

## INTRODUCLION AND DATA SOURCES

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

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

Corporate data in this report are extracted from tax retums, which typically consists of a T 2 form, a set of financial statements and supponing schedules. Sinilarly, unincopporated business tax retums, which repor self-employment income, typically consist of a T1 (general) form, a set of financial statements and other supporive schedules.

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

## METHODOLOGY

Data pertaining to businesses in tables 1 and 6 are derived from a statistical sample of approximately 70,000 taxation records of corporations and of unincorporated sole proprietorships and parnerships distributed among 108 industry groups. The tables are on a fiscal year basis. Where the sample size of a given industry group is less than 50 , the distribution into quantiles has not been shown. In such circunstances, 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 eaming less than $\$ 500$ a year may be excluded as this is the cut-off for the mandatory issuance of T4 tax records. Table 5 is on a calendar year basis.

## DATA LIMITATIONS

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

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

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

## STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

The SIC for each industry is described at the bottom of table 1.
Losging Industry ..... 0.11
Service Industries Incidental to Crude I'cuolcum and Natural Gas ..... 0910
Services Industries Incilental to Mining ..... 02 O
Women's Clothing Industrics ..... 24.4()
Sawrill, Planning Mill \& Shingle Mill Products Industries ..... 2510
Household Fumiture Industries ..... 2610
Commercial Printing Industrics ..... 2810
Platemaking. Typeseling \& Bindery Industry ..... $282(7$
Publishing Industrics ..... 283()
Ornamental and Architectural Metal Produces Industrics ..... 3030
Stamped. Pressed and Coated Mctal Products Industrics ..... 30.10
Hardware, Tool and Cuticry Industrics ..... 3060
Machine Shop Industry ..... 3081
Single Family Housing ..... 4011
Residential Renovation ..... 4013
Excavating and Grading ..... 4214
Other Site Work ..... 4219
Concreic 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 Cappentry ..... 4274
Painting and Decorating Work ..... 4275
Omamental and Miscellaneous Fabricated Metal Insiallation ..... 4292
Land Developers ..... 4491
Truck Transport Industries ..... 4560
General Fieight Trucking Industry ..... 4561
Dry Bulk Materials Trucking Industry ..... 4564
Forest Products Trucking Industry ..... 4565
School Bus Opetations Industry ..... 4573
Taxicablledustry ..... 4581
Postal Service industry ..... 4841
Courier Service Industry ..... 4842

- Wholesale Pevoleum Producls ..... 5111
Wholesale Food ..... 5210
Wholesale Apparel ..... 5310
Wholesale Moror Vehicle Pars and Accessorics ..... 5520
Wholesale Plumbing, Heating, Air Conditioning Equipment and Supplies ..... 5622
Wholesale Lumber and Building Materials ..... 5630
Wholesale Farm Machinery, Equipment and Supplies ..... 5711
Wholesale Industrial Machinery Equipment and Supplies ..... 5731
Wholesale Wiste Matcrials ..... 5910
Wholesale Gencral Merchandise ..... 5980
Food (Groceries) Stores ..... 6011
Food (Specialty) Swores ..... 6012
Prescription Drugs and Patent Medicine Stores ..... 6030
Phamacies ..... 6031
Men's Clothing Stores ..... 6121
Women's Clothing Stores ..... 6131
Clothing Stores n.e.c. ..... 6141
Fabric and Yarn Stores ..... 6151
Household Fumiture Stores ..... 6210
Furniture, Refinishing and Repair Shop ..... 6213
Appliance, Television, Radio and Sicrea Stores ..... 6220
Appliance, Television, Radio and Stereo Stores ..... 6221
Television Radio and Stereo Stores ..... 6222
Appliance, Television, Radio and Stereo Repair Shops ..... 6223
Automobile (New) Dealers ..... 6311
Automobile (Used) Dealers ..... 6312
Gasolinc Scrvice Stations ..... 633
Tirc, Juatlery Parts and Accessories Stores ..... 6342
Garages (Gencral Repairs) ..... 6351
Paint and Body Repair Shops ..... 6352
General Slores ..... 6412
Other General Merchandise Stores ..... 6413
Florist Shops ..... 6521
Hardwaye Stores ..... 6531
Sporting Goods Stores ..... 6541
Musical Instrument and Record Stores ..... 6550
Jewellery Siores ..... 6561
Toy, Hobby Noveliy and Souvenir Stores ..... 6580
Gifh Novelty and Souvenir Stores ..... 6582
Second-Hand Merchandise Siores, n.e.c. ..... 6591
Vending Machine Operators ..... 6911
Direal Scllers ..... 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 Setvices ..... 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 Scrvices ..... 9213
Cascrets ..... 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 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Logging Industry (SIC 0411)

|  | Total(:) | Bottom 25\% | Lowe : miade 25: | UDeer middie 25\% | $\begin{aligned} & \text { To: } \\ & 25^{\circ}: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low saies value ( $\$ 000$ 's) Migh sales value (\$00C's) | $\begin{aligned} & 150 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11 \\ & 90 \end{aligned}$ | $\begin{array}{r} 90 \\ 200 \end{array}$ | $\begin{array}{r} 200 \\ 405 \end{array}$ | 405 |
|  |  | Average (\$000's) |  |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{aligned} & 31 \\ & 33 \end{aligned}$ | 2 7 -4 | $\begin{aligned} & 24 \\ & 18 \\ & -4 \end{aligned}$ | $\begin{aligned} & 34 \\ & 39 \\ & -1 \end{aligned}$ | $\begin{gathered} 62 \\ 57 \\ 8 \end{gathered}$ |
| Dividende | - - | -4 | -4 | -12 | -12 |
| Investment activities Disposal of lixed assets Purchase of dixed assets Increse in investment Decrease in investment | $\begin{array}{r} 19 \\ -77 \\ -1 \end{array}$ | 3 -4 | 17 -38 | $\begin{array}{r} 25 \\ -94 \\ -3 \end{array}$ | $\begin{array}{r} 31 \\ -170 \\ -1 \\ 1 \end{array}$ |
| Financing ectivities <br> Increase in long term debt Repayment of long term deb? <br> Loans from shareholders <br> Redayment of loans from shapholders <br> Advances of loans from government <br> Incresse in equity <br> Deciesse in equity <br> Oine: | $\begin{array}{r} 54 \\ -4! \\ 4 \\ -5 \\ 2 \\ 0 \\ -1 \end{array}$ | 3 -6 1 | 19 -14 2 -5 3 | $\begin{array}{r} 69 \\ -51 \\ 3 \\ -6 \\ 1 \\ 1 \\ -1 \end{array}$ | $\begin{array}{r} 123 \\ -93 \\ 10 \\ -10 \\ 4 \\ 1 \\ -3 \\ -1 \end{array}$ |
| Incresse(deceesse) in cosh tequivelents Cash tevivalents-Beginning of the year Cest equivelents - End of the reer | 10 29 39 | -4 -4 | 18 29 47 | 5 28 33 | 19 57 78 |

(I) These estimates are Dased on sample of incorporated businesses peporting sales betwen $\mathbf{3 2 5 , 0 0 0}$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting ofterement of chenges
See rable ' for symbols and notes.

TABLE 5. Employment changes by size of bustness. 1984-19B7 based on SIC classification in ig87
Quebec. Logging Indusery (Sic 0411)

| Business size expressed in averoge leboup units!1! | Number of businesses | $\begin{array}{r} \text { Total payrall } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average iabour units(1) | Changes in number of businestes win poid mplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Mowly } \\ \text { ingorting(2) } \end{array}$ | No longer reporting(3) |
| 1584 |  |  |  |  |  |
| Total | 195 | 40.146 | 1.451 | 37 | 20 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 177 \\ 17 \\ 17 \end{array}$ | $\begin{array}{r} 9.656 \\ x \\ x \\ x \end{array}$ | $\begin{aligned} & 348 \\ & 572 \\ & 531 \end{aligned}$ | 34 3 3 | 20 |
| 1987 |  |  |  |  |  |
| Totel | 161 | 47.013 | 1.614 | 13 | .. |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 145 15 $i$ | 9.846 | 341 609 664 | 13 | $\cdots$ $\cdots$ $\cdots$ |

fll average labour units are calculoted by dividing total payroll by the average annul wage ano salary ite as poporteo in the Surver of Emploment. Payroll and hours. Stafistics canso. Calalogue $72 \cdot 002$. An everage labour unis could be interpreted as a full-time employee. Note that the business size groups usad are oetermined ot the Canada level. Thus if a business has at least 500 employest in Conada as athole but less then that number in any given province it is shown in the 500 and over group.
(2) Refeis to Dusinesses reporting no peypoll deductions in the previous yesr

131 Refers to businesses reporting no paypoll deductions in the following yeer
-Newty raporting" and "no longer peportinge businesses are assumed to hove been in activity for six months and the information is -djusied actordingly

See itable ifor smbols and nopes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Logeing Industry (SIC 0411)


| Wumber of observations in smmple | 407 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 147.253 | 29.451 | 46.036 | 97.685 | 415.839 |
| Average exponses | 130.524 | 25.912 | 39.816 | 86.06 ? | 370.302 |
| Average net protit (loss) \$ | 16.729 | 3.539 | 6.220 | 11.818 | 45.537 |
| Buginesees reporting profit (Mo.) | 347 |  |  |  |  |
| Averege sties \$ | 142.218 | 29.698 | 46.098 | 98.604 | 394.471 |
| Avernge expense \$ | 120.975 | 23.458 | 37.813 | 78.702 | 343.927 |
| Average net profit | 21.243 | 6.240 | 8.285 | 19.902 | 50.544 |
| Businesses reporting e loss (Mo.) | 80 |  |  |  |  |
| Average selos ${ }^{\text {d }}$ | 216.371 | 28.893 | 45.703 | 92.747 | 698.142 |
| Average expense 5 | 231.635 | 31.449 | 50.889 | 125.641 | 718.759 |
| Average net loss \$ | -15.264 | -2.556 | -4.986 | -32.894 | -20.817 |


| Wumber of observetions in sample | 487 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 133.667 | 29.253 | 40.412 | 94.769 | 370.232 |
| Average expense \$ | 121.839 | 26.696 | 33.891 | 80.674 | 346.094 |
| Average net prafit (loss) \$ | 11.628 | 2.557 | 6.521 | 14.095 | 24.138 |
| Businesses reporting profit (Mo.) | 407 |  |  |  |  |
| Average sales \$ | 139.816 | 29,195 | 40.620 | 97.498 | 391.951 |
| Average exdense g | 120.734 | 23.977 | 31.826 | 78.861 | 348,270 |
| Average net profit \$ | 19.082 | 5.218 | 8.794 | 18.637 | 43.881 |
| Susinesses reporting loze (Mo.) | 10 |  |  |  |  |
| Averseg ssles \$ | 117.993 | 29.426 | 39.594 | 81.920 | 321.033 |
| Average expenses | 126.833 | 34.931 | 42.027 | 89.210 | 341.164 |
| Average net loss | -8.840 | -5.505 | -2.433 | -7.290 | -20.131 |

1987

| Number of observations in sample <br> Average sales \$ <br> Aversge expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 332 \\ 188.108 \\ 148.480 \\ 19.648 \end{array}$ | $\begin{array}{r} 28.740 \\ 25.173 \\ 2.567 \end{array}$ | $\begin{array}{r} 42.564 \\ 37.968 \\ 4.518 \end{array}$ | $\begin{array}{r} 119.623 \\ 100.376 \\ 19.247 \end{array}$ | $\begin{array}{r} 481.475 \\ 429.324 \\ 52.151 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting a profit (Mo.l | 288 |  |  |  |  |
| Averege salis 5 | 192.565 | 28.870 | 42.634 | 118.080 | 500.677 |
| Averoge expense s | 148.387 | 25.329 | 35.381 | 93.084 | 439.752 |
| Average net drolits | 24.178 | 3.541 | 7.253 | 24.996 | 60.925 |
| Businesses reporting lose (Mo.) | 44 |  |  |  |  |
| Aversige eales 5 | 133.314 | 27.773 | 42.427 | 127.058 | 335.986 |
| Average expense \$ | 141.147 | 32.476 | 46.225 | 135.56 ? | 350.318 |
| Average net loss ${ }^{\text {s }}$ | -7,833 | -4.703 | -3.798 | -8.499 | -14.330 |

