	339,084	--	--	--	--
Average net loss \$	-7,092	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	11					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.4	--	--	--	--	100.0	51.4	--	--	--	--
Occupancy expenses	7.6	--	--	--	--	100.0	7.6	--	--	--	--
Depreciation	1.2	--	--	--	--	88.1	1.3	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	87.7	0.7	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Rent	3.8	--	--	--	--	71.0	5.4	--	--	--	--
Personnel expenses	13.1	--	--	--	--	100.0	13.1	--	--	--	--
Financial expenses	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Interest & bank charges	1.9	--	--	--	--	94.5	2.0	--	--	--	--
Professional fees	0.6	--	--	--	--	75.8	0.8	--	--	--	--
Other expenses	18.5	--	--	--	--	100.0	18.5	--	--	--	--
Profit (loss)	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6550 - Musical instrument and Record Stores

Businesses primarily engaged in retail dealing in musical instruments, sheet music, records and tapes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	13	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	124	--	--	--	--
Total current assets	137	--	--	--	--
Fixed assets	41	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	9	--	--	--	--
Total assets	186	--	--	--	--
Liabilities and equity					
Current loans	24	--	--	--	--
Other current liabilities	42	--	--	--	--
Total current liabilities	67	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	55	--	--	--	--
Total liabilities	127	--	--	--	--
Total equity	59	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Musical Instrument and Record Stores (SIC 655)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.2	--	--	--	--
Interest coverage ratio (times)	3.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	6	--	--	--	--
Depreciation	5	--	--	--	--
Other	-24	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	4	--	--	--	--
Purchase of fixed assets	-4	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-24	--	--	--	--
Cash & equivalents-Beginning of the year	7	--	--	--	--
Cash & equivalents - End of the year	-17	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Musical Instrument and Record Stores (SIC 655)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	39	2,345	225	11	-
less than 20	35	1,307	126	11	-
20 - 99	3	X	92	-	-
100 - 499	1	X	7	-	-
500 and over	-	-	-	-	-
1987					
Total	32	2,499	189	3	...
less than 20	29	1,600	121	3	...
20 - 99	2	X	63	-	...
100 - 499	1	X	5	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	196,270	--	--	--	--
Average expense \$	194,590	--	--	--	--
Average net profit (loss) \$	1,680	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	188,624	--	--	--	--
Average expense \$	179,977	--	--	--	--
Average net profit \$	8,647	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	365,089	--	--	--	--
Average expense \$	376,173	--	--	--	--
Average net loss \$	-11,084	--	--	--	--
1986					
Number of observations in sample	7				
Average sales \$	261,659	--	--	--	--
Average expense \$	250,437	--	--	--	--
Average net profit (loss) \$	11,222	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	321,326	--	--	--	--
Average expense \$	303,109	--	--	--	--
Average net profit \$	18,217	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	257,587	--	--	--	--
Average expense \$	302,309	--	--	--	--
Average net loss \$	-44,722	--	--	--	--
1987					
Number of observations in sample	12				
Average sales \$	359,525	--	--	--	--
Average expense \$	342,219	--	--	--	--
Average net profit (loss) \$	17,306	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	355,527	--	--	--	--
Average expense \$	329,188	--	--	--	--
Average net profit \$	26,339	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	545,904	--	--	--	--
Average expense \$	550,507	--	--	--	--
Average net loss \$	-4,603	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	13	--	--	--	--						
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	53.1	--	--	--	--	100.0	53.1	--	--	--	--
Occupancy expenses	6.1	--	--	--	--	100.0	6.1	--	--	--	--
Depreciation	0.8	--	--	--	--	67.5	1.2	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	35.0	1.5	--	--	--	--
Heat, light & telephone	1.4	--	--	--	--	91.0	1.6	--	--	--	--
Rent	3.3	--	--	--	--	82.1	4.0	--	--	--	--
Personnel expenses	16.0	--	--	--	--	82.0	19.5	--	--	--	--
Financial expenses	1.7	--	--	--	--	91.0	1.9	--	--	--	--
Interest & bank charges	1.0	--	--	--	--	73.1	1.3	--	--	--	--
Professional fees	0.7	--	--	--	--	67.5	1.1	--	--	--	--
Other expenses	14.7	--	--	--	--	100.0	14.7	--	--	--	--
Profit (loss)	8.5	--	--	--	--	100.0	8.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6561 - Jewellery Stores

Businesses primarily engaged in retail dealing in new jewellery. Many such businesses have a department engaged in watch, clock and jewellery repair. Businesses engaged in retail costume jewellery, custom jewellery, retail precious metal flatware and hollow ware, retail jewellery, retail precious metal jewellery, retail precious stone jewellery and retail watches and clocks are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	214	--	--	--	--
Total current assets	221	--	--	--	--
Fixed assets	20	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	11	--	--	--	--
Total assets	251	--	--	--	--
Liabilities and equity					
Current loans	20	--	--	--	--
Other current liabilities	67	--	--	--	--
Total current liabilities	87	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	60	--	--	--	--
Total liabilities	148	--	--	--	--
Total equity	104	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Jewellery Stores (SIC 6561)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.4	--	--	--	--
Interest coverage ratio (times)	2.0	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)				
High sales value (\$000's)	(1)				
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents — End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Jewellery Stores (SIC 6561)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	63	6,786	650	9	5
less than 20	53	1,836	174	7	5
20 - 99	5	1,063	102	1	-
100 - 499	3	X	130	1	-
500 and over	2	X	244	-	-
1987					
Total	70	10,333	909	9	...
less than 20	61	2,602	228	8	...
20 - 99	4	1,028	90	1	...
100 - 499	3	X	377	-	...
500 and over	2	X	214	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Jewellery Stores (SIC 6561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	18				
Average sales \$	163,613	--	--	--	--
Average expense \$	156,079	--	--	--	--
Average net profit (loss) \$	7,534	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	165,537	--	--	--	--
Average expense \$	155,977	--	--	--	--
Average net profit \$	9,560	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	59,000	--	--	--	--
Average expense \$	61,000	--	--	--	--
Average net loss \$	-2,000	--	--	--	--
1986					
Number of observations in sample	11				
Average sales \$	140,813	--	--	--	--
Average expense \$	134,406	--	--	--	--
Average net profit (loss) \$	6,407	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	111,119	--	--	--	--
Average expense \$	93,705	--	--	--	--
Average net profit \$	17,414	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	319,591	--	--	--	--
Average expense \$	343,004	--	--	--	--
Average net loss \$	-23,413	--	--	--	--
1987					
Number of observations in sample	26				
Average sales \$	228,980	--	--	--	--
Average expense \$	217,436	--	--	--	--
Average net profit (loss) \$	11,544	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	225,925	--	--	--	--
Average expense \$	205,730	--	--	--	--
Average net profit \$	20,195	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	341,215	--	--	--	--
Average expense \$	355,346	--	--	--	--
Average net loss \$	-14,131	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 558)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	35	--	--	--	--	
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.8	--	--	--	--	99.3	50.2	--	--	--	--
Occupancy expenses	9.7	--	--	--	--	100.0	9.7	--	--	--	--
Depreciation	0.8	--	--	--	--	51.6	1.5	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	56.7	1.3	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	79.0	3.0	--	--	--	--
Rent	5.8	--	--	--	--	74.8	7.8	--	--	--	--
Personnel expenses	18.2	--	--	--	--	90.9	20.0	--	--	--	--
Financial expenses	2.2	--	--	--	--	92.2	2.4	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	84.6	1.9	--	--	--	--
Professional fees	0.6	--	--	--	--	65.1	1.0	--	--	--	--
Other expenses	17.9	--	--	--	--	100.0	17.9	--	--	--	--
Profit (loss)	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6580 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	9	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	55	--	--	--	--
Total current assets	64	--	--	--	--
Fixed assets	24	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	3	--	--	--	--
Total assets	90	--	--	--	--
Liabilities and equity					
Current loans	10	--	--	--	--
Other current liabilities	28	--	--	--	--
Total current liabilities	38	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	41	--	--	--	--
Total liabilities	79	--	--	--	--
Total equity	12	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.8	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-8	--	--	--	--
Depreciation	3	--	--	--	--
Other	3	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-2	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	8	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	1	--	--	--	--
Cash & equivalents-Beginning of the year	-13	--	--	--	--
Cash & equivalents - End of the year	-13	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	179	4,350	417	35	26
less than 20	172	3,887	373	34	26
20 - 99	4	274	26	1	-
100 - 499	3	189	18	-	-
500 and over	-	-	-	-	-
1987					
Total	228	6,029	460	47	...
less than 20	220	5,011	383	45	...
20 - 99	4	680	52	1	...
100 - 499	3	X	22	-	...
500 and over	1	X	3	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	23				
Average sales \$	179,604	--	--	--	--
Average expense \$	174,644	--	--	--	--
Average net profit (loss) \$	4,960	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	182,218	--	--	--	--
Average expense \$	167,121	--	--	--	--
Average net profit \$	15,097	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	164,755	--	--	--	--
Average expense \$	177,232	--	--	--	--
Average net loss \$	-12,477	--	--	--	--
1986					
Number of observations in sample	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 profit (loss) \$	6,398	-6,122	-422	10,483	21,653
Businesses reporting a profit (No.)	37				
Average sales \$	290,951	-	65,499	146,544	660,811
Average expense \$	263,221	-	57,087	128,524	604,053
Average net profit \$	27,730	-	8,412	18,020	56,758
Businesses reporting a loss (No.)	25				
Average sales \$	142,712	25,841	42,635	124,202	378,171
Average expense \$	152,155	31,963	49,327	127,894	399,436
Average net loss \$	-9,443	-6,122	-6,692	-3,692	-21,265
1987					
Number of observations in sample	41				
Average sales \$	125,647	--	--	--	--
Average expense \$	122,117	--	--	--	--
Average net profit (loss) \$	3,530	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	135,436	--	--	--	--
Average expense \$	123,352	--	--	--	--
Average net profit \$	12,084	--	--	--	--
Businesses reporting a loss (No.)	14				
Average sales \$	105,920	--	--	--	--
Average expense \$	115,126	--	--	--	--
Average net loss \$	-9,206	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	30										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.3	--	--	--	--	99.2	49.7	--	--	--	--
Occupancy expenses	9.7	--	--	--	--	100.0	9.7	--	--	--	--
Depreciation	0.7	--	--	--	--	48.2	1.5	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	60.6	1.3	--	--	--	--
Heat, light & telephone	2.4	--	--	--	--	81.2	3.0	--	--	--	--
Rent	5.8	--	--	--	--	73.8	7.8	--	--	--	--
Personnel expenses	18.5	--	--	--	--	90.3	20.4	--	--	--	--
Financial expenses	2.2	--	--	--	--	92.4	2.4	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	84.3	1.8	--	--	--	--
Professional fees	0.7	--	--	--	--	66.3	1.0	--	--	--	--
Other expenses	18.3	--	--	--	--	100.0	18.3	--	--	--	--
Profit (loss)	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft découpage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery and retail souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	51	--	--	--	--
Total current assets	61	--	--	--	--
Fixed assets	25	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	3	--	--	--	--
Total assets	90	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	37	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	42	--	--	--	--
Total liabilities	80	--	--	--	--
Total equity	10	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	7.7	--	--	--	--
Interest coverage ratio (times)	1.4	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-9	--	--	--	--
Depreciation	4	--	--	--	--
Other	3	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-1	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-2	--	--	--	--
Cash & equivalents—Beginning of the year	-6	--	--	--	--
Cash & equivalents — End of the year	-8	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 6582)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	151	3,616	346	27	22
less than 20	146	3,260	313	26	22
20 - 99	3	X	20	1	-
100 - 499	2	X	13	-	-
500 and over	-	-	-	-	-
1987					
Total	203	5,237	399	42	...
less than 20	198	4,364	333	42	...
20 - 99	3	X	50	-	...
100 - 499	2	X	16	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Gift, Novelty and Souvenir Stores (SIC 5582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	21	--	--	--	--
Average sales \$	150,024	--	--	--	--
Average expense \$	146,750	--	--	--	--
Average net profit (loss) \$	3,274	--	--	--	--
Businesses reporting a profit (No.)	12	--	--	--	--
Average sales \$	155,507	--	--	--	--
Average expense \$	141,468	--	--	--	--
Average net profit \$	14,039	--	--	--	--
Businesses reporting a loss (No.)	9	--	--	--	--
Average sales \$	138,345	--	--	--	--
Average expense \$	150,946	--	--	--	--
Average net loss \$	-12,601	--	--	--	--
1986					
Number of observations in sample	60				
Average sales \$	167,372	25,841	50,530	115,788	477,328
Average expense \$	161,129	31,963	50,614	108,250	453,687
Average net profit (loss) \$	6,243	-6,122	-84	7,538	23,641
Businesses reporting a profit (No.)	35	-	64,207	115,378	582,182
Average sales \$	253,922	-	55,479	99,676	513,298
Average expense \$	222,818	-	8,728	15,702	68,884
Average net profit \$	31,104	-			
Businesses reporting a loss (No.)	25				
Average sales \$	139,282	25,841	40,956	116,393	373,937
Average expense \$	148,748	31,963	47,209	120,910	394,908
Average net loss \$	-9,466	-6,122	-6,253	-4,517	-20,971
1987					
Number of observations in sample	36	--	--	--	--
Average sales \$	123,678	--	--	--	--
Average expense \$	120,108	--	--	--	--
Average net profit (loss) \$	3,570	--	--	--	--
Businesses reporting a profit (No.)	23	--	--	--	--
Average sales \$	135,208	--	--	--	--
Average expense \$	121,711	--	--	--	--
Average net profit \$	13,497	--	--	--	--
Businesses reporting a loss (No.)	13	--	--	--	--
Average sales \$	107,897	--	--	--	--
Average expense \$	117,281	--	--	--	--
Average net loss \$	-9,384	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.6	--	--	--	--	100.0	56.6	--	--	--	--
Occupancy expenses	10.0	--	--	--	--	100.0	10.0	--	--	--	--
Depreciation	2.7	--	--	--	--	84.1	3.3	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	47.3	1.9	--	--	--	--
Heat, light & telephone	2.1	--	--	--	--	80.6	2.6	--	--	--	--
Rent	4.2	--	--	--	--	59.1	6.1	--	--	--	--
Personnel expenses	7.2	--	--	--	--	67.9	10.7	--	--	--	--
Financial expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	83.6	1.8	--	--	--	--
Professional fees	1.5	--	--	--	--	80.9	1.9	--	--	--	--
Other expenses	13.6	--	--	--	--	100.0	13.6	--	--	--	--
Profit (loss)	9.5	--	--	--	--	100.0	9.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

$$\text{Total weighted expenditure on a given item} \div \text{Total weighted sales of all businesses in the sample} \times 100$$
 for each quartile.
- (2) Value in each cell =
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$$
 for each quartile.
- (3) Value in each cell =
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$$
 for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6591 - Second-Hand Merchandise Stores n.e.c