[^0]Set lable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Women's Clothing Industries (SIC 244)

|  | Totai(i) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lomer <br> middle 25\% |  | Ucpe: midde 25\% |  |  | $\begin{aligned} & \text { iot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses tri sample (No.) Low sales value ( $\$ 000$ s) Mign sales value ( $\$ 000$ 's) | $\begin{aligned} & \$ 74 \\ & 19 \\ & 19 \end{aligned}$ |  | $111$ |  | $\begin{array}{r} 92 \\ 234 \end{array}$ |  | $\begin{aligned} & 234 \\ & 584 \end{aligned}$ |  |  | $\begin{aligned} & 584 \\ & 11! \end{aligned}$ |  |
| Selected expense item | Industiy avelage(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3) |  |  |  |  |
|  | Total | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer idde 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 14.2 | 10.0 | 10.8 | 10.6 | 25.2 | 73.1 | 19.4 | 17.5 | 17.0 | 13.2 | 27.2 |
| Decupancy expenses | 7.1 | 10.8 | 6.0 | 6.6 | 4.9 | 99.1 | 7.1 | 10.8 | 6. 0 | 6.6 |  |
| Depreciotion | 1.7 | 2.1 | 1.4 | 1.9 | 1.2 | 86.5 | 1.9 | 2.8 | 1.6 | 2.1 | 1.3 |
| Repairs \& meintenance | 0.9 | 0.9 | 1.0 | 1.0 | 0.8 | 61.8 | 1.5 | 1.6 | 1.8 | 1.3 | 1.3 |
| Heat. light 8 telaphone | 1.4 | 2.9 | 0.9 | 1.0 | 0.8 2.0 | 85.6 72.8 | 1.6 4.2 | 3.2 9.1 | 1.3 | 1.11 | 0.9 2.3 |
| Rent | 3.1 | 4.9 | 2.8 | 2.7 |  |  | 4.2 | 9.1 | 4.3 | 3.1 |  |
| Personnel expenses | 39.8 | 27.8 | 38.0 | 49.5 | 43.6 | 85.0 | 46.6 | 48.2 | 43.5 | 51.2 | 44.5 |
| Finenciol expenses | 1.8 | 2.3 | 1.6 | 1.6 | 1.7 | 90.6 | 2.0 | 3.1 | 1.8 | 1.6 | 1.7 |
| Interes? § bank charges | 0.8 | 0.7 | 0.8 | 0.8 | 0.9 | 71.8 | 1.1 | 1.2 | 1.3 | 1.0 | 1.1 |
| Professional fees | 1.0 | 1.6 | 0.8 | 0.8 | 0.7 | 84.2 | 1.2 | 2.6 | 1.0 | 0.8 | 0.8 |
| Dther expenses | 32.6 | 43.1 | 38.0 | 27.8 | 21.8 | 100.0 | 32.6 | 43.1 | 38.0 | 27.8 | 21.8 |
| Profit (loss) | 4.6 | 6.1 | 5.5 | 3.5 | 2.8 | 100.0 | 4.6 | 6.1 | 5.5 | 3.9 | 2.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | - | ... | -•• |

## Symbole

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    zero or no observesions
=- 100 small too be expressed
    not sopicsole
* confidenicl
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Pootnotes
111 These estimetes are besed on cenple of businesses reporqing sal bs between $\$ 25.000$ snd $\$ 2.000 .000$.
Total weighied expend: qure on given item


This portion of the table pertains only to the businesses reporting the specilic oxpense item. Therefore these rotios ore calculated individublly eng the sotal will not neemsarily equal $100 \%$.

## Motes

Deta are shown by quartiles when at luast 13 of the sampled businesses report the soecilic item
 one quarier of the lotel number of businesses. Within esch qusitile. the averso retio is prestented. For comperison purposes. the high eno low values of seles ter shown.

How to use the \$駺les
(1) Locare the approprite seles renpe thet is disployed on bhe two lines untitled bow sales value" end migh seles velut
2) The selected ponge will indicate the proper quertile, i. the botion $25 \%$. the lower middt 25 . the upper miode $25 \%$ or the 20p $25 \%$
(3) Data pertaining to the selecteo ssies size range wilt be in shet quertile

## Stenderd Industrini Classificstion Definition (SIC 1880):

SIC 2440 - Momen's Clothing Industries
Businesses primarily engaged in manufacturing women's. misses" and jumiors' outerwear, sportswer, oresses, blouses. shirts thd similar products according to recognized size scales. Both mreguler" factories ond contract factories making woments clothing are classified in this inoustry grouc

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Women's Clothing Industries (SIC 244)

|  | Total(1) | Bo:tom | $\frac{\text { Lowe P }}{\text { midde } 25 \%}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000{ }^{\prime}$ ) High soles value ( $\$ 000$ 's) | 325 $(1)$ $(1)$ | 111 225 | 225 415 | 415 803 | $\begin{aligned} & 803 \\ & 11) \end{aligned}$ |
|  | Average ( $8000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - 5 |
| Accounts and notes receiveble | 55 | 2 | 18 | 45 | 152 |
| Inventory | - | 9 | - | - | - |
| Dther current assets | 89 | 37 | 33 | 87 | 198 |
| Total current assets | 146 | 39 | 51 | 132 | 350 |
| Fixed assets | 44 | 11 | 36 | 58 | 70 |
| Less: Accum. dep. on lixed mseets | 10 | - | 10 | - | - |
| Dther ussets | 10 | 1 | 10 | 17 | 11 |
| Totsl ussets | 197 | 51 | 87 | 207 | 432 |
|  |  |  |  |  |  |
| Current toans | 39 | 2 | 10 | 25 | 86 |
| Dither current lisbilities | 61 | 16 | 25 | 57 | 147 |
| Total current lisbilities | 92 | 19 | 35 | 81 | 233 |
| Mor 9 gages cayabl | - | - | = | - | - |
| Long term debt | 1 | - | 9 | " | 5 |
| Beter liabilities | 25 | 13 | 16 | 30 | 40 |
| Total lisbilisies | 119 | 32 | 52 | 112 | 271 |
| Total equity | 78 | 15 | 45 | 95 | 154 |

(1) These estimates are based on sample businesses reporting sales between $\mathbf{5 5}, 000$ and $\$ 2,000,000$.

See table i for symools end notes.

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987
Quebec, Momen's Clothing Industries (SIC 244)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe P middle 25\% | $\begin{array}{r} \text { Upper } \\ \text { middte } 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High sioles value ( $\$ 000$ 's) | $\begin{aligned} & 325 \\ & \{1\} \\ & 11\} \end{aligned}$ | (1) 225 | 225 415 | 415 803 | 803 $11)$ |
|  |  |  | Averege |  |  |
| Liquidity ratio Current colio (times) | 1.6 | 2.1 | 1.5 | 1.6 | 1.5 |
| Leverage ratios <br> Debilequity rutio (times) <br> interest coverage ratio (imas) <br> Debt latio (times) | 1.5 4.1 0.6 | 1.7 2.8 0.6 | 1.2 4.8 0.5 | 1.2 5.0 0.5 | 1.8 3.8 0.6 |

th The retios represent she everge of resios for each business in the group and cunnot be colculated from the figures shom in table 2.

See reble 1 for symols and notes.

Definitions:

1. Liquidisy ratio:

Current $=$ cuprent essets / cuprent limbilisies.
2. Leverage rial :

[^1]TABLE 4. Statament of changes in finencial position for incorporated businesses only, ig87
Quebec, Women'g Clothing Industries (SIC 244)

|  | Tosal(1) | $\begin{array}{r} \text { Bct tom } \\ 25 \% \end{array}$ | Lowe midole 25\% | Upper midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$: 00$ s) Migh sales value ( $\$ 900$ 's) | $\begin{aligned} & 190 \\ & 11\} \\ & 11\} \end{aligned}$ | $\begin{aligned} & 11) \\ & 225 \end{aligned}$ | $\begin{array}{r} 225 \\ 418 \end{array}$ | $\begin{array}{r} 416 \\ 810 \end{array}$ | $\begin{aligned} & 810 \\ & 611 \end{aligned}$ |
|  |  |  | average (\$000 |  |  |
| Opersting activities Cash from operstions Depreciation Other | $\begin{array}{r} 15 \\ 8 \\ -7 \end{array}$ | 1 2 14 | $\begin{aligned} & 8 \\ & 9 \\ & 1 \end{aligned}$ | $\begin{array}{r} 16 \\ 12 \\ -10 \end{array}$ | 35 11 -30 |
| Dividends | $-15$ | $-11$ | -12 | -18 | $-17$ |
| Investment ectivities <br> Dispossl of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 3 -16 -2 1 | 1 -3 | 7 -9 -1 | 2 -24 -2 2 | 1 -28 -4 - |
| Financing ectivitios <br> Increase in long term debt Repayment of lang term debt Loans from shareholders Repayment of loans from shareholders advances \& loans from government Incrase in equify Decrease in equity Dther | $\begin{array}{r} 8 \\ -5 \\ 6 \\ -6 \\ 1 \\ 2 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r}-1 \\ -1 \\ 5 \\ -1 \\ - \\ - \\ \hline\end{array}$ | $\begin{array}{r}5 \\ -3 \\ 2 \\ -8 \\ - \\ 5 \\ -2 \\ \hline\end{array}$ | 11 -6 7 -5 -1 -1 | $\begin{array}{r}16 \\ -10 \\ 9 \\ -9 \\ 2 \\ 3 \\ -1 \\ \hline\end{array}$ |
| Increase(decrease) in cash s equivalents Cssh equivalents-Beginning of the year Cash \& equivalents - End of the year | -7 10 3 | 41 | 6 | -15 17 2 | -20 -21 -41 |

18 These estimetes are based on sample of incorporoieo dusinesses reporqing sales between 525,000 ond $\$ 2,000,000$. Sample count includes only those Dusinesses reporting statemint of chonges.
Sen Table i for symols ano notes.

TABLE 5. Employment changes Dy size of business, 1984-1987 based on SIC cieselfication in i987
Quebec. Woman's Clothing Industries (SIC 244)


(i) Averso labour units are celculbed by dividing total payroll by the geverge manal wage and selary rate as reported in the

 500 mployees in Canada as a whole out less than that number in nny given province it is shown in the 500 and over group.
12) Refers to businesses reporting no paypoll deductions in the grevious year
(3) Refers 10 businesses reporting no paypoll deductions in the following year
"Newly reporing" ano "no longer reporting" ousinesses are assumed 10 hove been in activity for six months ond the intormation is adjustec accoroingly

See fabte I for symools and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Women's crothing industrles (SIC 244)


| Mumber of doservations in sample | 255 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales | 423.917 | 61.935 | 153.492 | 402.354 | 1.077 .878 |
| Averige expense $\$$ | 413.365 | 55.958 | 141.575 | 398.925 | 1.057.003 |
| Average net profit (loss) \$ | 10.552 | 5.977 | 11.917 | 3.439 | 20,875 |
| Businesses reporting prolit (No.) | 207 |  |  |  |  |
| Averoge ssles | 419.031 | 57.105 | 153.273 | 420.927 | 1.044 .818 |
| Averege expense 5 | 397.514 | 43,828 | 139.671 | 400.283 | 1.006.274 |
| Average nei drofit \$ | 21.517 | 13.278 | 13.602 | 20.644 | 38.544 |
| Dusinesses reporting lose (Mo.) | 48 |  |  |  |  |
| Aver se seles 3 | 473.439 | 71.558 | 156.696 | 362.347 | 1.303 .154 |
| Average expense \$ | 512.083 | 80.131 | 169.520 | 395.999 | 1.402.682 |
| Average not loss \$ | -38.644 | -8.573 | $-12.824$ | -33.652 | -99.528 |