Businesses primarily engaged in retail dealing in used merchandise, not elsewhere classified. Pawnshops are included in this industry. This industry includes retail antiques, retail used appliances, retail used books, retail used clothing, retail used crockery, retail used furniture, retail used glassware and china, retail used jewellery, retail used musical instruments, pawnshops and retail second-hand merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	12	--	--	--	--
Total current assets	18	--	--	--	--
Fixed assets	19	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	54	--	--	--	--
Total assets	92	--	--	--	--
Liabilities and equity					
Current loans	1	--	--	--	--
Other current liabilities	13	--	--	--	--
Total current liabilities	14	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	19	--	--	--	--
Total liabilities	34	--	--	--	--
Total equity	58	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.6	--	--	--	--
Interest coverage ratio (times)	29.1	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
		Average (\$000's)			
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	62	2,141	171	15	6
less than 20	61	X	92	15	6
20 - 99	1	X	79	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	80	2,319	167	22	...
less than 20	79	X	96	22	...
20 - 99	1	X	71	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	13				
Average sales \$	97,087	--	--	--	--
Average expense \$	85,274	--	--	--	--
Average net profit (loss) \$	11,813	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	97,442	--	--	--	--
Average expense \$	82,734	--	--	--	--
Average net profit \$	14,708	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	42,553	--	--	--	--
Average expense \$	45,446	--	--	--	--
Average net loss \$	-2,893	--	--	--	--
1986					
Number of observations in sample	24				
Average sales \$	116,250	--	--	--	--
Average expense \$	96,686	--	--	--	--
Average net profit (loss) \$	19,564	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	115,949	--	--	--	--
Average expense \$	96,303	--	--	--	--
Average net profit \$	19,646	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	104,168	--	--	--	--
Average expense \$	104,328	--	--	--	--
Average net loss \$	-160	--	--	--	--
1987					
Number of observations in sample	21				
Average sales \$	84,852	--	--	--	--
Average expense \$	73,484	--	--	--	--
Average net profit (loss) \$	11,368	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	86,506	--	--	--	--
Average expense \$	70,903	--	--	--	--
Average net profit \$	15,603	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	87,461	--	--	--	--
Average expense \$	93,702	--	--	--	--
Average net loss \$	-6,241	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	24										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	71.1	--	--	--	--	88.8	80.1	--	--	--	--
Occupancy expenses	3.1	--	--	--	--	72.5	4.3	--	--	--	--
Depreciation	1.4	--	--	--	--	56.8	2.4	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	37.9	1.6	--	--	--	--
Heat, light & telephone	0.5	--	--	--	--	49.6	1.0	--	--	--	--
Rent	0.7	--	--	--	--	23.1	2.8	--	--	--	--
Personnel expenses	4.7	--	--	--	--	77.0	6.2	--	--	--	--
Financial expenses	0.5	--	--	--	--	98.5	0.5	--	--	--	--
Interest & bank charges	0.3	--	--	--	--	90.6	0.3	--	--	--	--
Professional fees	0.2	--	--	--	--	52.9	0.3	--	--	--	--
Other expenses	16.8	--	--	--	--	100.0	16.8	--	--	--	--
Profit (loss)	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6921 - Direct Sellers

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. Mail-order houses are included here. Direct mail marketing operators, direct personal retailing operators, direct selling of merchandise, door-to-door retailing of merchandise, retail food and beverage home delivery, mail order houses, home delivery newspapers, direct sales non-store retailing party plan merchandising and retail telephone selling of merchandise are included here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Direct Sellers (SIC 6921)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average				
Liquidity ratio					
Current ratio (times)	X	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	X	--	--	--	--
Interest coverage ratio (times)	X	--	--	--	--
Debt ratio (times)	X	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Direct Sellers (SIC 6921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	21	646	61	8	6
less than 20	16	X	30	6	5
20 - 99	1	X	2	1	-
100 - 499	4	310	29	1	1
500 and over	-	-	-	-	-
1987					
Total	48	1,837	140	21	...
less than 20	42	X	40	21	...
20 - 99	1	X	-	-	...
100 - 499	5	1,307	100	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30	--	--	--	--
Average sales \$	210,997	--	--	--	--
Average expense \$	190,476	--	--	--	--
Average net profit (loss) \$	20,521	--	--	--	--
Businesses reporting a profit (No.)	26	--	--	--	--
Average sales \$	190,611	--	--	--	--
Average expense \$	168,262	--	--	--	--
Average net profit \$	22,349	--	--	--	--
Businesses reporting a loss (No.)	4	--	--	--	--
Average sales \$	667,103	--	--	--	--
Average expense \$	673,240	--	--	--	--
Average net loss \$	-6,137	--	--	--	--
1986					
Number of observations in sample	63				
Average sales \$	180,945	40,019	121,073	189,512	373,174
Average expense \$	161,961	33,848	98,456	161,137	354,404
Average net profit (loss) \$	18,984	6,171	22,617	28,375	18,770
Businesses reporting a profit (No.)	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
Businesses reporting a loss (No.)	5				
Average sales \$	391,275	47,394	122,010	-	1,004,420
Average expense \$	404,473	58,567	126,717	-	1,028,136
Average net loss \$	-13,198	-11,173	-4,707	-	-23,716
1987					
Number of observations in sample	29				
Average sales \$	183,278	--	--	--	--
Average expense \$	173,525	--	--	--	--
Average net profit (loss) \$	9,753	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	235,774	--	--	--	--
Average expense \$	220,345	--	--	--	--
Average net profit \$	15,429	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	107,469	--	--	--	--
Average expense \$	110,884	--	--	--	--
Average net loss \$	-3,415	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	26										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
Occupancy expenses	39.2	--	--	--	--	100.0	39.2	--	--	--	--
Depreciation	14.8	--	--	--	--	89.1	16.7	--	--	--	--
Repairs & maintenance	13.1	--	--	--	--	86.2	15.2	--	--	--	--
Heat, light & telephone	8.7	--	--	--	--	93.9	9.3	--	--	--	--
Rent	2.5	--	--	--	--	13.7	18.4	--	--	--	--
Personnel expenses	3.0	--	--	--	--	46.0	6.5	--	--	--	--
Financial expenses	30.7	--	--	--	--	97.5	31.5	--	--	--	--
Interest & bank charges	27.9	--	--	--	--	90.6	30.8	--	--	--	--
Professional fees	2.8	--	--	--	--	93.4	3.0	--	--	--	--
Other expenses	22.0	--	--	--	--	100.0	22.0	--	--	--	--
Profit (loss)	5.1	--	--	--	--	86.6	5.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7510 - Operators of Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	11	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	54	--	--	--	--
Total current assets	66	--	--	--	--
Fixed assets	450	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	21	--	--	--	--
Total assets	536	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	40	--	--	--	--
Total current liabilities	57	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	479	--	--	--	--
Total liabilities	537	--	--	--	--
Total equity	-1	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	...	--	--	--	--
Interest coverage ratio (times)	1.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	391	31,962	2,256	50	37
less than 20	357	12,690	846	46	36
20 - 99	17	9,309	641	1	1
100 - 499	11	7,595	618	2	-
500 and over	6	2,368	151	1	-
1987					
Total	424	40,699	2,270	57	...
less than 20	383	14,582	806	53	...
20 - 99	27	13,355	775	3	...
100 - 499	8	8,080	437	-	...
500 and over	6	4,682	252	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Operators of Buildings and Dwellings (SIC 751)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	65				
Average sales \$	178,424	30,684	59,952	120,436	502,624
Average expense \$	133,396	29,726	54,993	56,911	391,952
Average net profit (loss) \$	45,028	958	4,959	63,525	110,672
Businesses reporting a profit (No.)	50				
Average sales \$	173,647	28,405	57,758	120,458	487,965
Average expense \$	109,526	21,436	47,401	23,297	345,968
Average net profit \$	64,121	6,969	10,357	97,161	141,997
Businesses reporting a loss (No.)	15				
Average sales \$	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					
Number of observations in sample	133				
Average sales \$	126,918	32,944	50,133	87,393	337,201
Average expense \$	114,859	31,199	51,638	79,704	296,896
Average net profit (loss) \$	12,059	1,745	-1,505	7,689	40,305
Businesses reporting a profit (No.)	78				
Average sales \$	159,052	33,509	52,465	89,867	460,365
Average expense \$	121,102	25,608	44,963	76,081	337,755
Average net profit \$	37,950	7,901	7,502	13,786	122,610
Businesses reporting a loss (No.)	55				
Average sales \$	97,792	32,590	48,631	80,202	229,743
Average expense \$	110,532	34,705	55,938	90,237	261,247
Average net loss \$	-12,740	-2,115	-7,307	-10,035	-31,504
1987					
Number of observations in sample	46				
Average sales \$	131,354	--	--	--	--
Average expense \$	143,270	--	--	--	--
Average net profit (loss) \$	-11,916	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	134,853	--	--	--	--
Average expense \$	115,473	--	--	--	--
Average net profit \$	19,380	--	--	--	--
Businesses reporting a loss (No.)	20				
Average sales \$	116,449	--	--	--	--
Average expense \$	174,268	--	--	--	--
Average net loss \$	-57,819	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	17					
Low sales value (\$000's)	(1)	--	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	37.0	--	--	--	--	100.0	37.0	--	--	--	--
Depreciation	12.6	--	--	--	--	86.1	14.6	--	--	--	--
Repairs & maintenance	15.1	--	--	--	--	99.6	15.1	--	--	--	--
Heat, light & telephone	9.0	--	--	--	--	99.6	9.0	--	--	--	--
Rent	0.3	--	--	--	--	5.3	5.5	--	--	--	--
Personnel expenses	2.1	--	--	--	--	40.8	5.1	--	--	--	--
Financial expenses	31.7	--	--	--	--	100.0	31.7	--	--	--	--
Interest & bank charges	29.5	--	--	--	--	91.4	32.2	--	--	--	--
Professional fees	2.3	--	--	--	--	99.1	2.3	--	--	--	--
Other expenses	21.4	--	--	--	--	100.0	21.4	--	--	--	--
Profit (loss)	7.8	--	--	--	--	87.0	9.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7511 - Operators of Residential Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating residential buildings and dwellings. This industry includes apartment building operating, apartment hotel operating, condominium management, leasing of residential buildings and residential buildings real estate operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	60	--	--	--	--
Total current assets	70	--	--	--	--
Fixed assets	495	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	578	--	--	--	--
Liabilities and equity					
Current loans	6	--	--	--	--
Other current liabilities	35	--	--	--	--
Total current liabilities	41	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	557	--	--	--	--
Total liabilities	599	--	--	--	--
Total equity	-21	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-28.5	--	--	--	--
Interest coverage ratio (times)	1.3	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Operators of Residential Buildings and Dwellings (SIC 7511)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	241	18,421	1,183	27	24
less than 20	225	6,451	415	26	24
20 - 99	11	7,645	492	-	-
100 - 499	4	X	276	-	-
500 and over	1	X	-	1	-
1987					
Total	261	26,665	1,441	34	...
less than 20	243	9,007	488	33	...
20 - 99	13	9,725	525	1	...
100 - 499	5	7,933	428	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	38				
Average sales \$	142,690	--	--	--	--
Average expense \$	117,562	--	--	--	--
Average net profit (loss) \$	25,128	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	138,293	--	--	--	--
Average expense \$	97,834	--	--	--	--
Average net profit \$	40,459	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	161,785	--	--	--	--
Average expense \$	188,001	--	--	--	--
Average net loss \$	-26,216	--	--	--	--
1986					
Number of observations in sample	39				
Average sales \$	107,293	--	--	--	--
Average expense \$	101,693	--	--	--	--
Average net profit (loss) \$	5,600	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	111,677	--	--	--	--
Average expense \$	90,963	--	--	--	--
Average net profit \$	20,714	--	--	--	--
Businesses reporting a loss (No.)	17				
Average sales \$	100,605	--	--	--	--
Average expense \$	113,564	--	--	--	--
Average net loss \$	-12,959	--	--	--	--
1987					
Number of observations in sample	29				
Average sales \$	131,189	--	--	--	--
Average expense \$	118,992	--	--	--	--
Average net profit (loss) \$	12,197	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	136,883	--	--	--	--
Average expense \$	117,504	--	--	--	--
Average net profit \$	19,379	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	100,016	--	--	--	--
Average expense \$	106,640	--	--	--	--
Average net loss \$	-6,624	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	45.4	--	--	--	--	100.0	45.4	--	--	--	--
Depreciation	22.7	--	--	--	--	98.8	22.9	--	--	--	--
Repairs & maintenance	4.8	--	--	--	--	33.9	14.0	--	--	--	--
Heat, light & telephone	6.9	--	--	--	--	71.6	9.6	--	--	--	--
Rent	11.1	--	--	--	--	43.6	25.5	--	--	--	--
Personnel expenses	6.3	--	--	--	--	67.1	9.5	--	--	--	--
Financial expenses	27.2	--	--	--	--	87.7	31.0	--	--	--	--
Interest & bank charges	22.8	--	--	--	--	86.5	26.4	--	--	--	--
Professional fees	4.4	--	--	--	--	71.6	6.1	--	--	--	--
Other expenses	24.6	--	--	--	--	100.0	24.6	--	--	--	--
Profit (loss)	-3.6	--	--	--	--	90.0	-4.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating non-residential buildings. This industry includes arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, operating non-residential buildings real estate, shopping centre operating, stadium operating and theatre building operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	36	--	--	--	--
Total current assets	52	--	--	--	--
Fixed assets	295	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	45	--	--	--	--
Total assets	392	--	--	--	--
Liabilities and equity					
Current loans	53	--	--	--	--
Other current liabilities	57	--	--	--	--
Total current liabilities	110	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	227	--	--	--	--
Total liabilities	337	--	--	--	--
Total equity	55	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.1	--	--	--	--
Interest coverage ratio (times)	0.5	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	104	11,346	928	11	8
less than 20	89	4,813	339	9	7
20 - 99	4	934	101	-	1
100 - 499	6	3,256	338	2	-
500 and over	5	2,343	150	-	-
1987					
Total	115	11,778	705	16	...
less than 20	95	4,337	251	13	...
20 - 99	12	2,653	196	2	...
100 - 499	2	X	6	-	...
500 and over	6	X	252	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	22				
Average sales \$	219,461	--	--	--	--
Average expense \$	136,466	--	--	--	--
Average net profit (loss) \$	82,995	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	219,988	--	--	--	--
Average expense \$	132,985	--	--	--	--
Average net profit \$	87,003	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	284,500	--	--	--	--
Average expense \$	291,500	--	--	--	--
Average net loss \$	-7,000	--	--	--	--
1986					
Number of observations in sample	85				
Average sales \$	151,706	33,884	52,239	106,533	414,169
Average expense \$	130,709	31,064	51,836	99,096	340,839
Average net profit (loss) \$	20,997	2,820	403	7,437	73,330
Businesses reporting a profit (No.)	51				
Average sales \$	248,465	35,009	49,921	112,766	796,183
Average expense \$	176,130	25,322	41,952	96,139	541,108
Average net profit \$	72,335	9,687	7,969	16,627	255,055
Businesses reporting a loss (No.)	34				
Average sales \$	97,636	33,265	57,043	87,537	212,697
Average expense \$	112,464	34,226	72,313	108,104	235,213
Average net loss \$	-14,828	-961	-15,270	-20,567	-22,516
1987					
Number of observations in sample	17				
Average sales \$	125,875	--	--	--	--
Average expense \$	194,761	--	--	--	--
Average net profit (loss) \$	-68,886	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	234,820	--	--	--	--
Average expense \$	213,284	--	--	--	--
Average net profit \$	21,536	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	106,314	--	--	--	--
Average expense \$	213,908	--	--	--	--
Average net loss \$	-107,594	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Percent of sales						Percent of sales				
Occupancy expenses	11.8	--	--	--	--	100.0	11.8	--	--	--	--
Depreciation	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	56.6	1.4	--	--	--	--
Heat, light & telephone	4.2	--	--	--	--	99.5	4.2	--	--	--	--
Rent	3.4	--	--	--	--	93.7	3.6	--	--	--	--
Personnel expenses	58.7	--	--	--	--	100.0	58.7	--	--	--	--
Financial expenses	4.3	--	--	--	--	99.5	4.3	--	--	--	--
Interest & bank charges	3.2	--	--	--	--	92.7	3.5	--	--	--	--
Professional fees	1.0	--	--	--	--	96.5	1.1	--	--	--	--
Other expenses	19.6	--	--	--	--	100.0	19.6	--	--	--	--
Profit (loss)	5.6	--	--	--	--	100.0	5.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields. Businesses engaged in real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	51	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	59	--	--	--	--
Total current assets	110	--	--	--	--
Fixed assets	87	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	44	--	--	--	--
Total assets	240	--	--	--	--
Liabilities and equity					
Current loans	28	--	--	--	--
Other current liabilities	101	--	--	--	--
Total current liabilities	129	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	70	--	--	--	--
Total liabilities	211	--	--	--	--
Total equity	29	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	7.2	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Insurance and Real Estate Agencies (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
	Average (\$000's)				
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Insurance and Real Estate Agencies (SIC 7511)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	441	49,448	2,585	76	45
less than 20	391	21,725	1,125	69	42
20 - 99	27	12,675	863	5	3
100 - 499	13	9,194	474	1	-
500 and over	10	5,854	303	1	-
1987					
Total	502	69,700	4,110	71	...
less than 20	439	29,128	1,711	63	...
20 - 99	38	18,908	1,131	8	...
100 - 499	14	13,796	813	-	...
500 and over	11	7,868	455	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	39				
Average sales \$	194,284	--	--	--	--
Average expense \$	172,858	--	--	--	--
Average net profit (loss) \$	21,426	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	203,672	--	--	--	--
Average expense \$	169,412	--	--	--	--
Average net profit \$	34,260	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	151,385	--	--	--	--
Average expense \$	169,895	--	--	--	--
Average net loss \$	-18,510	--	--	--	--
1986					
Number of observations in sample	52				
Average sales \$	170,353	51,602	95,205	143,613	391,017
Average expense \$	152,475	49,431	84,804	133,157	342,509
Average net profit (loss) \$	17,884	2,171	10,401	10,456	48,508
Businesses reporting a profit (No.)	42				
Average sales \$	168,480	55,580	88,660	144,195	385,483
Average expense \$	139,972	40,749	68,235	114,427	336,477
Average net profit \$	28,508	14,831	20,425	29,768	49,006
Businesses reporting a loss (No.)	10				
Average sales \$	321,253	46,450	107,160	143,093	988,307
Average expense \$	329,790	60,672	115,069	149,925	993,495
Average net loss \$	-8,537	-14,222	-7,909	-6,832	-5,188
1987					
Number of observations in sample	62				
Average sales \$	188,680	80,979	155,288	201,985	316,468
Average expense \$	180,760	66,532	150,406	172,452	333,651
Average net profit (loss) \$	7,920	14,447	4,882	29,533	-17,183
Businesses reporting a profit (No.)	41				
Average sales \$	210,467	85,621	171,152	200,681	384,414
Average expense \$	181,787	62,093	158,202	159,812	347,041
Average net profit \$	28,680	23,528	12,950	40,869	37,373
Businesses reporting a loss (No.)	21				
Average sales \$	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