1985

| Number of observations in sample | 264 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge sales 3 | 405.303 | 32,800 | 126.651 | 413.492 | 1.048 .269 |
| Average expense ${ }^{\text {s }}$ | 395.633 | 34.230 | 117.299 | 416.965 | 1.014 .037 |
| Average net profit (loss) \$ | 9.670 | $-1.430$ | 9.352 | -3.473 | 34.232 |
| Businesses reporting profit (Mo.) | 203 |  |  |  |  |
| Average sales 5 | 414.633 | 30.129 | 124.252 | 432.846 | 1.071 .305 |
| Average expenses | 387.548 | 25.683 | 107.009 | 408.400 | 1.009 .098 |
| Average net profit s | 27.085 | 4.446 | 17.243 | 24.446 | 62.207 |
| Businesses reporting - loss (Mo.) | 61 |  |  |  |  |
| Average sales 5 | 373.910 | 33.618 | 134.091 | 339.608 | 988.323 |
| Average expenses | 415.652 | 36.849 | 149.207 | 449.661 | 1,026.892 |
| Average net loss \$ | -41.742 | $-3.239$ | -15.116 | -110.053 | -38.569 |


| Mumber of observations in semple | 416 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 405.093 | 57.128 | 144.396 | 374.165 | 1.044.882 |
| Average expenses | 386.937 | 43,839 | 129.703 | 360.057 | 1.014.155 |
| Average net profit (loss) \$ | 18.156 | 13.297 | 14,693 | 14.108 | 30.527 |
| Businesses reporting profit (Mo.) | 316 |  |  |  |  |
| Average sales \$ | 409.453 | 56.891 | 140.888 | 371.861 | 1.068 .170 |
| Average expense \$ | 378.600 | 40.315 | 117.574 | 346.349 | 1.010 .162 |
| Average net profit \$ | 30.853 | 16.578 | 23.314 | 25.512 | 58.008 |
| Businesses peportinge lose (Mo.) | 100 |  |  |  |  |
| Average sales \$ | 391.315 | 59.538 | 155.865 | 380.785 | 969.073 |
| Avorsge expense \$ | 418,836 | 79.526 | 169.356 | 399.452 | 1.027.010 |
| Avernge net loss \$ | -27.521 | -19.988 | -13,491 | -18.667 | -57.937 |


see fable ifor symbols and notes

TABLE 1. Seiected operating ratios, in percent of sales. 1987
Quebec. Samill. Planning Mill shingle Mill Products Industries (\$1C 251)

|  | Total(1) |  | Bottom $25 \%$ |  | Lower$\text { midde } 25 \%$ |  | Uoper$\text { middie } 25^{\circ}$ |  |  | $\begin{aligned} & \text { Tot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales vaiue ( $\$ 000$ 's) | $\begin{aligned} & 150 \\ & 11 \\ & 11) \end{aligned}$ |  | $\begin{array}{r} 11) \\ 69 \end{array}$ |  |  | $\begin{array}{r} 69 \\ 278 \end{array}$ | $\begin{array}{r} 278 \\ 729 \end{array}$ |  |  | 725 <br> 111 |  |
| Selected expense item | Industiy suarage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 i |  |  |  |  |
|  | Totai | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | Uoder midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe? } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pepent of sales |  |  |  |  |
| Cost of sales | 27.7 | 12.8 | 27.7 | 32.8 | 34.7 | 77.7 | 35.7 | 18.4 | 42.2 | 36.6 | 39.7 |
| Becupancy expenses | 16.9 |  |  |  |  |  | 16. ${ }^{8}$ | 21.1 |  |  |  |
| Deprecistion | 6.4 | 3.9 | 11.3 | 4.7 | 4.2 | 88.8 | 7.2 | 6.5 | 11.3 6.6 | 5.0 8.7 | 4.6 |
| Repairs \& maintenence | 6. 0 | 10.1 | 4.7 | 5.3 | 5.2 | 85.0 | 7.1 | 10.1 | 6.6 2.1 | 6. 2 3.5 | 5.9 3.4 |
| Heat, I ignt \& telephone Rent | 2.8 1.4 | 2.5 4.5 | 2.1 0.2 | 3.3 0.8 | 3.3 1.1 | 94.2 46.8 | 3.0 3.0 | 3.2 5.9 | 2.1 0.5 | 3.5 1.9 | 3.4 2.3 |
| Personnel expenses | 26.5 | 30.2 | 19.4 | 31.1 | 27.3 | 98.7 | 26.8 | 30.2 | 15.4 | 32.2 | 27.9 |
| Finencisl expenses | 3.2 | 5.3 | 2.2 | 2.9 | 3.1 |  |  |  |  |  |  |
| interest $\delta$ Dank charges Professional fees | 2.2 | 3.4 1.9 | 1.3 0.8 | 2.1 0.8 | 2.3 | 82.0 91.0 | 2.7 | 6.4 2.1 | 1.5 | 2.5 0.8 | 2.4 |
| Other expenses | 15.5 | 12.9 | 17.3 | 16.0 | 14.7 | 100.0 | 15.5 | 12.9 | 17.3 | 16.0 | 14.7 |
| Profit (loss) | 10.4 | 17.7 | 15.1 | 3.1 | 6.4 | 100.0 | 10.4 | 17.7 | 15.1 | 3.1 | 6.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - . | $\cdots$ | $\ldots$ |  |

Symbole

- zero or no observetions
- too smell too de expressed
not splicable
$\times$ confidentisl
footnotes
11 These esimates are besed on sempla of businesses reporting soles betwen $\$ 25,000$ and $\$ 2,000,000$.
Tots! weignted expenditure on given isem

(3) Velue in each cell $=\frac{\text { lotal weighted expongiqure on given item }}{\text { Potal weighted seles of businesses peporting ih is item of expenditure }}$ for eech guartile.

Ihis portion of the tbblepertains only to the businesses reporting the specific expense item. Therefore these potios ere celculted individuelly end the cotal will not necessarily equal $100 \%$.

## Motes

Dats bre shom by gutriles when 帾 least 13 of the samplec businesses report the specific item.
Records were ranked in oscending order eccording to seles size. Eech quertile li. botton 25\%. lower midele 25x. Etc. ( epresents one querter of the cotsl number of businesses. Within each quartile, the average ritio is presented. For comperison purposes. the high ano low values of soles sre shown.

How to use the tebles
III Locat the appropriste sals range thet is displayed on the two lines entitied low sales value" end migh sales velue
121 The selected renge will indicste the proper quertile. i. e. the bottom 25\%, the lower widde 25\%. the upper midd e 25\% or the top 25\%.
(3) Dete pertaining to the selpctedsules site renge will be in thet quartile.

## Stenderd Industrisl C(esesificetion Definition (516 1980):

SIC 2510 - Semill. Plening Mill end Shingle Mill Producis Industribs
Businesses pr marily enpeged in manufaciuring lumper. Doth rough and dressid. shingits and opher semmill or other planing mill products

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Samill. Planning Mil shingle Mill Products Industries (SIC 251)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> midule 25\% | Uprer middie 25\% | $\begin{aligned} & \text { TOP } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $\$ 000{ }^{\prime}$ s) High sales value $18000^{\prime}$ s) | 123 11 11 | $11)$ 315 | 315 591 | $\begin{array}{r} 591 \\ 1.001 \end{array}$ | $\begin{array}{r} 1.001 \\ 11) \end{array}$ |
|  | Average ( 8000 s) |  |  |  |  |
| Assets | - | - | - | - | - |
| Cash Accounts and notes peceivable | 64 | 12 | 31 | 56 | 154 |
| Inventory | - | 12 | - | - | - |
| Other current asseis | 185 | 35 | 117 | 222 | 363 |
| Total current assets | 249 | 48 | 148 | 278 | 517 |
| Fixed assets | 288 | 117 | 197 | 193 | 636 |
| Less: Accum. dep. on fixed assets | 35 | 9 | 27 | $10^{\circ}$ | 80 |
| Other essets | 35 | 18 | 22 | 10 | 90 |
| Totel eseets | 573 | 182 | 367 | 481 | 1.243 |
|  |  |  |  |  |  |
| Other curcent liabilities | 118 | 21 | 78 | 116 | 253 |
| Total curcent liabilities | 152 | 26 | 105 | 148 | 323 |
| Morigages payable | - | - | 1 | - | - |
| Long term deb: | 12 | 93 | 13 | 14 | 28 |
| Other liabilities | 182 | 93 | 98 | 147 | 386 |
| Total liabilitiea | 346 | 119 | 216 | 300 | 737 |
| Total equity | 227 | 63 | 151 | 112 | 506 |

(1) These estimetes ore besed on esempl of businesses peporting sales between $\mathbf{8 2 5 . 0 0 0}$ and $\mathbf{2 2 . 0 0 0 . 0 0 0 .}$

See lable i for symols ano notes

TABLE 3. Financial ratios(1) for incorporited businesses only. 1987
Quebec. Smmil1, Plenning Mill Shingle Mill Producte Industries (Sic 251)

|  | Totsl(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lown middle 25\% | Upper middle 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in sample (No.) <br> Lom sales value ( $5000^{\prime} \mathrm{s}$ ) <br> High sales value ( $\$ 000{ }^{\circ}$ s) | $\begin{aligned} & 123 \\ & (1) \\ & (1) \end{aligned}$ | $11)$ 315 | 315 591 | $\begin{array}{r} 591 \\ 1.001 \end{array}$ | $\begin{array}{r} 1.001 \\ 11 \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (imes) | 1.6 | 1.8 | 1.4 | 1.9 | 1.6 |
| Leverage ratios ```Debt/equity ratio {times) Interest coverage itatio (times) Debt ratio (times)``` | 1.5 3.4 0.6 | 1.9 5.2 0.7 | 1.4 2.6 0.6 | 1.7 2.9 0.6 | 1.5 3.8 0.6 |

(1) The retios rapresent the everage of revios for each business in the group end camnot de celculeteo fiom the figures shown in table 2 .

See rible ifor symols and motes.

## Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.
2. Leverseg fatios:
a) Debi/equify = poial liatilipes / equity.
b) Debt ratio = rosel liabilipies / topal assers.
c) Interest coverage : net profit - interest expense $f$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. igs7
Quebec. Semmill. Plenning Mill Shingle Mill Products Industries (Sic 251)

| Total(1) |  | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midde 25\% | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 s) High sales value ( $9000^{\prime \prime}$ ) | $\begin{array}{r} 95 \\ 11 \\ (1) \end{array}$ | $\begin{aligned} & 11) \\ & 315 \end{aligned}$ | $\begin{array}{r} 315 \\ 592 \end{array}$ | $\begin{array}{r} 592 \\ 1.001 \end{array}$ | $1.001$ |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cash from ocerations Depreciation Other | $\begin{array}{r} 38 \\ 33 \\ -18 \end{array}$ | $\begin{array}{r} 17 \\ 7 \\ -3 \end{array}$ | $\begin{array}{r} 31 \\ 21 \\ 1 \end{array}$ | $\begin{array}{r} 14 \\ 32 \\ -61 \end{array}$ | 91 69 -9 |
| Dividends | -8 | -7 | -2 | -15 | -8 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r} 20 \\ -96 \\ -11 \\ -7 \end{array}$ | -14 -2 | $\begin{array}{r} 22 \\ -89 \\ -6 \\ 9 \end{array}$ | $\begin{array}{r} 44 \\ -80 \\ -3 \end{array}$ | $\begin{array}{r} 13 \\ -198 \\ -33 \\ 20 \end{array}$ |
| Financing etlvities <br> Increase in long term debt <br> Repayment of long term deb t <br> Loans fiom shareholders <br> Repayment of loans from shareholders <br> Acvances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 58 \\ -27 \\ 10 \\ -17 \\ 12 \\ 12 \\ -11 \\ -2 \end{array}$ | 8 -5 -7 -7 - - -1 | $\begin{array}{r} 38 \\ -32 \\ 2 \\ -12 \\ 21 \\ 218 \\ -18 \\ 5 \end{array}$ | $\begin{array}{r} 52 \\ -23 \\ 17 \\ -8 \\ 8 \\ 14 \\ -5 \end{array}$ | $\begin{array}{r} 132 \\ -46 \\ 20 \\ -42 \\ 39 \\ 11 \\ -21 \\ -11 \end{array}$ |
| Incresseldecrese) in cosh thequivalents Cash sequivelents-Beginning of the yeer Cash \& quivelents - End of the yeer | - 2 | -3 10 7 | $\begin{gathered} -7 \\ 11 \\ 4 \end{gathered}$ | $\begin{aligned} & -12 \\ & -20 \\ & -32 \end{aligned}$ | 27 -5 21 |

111 These estimeses are based on a sample of incopporated businmsses repopting sales between $\mathbf{2 5}, 000$ ond $82.000,000$. Sompl count inctudes only those Dusinesses reporting statemens of changes
See toble 1 for symols ond noies

TABLE 5. Employment changes by size of businass, 1984-1987 besed on SIC classification in 1987
Quebec. Sewnili, Pianning Mill Shingle Mill Products Industries (Sic 251)


 Surver of Employment. Payroll sho Houfs. Stesistics Canda. Catalogue 72-002. An average labour unit could be interpieted es a full-ime employer. Note thot the business size groups used are determined al the canoce level. Thus it obusiness has of lust 500 employens in cenada as mhale but less than that number in any given province it is show in the 500 and over group
i2t Refers to businesses reporting no payroll deductions in the previous yeer.
i3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to have been in acsivity for six months and the information is adius:eo accordingiy.