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	6	--	--	--	--						
Low sales value (\$'000's)	(1)	--	--	--	--						
High sales value (\$'000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Depreciation	4.1	--	--	--	--	52.8	7.7	--	--	--	--
Repairs & maintenance	--	--	--	--	--	--	--	--	--	--	--
Heat, light & telephone	2.9	--	--	--	--	56.1	5.2	--	--	--	--
Rent	0.5	--	--	--	--	22.1	2.3	--	--	--	--
Personnel expenses	12.0	--	--	--	--	28.6	41.9	--	--	--	--
Financial expenses	16.5	--	--	--	--	69.3	23.8	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	22.1	2.9	--	--	--	--
Professional fees	15.8	--	--	--	--	60.4	26.2	--	--	--	--
Other expenses	52.5	--	--	--	--	100.0	52.5	--	--	--	--
Profit (loss)	11.5	--	--	--	--	100.0	11.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- $$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- $$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7721 - Computer Services

Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work. This industry includes computer consulting services, computer input preparation services, computer processing services, computer programming services, computer rental or leasing services (except finance leasing), computer services, computer software services, computer time-sharing services, computer services software packages, computer services systems analysis and design and computer services systems design.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	18	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	10	--	--	--	--
Total current assets	28	--	--	--	--
Fixed assets	4	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	46	--	--	--	--
Liabilities and equity					
Current loans	6	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	36	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	9	--	--	--	--
Total liabilities	47	--	--	--	--
Total equity	-1	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Computer Services (SIC 7721)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-52.0	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	72	13,092	444	33	11
less than 20	53	3,620	122	25	11
20 - 99	7	325	13	4	-
100 - 499	7	3,419	116	4	-
500 and over	5	5,728	193	-	-
1987					
Total	108	15,390	568	29	...
less than 20	79	3,507	130	24	...
20 - 99	15	4,386	162	3	...
100 - 499	9	1,125	42	1	...
500 and over	5	6,372	234	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	13				
Average sales \$	390,842	--	--	--	--
Average expense \$	390,054	--	--	--	--
Average net profit (loss) \$	788	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	471,840	--	--	--	--
Average expense \$	435,138	--	--	--	--
Average net profit \$	36,702	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	352,791	--	--	--	--
Average expense \$	367,618	--	--	--	--
Average net loss \$	-14,827	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	98,197	--	--	--	--
Average expense \$	88,969	--	--	--	--
Average net profit (loss) \$	9,228	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	129,339	--	--	--	--
Average expense \$	102,763	--	--	--	--
Average net profit \$	26,576	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	87,910	--	--	--	--
Average expense \$	102,401	--	--	--	--
Average net loss \$	-14,491	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	6										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Depreciation	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Repairs & maintenance	-	--	--	--	--	-	-	--	--	--	--
Heat, light & telephone	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 & bank charges	0.5	--	--	--	--	88.7	0.6	--	--	--	--
Professional fees	0.5	--	--	--	--	30.5	1.5	--	--	--	--
Other expenses	75.0	--	--	--	--	100.0	75.0	--	--	--	--
Profit (loss)	-27.2	--	--	--	--	100.0	-27.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7741 - Advertising Agencies