See teble 1 for symools ano notes

TABLE 6. Selected operating characteristics of small businesses by seles quartile. 1985-1987
Quebec. Samill. Planning Mill Shingie Mill Products Industries (Sic 251)

|  | Tots (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midelower $25 \%$ | Uoder $\text { middele } 25 \%$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in smaple | (34, 172 |  |  |  |  |
| Average soles ${ }^{\text {a }}$ ( Average expense | 341.127 | 28.300 | 62.019 | 229.667 | 1.044 .521 9.022 .533 |
| Average exdense Averape net drofit (loss) | 331.466 | 2.513 |  |  | 21.988 |
| Dusinesses reporting profit (Mo.) | 205 147 |  |  |  |  |
| Average sales Aversoe exomse 5 | 335.378 309.591 | 28.793 22.282 | 59.915 49.321 | 203.302 185.272 | 1.049 .503 981.488 |
| Averege expense s | 359.787 |  |  |  |  |
| Businesses reporting loss (Mo.) |  |  |  |  |  |
| Average sales S Average expense 9 | 349.237 417.153 |  |  |  | 1.018 .893 1.233 .661 |
| Average expense ${ }^{\text {a }}$ ( Average net ioss | 417.153 -67.916 | $\begin{array}{r} 34.371 \\ -7.961 \end{array}$ | 116.710 -39.979 | 283.869 -8.954 | 1.233 .661 -214.768 |

1985

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net orofit (loss) \$ | $\begin{array}{r} 158 \\ 318.132 \\ 304.976 \\ 13.156 \end{array}$ | $\begin{array}{r} 27,383 \\ 25,123 \\ 2,260 \end{array}$ | $\begin{array}{r} 64.981 \\ 60.765 \\ 4.216 \end{array}$ | $\begin{array}{r} 198.191 \\ 192.357 \\ 5.834 \end{array}$ | $\begin{array}{r} 981.974 \\ 941.659 \\ 40.315 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reportinge profit (Mo.) Average sales $\$$ <br> Average expenses <br> Averoge net profits | 129 331.440 310.550 20.890 | $\begin{array}{r} 27.207 \\ 24.660 \\ 2.547 \end{array}$ | $\begin{array}{r} 62.261 \\ 55.940 \\ 6.328 \end{array}$ | $\begin{array}{r} 247.043 \\ 226.867 \\ 20.176 \end{array}$ | $\begin{array}{r} 989.242 \\ 934.734 \\ 54.508 \end{array}$ |
| Businestes reporting lose (Mo.) <br> Average soles s <br> Average expense \$ <br> Average net loss $s$ | $\begin{array}{r} 29 \\ 301.938 \\ 323.803 \\ -21.265 \end{array}$ | $\begin{aligned} & 30.580 \\ & 33.513 \\ & -2.933 \end{aligned}$ | $\begin{array}{r} 90.397 \\ 105.955 \\ -15.558 \end{array}$ | $\begin{array}{r} 156.208 \\ 162.699 \\ -6.491 \end{array}$ | $\begin{aligned} & 930.565 \\ & 990.645 \\ & -60.080 \end{aligned}$ |

1987


III These estimates are based on semple of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$.
see fable i for symbols and notes

TABLE 1. Selected operating ratios. In percent of sales. 1987
Quebec. Household Furniture Industries (SIC 261)

|  | To:3111 |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lower$\text { midde } 25 \%$ |  | Upder miode $25 \%$ |  |  | $\begin{aligned} & \text { Tot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (Mo.) Low sa!es value i\$00Cs) High ssies value $(\$ 000$ 's) | $\begin{aligned} & 226 \\ & 11 \\ & (1) \end{aligned}$ |  | $(1)$ |  | $\begin{array}{r} 65 \\ 142 \end{array}$ |  | $\begin{array}{r} 142 \\ 334 \end{array}$ |  |  | $\begin{array}{r}334 \\ 11 \\ \hline\end{array}$ |  |
| Selected expense item | Industiy averoge (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporqing businesses only ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowe } \\ \text { middl } \\ 25 \% \end{array}$ | Upoer midole $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowel } \\ \text { middIe } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Pepent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of sales | 44.1 | 43.2 | 47.0 | 42.8 | 43.5 | 38.5 | 44.8 | 43.2 | 47.0 | 44.9 | 13.1 |
| Decupency expenses | 10.0 | 13.6 | 11.2 | 7.9 | 7.3 2.3 | 59.8 | 10.0 3.6 |  |  |  | 7.3 2.4 |
| Deprecietion | 3.3 2.2 | 6.6 3.8 3.9 | 3.9 2.5 | 2.3 1.2 | 2.3 | 90.1 87.6 | 3.6 2.5 | 5.5 4.2 | 1.8 2.7 | 2.4 1.5 | 2.4 |
| heat. light \% ielephone | 2.3 | 3.9 | 2.5 2.2 | 1.5 | 1.6 | 95.9 | 2.4 | 1.0 | 2.4 | 1.6 | 1.7 |
| Rent ${ }^{\text {a }}$ | 2.2 | 1.3 | 2.5 | 2.9 | 2.1 | 71.4 | 3.1 | 1.9 | 3.7 | 3.6 | 3.0 |
| Personnel expenses | 23.3 | 9.0 | 22.2 | 28.7 | 32.4 | 90.0 | 25.8 | 13.5 | 22.5 | 30.4 | 32.4 |
| Financiel expenses | 3.1 | 3.1 | 4.7 | 2.0 | 2.8 | 98.2 | 3.2 | 3.1 | 4.8 | 2.0 | 2.8 |
| Interes? \& bank charges Professional fees | 1.9 8.2 | 1.4 | 3.1 | 1.1 0.9 | 1.9 0.9 | 88.4 92.7 | 2.1 1.3 | 1.7 | 3.3 1.8 | 1.3 0.9 | 2.1 0.9 |
| Other expenset | 12.0 | 11.9 | 9.9 | 15.4 | 10.7 | 100.0 | 12.0 | 11.5 | 3.9 | 15.4 | 10.7 |
| Profit (lote) | 7.5 | 19.2 | 5.0 | 3.2 | 3.4 | 100.0 | 7.5 | 19.2 | 5.0 | 3.2 | 3.4 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | . . | . . | . . | . . |

## Symbels

zero of no observetions

- too small too be expressed
not applicable
- confidential


## Footnoter


Totsl weighted oxpendilut on given i tem
2) Velue in each cell $e$ fotal weighted sales of all businesses in the sample $x$ loe for ech quartile.
(3) Vebue in gach cell s $\frac{\text { lotal weighted expenditupe on given item }}{\text { Topel weighted seles of businesses reporting this item of expenditure }}$ for each autile.

This portion of the qeble pertans only to the businesses reporting the specific mopense ifen. Therefort these ratios ere calcter individuslly and the roin: will nop necesserily equal $100 \%$

## Motes

Deta ore shown by queptiles when et lesst 13 of the sampled businesses report the specilic item.
 ont quarter of the rotel number of businesses. Wiphin ench quertile. the guerse ratio is presented. for comperison purposes, the high and lom velues of stat ere shown.

## Mow to use the tablelt


(2) The selecied range will indicut the proper quartile. i.t. the bottom 25\%. the lower midole 25\%, the upper miode 25\% or the top 25\%
131 Dte pertsining to the selected seles size ponge will be in thet quertile.

## Standerd Induetriel CIeselficetion Definition (SIC 1980):

SIC 2610 - Moutthold furniture Industries
Businesses primatily engaged in manufacturing household furniture, of all kinds and of all materisls.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Household Furniture Industries (SiC 251)

|  | Total(1) | Bottom 25\% | Lower $\text { midde } 25 \%$ | Under $\text { miodle } 25 \%$ | $\begin{array}{r} 100 \\ -25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No.) Lam sales value $1 \$ 000$ 's) High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | 190 111 111 | (1) | 151 291 | $\begin{aligned} & 291 \\ & 627 \end{aligned}$ | $\begin{aligned} & 627 \\ & \text { (1) } \end{aligned}$ |
|  | Aveiage (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 54 | 9 | 22 | 53 | 133 |
| Accounts end notes receivable Inventory | 54 | 9 | 22 | 53 | 13 |
| Other curcent assets | 93 | 21 | 30 | 90 | 228 |
| Total current ossets | 147 | 30 | 52 | 143 | 361 |
| fixed assets | 77 | 46 | 29 | 94 | 140 |
| Less: Accum. dep. on fixed essets | - | - | - | - | - |
| Dther assets | 8 | 4 | 2 | 16 | 11 |
| Totel ussets | 233 | 11 | 13 | 252 | 513 |
|  |  |  |  |  |  |
| Cuppent loans Other curesent lisbilies | 27 76 | 29 | 30 | 31 71 | 63 175 |
| Total curent liabilities | 103 | 34 | 37 | 103 | 238 |
| Mortgages darable | - | - | - | - | - |
| Long term debi | 3 | 5 | 1 | 2 |  |
| Other lisbilities | 59 | 26 | 24 | 67 |  |
| Total liobilitios Total equity | 186 67 | 65 16 | 82 20 | 172 | 381 151 |

111 These estimetes ape based on semple of businesses pepopting seles between $\$ 25,000$ end $\$ 2,000.000$.
See Table 1 for symols and hotes.

TABLE 3. Financial ratios(1) for incorporated busimesees only. 1987
Quebec. Housencid Furniture Induetrles (SIC 281)

|  | Totel(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Upor $\text { middle } 25 x$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{aligned} & 190 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & \text { (1) } \\ & 151 \end{aligned}$ | 151 291 | 291 627 | $\begin{aligned} & 627 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| biquidity ratio Curpent ratio (times) | 1.4 | 0.9 | 1.4 | 1.4 | 1.5 |
| Leverage ratios <br> Debtloquity retio (times) <br> Interest coverage patio (times) <br> Oebt ratio (times) | 2.5 2.5 0.7 | 4.2 0.8 | 3.0 2.4 0.8 | 2.2 2.2 0.7 | 2.4 3.1 0.7 |

(1) The petios pepresent the everege of petios for esch business in the group ond cannot be celculated from the figures show in toble 2 .
12) These estimetes or beced on semple of buslnesses peporting seles between 825,000 and $82,000,000$.

See Tobl ifor symbols ind netes.

Definitions:

1. Liquidity petio:

Current $=$ current assets / cuprent liabilities.
2. Leveiage ratios:
a) Debt/equity $=$ total 1 abilisies / equity
b) Dett ratio = toral liabilisies/ eotal assers
c) Interes? coversge a net profit - inserest expense / interest expense.

TABLE 4. Statement of changes in financial position for tncorporeted businesses only. 1987
Quebec. Household Furniture Industries (SIC 261)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe $\text { miode } 25 \%$ | Upper $\text { midole } 25 \text { : }$ | $\begin{aligned} & \text { TOE } \\ & 2 E: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ino. 1 Low sales value ( 8000 's) Hioh sales value ( $\$ 000$ 's) | $\begin{aligned} & 12\} \\ & 11 \\ & 11\} \end{aligned}$ | $(1)$ | $\begin{aligned} & 143 \\ & 296 \end{aligned}$ | $\begin{aligned} & 295 \\ & 628 \end{aligned}$ | $\begin{aligned} & 628 \\ & 11 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Opersting activities Cash from operations Oedreciation Other | $\begin{array}{r} 11 \\ 11 \\ -11 \end{array}$ | $\begin{array}{r} -11 \\ 5 \\ 1 \end{array}$ | 1 5 -4 | $\begin{array}{r} 13 \\ 13 \\ -5 \end{array}$ | 39 19 -35 |
| Dividends | -5 | - | -1 | -2 | -17 |
| Investment ectivicies <br> Disposel of fixed assets Purchase of $\ddagger$ ined assets Increase in investment Decresse in investment | $\begin{array}{r} 2 \\ -30 \\ -1 \\ 1 \end{array}$ | -31 3 | -10 | 2 -34 -2 -2 | 7 -46 -2 |
| Fimencing ectivities <br> increase in long term debt Repayment of long term debt <br> Loses 'Iom shareholders <br> Repayment of loans from shareholders <br> Advarces of loans from governmen? <br> Increase in cquity <br> Decrease in equity <br> Dther | $\begin{array}{r} 23 \\ -12 \\ 8 \\ -4 \\ 1 \\ 6 \\ -2 \\ 1 \end{array}$ | $\begin{array}{r} 30 \\ -12 \\ -1 \\ - \\ 11 \\ \hline 6 \end{array}$ | 6 -5 9 -1 -1 -1 | $\begin{array}{r} 21 \\ -10 \\ 7 \\ -9 \\ 2 \\ 6 \\ -2 \\ -1 \end{array}$ | $\begin{array}{r} 39 \\ -22 \\ 13 \\ -5 \\ 0 \\ 7 \\ -6 \end{array}$ |
| Incicase(decresse) in cash s equivalents Cash suivalents-Beginming of the rear Csis \& equivelents - End of the year | $\begin{array}{r} -2 \\ -15 \\ -16 \end{array}$ | 3 -4 -2 | 2 2 | -13 -12 | -11 -43 -54 |

111 These estimates ore dased on stmple of incorporoteo businesses reporting sales betwen $\$ 25.000$ end $\$ 2.000,000$. Sanple count includes only ihose businesses reporing a statement of changes
Son Toble 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classiflcation tn 198T
Quebec. Househoid Furnlture Industrles (SIC 251)


19) average iaboup units are celculated by dividing totol payroll by the average annusi wage ond salary rate os roported in the Surver of Employment. Payroll and Hours, Stotistics Conode. Catalogue $72-002$. An average labour unit could be inferpioted as a full-time amployen. Note that the business site groups used sre determined ai the canode level. thus if business hos ef leest 500 employees in Consda as athole but less than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporting no payroll deductions in the previous year
(3) Refers 10 businesses feporting no payroll deductions in the follow ng yesr
"Newly eporting" and "no ionge. reporting" businesses are assumed to hove been in acrivify for six moniths and the information is adjusied accoroingly

See isble ifor symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Household Furniture Industries (SIC 251)


1985

| Number of observations in smple <br> Average sales $\$$ <br> Average expense $\$$ <br> Aversge net profit (loss) \$ | 276 258.212 248.231 9.981 | 40.987 34.965 6.022 | $\begin{array}{r} 94.750 \\ 88.656 \\ 6.094 \end{array}$ | $\begin{array}{r} 240.701 \\ 239.746 \\ 955 \end{array}$ | $\begin{array}{r} 656.410 \\ 629.556 \\ 26.854 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting grofit (Mo.) | 235 |  |  |  |  |
| Averoge salos | 249.261 | 40.699 | 91.228 | 232.160 | 532.956 |
| Average expense? | 230.400 | 34.110 | 77,841 | 212.639 | 597.009 |
| Average net profits | 18.861 | 6.589 | 13.387 | 19.521 | 35.94 ? |
| Businesses reporiting lose (No.) | 41 |  |  |  |  |
| Average salus | 301.056 | 47.125 | 103.047 | 259.075 | 794.977 |
| Average expense \$ | 321.805 | 53.172 | 114.136 | 298.061 | 821.850 |
| Average net loss \$ | -20.749 | -6.047 | -11.089 | -38.986 | -26.873 |

1986

| Number of observations in sample | 258 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| average sales \$ | 242.785 | 42.875 | 76.379 | 152.307 | 699.577 |
| Average expense \$ | 228.030 | 35.493 | 73.334 | 141.882 | 661.409 |
| Averoge net profit (loss) \$ | 14.755 | 7,382 | 3.045 | 10.425 | 38.158 |
| Businesses reporting a profit (Mo.) | 212 |  |  |  |  |
| Aversge sales | 248.877 | 42.750 | 76.207 | 151.981 | 24. 571 |
| Average exponses | 227.244 | 33.555 | 65.142 | 138.697 | 671.583 |
| Average net profit $\$$ | 21.633 | 9.195 | 11.065 | 13.284 | 52.988 |
| Businesses reporting loss (Mo.) | 46 |  |  |  |  |
| Average sales | 214.374 | 13.920 | 78.626 | 154,918 | 582.034 |
| Average expense | 229.414 | 51.627 | 85.107 | 167.356 | 613.565 |
| Average nep loss \$ | -15.040 | -7,707 | -8,481 | -12,440 | -31.531 |

1987

| Number of observations in sample | 24.8 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average salos \$ | 297.325 | 47.592 | 94.880 | 226.190 | 820.636 |
| Average expense 5 | 283.824 | 39.791 | 91.136 | 215.402 | 788.966 |
| Average net profit (loss) 5 | 13.501 | 7.801 | 3.744 | 10.788 | 31.670 |
| Businesses reporting g profit (Mo.) | 185 |  |  |  |  |
| Average sales \$ | 298.914 | 48.106 | 85.555 | 217.498 | 844.495 |
| Average expensts | 274.417 | 38.935 | 74.296 | 194.483 | 789.952 |
| Averoge net profits | 24.497 | 9,171 | 11.259 | 23.015 | 54.543 |
| Businesses reporting less (Mo.) | 63 |  |  |  |  |
| Average soles | 286.266 | 31.062 | 114.112 | 254.285 | 745.606 |
| Average expense 3 | 315.521 | 67.334 | 125.863 | 283.019 | 785.857 |
| Aversge net loss 5 | -29.255 | -36.272 | -11.751 | -28.734 | -40.261 |

(1) These estimates prased on sample of businesses reporing seles beiwen 825,000 and 82.000 .000 .

See lablei for symbols ind notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Commerciel Printing Industrles (SIC 281)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Lowe! } \\ \text { middie } 25 \% \end{array}$ |  | UpDe: mi dde $25 \%$ |  |  | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value 180003 | $\begin{aligned} & 410 \\ & 11) \\ & 11) \end{aligned}$ |  | $\begin{gathered} 11) \\ 93 \end{gathered}$ |  | $\begin{array}{r} 93 \\ 229 \end{array}$ |  | $\begin{aligned} & 229 \\ & 484 \end{aligned}$ |  |  | $\begin{aligned} & 488 \\ & 111 \end{aligned}$ |  |
| Selocted expense item | Industiry averoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Tots 1 | Bot 10 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | UDDer middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | rento | saies |  |
| Cost of sties | 34.6 | 39.9 | 31.0 | 34.2 | 33.3 | 93.3 | 37.1 | 41.9 | 35.8 | 36.0 | 34.5 |
| Occupancy expenses | 10.4 | 16.6 | 8.8 | 8.7 |  | $99 . ?$ | 10.4 |  | 8.8 |  | 7.6 |
| Deprecietion | 3.4 | 4.8 | 2.7 | 2.9 | 3.0 1.5 | 94.1 | 3.6 | 5.2 2.5 | 3.0 2.1 | 3.1 2.2 | 3.1 1.7 |
|  | 1.8 | 2.3 2.6 | 1.7 | 1.8 1.3 | 1.5 | 85.4 92.6 | 2.1 1.7 | 2.5 2.8 | 2.1 | 2.2 1.4 | 1.7 1.2 |
| Reat. IVghe telophone | 3.6 | 7.0 | 3.1 | 2.6 | 1.9 | 83.0 | 4.4 | 7.9 | 4.0 | 3.1 | 2.3 |
| Personnel expenses | 27.9 | 16.3 | 30.6 | 31.2 | 33.0 | 93.0 | 30.0 | 22.0 | 31.8 | 31.3 | 33.4 |
| Finencis! expenses | 2.8 | 3.8 | 2.4 | 2.5 | 2.3 | 95.5 | 2.9 | 4.0 | 2.7 | 2. 5 | 2.4 |
| Intecest \& bank charges Protessional fees | 1.3 | 1.2 2.6 | 1.2 1.2 | 1.4 | 1.5 0.5 | 83.2 86.0 | 1.6 | 1.7 3.6 | 1.5 1.5 | 1.5 1.2 | 1.6 0.9 |
| Other expenses | 20.8 | 25.8 | 21.1 | 18.2 | 18.1 | 100.0 | 20.1 | 25.1 | 21.1 | 18.2 | 11.1 |
| Protit (loss) | 3.6 | -3.0 | 6.2 | 5.2 | 5.8 | 99.7 | 3.8 | -3.0 | 6.2 | 5.3 | 5. ${ }^{\text {c }}$ |
| Tota! | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | -• |  | . $\cdot$ | - . |

Syubol:

- 2ero or no observations
=- 100 smell too be expressed
not applicable
$\times$ conficential


## Footnotes

111 These estimetes bre besed on sample of Dusinesses reporting sales between $\$ 25.000$ shd $\$ 2.000 .000$.
21 Value in each cell $=\frac{\text { lotal weighted expenditur on given item }}{\text { lotal weighted sates of all businesses in the sampla }} \times$ for fach quartile.

this portion of the table perqains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individully ang the cotal will not necesserily aqual 100 z .

## Notes

Dete are shown by outtiles when at leas; 13 of the sampled businesses peport the specific item
 one querter of the potal numper of ousinesses. Within esch quertile, the everage tetio is dresented. For comperison purposes. the high and low valuts of seles ere shown

## How to use the tebles

Il| locet the sopropriste seles penge thet is displeyed on the imo lines entitled tow seles value" and ahigh seles veluet
 top 25\%
(3) Deta perteining 10 the sulected sales size ronge will be in that quartile.

## Stenderd Induetrisl Elessificstion Oeflnition (SIE 19801:

51C 2810 . Consercist Printing Induterien
Businesses primerily engaged in the production of commercial enolct job printint regerdess of the printing method or process used lletterpress. inctuging flexographic. photographic or lithographic: intaglio or gravurti stencil printing or silk-screan, etc.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Comercial Printing Industries (SIC 281)

|  | To:al\1) | $\begin{array}{r} \text { Bot } 10 m \\ 25 \% \end{array}$ | Lowe r middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ s) | $\begin{aligned} & 375 \\ & 11 \\ & 11 \end{aligned}$ | 1119 | $\begin{aligned} & 179 \\ & 307 \end{aligned}$ | $\begin{aligned} & 307 \\ & 647 \end{aligned}$ | $\begin{aligned} & 647 \\ & 111 \end{aligned}$ |
|  | Average ( 8000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and nates receivable | 78 | 19 | 34 | 67 | 191 |
| Inventory | 80 | - | - | - | 19 |
| Other current assets | 65 | 22 | 26 | 62 | 154 |
| Total current asseta | 144 | 41 | 61 | 129 | 345 |
| Fixed assets | 93 | 20 | 40 | 79 | 230 |
| Less: Accum. dep. on fixed ussets | 4 | - | - | - | - |
| Other assets | 11 | 2 | 3 | 13 | 26 |
| Total essets | 241 | 63 | 104 | 221 | 602 |
|  |  |  |  |  |  |
| Other current liabilities | 72 | 22 | 36 | 63 | 167 |
| Total current liabilities | 95 | 30 | 45 | 82 | 223 |
| Mopqgages dayable | - | - | - | - | - |
| Long term debt | 8 | 3 | 2 | 4 | 15 |
| Other liabilities | 48 | 14 | 19 | 41 | 116 |
| Total liabilities | 149 | 19 | 65 35 | 128 93 | 354 248 |
| Total equity | 99 | 17 | 35 | 93 | 248 |

11 These estimates are based on a sample of businesses peporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
5ee table i for symbols and notes

TABLE 3. Financtal ratios(i) for incorporeted businesese only, 1987
Quebec, Commercisl Printing Industries (Sic 281)

|  | Total(2) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { middie } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $18000^{\prime}$ s) High sales value ( $\$ 000$ s) | $\begin{aligned} & 395 \\ & (1) \end{aligned}$ (1) | $(1)$ | 179 307 | 307 647 | 84 (1) |
|  | Aversoe |  |  |  |  |
| Liouidity retio Curpent ratio (times) | 1.5 | 1.3 | 1.4 | 1.6 | 1.5 |
| Leverege retios <br> Debt/equity ratio (times) <br> Interest coverage ratia (times) <br> Debe ratio (times) | 1.5 4.6 0.6 | 2.8 0.7 | 1.7 4.9 0.6 | 1.4 4.7 0.6 | 1.4 5.1 0.6 |

(1) The stios ropresent the averge of retios for usch business in the group end connot be colculated from the figures shown in table 2

12 Thise ustimetes presed on sampl of businesses reporting seles betwen 325,000 end $82,000,000$.
See table 1 for syobls and notes.