Businesses primarily engaged in creating and/or placing advertising with the publications, radio and television media. This industry includes advertising placement services, advertising services, advertising and publicity agency consulting services and sales promotion campaign services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Advertising Agencies (SIC 7741)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	27	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	29	--	--	--	--
Fixed assets	17	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	3	--	--	--	--
Total assets	48	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	41	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	19	--	--	--	--
Total liabilities	60	--	--	--	--
Total equity	-12	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Advertising Agencies (SIC 7741)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-5.2	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Advertising Agencies (SIC 7741)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	28	2,071	154	10	5
less than 20	25	831	83	10	5
20 - 99	3	1,240	91	-	-
100 - 495	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	39	4,061	207	12	...
less than 20	35	1,551	82	12	...
20 - 99	4	2,510	125	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Advertising Agencies (SIC 7741)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1987					
Number of observations in sample	8				
Average sales \$	200,994	--	--	--	--
Average expense \$	204,845	--	--	--	--
Average net profit (loss) \$	-3,851	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	251,470	--	--	--	--
Average expense \$	230,691	--	--	--	--
Average net profit \$	20,779	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	305,695	--	--	--	--
Average expense \$	323,167	--	--	--	--
Average net loss \$	-17,472	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	17										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	10.1	--	--	--	--	90.3	11.2	--	--	--	--
Depreciation	2.2	--	--	--	--	54.3	4.0	--	--	--	--
Repairs & maintenance	2.2	--	--	--	--	33.7	6.6	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	87.7	2.2	--	--	--	--
Rent	3.8	--	--	--	--	60.0	6.3	--	--	--	--
Personnel expenses	14.8	--	--	--	--	68.7	21.6	--	--	--	--
Financial expenses	3.2	--	--	--	--	90.0	3.6	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	80.1	2.6	--	--	--	--
Professional fees	1.2	--	--	--	--	59.1	2.0	--	--	--	--
Other expenses	44.9	--	--	--	--	98.8	45.5	--	--	--	--
Profit (loss)	27.0	--	--	--	--	95.9	28.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, office systems management consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	24	--	--	--	--
Total current assets	30	--	--	--	--
Fixed assets	21	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	31	--	--	--	--
Total assets	82	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	45	--	--	--	--
Total current liabilities	53	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	21	--	--	--	--
Total liabilities	76	--	--	--	--
Total equity	7	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Management Consulting Services (SIC 7771)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	11.6	--	--	--	--
Interest coverage ratio (times)	2.2	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	162	12,634	870	43	20
less than 20	144	5,015	339	36	20
20 - 99	7	1,647	115	2	-
100 - 499	9	X	282	4	-
500 and over	2	X	134	1	-
1987					
Total	195	17,934	836	50	...
less than 20	172	8,041	378	43	...
20 - 99	11	1,910	84	4	...
100 - 499	10	X	264	3	...
500 and over	2	X	110	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	13				
Average sales \$	102,100	--	--	--	--
Average expense \$	95,795	--	--	--	--
Average net profit (loss) \$	6,305	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	101,023	--	--	--	--
Average expense \$	81,587	--	--	--	--
Average net profit \$	19,436	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	53,970	--	--	--	--
Average expense \$	56,729	--	--	--	--
Average net loss \$	-2,759	--	--	--	--
1986					
Number of observations in sample	22				
Average sales \$	87,268	--	--	--	--
Average expense \$	70,671	--	--	--	--
Average net profit (loss) \$	16,597	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	87,842	--	--	--	--
Average expense \$	69,139	--	--	--	--
Average net profit \$	18,703	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	35,876	--	--	--	--
Average expense \$	36,420	--	--	--	--
Average net loss \$	-544	--	--	--	--
1987					
Number of observations in sample	20				
Average sales \$	78,433	--	--	--	--
Average expense \$	59,844	--	--	--	--
Average net profit (loss) \$	18,589	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	80,146	--	--	--	--
Average expense \$	52,513	--	--	--	--
Average net profit \$	27,633	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	92,411	--	--	--	--
Average expense \$	95,943	--	--	--	--
Average net loss \$	-3,532	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Hotels and Motor Hotels (SIC 9111)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Occupancy expenses	25.8	--	--	--	--	100.0	25.8	--	--	--	--
Depreciation	7.0	--	--	--	--	96.5	7.2	--	--	--	--
Repairs & maintenance	11.6	--	--	--	--	92.7	12.5	--	--	--	--
Heat, light & telephone	7.0	--	--	--	--	96.4	7.2	--	--	--	--
Rent	0.2	--	--	--	--	14.4	1.6	--	--	--	--
Personnel expenses	26.9	--	--	--	--	96.4	27.9	--	--	--	--
Financial expenses	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Interest & bank charges	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Professional fees	0.9	--	--	--	--	92.7	1.0	--	--	--	--
Other expenses	46.1	--	--	--	--	100.0	46.1	--	--	--	--
Profit (loss)	-3.4	--	--	--	--	100.0	-3.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior. Included are businesses engaged in hostels, hotel accommodation services (except apartment hotels), hotel lodging services (except apartment hotels), hotels (except apartment and private hotels) and motor hotels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	14	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	82	--	--	--	--
Total current assets	95	--	--	--	--
Fixed assets	280	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	390	--	--	--	--
Liabilities and equity					
Current loans	57	--	--	--	--
Other current liabilities	50	--	--	--	--
Total current liabilities	107	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	51	--	--	--	--
Other liabilities	176	--	--	--	--
Total liabilities	334	--	--	--	--
Total equity	56	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Hotels and Motor Hotels (SIC 9111)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.9	--	--	--	--
Interest coverage ratio (times)	0.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6	--	--	--	--
Low sales value (\$'000's)	(1)	--	--	--	--
High sales value (\$'000's)	(1)	--	--	--	--
	Average (\$'000's)				
Operating activities					
Cash from operations	13	--	--	--	--
Depreciation	34	--	--	--	--
Other	-39	--	--	--	--
Dividends	-4	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-234	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	148	--	--	--	--
Repayment of long term debt	-36	--	--	--	--
Loans from shareholders	64	--	--	--	--
Repayment of loans from shareholders	-37	--	--	--	--
Advances & loans from government	67	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-25	--	--	--	--
Cash & equivalents-Beginning of the year	-81	--	--	--	--
Cash & equivalents - End of the year	-86	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Hotels and Motor Hotels (SIC 9111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$'000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	82	24,608	2,854	13	10
less than 20	45	2,340	259	9	8
20 - 99	25	8,627	1,002	2	-
100 - 499	6	6,412	749	2	1
500 and over	6	7,229	844	-	1
1987					
Total	99	38,088	3,630	21	...
less than 20	56	3,096	291	11	...
20 - 99	27	8,709	825	6	...
100 - 499	10	16,432	1,581	3	...
500 and over	6	9,851	933	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	191,495	--	--	--	--
Average expense \$	186,850	--	--	--	--
Average net profit (loss) \$	4,645	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	243,746	--	--	--	--
Average expense \$	228,030	--	--	--	--
Average net profit \$	15,716	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	67,003	--	--	--	--
Average expense \$	78,839	--	--	--	--
Average net loss \$	-11,836	--	--	--	--
1986					
Number of observations in sample	11				
Average sales \$	564,100	--	--	--	--
Average expense \$	618,793	--	--	--	--
Average net profit (loss) \$	-54,693	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	542,887	--	--	--	--
Average expense \$	499,342	--	--	--	--
Average net profit \$	43,545	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	585,342	--	--	--	--
Average expense \$	695,907	--	--	--	--
Average net loss \$	-110,565	--	--	--	--
1987					
Number of observations in sample	21				
Average sales \$	280,089	--	--	--	--
Average expense \$	285,635	--	--	--	--
Average net profit (loss) \$	-5,546	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	543,642	--	--	--	--
Average expense \$	516,760	--	--	--	--
Average net profit \$	26,882	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	207,353	--	--	--	--
Average expense \$	230,588	--	--	--	--
Average net loss \$	-23,225	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	32	--	--	--	--						
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	28.4	--	--	--	--	100.0	28.4	--	--	--	--
Depreciation	9.9	--	--	--	--	86.6	11.4	--	--	--	--
Repairs & maintenance	6.3	--	--	--	--	96.4	6.6	--	--	--	--
Heat, light & telephone	10.8	--	--	--	--	96.3	11.2	--	--	--	--
Rent	1.4	--	--	--	--	35.0	4.0	--	--	--	--
Personnel expenses	22.5	--	--	--	--	91.7	24.6	--	--	--	--
Financial expenses	13.8	--	--	--	--	100.0	13.8	--	--	--	--
Interest & bank charges	12.8	--	--	--	--	96.3	13.3	--	--	--	--
Professional fees	0.9	--	--	--	--	96.9	1.0	--	--	--	--
Other expenses	33.0	--	--	--	--	100.0	33.0	--	--	--	--
Profit (loss)	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity. These businesses include motel accommodation services, motel lodging services and motels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	8	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	148	--	--	--	--
Total current assets	156	--	--	--	--
Fixed assets	469	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	16	--	--	--	--
Total assets	641	--	--	--	--
Liabilities and equity					
Current loans	34	--	--	--	--
Other current liabilities	82	--	--	--	--
Total current liabilities	116	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	16	--	--	--	--
Other liabilities	387	--	--	--	--
Total liabilities	518	--	--	--	--
Total equity	123	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Motels (SIC 9112)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.2	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	11	--	--	--	--
Depreciation	24	--	--	--	--
Other	22	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	19	--	--	--	--
Purchase of fixed assets	-67	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	33	--	--	--	--
Repayment of long term debt	-25	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-25	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	10	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	7	--	--	--	--
Increase(decrease) in cash & equivalents	8	--	--	--	--
Cash & equivalents—Beginning of the year	9	--	--	--	--
Cash & equivalents—End of the year	15	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	120	8,880	1,016	15	9
less than 20	111	4,310	483	15	6
20 - 99	8	X	402	-	3
100 - 499	1	X	131	-	-
500 and over	-	-	-	-	-
1987					
Total	137	13,666	1,281	21	...
less than 20	123	5,948	563	19	...
20 - 99	10	3,099	281	2	...
100 - 499	4	4,619	437	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	17				
Average sales \$	365,394	--	--	--	--
Average expense \$	335,378	--	--	--	--
Average net profit (loss) \$	30,016	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	372,041	--	--	--	--
Average expense \$	339,512	--	--	--	--
Average net profit \$	32,529	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	78,741	--	--	--	--
Average expense \$	89,819	--	--	--	--
Average net loss \$	-11,078	--	--	--	--
1986					
Number of observations in sample	39				
Average sales \$	182,308	--	--	--	--
Average expense \$	177,602	--	--	--	--
Average net profit (loss) \$	4,706	--	--	--	--
Businesses reporting a profit (No.)	32				
Average sales \$	204,052	--	--	--	--
Average expense \$	188,777	--	--	--	--
Average net profit \$	15,275	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	150,102	--	--	--	--
Average expense \$	162,602	--	--	--	--
Average net loss \$	-12,500	--	--	--	--
1987					
Number of observations in sample	36				
Average sales \$	312,497	--	--	--	--
Average expense \$	309,422	--	--	--	--
Average net profit (loss) \$	3,075	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	331,560	--	--	--	--
Average expense \$	307,235	--	--	--	--
Average net profit \$	24,325	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	292,746	--	--	--	--
Average expense \$	310,409	--	--	--	--
Average net loss \$	-17,663	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)							
Businesses in sample (No.)	56													
Low sales value (\$000's)	(1)	(1)	84	127	328									
High sales value (\$000's)	(1)	84	127	328	(1)									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	40.3	47.1	41.9	39.5	33.2	94.6	42.6	47.1	41.9	46.5	35.0			
Occupancy expenses	15.3	26.9	12.1	10.9	12.1	100.0	15.3	26.9	12.1	10.9	12.1			
Depreciation	2.0	0.8	1.6	2.2	3.3	63.2	3.2	2.7	3.4	3.1	3.3			
Repairs & maintenance	2.0	2.7	1.2	1.6	2.5	89.1	2.2	2.7	1.9	1.6	2.7			
Heat, light & telephone	5.4	8.3	5.3	4.8	3.5	100.0	5.4	8.3	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			
Financial expenses	3.5	4.5	2.4	3.1	3.9	93.8	3.7	4.5	2.8	3.5	3.9			
Interest & bank charges	2.8	4.0	1.9	1.9	3.3	92.2	3.0	4.0	2.2	2.3	3.3			
Professional fees	0.7	0.5	0.5	1.2	0.6	72.2	1.0	0.8	1.2	1.4	0.6			
Other expenses	13.0	6.4	11.6	15.1	18.1	100.0	13.0	6.4	11.6	15.1	18.1			
Profit (loss)	-3.2	-27.2	7.7	4.1	2.1	96.2	-3.3	-27.2	7.7	4.7	2.1			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises with a license to serve alcoholic beverages. Licensed food and beverage service restaurants, licensed restaurants and licensed restaurant services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	38	--	--	--	--
Total current assets	39	--	--	--	--
Fixed assets	122	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	19	--	--	--	--
Total assets	180	--	--	--	--
Liabilities and equity					
Current loans	22	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	58	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	72	--	--	--	--
Total liabilities	145	--	--	--	--
Total equity	36	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.0	--	--	--	--
Interest coverage ratio (times)	1.8	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	20	--	--	--	--
Depreciation	18	--	--	--	--
Other	16	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	7	--	--	--	--
Purchase of fixed assets	-76	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	9	--	--	--	--
Repayment of long term debt	-16	--	--	--	--
Loans from shareholders	10	--	--	--	--
Repayment of loans from shareholders	-10	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-27	--	--	--	--
Cash & equivalents-Beginning of the year	26	--	--	--	--
Cash & equivalents - End of the year	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC Classification in 1987

Nova Scotia, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	299	41,487	5,060	35	30
less than 20	228	12,778	1,555	27	23
20 - 99	63	17,819	2,175	8	7
100 - 499	5	4,789	585	-	-
500 and over	3	6,101	745	-	-
1987					
Total	380	52,351	5,524	69	...
less than 20	286	16,281	1,713	52	...
20 - 99	86	27,512	2,907	15	...
100 - 499	5	2,824	298	2	...
500 and over	3	5,734	606	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	51				
Average sales \$	370,307	85,722	222,495	410,250	762,759
Average expense \$	358,066	84,254	220,161	391,419	736,428
Average net profit (loss) \$	12,241	1,468	2,334	18,831	26,331
Businesses reporting a profit (No.)	37				
Average sales \$	388,162	110,839	253,768	399,615	788,427
Average expense \$	366,898	101,833	245,703	374,750	745,306
Average net profit \$	21,264	9,006	8,065	24,865	43,121
Businesses reporting a loss (No.)	14				
Average sales \$	345,904	64,717	180,921	486,565	651,413
Average expense \$	366,176	69,553	186,205	511,029	697,916
Average net loss \$	-20,272	-4,836	-5,284	-24,464	-46,503
1986					
Number of observations in sample	124				
Average sales \$	354,337	91,183	203,954	396,291	725,921
Average expense \$	355,709	97,200	196,085	404,321	725,229
Average net profit (loss) \$	-1,372	-6,017	7,869	-8,030	692
Businesses reporting a profit (No.)	85				
Average sales \$	397,814	81,619	207,105	394,667	907,864
Average expense \$	373,373	76,018	192,304	384,621	840,547
Average net profit \$	24,441	5,601	14,801	10,046	67,317
Businesses reporting a loss (No.)	39				
Average sales \$	324,099	98,517	191,745	397,799	608,333
Average expense \$	349,377	113,444	210,735	422,627	650,701
Average net loss \$	-25,278	-14,927	-18,990	-24,828	-42,368
1987					
Number of observations in sample	71				
Average sales \$	272,191	51,501	108,072	225,091	704,100
Average expense \$	267,368	64,070	101,628	217,194	686,580
Average net profit (loss) \$	4,823	-12,569	6,444	7,897	17,520
Businesses reporting a profit (No.)	47				
Average sales \$	281,834	60,398	113,540	236,606	716,792
Average expense \$	264,652	60,398	104,223	218,402	675,584
Average net profit \$	17,182	-	9,317	18,204	41,208
Businesses reporting a loss (No.)	24				
Average sales \$	254,381	48,143	84,178	208,059	677,143
Average expense \$	270,270	65,456	90,285	215,406	709,933
Average net loss \$	-15,889	-17,313	-6,107	-7,347	-32,790