## Definitions:

1. Liquidity retia:

Current = current assets f current liabilities
2. Leverage facios:

- Debt/equity = total liakilities / equity
D) Dest patio = total liabilities / total sssets
c) Interes coverage $=$ ner profit $+i n t e r e s t ~ e x p e n s e f$ interest expense

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

$(11)$ inese estimates are based on sample of incorporatoo businesses reporting seles between 525.000 ono $\$ 2.000 .000$. Somple count includes only those businesses reparting a statement of changes
see iable 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic classification in ig87
Quebec. Commercial Printing Industries (SIC 281)


III average labour units becolculated oy dividing total poyroll by the overoge annul wage and salary rate as reported in the Surver of Employment. Parpoll and Mours. Statistics Canda. Catologue 32-002. An average labour unit coutd be interpreted as a full-fime employee. Note that the busingss sixe groups used are defermined at the Canada level. Thus if a business has of leasi 500 emproyes in cansea as e whole but less than thet number in any given province it is shown in the 500 and over group.
(2) Reters 20 businesses feporting no payrall oecuctions in the previous year
(3) Refers to businasses reporting no payroll decuctions in the followirg year

- Newly reoorting" and "no longer peporting" businesses are assumed to hove been in activity for six months and the information is adus:ed accordirgly

See Tote 1 for symbols and notes

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. 1985-1987
Quabec, Conmercial Printing Industries (SIC 281)

|  | Total(1) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upoer midole 25\% | $\begin{aligned} & T O D \\ & 25^{\circ} \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample | 21. 505 |  |  |  |  |
| Average sales \$ | 311.202 | 54.641 | 129.629 | 240.076 | 820.463 |
| Average expense \$ | 291.378 | 45.030 | 125.845 | 222.523 | 772,114 |
| Avorage net profit (loss) \$ | 19.824 | 9.611 | 3.784 | 17.553 | 48,349 |
| Busineses reporting eproflt (Mo.) Average sales $\$$ |  |  |  |  |  |
| Average sales \$ <br> Averape expense \$ | 305.077 278.704 | 54.441 43.729 | 124.871 110.410 | 243.243 221.664 | 797.753 739.013 |
| Average net profit \$ | 26.373 | 10,712 |  |  |  |
| Businceses poporting loss (No.) Average ssles \$ | 379.197 | 57.946 | 135,470 | 219.466 |  |
| Average expense \$ | 406.163 | 65.510 | 144.794 | 228.117 | 1,185.229 |
| Average net loss \$ | -26.966 | -8,554 | -9.324 | -8.651 | -81.325 |


|  | 1986 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mumber of observations in sample | 472 |  |  |  |  |
| Average sales \$ | 275.179 | 35.303 | 102.938 | 221,174 | 741.299 |
| Average exoense 5 | 259.606 | 28,026 | 95.892 | 208,611 | 697.893 |
| Average net profit (loss) \$ | 17.573 | 7.277 | 7.046 | 12.563 | 43.406 |
| gusinesses reporting a profit (Mo.) | 385 |  |  |  |  |
| Average sales \$ | 272.061 | 34.551 | 102.599 | 225,869 | 125.225 |
| Average expense \$ | 248.237 | 26.554 | 51.827 | 203.195 | 671.373 |
| Average net protit \$ | 23.824 | 7,997 | 10.772 | 22.674 | 53.852 |
| Businesses reporting loss (Wo.) | 83 |  |  |  |  |
| Average sales \$ | 311.507 | 45.956 | 104,649 | 212,697 | 882.725 |
| Average expense \$ | 328,722 | 48,874 | 116,403 | 218,390 | 931.219 |
| Average net loss \$ | -17.215 | -2.918 | -11.754 | -5.693 | -48.494 |
|  |  | - | 1987 |  |  |
| Mumber of observations in sample | 4.45 |  |  |  |  |
| Aversge sales \$ | 395.803 | 65.369 | 164.589 | 338.827 | 1.014.425 |
| Average expense \$ | 374.442 | 63.109 | 155.236 | 320.400 | 959.023 |
| Average net profit (loss) \$ | 21.361 | 2.260 | 9.353 | 18.427 | 55.402 |
| Busineses reporting eprofit (Mo.) | 363 |  |  |  |  |
| Average sales\$ | 398.522 | 66.637 | 163.163 | 342.800 | 1.021 .489 |
| Average expense ${ }^{\text {a }}$ | 366.422 | 55.401 | 148.528 | 317.380 | 944.380 |
| Average net profits | 32.100 | 11.236 | 14.635 | 25.420 | 77.109 |
| Businesses reporting lose (Ho.) | 82 |  |  |  |  |
| Average sules \$ | 382.853 | 62.801 | 170.200 | 317.186 | 981.224 |
| Average expense \$ | 405.260 | 78.720 | 181.627 | 336,845 | 1.027,84? |
| Average net loss \$ | -23.407 | $-15.319$ | -11.427 | -19.659 | -46,623 |

(1) These estinates are besed on sample of businesses reporting seles between $\$ 25.000$ 8nd $\mathbf{8 2 . 0 0 0 , 0 0 0 .}$

See Table fior symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Platemaking. Typesetting Bindery Industry (S|C 282)

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

## Sytbol

- zero or no observations
.- 100 smell :00 be expressed
... nor applicable
$\times$ confidential


## Footnotes

(1) These estimates are besed on a sample of businesses reporifing sales between $\$ 25.000$ end $\$ 2.000 .000$.

121 Value in each cell $=\frac{\text { TotBl weignted mxpenditura on given itom }}{\text { Toisi weighted sales of all ousinesses in the sample }} \times$ foo for each quartile
(3) Velue in each cell $=\frac{\text { iotal weighted expendisure on given item }}{\text { Total weighted sales of businesses reporting this item of exponditure }}$ for ech quertile.
 indivicually and the total will not necessefily equel loox.

## Notes

Data are shown by quartiles when at least 13 of the samptoo businesses prport the specific item
Records were renked in oscending order becording to seles size. Esch quartile (i. E. bottom 25t. lower midde 25\%, tic. represents one quarter of the total number of businesses. Within each quartile, the average ratio is prosen ied. For comperison purposes. the high and low values of sales er shown.

## how to use the tables

(1) Locate the eppropriste sales range that is displayed on the two lines entitled tow seles value and ahigh seles valué
(2) The selected ronge will indicate the proper qusrtile. i. . the bottom 25z, the lower midde 25\%, the upper nidde 25\& or the top 25\%
(3) Data per toining to the stifected sales sizerange will be in thet quertile.

## Stenderd Industrisl Clessificetion Definition (SIC ISs0):

SIC 2820 - pletengking. Trpesetting and Bindery Industry
Businesses primarily engaged in providing speciblized services to the printing end publishing trades, advertising egencies or oiters: the making of mage bearing photographic films. plates and printers dies of all fypes: typesetiing for the printing ;rade: making Dinders or covers: hand or machine dindery work and allied post-piniing. converting or finishing operations. included ar f businesses engaged in photographic lilm deveioping. primping and enlarging.

TABLE 2. Balance sheet proftle for incorporated businesses only, 1987
Quebec, Platemaking, Typesetting \& Bindery Industry (SIC 282)

|  | Total 11 ) | Bottam $25 \%$ | Lower $\text { midde } 25 \%$ | Upder middie 25\% | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Lom sales value ( $\$ 0000^{\prime}$.) Migh sales value ( $8000^{\prime}$ s) | $114$ <br> (1) <br> (1) | 11 131 | $\begin{aligned} & 131 \\ & 261 \end{aligned}$ | $\begin{array}{r} 261 \\ 436 \end{array}$ | 436 (1) |
|  | Average ( $\$ 000{ }^{\prime} 5$ ) |  |  |  |  |
| Assets | - | - | - | - | - |
| Accounts and notes receivable | 57 | 5 | 21 | 44 | 155 |
| Inventopy | - | - | - | - | - |
| Other current assets | 57 | 16 | 40 | 43 | 125 |
| Total current assets | 114 | 21 | 62 | 87 | 281 |
| fixed asgets | 113 | 28 | 90 | 93 | 230 |
| Less: Accus. deo. on fixed assets | 1 |  | - | - | - |
| Other assets | 12 | 1 | 14 | 12 | 22 |
| Total assets | 239 | 50 | 158 | 198 | 532 |
| Lisbilities and equity Current loans |  |  |  |  |  |
| Current loans | 20 58 | 16 | 20 | 20 54 | 38 126 |
| Total current liabilities | 77 | 16 | 52 | 74 | 164 |
| Mortgages doyoble | - | - | - | - | - |
| Long term debt | 15 | 15 | 30 | 16 | 11 |
| Other liabilities | 63 | 15 | 68 | 45 | 122 |
| Totel limbilities Total maity | 155 84 | 30 19 | 150 15 | 136 62 | 297 236 |

If These estimstes are pesed on sample of businesses reporting ssies between $\$ 25,000$ ind $\$ 2,000,000$.
See Table for symbols and notes.

TABLE 3. Finsmeisi ratios(1) for incorporated businesses only. 1987
Quebec, Pletemeking. Typesetting eindery Industry (SIC 282)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOp } \\ & \mathbf{2 5 \%} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's | $\begin{aligned} & 114 \\ & (1) \\ & (1) \end{aligned}$ | 11 131 | 131 261 | 251 436 | 436 <br> (1) |
|  | Aversge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.5 | 1.4 | 1.2 | 1.2 | 1.7 |
| Leverege fatios <br> Debt/equity ratia (times) <br> Interast coverage patio (times) <br> Debt retio (times) | 1.9 4.5 0.7 | 1.6 3.1 0.6 | 9.7 9.8 0.9 | 2.2 3.2 0.7 | 1.3 6.3 0.6 |

(1) The rotios represent the overage of ratios for ench business in the group and cannot be celculated from the figures shown in table 2 .

see Table ifor symbols and notes.

## Definitions:

1. Liquidiey ratio:

Curfent = current ossets / current lisbilities.
2. Leverage retios:
8) Debt/equity $=$ foial liabilities / equify
b) Debt ratio $=$ total liadilities / total assers.
c) Interest coverage $=$ net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financiti position for incorporated businesses only, 1987
Quebec, Platemaking, Typesetting s Bindery Industry (SIC 282)

| - | Totali1) | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lowe: midde 25\% | Uppe: $\text { miodle } 25^{\circ}$ | $\begin{aligned} & \text { Tob } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vaiue ( $\$ 000$ s) Migh sates value (\$000's) | $\begin{array}{r} 74 \\ 11 \\ 1 i) \end{array}$ | $\begin{aligned} & \text { (1) } \\ & 166 \end{aligned}$ | $\begin{array}{r} 166 \\ 212 \end{array}$ | $\begin{aligned} & 212 \\ & 460 \end{aligned}$ | $\begin{aligned} & 460 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from oderations Depreciation Other | $\begin{aligned} & 24 \\ & 22 \\ & -9 \end{aligned}$ | $\begin{aligned} & 7 \\ & 7 \\ & 2 \end{aligned}$ | $\begin{array}{r} -9 \\ 25 \\ -17 \end{array}$ | $\begin{aligned} & 18 \\ & 19 \\ & -5 \end{aligned}$ | $\begin{array}{r} 77 \\ 36 \\ -16 \end{array}$ |
| Dividends | -7 | $-1$ | - | -5 | -21 |
| Investment ectivities Disposel of fixed sssets Purchase of fixed assets Incresse in investment Decresse in investment | 7 -35 -5 | -10 | - $\begin{array}{r}1 \\ -5\end{array}$ | 5 -25 -2 -2 | $\begin{array}{r} 23 \\ -100 \\ -19 \\ 1 \end{array}$ |
| Finsencing setivities <br> Incresse in long term debt <br> Reosyment of long term debt <br> Loans fiom stareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 28 \\ -13 \\ 2 \\ -13 \\ -1 \\ -2 \end{array}$ | $\begin{array}{r}9 \\ -4 \\ \hline\end{array}$ | 29 -4 -35 | $\begin{array}{r}12 \\ -13 \\ 1 \\ -11 \\ \hline\end{array}$ | 62 -33 6 -4 -8 3 -7 |
| Increasa(decrease) in cash s equivalents Cash s equivalents-Beginning of the rear Cash \& equivalents - End of the yeer | 1 7 8 | $\begin{aligned} & 11 \\ & 10 \\ & 21 \end{aligned}$ | -13 -17 -17 | -1 10 8 | 7 14 21 |

(11) These Estimates are osec on stmple of incorporated businesses reporting sales detween $\$ 25.000$ ano $\$ 2.000 .000$. Sample count includes only those Dusinesses reporting stilement of changes
see isble i for symols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciateification in i987
Quebec, Flatemaking. Typesetting Bindery Industry (SIC 282)


 Surver of Employmens. Payroll and hours. Statistics cansab. Cotalogue 12-002. An everege labour unit cauld be interpreted as e full-time employee. Mote that the business size groups used ore determined st the cancol del. Thus it obusiness has al least 500 employes in Cansob es . whole but less than thet number in ony given province it is shown in the 500 ond over group
(2) Refers io ousinesses peporing in payroll deductions in the previous vear
(3) Refers to businesses reporting no payroll deductions in the following year
"New'y feporting" and "no longer reporting" Dusinesses are assumed to have been in acivity for six monits and the information is adjusted accoraingly

See table ! for symbols and notes

TABLE 6. Selected operating characterlstics of small businesses by sales quartile, 1985-1987
Quebec, Platemaking. Typesetting Bindery Industry (SIE 282)

Total(1) Bottom | Lower | Uoper | Top |  |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | $25 \%$ |