(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 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	21	--	--	--	--
Total current assets	24	--	--	--	--
Fixed assets	78	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	12	--	--	--	--
Total assets	113	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	37	--	--	--	--
Total current liabilities	46	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	12	--	--	--	--
Other liabilities	44	--	--	--	--
Total liabilities	101	--	--	--	--
Total equity	12	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	8.3	--	--	--	--
Interest coverage ratio (times)	1.5	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	19	--	--	--	--
Other	-16	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-23	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	60	--	--	--	--
Repayment of long term debt	-40	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	10	--	--	--	--
Cash & equivalents—Beginning of the year	8	--	--	--	--
Cash & equivalents - End of the year	18	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	260	22,023	2,687	42	18
less than 20	225	8,079	984	38	17
20 - 99	28	7,140	872	3	1
100 - 499	4	6,377	779	-	-
500 and over	3	427	52	1	-
1987					
Total	368	32,306	3,411	97	...
less than 20	313	11,153	1,175	84	...
20 - 99	45	12,730	1,346	11	...
100 - 499	7	7,734	818	1	...
500 and over	3	689	72	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	45				
Average sales \$	172,987	--	--	--	--
Average expense \$	163,735	--	--	--	--
Average net profit (loss) \$	9,252	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	192,245	--	--	--	--
Average expense \$	176,523	--	--	--	--
Average net profit \$	15,722	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	141,864	--	--	--	--
Average expense \$	145,723	--	--	--	--
Average net loss \$	-3,859	--	--	--	--
1986					
Number of observations in sample	133				
Average sales \$	200,257	53,243	102,572	219,923	425,290
Average expense \$	195,284	50,013	101,514	217,198	412,412
Average net profit (loss) \$	4,973	3,230	1,058	2,725	12,878
Businesses reporting a profit (No.)	93				
Average sales \$	188,585	53,336	105,381	189,180	406,442
Average expense \$	175,757	46,524	98,664	174,381	383,460
Average net profit \$	12,828	6,812	6,717	14,799	22,982
Businesses reporting a loss (No.)	40				
Average sales \$	219,468	53,076	99,518	249,391	475,887
Average expense \$	227,323	56,309	104,611	258,240	490,130
Average net loss \$	-7,855	-3,233	-5,093	-8,849	-14,243
1987					
Number of observations in sample	49				
Average sales \$	172,838	--	--	--	--
Average expense \$	164,857	--	--	--	--
Average net profit (loss) \$	7,981	--	--	--	--
Businesses reporting a profit (No.)	37				
Average sales \$	161,476	--	--	--	--
Average expense \$	147,586	--	--	--	--
Average net profit \$	13,890	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	303,182	--	--	--	--
Average expense \$	320,216	--	--	--	--
Average net loss \$	-17,034	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	47										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	45.5	--	--	--	--	90.0	50.5	--	--	--	--
Occupancy expenses	10.5	--	--	--	--	99.3	10.5	--	--	--	--
Depreciation	1.5	--	--	--	--	75.7	2.0	--	--	--	--
Repairs & maintenance	1.8	--	--	--	--	83.2	2.2	--	--	--	--
Heat, light & telephone	3.2	--	--	--	--	81.1	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 & bank charges	2.6	--	--	--	--	80.0	3.2	--	--	--	--
Professional fees	0.6	--	--	--	--	67.1	0.9	--	--	--	--
Other expenses	16.6	--	--	--	--	100.0	16.6	--	--	--	--
Profit (loss)	2.7	--	--	--	--	97.3	2.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- $$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- $$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9213 - Take-Out food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths and prepared food take-out services (except caterers and mobile food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	17	--	--	--	--
Total current assets	17	--	--	--	--
Fixed assets	53	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	84	--	--	--	--
Liabilities and equity					
Current loans	6	--	--	--	--
Other current liabilities	19	--	--	--	--
Total current liabilities	24	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	22	--	--	--	--
Total liabilities	61	--	--	--	--
Total equity	24	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Take-Out Food Services (SIC 9213)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.6	--	--	--	--
Interest coverage ratio (times)	1.4	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	21	--	--	--	--
Depreciation	10	--	--	--	--
Other	-6	--	--	--	--
Dividends	-22	--	--	--	--
Investment activities					
Disposal of fixed assets	18	--	--	--	--
Purchase of fixed assets	-11	--	--	--	--
Increase in investment	-14	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	5	--	--	--	--
Repayment of long term debt	-18	--	--	--	--
Loans from shareholders	27	--	--	--	--
Repayment of loans from shareholders	-21	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	-12	--	--	--	--
Cash & equivalents-Beginning of the year	41	--	--	--	--
Cash & equivalents - End of the year	29	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Take-Out Food Services (SIC 9213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	273	12,635	1,536	69	42
less than 20	254	6,502	789	66	40
20 - 99	14	2,404	292	2	2
100 - 499	5	3,729	455	1	-
500 and over	-	-	-	-	-
1987					
Total	383	19,773	2,087	126	...
less than 20	356	9,997	1,055	121	...
20 - 99	23	6,929	731	5	...
100 - 499	4	2,847	301	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	46				
Average sales \$	175,633	--	--	--	--
Average expense \$	171,002	--	--	--	--
Average net profit (loss) \$	4,631	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	188,350	--	--	--	--
Average expense \$	168,816	--	--	--	--
Average net profit \$	19,534	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	113,353	--	--	--	--
Average expense \$	138,493	--	--	--	--
Average net loss \$	-25,140	--	--	--	--
1986					
Number of observations in sample	138				
Average sales \$	125,187	35,160	65,887	113,553	286,149
Average expense \$	121,469	34,336	63,446	109,444	278,648
Average net profit (loss) \$	3,718	824	2,441	4,109	7,501
Businesses reporting a profit (No.)	101				
Average sales \$	129,314	40,932	66,313	120,112	289,899
Average expense \$	119,057	31,543	60,874	107,151	276,660
Average net profit \$	10,257	9,389	5,439	12,961	13,239
Businesses reporting a loss (No.)	37				
Average sales \$	121,031	33,500	64,761	107,345	278,517
Average expense \$	124,924	35,139	70,248	111,613	282,695
Average net loss \$	-3,893	-1,639	-5,487	-4,268	-4,178
1987					
Number of observations in sample	83				
Average sales \$	173,270	39,419	81,873	161,655	410,132
Average expense \$	168,861	39,057	81,006	152,945	402,435
Average net profit (loss) \$	4,409	362	867	8,710	7,697
Businesses reporting a profit (No.)	55				
Average sales \$	178,284	39,426	93,460	156,341	423,908
Average expense \$	165,745	30,973	87,453	143,970	400,585
Average net profit \$	12,539	8,453	6,007	12,371	23,323
Businesses reporting a loss (No.)	28				
Average sales \$	169,583	39,416	66,423	184,547	387,946
Average expense \$	177,855	41,982	72,409	191,614	405,414
Average net loss \$	-8,272	-2,566	-5,986	-7,067	-17,468

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	13									
Low sales value (\$000's)	(1)	--	--	--	--					
High sales value (\$000's)	(1)	--	--	--	--					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	61.2	--	--	--	--	100.0	61.2	--	--	--	--
Occupancy expenses	6.8	--	--	--	--	91.9	7.4	--	--	--	--
Depreciation	1.8	--	--	--	--	62.7	2.9	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	72.0	1.1	--	--	--	--
Heat, light & 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	1.5	--	--	--	--
Interest & bank charges	1.1	--	--	--	--	64.3	1.8	--	--	--	--
Professional fees	0.4	--	--	--	--	81.8	0.4	--	--	--	--
Other expenses	8.9	--	--	--	--	100.0	8.9	--	--	--	--
Profit (loss)	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- $$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- $$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9214 - Caterers

Businesses primarily engaged in catering whether by mobile canteens or in private halls, camps, etc. Businesses engaged in cafeterias, social and industrial home food catering services, mobile canteens and social catering services (weddings, parties, etc.) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	19	--	--	--	--
Total current assets	19	--	--	--	--
Fixed assets	29	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	2	--	--	--	--
Total assets	50	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	16	--	--	--	--
Total current liabilities	24	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	22	--	--	--	--
Total liabilities	46	--	--	--	--
Total equity	5	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Caterers (SIC 9214)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	9.6	--	--	--	--
Interest coverage ratio (times)	2.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
	Average (\$000's)				
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Caterers (SIC 9214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	87	7,132	870	20	11
less than 20	75	1,394	170	17	11
20 - 99	5	917	112	-	-
100 - 499	4	2,117	258	2	-
500 and over	3	2,704	330	1	-
1987					
Total	118	5,841	615	39	...
less than 20	111	2,381	251	39	...
20 - 99	4	999	105	-	...
100 - 499	2	X	118	-	...
500 and over	1	X	141	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	29				
Average sales \$	144,499	--	--	--	--
Average expense \$	126,319	--	--	--	--
Average net profit (loss) \$	18,180	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	164,979	--	--	--	--
Average expense \$	137,250	--	--	--	--
Average net profit \$	27,729	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	120,452	--	--	--	--
Average expense \$	123,255	--	--	--	--
Average net loss \$	-2,803	--	--	--	--
1986					
Number of observations in sample	39				
Average sales \$	136,465	--	--	--	--
Average expense \$	130,325	--	--	--	--
Average net profit (loss) \$	6,140	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	159,924	--	--	--	--
Average expense \$	149,361	--	--	--	--
Average net profit \$	10,563	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	207,112	--	--	--	--
Average expense \$	211,335	--	--	--	--
Average net loss \$	-4,223	--	--	--	--
1987					
Number of observations in sample	26				
Average sales \$	130,684	--	--	--	--
Average expense \$	127,579	--	--	--	--
Average net profit (loss) \$	3,105	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	142,781	--	--	--	--
Average expense \$	131,938	--	--	--	--
Average net profit \$	10,843	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	263,826	--	--	--	--
Average expense \$	274,395	--	--	--	--
Average net loss \$	-10,569	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Taverns, Bars and Night Clubs (SIC 9221)

Selected expense item	Industry average(2)					% businesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Percent of sales						Percent of sales				
Cost of sales	31.1	--	--	--	--	100.0	31.1	--	--	--	--
Occupancy expenses	12.5	--	--	--	--	100.0	12.5	--	--	--	--
Depreciation	3.8	--	--	--	--	79.8	4.7	--	--	--	--
Repairs & maintenance	2.2	--	--	--	--	85.4	2.6	--	--	--	--
Heat, light & telephone	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Rent	3.2	--	--	--	--	35.3	9.2	--	--	--	--
Personnel expenses	26.0	--	--	--	--	100.0	26.0	--	--	--	--
Financial expenses	5.0	--	--	--	--	97.9	5.1	--	--	--	--
Interest & bank charges	4.2	--	--	--	--	93.0	4.5	--	--	--	--
Professional fees	0.8	--	--	--	--	86.4	1.0	--	--	--	--
Other expenses	27.8	--	--	--	--	100.0	27.8	--	--	--	--
Profit (loss)	-2.5	--	--	--	--	86.1	-2.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity. Bars (drinking places), beer gardens, beer parlours, brasseries (beer gardens), cabarets (night clubs) and cocktail lounges are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Taverns, Bars and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	49	--	--	--	--
Total current assets	50	--	--	--	--
Fixed assets	177	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	48	--	--	--	--
Total assets	275	--	--	--	--
Liabilities and equity					
Current loans	15	--	--	--	--
Other current liabilities	70	--	--	--	--
Total current liabilities	85	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	151	--	--	--	--
Total liabilities	249	--	--	--	--
Total equity	25	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Taverns, Bars and Night Clubs (SIC 9221)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	9.9	--	--	--	--
Interest coverage ratio (times)	0.2	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Taverns, Bars and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	6	--	--	--	--
Depreciation	17	--	--	--	--
Other	17	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	17	--	--	--	--
Purchase of fixed assets	-44	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	4	--	--	--	--
Financing activities					
Increase in long term debt	22	--	--	--	--
Repayment of long term debt	-17	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-12	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-3	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	8	--	--	--	--
Cash & equivalents-Beginning of the year	-9	--	--	--	--
Cash & equivalents - End of the year	-1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Taverns, Bars and Night Clubs (SIC 9221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	101	9,086	1,095	14	18
less than 20	84	4,276	512	12	17
20 - 99	17	4,810	583	2	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	128	11,728	1,228	21	...
less than 20	110	7,203	755	16	...
20 - 99	18	4,525	473	5	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	21				
Average sales \$	513,175	--	--	--	--
Average expense \$	470,073	--	--	--	--
Average net profit (loss) \$	43,102	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	513,566	--	--	--	--
Average expense \$	463,414	--	--	--	--
Average net profit \$	50,152	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	362,472	--	--	--	--
Average expense \$	371,448	--	--	--	--
Average net loss \$	-8,976	--	--	--	--
1986					
Number of observations in sample	49				
Average sales \$	491,914	--	--	--	--
Average expense \$	470,240	--	--	--	--
Average net profit (loss) \$	21,674	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	472,330	--	--	--	--
Average expense \$	440,159	--	--	--	--
Average net profit \$	32,171	--	--	--	--
Businesses reporting a loss (No.)	20				
Average sales \$	506,763	--	--	--	--
Average expense \$	539,482	--	--	--	--
Average net loss \$	-32,719	--	--	--	--
1987					
Number of observations in sample	39				
Average sales \$	405,870	--	--	--	--
Average expense \$	408,745	--	--	--	--
Average net profit (loss) \$	-2,875	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	411,249	--	--	--	--
Average expense \$	391,393	--	--	--	--
Average net profit \$	19,856	--	--	--	--
Businesses reporting a loss (No.)	15				
Average sales \$	477,173	--	--	--	--
Average expense \$	511,853	--	--	--	--
Average net loss \$	-34,680	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	7										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	11.0	--	--	--	--	100.0	11.0	--	--	--	--
Depreciation	4.4	--	--	--	--	96.1	4.6	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	71.8	1.3	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	67.9	1.4	--	--	--	--
Rent	4.7	--	--	--	--	96.1	4.9	--	--	--	--
Personnel expenses	14.6	--	--	--	--	100.0	14.6	--	--	--	--
Financial expenses	10.4	--	--	--	--	100.0	10.4	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	45.9	1.3	--	--	--	--
Professional fees	9.7	--	--	--	--	96.1	10.1	--	--	--	--
Other expenses	32.7	--	--	--	--	100.0	32.7	--	--	--	--
Profit (loss)	31.4	--	--	--	--	100.0	31.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9631 - Entertainment Production Companies and Artists