1985

| Mumber of observations in sample | 122 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 247.560 | 37,664 | 70.993 | 164,192 | 717.389 |
| Average expense \$ | 234.048 | 33.660 | 86,341 | 161.025 | 655,167 |
| Avernge net profit (loss) \$ | 13,512 | 4,004 | -15.348 | 3.16? | 62.222 |
| Businesses reporting eprofit (Mo.) | 95 |  |  |  |  |
| Average sales \$ | 252.617 | 38.124 | 89.008 | 156.44 | 726.888 |
| Average expense 5 | 219.465 | 28,416 | 77.219 | 142.927 | 629.299 |
| Average net profit \$ | 33.152 | 9.708 | 11.789 | 13.520 | 97.589 |
| Businesses reporting loss (Ma.) | 26 |  |  |  |  |
| Average sales \$ | 241.881 | 36.370 | 65,514 | 179.183 | 686,455 |
| Averape expenses | 268.244 | 48.406 | 89.115 | 196.055 | 739.400 |
| Average net loss | -26,363 | -12.036 | -23.601 | -16.172 | -52.945 |

1986

| Mumber of observetions in sample | 124 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 302.367 | 51.850 | 112.923 | 234,698 | 809.998 |
| Average expense \$ | 281.763 | 51.164 | 101.906 | 219.559 | 754.424 |
| Average net profit lloss) \$ | 20.604 | 686 | 11.017 | 15,139 | 55.574 |
| Businesses reporting eprofis (Mo.) | 99 |  |  |  |  |
| Average sales $\$$ | 303.554 | 58,763 | 107.900 | 232.988 | 816.565 |
| Average expense \$ | 277.112 | 44.463 | 90.905 | 215.120 | 757.958 |
| Average net profits | 26.442 | 12.300 | 16.995 | 17.868 | 58.607 |
| Businesmes reporting lers (Mo.) | 25 |  |  |  |  |
| Averspe salss \$ | 268.627 | 19.621 | 128.162 | 257.218 | 639.508 |
| Average expense \$ | 282.551 | 54,204 | 135.277 | 278.025 | 662.695 |
| Average net loss \$ | -13,92\% | -4.563 | -7.115 | -20.807 | -23.188 |

1987

| Wumber of observations in sample | 128 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales \$ | 335.616 | 55.745 | 141.917 | 282.093 | 862.709 |
| Average expense \$ | 311.840 | 50.120 | 134.855 | 280.313 | 782.079 |
| Average net profit lloss) 5 | 23.775 | 5,625 | 7.062 | 1,780 | 80.538 |
| Ausinesses reporting eprofit (Mo.) | 33 |  |  |  |  |
| Averope sales ${ }^{\text {a }}$ | 350.511 | 56.948 | 148.255 | 319.149 | 877.393 |
| Average expense \$ | 310.740 | 43.543 | 130.371 | 284.517 | 784.528 |
| Average net profit | 39.771 | 13.405 | 17.884 | 34.932 | 92.865 |
| Businesees reporting lose (Mo.) | 27 |  |  |  |  |
| Aversge sales \$ | 291.939 | 53.254 | 128.505 | 251.797 | 736.199 |
| Aversge expenses | 311.825 | 63.736 | 145.758 | 276.903 | 760.906 |
| Average net loss | $-19.887$ | -10.482 | -19.253 | -25.108 | -24.707 |

11) These estimetes are based on semple of businesses reporting sales betwean $\$ 25,000$ and $\$ 2,000,000$.
see isale 1 for symbels and notes

TABLE 1. Selected operating ratios. in percent of eales. 1987
Quebec, Publishing Industries (SIC 283)

|  | Totalil: |  | $\begin{array}{r} B=+10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lowe?midde 25\% |  | Upoer$\text { midale } 25 \%$ |  |  | $\begin{aligned} & \text { Yof } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Busintesses in sample (No.) Lom sales vaile ( $\$ 000$ 's) High saies value 18000 s) | $\begin{aligned} & 88 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{gathered} 11 \\ 66 \end{gathered}$ |  | $\begin{array}{r} 66 \\ 304 \end{array}$ |  | $\begin{aligned} & 304 \\ & 675 \end{aligned}$ |  |  | $\begin{aligned} & 675 \\ & 111 \\ & \hline \end{aligned}$ |  |
| Selected expense item | Industry averape (2) |  |  |  |  | $\begin{aligned} & \text { Q busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only 3 ! |  |  |  |  |
|  | Total | $\begin{array}{r} 30 t \text { tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UoDe: iddle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of meles | 17.4 | 17.2 | 29.1 | 12. | 1.1 | 54.2 | 32.0 | 37.2 | 41.2 | 24.7 | 20.8 |
| Occupancy expenses | 5.1 | 5.8 | 5.6 | 5.6 | 3.5 | 91.7 | 5.6 |  |  |  | 3.7 1.3 |
| Oepreciation | 1.9 | 2.1 | 2.4 | 1.4 | 1.3 | 87.2 | 2.2 0.7 | 3.0 0.4 | 3.0 0.6 | 1.5 1.0 | 1.3 0.4 |
| Repsips \& maintenance | 0.3 | 0.1 | 0.3 | 0.5 1.6 | 0.3 | 44.9 | 0.7 2.2 | 0.1 | 0.6 2.5 | 1.0 | 1.2 |
| Hest. Iight is telephone Rent | 1.6 1.4 | 1.8 | 2.0 0.9 | 1.6 2.1 | 1.1 | 72.5 67.9 | 2.2 2.0 | 5.3 3.5 | 2.5 1.3 | 2.5 | 1.3 |
| Personnel expenses | 18.6 | 15.5 | 14.4 | 21.9 | 22.6 | 82.2 | 22.6 | 17.8 | 21.3 | 25.9 | 24.4 |
| Finsencisl expenses | 3.3 | 4.9 | 4.1 | 2.3 | 1.9 | 97.1 | 3.4 | 4.9 | 6. 2 | 2.5 | 1.9 |
| Interest 8 bank charges | 0.8 | 0.2 | 1.0 | 1.0 | 0.8 | 76. 3 | 1.0 | 0.3 | 1.2 | 1.2 | 0.9 |
| Protessiona! fees | 2.5 | 4.7 | 3.1 | 1.3 | 1.0 | 95.6 | 2.6 | 4.7 | 3.2 | 1.5 | 1.1 |
| Other expenses | 51.3 | 64.2 | 37.7 | 51.6 | 55.5 | 100.0 | 51.9 | 54.2 | 37.7 | 51.6 | 55.5 |
| Profit (loss) | 3.8 | -7. 6 | S. 1 | 5.8 | 6.8 | 99.0 | 3.8 | -7. 6 | 3.1 | 6.1 | 6.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | $\cdots$ | - . | -•• |

5ymbel:

- zero or no observeions
= too small too De expressed
not applicable
$\times$ confiontis!


## Footnot

 Toisl weighted expenditure on given item -100 for each quartile.
21 Value in each cell rotal weighed soles of bll businesses in the sampl
(3) Velue in tech cell atel weighteo expenditure on given item $\qquad$
This portion of the table pertains only to the businesses reporting the specific oxponse item. Therefore these ratios ere cotculeted individually and the total will mot necessafily equal $100 \%$.

## Motes

Deta are shown by quartiles when at least 13 of the sampled businesses peport the specific item
 one querter of the cotel number of busimesses. Within esch quertile. the sugere ratio is presenteo. For comperison purposes. the high ano lom values of soider show shom.

## How to use the tebles


121 The selectod range mill indicate the proper quattile. i. e. the bottom 25\%. the lower miodi 25x. the upper midde 25\% or the sop 25 \%
(3) Dets peribining to the selmeted sales size ponge will be In ins quartile.

## Stenderd induetriel Cleveificetion Definition (SIC 1980):

\$1C 2830 - Publithing Industries
Businesses prims ily engeged in publishing and which do no printing. The tepmopublishing as epplied in this industry proup includes the publishing of books. Other peading matter, maps, guides and the like

TABLE 2. Baltance sheet profile for incorporated businesses only. 1987
Quebec, Publishing Industries (SIC 283)

|  | Total\{1\} | Bottom $25 \%$ | Lower <br> midde 25* | Uppe: <br> midde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ip sample (No.) Low solos value ( 8000 High sales value ( $\$ 000$ 's) | (1) | (1) | 66 340 | 340 687 | $\begin{aligned} & 687 \\ & (1) \end{aligned}$ |
|  | Average ( $\$ 000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Aseote |  |  |  |  |  |
| Cosh | $\bigcirc$ | - | - | - | - |
| Accounts and notes receivable | 74 | 8 | 26 | 79 | 179 |
| Inventory | - | - | - | - | - |
| Other current assets | 91 | 16 | 53 | 186 | 129 |
| Total current ossets | 154 | 20 | 79 | 24.2 | 308 |
| Fixed assets | 35 | 6 | 32 | 19 | 83 |
| Less: Accum. dep. on fixed essets | - | - | - | - | - |
| Other assets | 41 | 1 | 13 | 50 | 97 |
| Totel ensets | 240 | 27 | 124 | 311 | 488 |
| Lisbilitles and equity |  |  |  |  |  |
| Curtent loans | 14 | ${ }_{1}$ | 2 | 20 | 32 |
| Other current liabilities | 100 | 13 | 43 | 121 | 218 |
| Total current liabilities | 114 | 15 | 45 | 142 | 250 |
| Mortgages Dayable | - | - | - | - | - |
| long term debt | 2 | - | 1 | 1 | 5 |
| Other lisbilities | 22 | 1 | 10 | 15 | 63 |
| Total llabilities | 138 | 15 | 55 | 158 | 311 |
| Total quity | 102 | 11 | 68 | 153 | 170 |

(11) These estimtes are based on sample of businesses feporting seles between 525.000 and 52,000,000.

See Table for symbols and notes

TABLE 3. Financial ratios(1) for incorporated butinesest oniy. 1987
Quebec. Publishing industrise (Sic 283)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | middlewer | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | Yop 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ s) High salas value ( $8000^{\circ}$ s) | $\begin{array}{r} 86 \\ (1) \\ (1) \end{array}$ | (1) 66 | 66 340 | 340 687 | 687 $(1)$ |
|  | Average |  |  |  |  |
| biquidisy ratio Current ratio (times) | 1.4 | 1.4 | 1.8 | 1.7 | 1.2 |
| Leverage ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt fatio (times) | 1.4 8.4 0.6 | $\begin{aligned} & 1.4 \\ & \ddot{0} .6 \end{aligned}$ | $\begin{array}{r} 0.8 \\ 20.8 \\ 0 . \end{array}$ | 1.0 5.7 0.5 | 1.9 9.8 0.7 |

(11) The ratios represent the everoge of retios for each business in the group ond cannot be celculated from the figures shown in foble 2 .


5 es Toble 1 for aymols and notes.

## Definitions:

1. Liquidity retio:

Current = current osseis / cuprent libilities.
2. Leverage rotios:
a) Debt/equity $=$ sotal liabilities / equicy
of Deter ratio $z_{\text {s toral liabilities } / \text { total assets }}$
c) Interest coversge $=$ net profit - interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Publlshing Industries (SIC 283)

|  | To:3111) | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25: \end{array}$ | Lower mido:e 25: | $\begin{aligned} & \text { UDoe: } \\ & \text { miodle } 25 \% \end{aligned}$ | $\begin{aligned} & 10 \\ & 25 \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samolo (No.) Low sales value ( 5000 's) Migh sales value ( 9000 's) | $\left.\begin{array}{l} 67 \\ 11 \\ 11 \end{array}\right\}$ | $\begin{aligned} & 19 \\ & 275 \end{aligned}$ | $\begin{array}{r} 276 \\ 48 ? \end{array}$ | $\begin{aligned} & 487 \\ & 958 \end{aligned}$ | $\begin{aligned} & 958 \\ & 111 \end{aligned}$ |
|  |  |  | Average ( 8000 |  |  |
| Opereting activities Cash from oderations Dedreciation Other | $\begin{array}{r} 38 \\ 12 \\ -34 \end{array}$ | $\begin{array}{r} -12 \\ 5 \\ -21 \end{array}$ | $\begin{array}{r} 34 \\ 5 \\ -47 \end{array}$ | $\begin{array}{r} 48 \\ 16 \\ -31 \end{array}$ | $\begin{array}{r} 72 \\ 20 \\ -33 \end{array}$ |
| Dividends | $-14$ | -1 | -6 | -31 | -18 |
| Investment sctivities <br> Disposal of fixeo essets <br> Putchase of fixed assets <br> lncresse in investment <br> Decresse in investment | $\begin{array}{r} 1 \\ -19 \\ -6 \\ -7 \end{array}$ | $\begin{array}{r}-16 \\ \hline 1\end{array}$ | -7 -3 | $\begin{array}{r} 2 \\ -18 \\ -1 \\ 4 \end{array}$ | $\begin{array}{r} 2 \\ -36 \\ -17 \\ 25 \end{array}$ |
| Financing ectivitios <br> lncrese in long term debt <br> Redayment of long term debt <br> Losns from shareholders <br> Redsyment of loans from shareholders <br> Advances \& loans from government <br> Inciase in aquity <br> Decrease in equity <br> Other | $\begin{array}{r} 8 \\ -9 \\ 5 \\ -4 \\ - \\ 3 \\ -10 \\ -1 \end{array}$ | -3 | 1 -2 -1 - - -2 -1 | $\begin{array}{r} 7 \\ -17 \\ 3 \\ -3 \\ - \\ 5 \\ -18 \\ -1 \end{array}$ | 23 -15 15 -12 - 3 -20 |
| Incresse(decrease) in cash s equivalents Cash s equivelents-Beginning of the yeer Cesh sequivelents - End of the year | $\begin{array}{r} -24 \\ 42 \\ 18 \end{array}$ | -47 47 | -25 -69 34 | $\begin{array}{r} -36 \\ 40 \\ 4 \end{array}$ | 10 17 27 |