Businesses primarily engaged in promoting, producing and performing in "live" theatrical productions and staged entertainment. Promotion agencies primarily engaged in arranging the advertising, location, ticket sales, etc., of such productions are included here. Own-account actors, ballet and other dance companies, band or orchestras, own-account entertainers, own-account musicians, opera companies, orchestras, own-account performers (entertainer), pop groups, road companies, own-account singers, staged entertainment, stock (theatrical) companies, theatre companies, theatre production agencies, theatrical promotion agencies and own-account vocalists are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Entertainment Production Companies and Artists (SIC 9631)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-6.3	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Nova Scotia, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Nova Scotia, Theatrical & Other Staged Entertainment Services (SIC 963)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	37	913	55	14	6
less than 20	37	913	55	14	6
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	35	1,169	56	7	...
less than 20	34	X	50	7	...
20 - 99	1	X	6	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	5				
Average sales \$	90,412	--	--	--	--
Average expense \$	86,194	--	--	--	--
Average net profit (loss) \$	4,218	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	103,040	--	--	--	--
Average expense \$	96,599	--	--	--	--
Average net profit \$	6,441	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	52,527	--	--	--	--
Average expense \$	54,980	--	--	--	--
Average net loss \$	-2,453	--	--	--	--
1986					
Number of observations in sample	8				
Average sales \$	88,758	--	--	--	--
Average expense \$	73,764	--	--	--	--
Average net profit (loss) \$	14,994	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	85,765	--	--	--	--
Average expense \$	68,119	--	--	--	--
Average net profit \$	17,646	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	134,064	--	--	--	--
Average expense \$	154,258	--	--	--	--
Average net loss \$	-20,194	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	113,938	--	--	--	--
Average expense \$	110,169	--	--	--	--
Average net profit (loss) \$	3,769	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	139,404	--	--	--	--
Average expense \$	123,288	--	--	--	--
Average net profit \$	16,116	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	176,243	--	--	--	--
Average expense \$	189,378	--	--	--	--
Average net loss \$	-13,135	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	19.8	--	--	--	--	88.5	22.4	--	--	--	--
Occupancy expenses	29.3	--	--	--	--	97.6	30.0	--	--	--	--
Depreciation	5.4	--	--	--	--	97.6	5.6	--	--	--	--
Repairs & maintenance	2.6	--	--	--	--	91.9	2.9	--	--	--	--
Heat, light & telephone	7.3	--	--	--	--	91.9	7.9	--	--	--	--
Rent	14.0	--	--	--	--	76.1	18.4	--	--	--	--
Personnel expenses	17.4	--	--	--	--	100.0	17.4	--	--	--	--
Financial expenses	1.7	--	--	--	--	84.2	2.1	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	84.2	1.9	--	--	--	--
Professional fees	0.2	--	--	--	--	81.8	0.2	--	--	--	--
Other expenses	32.0	--	--	--	--	100.0	32.0	--	--	--	--
Profit (loss)	-0.3	--	--	--	--	100.0	-0.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "low sales value" and "high sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9650 - Sports and Recreation Clubs and Services

Businesses primarily engaged in operating golf courses, curling clubs, skiing facilities, boat rentals, marinas and other sports and recreation clubs and services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.2	--	--	--	--
Interest coverage ratio (times)	1.9	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	158	6,231	685	24	17
less than 20	152	4,859	533	23	15
20 - 99	6	1,372	152	1	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	1
1987					
Total	184	10,294	907	28	...
less than 20	174	6,456	557	27	...
20 - 99	9	X	253	1	...
100 - 499	-	-	-	-	...
500 and over	1	X	97	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	7				
Average sales \$	257,176	--	--	--	--
Average expense \$	259,559	--	--	--	--
Average net profit (loss) \$	-2,383	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	415,690	--	--	--	--
Average expense \$	378,957	--	--	--	--
Average net profit \$	37,333	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	215,662	--	--	--	--
Average expense \$	228,224	--	--	--	--
Average net loss \$	-12,562	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	226,787	--	--	--	--
Average expense \$	226,919	--	--	--	--
Average net profit (loss) \$	-132	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	266,733	--	--	--	--
Average expense \$	251,476	--	--	--	--
Average net profit \$	15,257	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	233,580	--	--	--	--
Average expense \$	239,517	--	--	--	--
Average net loss \$	-5,937	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	263,535	--	--	--	--
Average expense \$	247,143	--	--	--	--
Average net profit (loss) \$	16,392	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	246,325	--	--	--	--
Average expense \$	208,950	--	--	--	--
Average net profit \$	37,365	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	273,982	--	--	--	--
Average expense \$	281,116	--	--	--	--
Average net loss \$	-7,134	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	5										
Low sales value ('\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	21.9	--	--	--	--	100.0	21.9	--	--	--	--
Depreciation	0.4	--	--	--	--	44.8	0.8	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	40.5	1.5	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	44.8	3.4	--	--	--	--
Rent	19.4	--	--	--	--	100.0	19.4	--	--	--	--
Personnel expenses	18.5	--	--	--	--	42.7	43.3	--	--	--	--
Financial expenses	1.6	--	--	--	--	44.8	3.5	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	40.5	1.8	--	--	--	--
Professional fees	0.9	--	--	--	--	42.7	2.0	--	--	--	--
Other expenses	11.6	--	--	--	--	100.0	11.6	--	--	--	--
Profit (loss)	46.4	--	--	--	--	100.0	46.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9711 - Barber Shops

Businesses primarily engaged in providing men's barbering and hair styling services such as barber shops and men's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Assets	-				
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity	-				
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Barber Shops (SIC 9711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average					
Liquidity ratio	-				
Current ratio (times)	-	--	--	--	--
Leverage ratios	-				
Debt/equity ratio (times)	-	--	--	--	--
Interest coverage ratio (times)	-	--	--	--	--
Debt ratio (times)	-	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
	Average (\$000's)				
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees'	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	318	9,704	1,118	52	50
less than 20	310	7,296	841	51	47
20 - 99	8	2,408	277	1	-
100 - 499	-	-	-	-	2
500 and over	-	-	-	-	1
1987					
Total	379	14,571	1,500	80	...
less than 20	365	9,599	989	79	...
20 - 99	10	2,308	237	1	...
100 - 499	3	X	237	-	...
500 and over	1	X	37	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	6				
Average sales \$	58,851	--	--	--	--
Average expense \$	44,746	--	--	--	--
Average net profit (loss) \$	14,105	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	58,851	--	--	--	--
Average expense \$	44,746	--	--	--	--
Average net profit \$	14,105	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	14				
Average sales \$	103,323	--	--	--	--
Average expense \$	80,037	--	--	--	--
Average net profit (loss) \$	23,286	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	103,254	--	--	--	--
Average expense \$	77,648	--	--	--	--
Average net profit \$	25,606	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	54,842	--	--	--	--
Average expense \$	66,771	--	--	--	--
Average net loss \$	-11,929	--	--	--	--
1987					
Number of observations in sample	5				
Average sales \$	75,386	--	--	--	--
Average expense \$	53,194	--	--	--	--
Average net profit (loss) \$	22,192	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	75,386	--	--	--	--
Average expense \$	53,194	--	--	--	--
Average net profit \$	22,192	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average (2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	23										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Occupancy expenses	17.3	--	--	--	--	100.0	17.3	--	--	--	--
Depreciation	2.4	--	--	--	--	88.2	2.7	--	--	--	--
Repairs & maintenance	1.5	--	--	--	--	44.7	3.3	--	--	--	--
Heat, light & telephone	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Rent	10.5	--	--	--	--	98.0	10.7	--	--	--	--
Personnel expenses	25.5	--	--	--	--	67.2	37.9	--	--	--	--
Financial expenses	1.4	--	--	--	--	74.5	1.8	--	--	--	--
Interest & bank charges	1.1	--	--	--	--	70.1	1.6	--	--	--	--
Professional fees	0.2	--	--	--	--	35.7	0.7	--	--	--	--
Other expenses	22.8	--	--	--	--	100.0	22.8	--	--	--	--
Profit (loss)	33.1	--	--	--	--	100.0	33.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 8712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services such as beauty parlours, beauty salons, beauty shops, women's only manicuring and women's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	19	--	--	--	--
Total current assets	21	--	--	--	--
Fixed assets	50	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	19	--	--	--	--
Total assets	90	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	28	--	--	--	--
Total current liabilities	33	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	24	--	--	--	--
Other liabilities	10	--	--	--	--
Total liabilities	66	--	--	--	--
Total equity	24	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Beauty Shops (SIC 9712)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.7	--	--	--	--
Interest coverage ratio (times)	1.8	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	318	9,704	1,118	52	50
less than 20	310	7,296	841	51	47
20 - 99	8	2,408	277	1	-
100 - 499	-	-	-	-	2
500 and over	-	-	-	-	1
1987					
Total	379	14,571	1,500	80	...
less than 20	365	9,599	989	79	...
20 - 99	10	2,308	237	1	...
100 - 499	3	X	237	-	...
500 and over	1	X	37	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	23				
Average sales \$	72,414	--	--	--	--
Average expense \$	56,283	--	--	--	--
Average net profit (loss) \$	16,131	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	72,331	--	--	--	--
Average expense \$	55,273	--	--	--	--
Average net profit \$	17,058	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	29,296	--	--	--	--
Average expense \$	29,629	--	--	--	--
Average net loss \$	-333	--	--	--	--
1986					
Number of observations in sample	29				
Average sales \$	75,603	--	--	--	--
Average expense \$	64,460	--	--	--	--
Average net profit (loss) \$	11,143	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	75,603	--	--	--	--
Average expense \$	64,460	--	--	--	--
Average net profit \$	11,143	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	60,945	--	--	--	--
Average expense \$	47,511	--	--	--	--
Average net profit (loss) \$	13,434	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	61,080	--	--	--	--
Average expense \$	43,854	--	--	--	--
Average net profit \$	17,226	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	87,134	--	--	--	--
Average expense \$	90,657	--	--	--	--
Average net loss \$	-3,523	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	16	--	--	--	--	
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	18.1	--	--	--	--	100.0	18.1	--	--	--	--
Depreciation	2.3	--	--	--	--	72.5	3.1	--	--	--	--
Repairs & maintenance	1.3	--	--	--	--	54.8	2.0	--	--	--	--
Heat, light & telephone	3.2	--	--	--	--	72.5	4.4	--	--	--	--
Rent	11.3	--	--	--	--	72.4	15.6	--	--	--	--
Personnel expenses	33.6	--	--	--	--	94.1	35.7	--	--	--	--
Financial expenses	2.1	--	--	--	--	78.4	2.7	--	--	--	--
Interest & bank charges	1.3	--	--	--	--	65.1	2.0	--	--	--	--
Professional fees	0.8	--	--	--	--	73.3	1.0	--	--	--	--
Other expenses	22.1	--	--	--	--	100.0	22.1	--	--	--	--
Profit (loss)	24.1	--	--	--	--	100.0	24.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9713 - Combination Barber and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises such as barber and beauty shop combinations and unisex hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	29	--	--	--	--
Total current assets	30	--	--	--	--
Fixed assets	35	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	85	--	--	--	--
Liabilities and equity					
Current loans	2	--	--	--	--
Other current liabilities	26	--	--	--	--
Total current liabilities	28	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	13	--	--	--	--
Total liabilities	45	--	--	--	--
Total equity	40	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Combination Barber and Beauty Shops (SIC 9713)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.1	--	--	--	--
Interest coverage ratio (times)	6.2	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	318	9,704	1,118	52	50
less than 20	310	7,296	841	51	47
20 - 99	8	2,408	277	1	-
100 - 499	-	-	-	-	2
500 and over	-	-	-	-	1
1987					
Total	379	14,571	1,500	80	...
less than 20	365	9,599	989	79	...
20 - 99	10	2,308	237	1	...
100 - 499	3	X	237	-	...
500 and over	1	X	37	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	131,750	--	--	--	--
Average expense \$	112,124	--	--	--	--
Average net profit (loss) \$	19,626	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	131,750	--	--	--	--
Average expense \$	112,124	--	--	--	--
Average net profit \$	19,626	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	19				
Average sales \$	96,792	--	--	--	--
Average expense \$	84,117	--	--	--	--
Average net profit (loss) \$	12,675	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	96,792	--	--	--	--
Average expense \$	84,117	--	--	--	--
Average net profit \$	12,675	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	18				
Average sales \$	94,485	--	--	--	--
Average expense \$	82,335	--	--	--	--
Average net profit (loss) \$	12,150	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	91,836	--	--	--	--
Average expense \$	75,841	--	--	--	--
Average net profit \$	15,995	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	79,562	--	--	--	--
Average expense \$	99,389	--	--	--	--
Average net loss \$	-19,827	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Laundry and Cleaners (SIC 972)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Occupancy expenses	26.4	--	--	--	--	100.0	26.4	--	--	--	--
Depreciation	7.3	--	--	--	--	100.0	7.3	--	--	--	--
Repairs & maintenance	4.4	--	--	--	--	96.7	4.6	--	--	--	--
Heat, light & telephone	9.0	--	--	--	--	80.7	11.1	--	--	--	--
Rent	5.7	--	--	--	--	72.4	7.9	--	--	--	--
Personnel expenses	31.8	--	--	--	--	97.9	32.4	--	--	--	--
Financial expenses	4.4	--	--	--	--	100.0	4.4	--	--	--	--
Interest & bank charges	3.3	--	--	--	--	79.9	4.1	--	--	--	--
Professional fees	1.1	--	--	--	--	83.5	1.3	--	--	--	--
Other expenses	24.3	--	--	--	--	100.0	24.3	--	--	--	--
Profit (loss)	13.2	--	--	--	--	100.0	13.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9720 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Laundry and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	16	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	32	--	--	--	--
Total current assets	48	--	--	--	--
Fixed assets	83	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	138	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	29	--	--	--	--
Total current liabilities	46	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	20	--	--	--	--
Other liabilities	50	--	--	--	--
Total liabilities	116	--	--	--	--
Total equity	22	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Laundry and Cleaners (SIC 972)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.4	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Laundry and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	-1	--	--	--	--
Depreciation	16	--	--	--	--
Other	-	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-32	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-11	--	--	--	--
Loans from shareholders	15	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	7	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-7	--	--	--	--
Cash & equivalents-Beginning of the year	-3	--	--	--	--
Cash & equivalents - End of the year	-9	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	121	8,851	896	29	10
less than 20	111	4,466	451	26	10
20 - 99	9	X	374	2	-
100 - 499	-	-	-	-	-
500 and over	1	X	71	1	-
1987					
Total	137	10,714	853	22	...
less than 20	126	6,295	503	20	...
20 - 99	10	X	280	2	...
100 - 499	-	-	-	-	...
500 and over	1	X	70	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	160,672	--	--	--	--
Average expense \$	151,376	--	--	--	--
Average net profit (loss) \$	9,296	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	223,537	--	--	--	--
Average expense \$	206,504	--	--	--	--
Average net profit \$	17,033	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	156,500	--	--	--	--
Average expense \$	160,500	--	--	--	--
Average net loss \$	-4,000	--	--	--	--
1986					
Number of observations in sample	25				
Average sales \$	118,883	--	--	--	--
Average expense \$	103,486	--	--	--	--
Average net profit (loss) \$	15,397	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	170,955	--	--	--	--
Average expense \$	143,923	--	--	--	--
Average net profit \$	27,032	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	138,023	--	--	--	--
Average expense \$	141,441	--	--	--	--
Average net loss \$	-3,418	--	--	--	--
1987					
Number of observations in sample	37				
Average sales \$	160,051	--	--	--	--
Average expense \$	150,890	--	--	--	--
Average net profit (loss) \$	9,161	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	154,292	--	--	--	--
Average expense \$	137,434	--	--	--	--
Average net profit \$	16,858	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	189,573	--	--	--	--
Average expense \$	193,743	--	--	--	--
Average net loss \$	-4,170	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	11										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	4.1	--	--	--	--	43.1	9.5	--	--	--	--
Occupancy expenses	25.5	--	--	--	--	100.0	25.5	--	--	--	--
Depreciation	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Repairs & maintenance	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Heat, light & telephone	10.0	--	--	--	--	100.0	10.0	--	--	--	--
Rent	6.3	--	--	--	--	84.4	7.5	--	--	--	--
Personnel expenses	43.2	--	--	--	--	100.0	43.2	--	--	--	--
Financial expenses	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Interest & bank charges	3.2	--	--	--	--	94.8	3.4	--	--	--	--
Professional fees	1.0	--	--	--	--	94.8	1.1	--	--	--	--
Other expenses	18.0	--	--	--	--	100.0	18.0	--	--	--	--
Profit (loss)	4.5	--	--	--	--	100.0	4.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
 Total weighted expenditure on a given item
 Total weighted sales of all businesses in the sample
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9721 - Power Laundries and/or Dry Cleaners

Businesses primarily engaged in operating mechanical laundries and plants which dry clean and/or dye apparel and household fabrics. These businesses include dry cleaners (except self-service), power laundry services (except self-service) and power laundry and dry cleaning plants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	19	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	56	--	--	--	--
Total current assets	75	--	--	--	--
Fixed assets	110	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	199	--	--	--	--
Liabilities and equity					
Current loans	26	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	62	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	30	--	--	--	--
Other liabilities	58	--	--	--	--
Total liabilities	150	--	--	--	--
Total equity	49	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.1	--	--	--	--
Interest coverage ratio (times)	2.5	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	121	8,851	896	29	10
less than 20	111	4,466	451	26	10
20 - 99	9	X	374	2	-
100 - 499	-	-	-	-	-
500 and over	1	X	71	1	-
1987					
Total	137	10,714	853	22	...
less than 20	126	6,295	503	20	...
20 - 99	10	X	280	2	...
100 - 499	-	-	-	-	...
500 and over	1	X	70	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	201,949	--	--	--	--
Average expense \$	195,006	--	--	--	--
Average net profit (loss) \$	6,943	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	241,805	--	--	--	--
Average expense \$	224,455	--	--	--	--
Average net profit \$	17,350	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	156,500	--	--	--	--
Average expense \$	160,500	--	--	--	--
Average net loss \$	-4,000	--	--	--	--
1986					
Number of observations in sample	11				
Average sales \$	201,858	--	--	--	--
Average expense \$	174,794	--	--	--	--
Average net profit (loss) \$	27,064	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	201,486	--	--	--	--
Average expense \$	173,249	--	--	--	--
Average net profit \$	28,237	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	77,931	--	--	--	--
Average expense \$	84,741	--	--	--	--
Average net loss \$	-6,810	--	--	--	--
1987					
Number of observations in sample	26				
Average sales \$	232,606	--	--	--	--
Average expense \$	224,633	--	--	--	--
Average net profit (loss) \$	7,973	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	210,802	--	--	--	--
Average expense \$	196,961	--	--	--	--
Average net profit \$	13,841	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	354,049	--	--	--	--
Average expense \$	359,190	--	--	--	--
Average net loss \$	-5,141	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average(2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	7										
Low sales value (\$'000's)	(1)	--	--	--	--						
High sales value (\$'000's)	(1)	--	--	--	--						
Cost of sales	3.3	--	--	--	--	18.3	18.2	--	--	--	--
Occupancy expenses	39.3	--	--	--	--	100.0	39.3	--	--	--	--
Depreciation	9.6	--	--	--	--	100.0	9.6	--	--	--	--
Repairs & maintenance	6.2	--	--	--	--	100.0	6.2	--	--	--	--
Heat, light & telephone	14.6	--	--	--	--	100.0	14.6	--	--	--	--
Rent	8.9	--	--	--	--	68.4	12.9	--	--	--	--
Personnel expenses	28.7	--	--	--	--	93.7	30.6	--	--	--	--
Financial expenses	6.4	--	--	--	--	100.0	6.4	--	--	--	--
Interest & bank charges	5.3	--	--	--	--	93.7	5.6	--	--	--	--
Professional fees	1.1	--	--	--	--	56.2	2.0	--	--	--	--
Other expenses	16.4	--	--	--	--	100.0	16.4	--	--	--	--
Profit (loss)	5.9	--	--	--	--	100.0	5.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9723 - Self-Serve Laundries and/or Dry Cleaners

Businesses primarily engaged in providing coin-operated automatic laundry and/or dry cleaning facilities for the use of the public. Included in this industry are businesses engaged in coin-operated dry cleaners, coin-operated laundries, self-serve dry cleaners and self-serve laundries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-9.5	--	--	--	--
Interest coverage ratio (times)	1.3	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Laundry and Cleaners (SIC 872)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	121	8,851	896	29	10
less than 20	111	4,466	451	26	10
20 - 99	9	X	374	2	-
100 - 499	-	-	-	-	-
500 and over	1	X	71	1	-
1987					
Total	137	10,714	853	22	...
less than 20	126	6,295	503	20	...
20 - 99	10	X	280	2	...
100 - 499	-	-	-	-	...
500 and over	1	X	70	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	8				
Average sales \$	65,493	--	--	--	--
Average expense \$	52,828	--	--	--	--
Average net profit (loss) \$	12,665	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	65,493	--	--	--	--
Average expense \$	52,828	--	--	--	--
Average net profit \$	12,665	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	7				
Average sales \$	108,348	--	--	--	--
Average expense \$	103,881	--	--	--	--
Average net profit (loss) \$	4,467	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	134,873	--	--	--	--
Average expense \$	125,574	--	--	--	--
Average net profit \$	9,299	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	55,299	--	--	--	--
Average expense \$	60,495	--	--	--	--
Average net loss \$	-5,196	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987
Nova Scotia, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
	Percent of sales						Percent of sales				
Occupancy expenses	44.8	--	--	--	--	100.0	44.8	--	--	--	--
Depreciation	32.9	--	--	--	--	100.0	32.9	--	--	--	
Repairs & maintenance	0.7	--	--	--	--	85.0	0.8	--	--	--	
Heat, light & telephone	2.2	--	--	--	--	100.0	2.2	--	--	--	
Rent	9.0	--	--	--	--	90.8	9.9	--	--	--	
Personnel expenses	26.8	--	--	--	--	99.2	27.0	--	--	--	
Financial expenses	5.1	--	--	--	--	99.2	5.2	--	--	--	
Interest & bank charges	4.0	--	--	--	--	94.1	4.2	--	--	--	
Professional fees	1.2	--	--	--	--	91.0	1.3	--	--	--	
Other expenses	18.6	--	--	--	--	100.0	18.6	--	--	--	
Profit (loss)	4.6	--	--	--	--	94.7	4.8	--	--	--	
Total	100.0	--	--	--	--	100.0	...	--	--	--	

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9912 - Audio-Visual Equipment Rental and Leasing

Businesses primarily engaged renting and leasing audio-visual equipment. Businesses engaged in audio-visual rental and leasing, projection equipment rental, public address system rental, rental of audio-visual equipment, sound equipment rental, tape recorder rental and television rental are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	16	--	--	--	--
Total current assets	18	--	--	--	--
Fixed assets	32	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	3	--	--	--	--
Total assets	53	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	15	--	--	--	--
Total current liabilities	24	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	15	--	--	--	--
Total liabilities	41	--	--	--	--
Total equity	13	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.2	--	--	--	--
Interest coverage ratio (times)	4.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	71	2,577	144	36	20
less than 20	68	1,881	107	36	20
20 - 99	2	X	21	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	16	-	-
1987					
Total	103	3,701	230	22	...
less than 20	99	3,058	192	22	...
20 - 99	1	X	1	-	...
100 - 499	2	X	12	-	...
500 and over	1	X	25	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	18				
Average sales \$	132,488	--	--	--	--
Average expense \$	124,757	--	--	--	--
Average net profit (loss) \$	7,731	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	127,785	--	--	--	--
Average expense \$	108,749	--	--	--	--
Average net profit \$	19,036	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	255,125	--	--	--	--
Average expense \$	283,789	--	--	--	--
Average net loss \$	-28,664	--	--	--	--
1986					
Number of observations in sample	18				
Average sales \$	259,647	--	--	--	--
Average expense \$	210,079	--	--	--	--
Average net profit (loss) \$	49,568	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	267,484	--	--	--	--
Average expense \$	212,063	--	--	--	--
Average net profit \$	55,421	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	55,097	--	--	--	--
Average expense \$	66,946	--	--	--	--
Average net loss \$	-11,849	--	--	--	--
1987					
Number of observations in sample	21				
Average sales \$	96,386	--	--	--	--
Average expense \$	90,830	--	--	--	--
Average net profit (loss) \$	5,556	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	117,549	--	--	--	--
Average expense \$	101,869	--	--	--	--
Average net profit \$	15,680	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	91,238	--	--	--	--
Average expense \$	109,264	--	--	--	--
Average net loss \$	-18,026	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average(2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	8	--	--	--	--						
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	50.0	--	--	--	--	100.0	50.0	--	--	--	--
Depreciation	37.5	--	--	--	--	100.0	37.5	--	--	--	--
Repairs & maintenance	7.7	--	--	--	--	94.0	8.2	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	76.1	2.0	--	--	--	--
Rent	3.3	--	--	--	--	18.1	18.2	--	--	--	--
Personnel expenses	3.4	--	--	--	--	63.6	5.4	--	--	--	--
Financial expenses	15.4	--	--	--	--	100.0	15.4	--	--	--	--
Interest & bank charges	14.5	--	--	--	--	100.0	14.5	--	--	--	--
Professional fees	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Other expenses	25.3	--	--	--	--	100.0	25.3	--	--	--	--
Profit (loss)	5.9	--	--	--	--	100.0	5.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9921 - Automobile and Truck Rental and Leasing Services

Businesses primarily engaged in renting and leasing passenger cars or trucks without drivers. Automobile rental or leasing (without driver), car rental agencies and truck rentals (without driver) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	44	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	68	--	--	--	--
Total current assets	112	--	--	--	--
Fixed assets	693	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	36	--	--	--	--
Total assets	841	--	--	--	--
Liabilities and equity					
Current loans	100	--	--	--	--
Other current liabilities	149	--	--	--	--
Total current liabilities	248	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	141	--	--	--	--
Other liabilities	418	--	--	--	--
Total liabilities	808	--	--	--	--
Total equity	33	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	24.5	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
	Average (\$000's)				
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents—End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Automobile and Truck Rental and Leasing Services (SIC 9921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	43	3,870	284	9	5
less than 20	34	1,600	118	6	4
20 - 99	2	X	34	-	-
100 - 499	5	1,361	95	3	1
500 and over	2	X	33	-	-
1987					
Total	46	5,166	177	7	...
less than 20	36	2,610	91	6	...
20 - 99	3	1,265	43	-	...
100 - 499	5	X	19	1	...
500 and over	2	X	24	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	6				
Average sales \$	236.187	--	--	--	--
Average expense \$	231.961	--	--	--	--
Average net profit (loss) \$	4.226	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	145.696	--	--	--	--
Average expense \$	133.998	--	--	--	--
Average net profit \$	11.698	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	826.041	--	--	--	--
Average expense \$	861.264	--	--	--	--
Average net loss \$	-35.223	--	--	--	--
1986					
Number of observations in sample	6				
Average sales \$	372.308	--	--	--	--
Average expense \$	391.254	--	--	--	--
Average net profit (loss) \$	-18.946	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	319.767	--	--	--	--
Average expense \$	319.695	--	--	--	--
Average net profit \$	72	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	535.302	--	--	--	--
Average expense \$	564.173	--	--	--	--
Average net loss \$	-28.871	--	--	--	--
1987					
Number of observations in sample	22				
Average sales \$	416.279	--	--	--	--
Average expense \$	412.369	--	--	--	--
Average net profit (loss) \$	3.910	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	257.770	--	--	--	--
Average expense \$	223.300	--	--	--	--
Average net profit \$	34.470	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	657.305	--	--	--	--
Average expense \$	736.882	--	--	--	--
Average net loss \$	-79.577	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Photographers (SIC 9931)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	6										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.7	--	--	--	--	100.0	29.7	--	--	--	--
Occupancy expenses	28.4	--	--	--	--	100.0	28.4	--	--	--	--
Depreciation	20.8	--	--	--	--	100.0	20.8	--	--	--	--
Repairs & maintenance	1.5	--	--	--	--	97.5	1.5	--	--	--	--
Heat, light & telephone	5.8	--	--	--	--	100.0	5.8	--	--	--	--
Rent	0.3	--	--	--	--	9.5	3.5	--	--	--	--
Personnel expenses	6.5	--	--	--	--	100.0	6.5	--	--	--	--
Financial expenses	10.4	--	--	--	--	97.7	10.6	--	--	--	--
Interest & bank charges	9.3	--	--	--	--	97.7	9.5	--	--	--	--
Professional fees	1.1	--	--	--	--	97.7	1.1	--	--	--	--
Other expenses	28.0	--	--	--	--	100.0	28.0	--	--	--	--
Profit (loss)	-3.0	--	--	--	--	100.0	-3.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9931 - Photographers

Businesses primarily engaged in portrait and commercial photography. This industry includes commercial photographers, photographic studios and portrait photographers.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Photographers (SIC 9931)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Photographers (SIC 9931)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	3.0	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Photographers (SIC 9931)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Photographers (SIC 9931)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	35	1,294	122	8	5
less than 20	29	833	79	6	4
20 - 99	4	X	34	2	-
100 - 499	2	X	9	-	-
500 and over	-	-	-	-	1
1987					
Total	43	2,313	186	8	...
less than 20	37	1,040	84	7	...
20 - 99	3	613	49	-	...
100 - 499	2	X	11	-	...
500 and over	1	X	42	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Photographers (SIC 9931)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	6				
Average sales \$	97,703	--	--	--	--
Average expense \$	87,454	--	--	--	--
Average net profit (loss) \$	10,249	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	97,703	--	--	--	--
Average expense \$	87,454	--	--	--	--
Average net profit \$	10,249	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	8				
Average sales \$	69,142	--	--	--	--
Average expense \$	57,225	--	--	--	--
Average net profit (loss) \$	11,917	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	69,142	--	--	--	--
Average expense \$	57,225	--	--	--	--
Average net profit \$	11,917	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	13				
Average sales \$	64,153	--	--	--	--
Average expense \$	57,087	--	--	--	--
Average net profit (loss) \$	7,066	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	52,631	--	--	--	--
Average expense \$	39,900	--	--	--	--
Average net profit \$	12,731	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	217,145	--	--	--	--
Average expense \$	219,375	--	--	--	--
Average net loss \$	-2,230	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Welding (SIC 9942)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	8										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
Occupancy expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Depreciation	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Repairs & maintenance	1.5	--	--	--	--	70.6	2.1	--	--	--	--
Heat, light & telephone	3.9	--	--	--	--	91.7	4.2	--	--	--	--
Rent	-	--	--	--	--	7.6	0.2	--	--	--	--
Personnel expenses	14.9	--	--	--	--	65.1	22.9	--	--	--	--
Financial expenses	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Interest & bank charges	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Professional fees	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Other expenses	54.8	--	--	--	--	100.0	54.8	--	--	--	--
Profit (loss)	20.0	--	--	--	--	100.0	20.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding services, blacksmith services, brazing (welding) services, electric welding services (except construction site), welding repair work and welding shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Welding (SIC 9942)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.0	--	--	--	--
Interest coverage ratio (times)	6.9	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	64	3,261	174	17	7
less than 20	63	X	148	17	6
20 - 99	1	X	26	-	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	81	5,714	291	19	...
less than 20	79	X	230	19	...
20 - 99	2	X	61	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	10				
Average sales \$	191,900	--	--	--	--
Average expense \$	179,497	--	--	--	--
Average net profit (loss) \$	12,403	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	193,934	--	--	--	--
Average expense \$	169,818	--	--	--	--
Average net profit \$	24,116	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	258,315	--	--	--	--
Average expense \$	266,636	--	--	--	--
Average net loss \$	-8,321	--	--	--	--
1986					
Number of observations in sample	15				
Average sales \$	149,403	--	--	--	--
Average expense \$	135,559	--	--	--	--
Average net profit (loss) \$	13,844	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	144,565	--	--	--	--
Average expense \$	128,973	--	--	--	--
Average net profit \$	15,592	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	151,782	--	--	--	--
Average expense \$	169,504	--	--	--	--
Average net loss \$	-17,722	--	--	--	--
1987					
Number of observations in sample	8				
Average sales \$	93,440	--	--	--	--
Average expense \$	79,954	--	--	--	--
Average net profit (loss) \$	13,486	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	95,702	--	--	--	--
Average expense \$	81,342	--	--	--	--
Average net profit \$	14,360	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	160,273	--	--	--	--
Average expense \$	160,943	--	--	--	--
Average net loss \$	-670	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	36										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	5.9	--	--	--	--	89.4	6.6	--	--	--	--
Depreciation	2.1	--	--	--	--	55.2	3.8	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	27.7	1.3	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	78.2	1.5	--	--	--	--
Rent	2.3	--	--	--	--	45.4	5.1	--	--	--	--
Personnel expenses	27.9	--	--	--	--	89.9	31.1	--	--	--	--
Financial expenses	2.2	--	--	--	--	94.0	2.3	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	77.3	2.3	--	--	--	--
Professional fees	0.4	--	--	--	--	67.0	0.6	--	--	--	--
Other expenses	40.5	--	--	--	--	100.0	40.5	--	--	--	--
Profit (loss)	23.5	--	--	--	--	100.0	23.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9950 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	--	--	--	--	--
Accounts and notes receivable	18	--	--	--	--
Inventory	--	--	--	--	--
Other current assets	12	--	--	--	--
Total current assets	29	--	--	--	--
Fixed assets	42	--	--	--	--
Less: Accum. dep. on fixed assets	--	--	--	--	--
Other assets	12	--	--	--	--
Total assets	83	--	--	--	--
Liabilities and equity					
Current loans	10	--	--	--	--
Other current liabilities	37	--	--	--	--
Total current liabilities	47	--	--	--	--
Mortgages payable	--	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	23	--	--	--	--
Total liabilities	71	--	--	--	--
Total equity	12	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.0	--	--	--	--
Interest coverage ratio (times)	3.0	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	2	--	--	--	--
Depreciation	6	--	--	--	--
Other	-6	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-7	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-2	--	--	--	--
Cash & equivalents-Beginning of the year	-1	--	--	--	--
Cash & equivalents - End of the year	-3	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees:	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	216	10,827	1,224	46	30
less than 20	198	4,902	528	44	30
20 - 99	10	2,824	299	2	-
100 - 499	3	2,078	266	-	-
500 and over	5	1,023	131	-	-
1987					
Total	267	22,936	1,963	58	...
less than 20	249	7,843	638	57	...
20 - 99	9	2,844	245	-	...
100 - 499	4	3,976	280	1	...
500 and over	5	8,273	800	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	105,883	--	--	--	--
Average expense \$	94,165	--	--	--	--
Average net profit (loss) \$	11,718	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	123,291	--	--	--	--
Average expense \$	106,885	--	--	--	--
Average net profit \$	16,406	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	124,400	--	--	--	--
Average expense \$	128,009	--	--	--	--
Average net loss \$	-3,609	--	--	--	--
1986					
Number of observations in sample	78				
Average sales \$	162,696	41,404	67,454	124,537	417,389
Average expense \$	152,152	22,716	52,631	115,849	417,412
Average net profit (loss) \$	10,544	18,688	14,823	8,688	-23
Businesses reporting a profit (No.)	63				
Average sales \$	182,174	42,537	67,454	118,948	499,757
Average expense \$	152,437	22,026	52,631	98,413	436,679
Average net profit \$	29,737	20,511	14,823	20,535	63,078
Businesses reporting a loss (No.)	15				
Average sales \$	179,686	28,772	-	130,250	380,036
Average expense \$	190,916	30,404	-	133,670	408,674
Average net loss \$	-11,230	-1,632	-	-3,420	-28,638
1987					
Number of observations in sample	38				
Average sales \$	101,653	--	--	--	--
Average expense \$	87,058	--	--	--	--
Average net profit (loss) \$	14,595	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	111,325	--	--	--	--
Average expense \$	93,386	--	--	--	--
Average net profit \$	17,939	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	139,368	--	--	--	--
Average expense \$	141,462	--	--	--	--
Average net loss \$	-2,094	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	16										
Low sales value (\$000's)	(1)	--									
High sales value (\$000's)	(1)	--									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	5.5	--	--	--	--	90.8	6.1	--	--	--	--
Depreciation	2.2	--	--	--	--	50.5	4.4	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	17.7	1.8	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	71.5	1.7	--	--	--	--
Rent	1.8	--	--	--	--	53.4	3.3	--	--	--	--
Personnel expenses	33.5	--	--	--	--	81.7	41.0	--	--	--	--
Financial expenses	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Interest & bank charges	3.0	--	--	--	--	84.1	3.6	--	--	--	--
Professional fees	0.4	--	--	--	--	52.2	0.7	--	--	--	--
Other expenses	35.2	--	--	--	--	100.0	35.2	--	--	--	--
Profit (loss)	22.4	--	--	--	--	100.0	22.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as chair service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Nova Scotia, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	7	--	--	--	--
Total current assets	21	--	--	--	--
Fixed assets	38	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	4	--	--	--	--
Total assets	63	--	--	--	--
Liabilities and equity					
Current loans	10	--	--	--	--
Other current liabilities	43	--	--	--	--
Total current liabilities	53	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	5	--	--	--	--
Total liabilities	59	--	--	--	--
Total equity	4	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987
Nova Scotia, Janitorial Services (SIC 9953)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	13.8	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	216	10,827	1,224	46	30
less than 20	198	4,902	528	44	30
20 - 99	10	2,824	299	2	-
100 - 499	3	2,078	266	-	-
500 and over	5	1,023	131	-	-
1987					
Total	267	22,936	1,963	58	...
less than 20	249	7,843	638	57	...
20 - 99	9	2,844	245	-	...
100 - 499	4	3,976	280	1	...
500 and over	5	8,273	800	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Nova Scotia, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	18				
Average sales \$	130,872	--	--	--	--
Average expense \$	116,947	--	--	--	--
Average net profit (loss) \$	13,925	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	197,829	--	--	--	--
Average expense \$	176,370	--	--	--	--
Average net profit \$	19,459	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	87,500	--	--	--	--
Average expense \$	89,500	--	--	--	--
Average net loss \$	-2,000	--	--	--	--
1986					
Number of observations in sample	47				
Average sales \$	133,594	--	--	--	--
Average expense \$	121,493	--	--	--	--
Average net profit (loss) \$	12,101	--	--	--	--
Businesses reporting a profit (No.)	36				
Average sales \$	131,263	--	--	--	--
Average expense \$	112,953	--	--	--	--
Average net profit \$	18,310	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	123,219	--	--	--	--
Average expense \$	127,346	--	--	--	--
Average net loss \$	-4,127	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	101,889	--	--	--	--
Average expense \$	92,424	--	--	--	--
Average net profit (loss) \$	9,465	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	168,300	--	--	--	--
Average expense \$	150,628	--	--	--	--
Average net profit \$	17,672	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	129,524	--	--	--	--
Average expense \$	131,391	--	--	--	--
Average net loss \$	-1,867	--	--	--	--

(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 1. Selected operating ratios, in percent of sales, 1987

Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(1)					Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6								
Low sales value (\$'000's)	(1)					--	--	--	--
High sales value (\$'000's)	(1)					--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	14.0	--	--	--	--	100.0	14.0	--	--	--	--
Depreciation	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	27.7	0.8	--	--	--	--
Heat, light & telephone	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Rent	7.4	--	--	--	--	100.0	7.4	--	--	--	--
Personnel expenses	39.9	--	--	--	--	100.0	39.9	--	--	--	--
Financial expenses	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	87.2	1.8	--	--	--	--
Professional fees	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Other expenses	44.3	--	--	--	--	100.0	44.3	--	--	--	--
Profit (loss)	-1.4	--	--	--	--	100.0	-1.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments. Included are businesses engaged in booking accommodation for travellers, booking transportation for travellers, travel arranging, travel booking and planning services, travel information services and vacation travel services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	78	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	53	--	--	--	--
Total current assets	131	--	--	--	--
Fixed assets	64	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	22	--	--	--	--
Total assets	217	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	92	--	--	--	--
Total current liabilities	101	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	58	--	--	--	--
Total liabilities	159	--	--	--	--
Total equity	58	--	--	--	--

(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 ratios(1) for incorporated businesses only, 1987

Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.7	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Nova Scotia, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
	Average (\$000's)				
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents—Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Nova Scotia, Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	34	2,924	221	8	6
less than 20	26	1,408	107	6	4
20 - 99	6	1,375	104	1	1
100 - 499	1	X	4	1	-
500 and over	1	X	6	-	1
1987					
Total	42	4,182	196	4	...
less than 20	36	2,532	119	3	...
20 - 99	3	1,358	64	-	...
100 - 499	2	X	13	1	...
500 and over	1	X	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

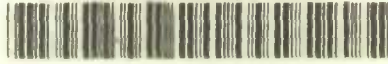
TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Nova Scotia, Ticket and Travel Agencies (SIC 9951)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	198,748	--	--	--	--
Average expense \$	208,055	--	--	--	--
Average net profit (loss) \$	-9,307	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	296,030	--	--	--	--
Average expense \$	280,336	--	--	--	--
Average net profit \$	15,694	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	173,289	--	--	--	--
Average expense \$	199,735	--	--	--	--
Average net loss \$	-26,446	--	--	--	--
1987					
Number of observations in sample	7				
Average sales \$	473,607	--	--	--	--
Average expense \$	475,989	--	--	--	--
Average net profit (loss) \$	-2,382	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	677,833	--	--	--	--
Average expense \$	661,849	--	--	--	--
Average net profit \$	15,984	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	445,588	--	--	--	--
Average expense \$	480,576	--	--	--	--
Average net loss \$	-34,988	--	--	--	--

(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

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