(1) These estimates are baseo on sample of incorporarec dusinesses reporting sales between 525.000 anc $\$ 2.000 .000$. Semple count incluaes only those businesses roporting slatement of chenges
see Toble i for symols ang hores

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classificetion in is87
Quebec. Publishing Induetries (SiC 283)



Survey of Employment. Payroll and Hours. Stasistics Cenada. Catalogue 12-002. An overage labour unit could be interpreted as a full-pime eroloyee. Wore thet the business size groups used are determined ot the canade level. Thus if a business hes ai leasi
500 employes in Conada as whole but less than that number in any given province it is shown in the 500 and over group
121 Refers to pusinesses reporting no payroll deductions in the previous year.
131 Refers to businesses reporiting no payroll deductions in the following year
"Nowiy reporting" ane "ne longer peporting" businesses are assumed to hove been in acpivipy for six monith and the intormation is adjusted accordingly

See lable 1 for symbols and noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Publishing Industries (SIC 283)

| Total(1) Bottom | Lower | Uppep | Top |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | middle $25 \%$ |

4985

| Munber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Averoge net profit (loss) \$ | $\begin{array}{r} 88 \\ 418.478 \\ 389.791 \\ 28.687 \end{array}$ | $\begin{aligned} & 54.321 \\ & 28.372 \\ & 27.949 \end{aligned}$ | $\begin{array}{r} 99.266 \\ 96.898 \\ 2.368 \end{array}$ | $\begin{array}{r} 447.555 \\ 426.331 \\ 21.224 \end{array}$ | $\begin{array}{r} 1.072 .769 \\ 1.009 .564 \\ 63.205 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting aprolit (Mo.) | 67 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 417.754 | 54.850 | 101.801 | 439.015 | 1.075.351 |
| Average expense | 379,324 | 24.627 | 93.739 | 389.553 | 1.009.377 |
| Average net profit | 38.430 | 30.223 | 8.062 | 49.462 | 65,974 |
| Businesses reporting lose (Mo.) | 21 |  |  |  |  |
| Average sales $\$$ | 385.468 | 47.119 | 93.436 | 461.062 | 940.255 |
| Average expense \$ | 414.493 | 50.136 | 104.160 | 484.502 | 1.019.175 |
| Average net loss \$ | -29.025 | -3.017 | -10.724 | -23.440 | -78.920 |

1985

| Mumber of observetions in smmple | 86 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 271.231 | 62.548 | 104.152 | 249.990 | 688.474 |
| Average expense s | 268.672 | 63.994 | \$4.500 | 268.596 | 647.596 |
| Average net prolit (loss) \$ | 2,619 | $-1.446$ | 9.652 | $=18.506$ | 20.878 |
| Businesses reporting aprofit (Mo.) | 57 |  |  |  |  |
| Average seles \$ | 254.847 | 72.389 | 103.534 | 195,207 | 648.259 |
| Average expense \$ | 237.073 | 67.648 | 92.602 | 183,794 | 604.247 |
| Average met profit \$ | 17.774 | 4.741 | 10.932 | 11.413 | 44.012 |
| Businesses reporting a loss (Mo.) | 25 |  |  |  |  |
| Average sales | 300.963 | 55.778 | 114.411 | 271.737 | 761.926 |
| Averag expense f | 334.438 | 61.489 | 126.012 | 302.280 | 847.997 |
| Average net loss | -33.475 | $-5.703$ | -11.601 | -30.523 | -86.071 |

1987
Number of observetions in sample

Average sales | a |
| :--- |
| Averspe expense |

| $\begin{array}{r} 105 \\ 448.529 \\ 418.696 \\ 29.833 \end{array}$ | $\begin{aligned} & 48.410 \\ & 49.827 \\ & -1.417 \end{aligned}$ | $\begin{array}{r} 179.376 \\ 170.547 \\ 8.823 \end{array}$ | $\begin{array}{r} 471.668 \\ 433.347 \\ 38.321 \end{array}$ | $\begin{array}{r} 1.094 .660 \\ 1.021 .062 \\ 73.598 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 75 |  |  |  |  |
| 441.395 | 60.983 | 185.727 | 445.985 | 1.072 .906 |
| 387.580 | 53.979 | 158.129 | 370.139 | 967.774 |
| 53.815 | 7.004 | 27.598 | 75.526 | 105.132 |
| 30 |  |  |  |  |
| 477.071 | 37,644 | 167.367 | 528.429 | 1,176.845 |
| 507.512 | 46.272 | 194.026 | 567,376 | 1.222.373 |
| -30.441 | -8.628 | -26.659 | -40.947 | -45.528 |

11 These estimates ore besed on ample of businesses reporing seles between $\mathbf{5 2 5 . 0 0 0}$ and $\$ 2,000,000$
see rable 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Ornamental Architectural Metal Products Industries (SiC 303)

|  | Total:1i |  | E.otrom 25* |  | Lomer <br> middle 25: |  | Upper middle 25\% |  |  | $\begin{aligned} & T 05 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low soles value (\$noics) <br> ratas sales value (9000's) | $\begin{aligned} & 97 \\ & 11 \\ & 11 \end{aligned}$ |  | $\begin{aligned} & 111 \\ & 289 \end{aligned}$ |  | $\begin{aligned} & 289 \\ & 542 \end{aligned}$ |  | $\begin{array}{r} 542 \\ 1.018 \\ \hline \end{array}$ |  |  | $\begin{array}{r} 1.018 \\ 111 \end{array}$ |  |
| Selectedexpense item | Industir averagei2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { middle } \\ 25 \% \end{array}$ | Upper idde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Upper midde 25\% | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 44.5 | 38.7 | 44.3 | 47.9 | 46.5 | 38.7 | 45.1 | 38.7 | 44.3 | 47.9 | 49.6 |
| Decupancy expenser | 6.1 | 7.6 | 6.8 | 5.9 | 4.6 | 100.0 | 6.1 | 7.6 | 6.6 | 5.9 2.0 | 4. 6 |
| Depreciation | 1.9 | 2.0 | 2.1 | 1.9 | 1.6 | 97.6 88.7 | 1.9 | 2.0 1.0 | 2.8 | 2.0 | 1.6 0.9 |
| Repaits \% maintenance | 1.0 | 1.0 | 1.2 | 1.9 | 0.8 | 88.7 96.6 | 1.2 | 1.0 | 1.2 | 1.1 | 0.9 |
| Hest. light 8 telephone Rent | 1.2 2.0 | 1.9 2.6 | 1.1 2.2 | 1.8 | 1.3 | 98.6 81.6 | 1.3 2.4 | 2.7 | 1.2 2.8 | 2.1 | 1.9 |
| Personnel expenses | 27.1 | 29.2 | 28.2 | 28.1 | 22.7 | 99.0 | 27.3 | 29.2 | 28.2 | 28.4 | 23.6 |
| Financial expenses | 1.8 | 1.6 | 1.9 | 2.5 | 1.1 | 98.1 | 1.9 | 1.6 | 1.9 | 2.6 |  |
| Inturest 8 bank charges | 1.1 | 1.0 | 1.0 | 1.5 | 0.8 | 83.1 92.5 | 1.3 | 1.2 0.7 | 1.2 0.9 | 1.7 | 0.9 |
| Ppofessionsl fees | 0.8 | 0.6 | 0.9 |  |  |  |  |  | 0.9 |  |  |
| Other expenses | 11.2 | 8.8 | 10.5 | 8.0 | 17.5 | 100.0 | 11.2 | 8. 8 | 10.5 | 8.0 | 17.5 |
| Profit (loss) | 9.2 | 14.2 | 8.5 | 7.4 | 6.8 | 100.0 | 9.2 | 14.2 | 8.5 | 7.4 | 6.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | $\ldots$ | $\ldots$ | ... |

## symbole

- zero of no observations
- 100 small too be expessed
not apolicade
$\times$ confidentiel


## Footnotes

(1) Jhese estinetes are based on semple of businesses poporting seles between $\$ 25.000$ song $\$ 2.000 .000$
(2) Value in ench cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Totel weighted sales of all businesses in the sample }}$ loo for eech quartile.
(3) Velue in each celt $=\frac{\text { Tosal weighted expenditur on given item }}{\text { lotal weighted sales of businesses peporting this item of expenditure }}$ for

This poption of the tabte pertains only to the businesses peporting the specific expense item. Therefore these ptios bre celcuited ndividually and the total will not necesserily equal $100 \%$.

## Notes

Dete Be shown by quortiles when at least 13 of the sempled businesses report the specific item
 one quarter of the totel number of businesses. Within esch quertile, the guer age patio is presented. for comperison purposes. the high end low velues of seles are shown

How 80 use the tebles

2) The selected range will indicete the proper quertile. i.t. the bot tom 25\%. the lower midde 25\%. the upper midde 25\$ or the ROD 25\%.
(3) Dete perteining to the selocted seles size range will be in thet quertile.

## Stendard Induetrial Clostificesion Definition (SIC 1980):

SIC 3030 - Ornementel and Archisecturs ( Metel Producte Industries
Businesses primarily engaged in manufacturing metel windows ond doops: prefabiceted. portebl metal buildinas: shd other crismental anc archiectural metal croducts

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Drnmental Architectural Metal Products Industries (SIC 303)


11 These espinaies se besed on a somple of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.
Set Toble f for symbols wo notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Qutbec. Drn⿻mentel \& Archltectural metel Products Industrles (Sic 303)

|  | Total(2) | Bottom 25\% | $\underset{\text { middlower }}{\text { Low }}$ | $\begin{array}{r} \text { Uppor } \\ \text { miode } 25 x \end{array}$ | TOD |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 98 \\ \{1\} \\ \{1\} \end{array}$ | 111 310 | 310 565 | 565 1.030 | $\begin{array}{r} 1.030 \\ 11) \end{array}$ |
|  | Average |  |  |  |  |
| Liauidity ratic Current ratio (times) | 1.8 | 2.0 | 1.7 | 1.7 | 1.8 |
| Levarage ratios <br> Debt/equity sotio (times) <br> Interest coverage ratio (times) <br> Debt istio (times) | 1.2 8.0 0.5 | 1.3 10.3 0.6 | 1.0 12.5 0.5 | 1.3 5.0 0.6 | 1.2 9.0 0.5 |

(1) The retios represent the trerge of retios for esch business in the group ono cennot be calculeted fom the figures shawn in leble 2 .

See Table 1 for symbli and notes.

Definitions:

1. Liquidity ratio:

Curren: = current assets / current dibbilities
2. Lever ege ratios:
8) Debr/equity = total liatoiliries/ equity.
b) Debi ratio = rotal liabilities/total assets.
c) Interest coverage $=$ net profiq - imierest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Ornamental Architectural Metal Products Industries (Sic 303)

|  | T0:al11) | $\begin{array}{r} \text { Bottam } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | $\begin{array}{r} \text { Uoper } \\ \text { miodie } 25 \% \end{array}$ | To 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Law sales value $\$ \$ 000$ 's) High sales vaive (\$000's) | $\begin{aligned} & 64 \\ & 1 i \\ & (i) \end{aligned}$ | $\begin{array}{r} 11) \\ 389 \end{array}$ | $\begin{aligned} & 369 \\ & 613 \end{aligned}$ | $\begin{array}{r} 613 \\ 1.142 \end{array}$ | $1.142$ |
|  | Average (\$000 s) |  |  |  |  |
| Oper ating ectivities Cash from operations Depreciation Other | $\begin{array}{r} 61 \\ 17 \\ -35 \end{array}$ | $\begin{aligned} & 51 \\ & 12 \\ & -8 \end{aligned}$ | 37 10 5 | $\begin{array}{r} 44 \\ 18 \\ -29 \end{array}$ | $\begin{array}{r} 113 \\ 27 \\ -107 \end{array}$ |
| Dividends | -16 | -5 | -5 | -20 | -32 |
| Investment ectivities <br> Disposel of fixed sssets <br> Purchase of fixed assets <br> lncrense in investmen? <br> Decresse in investmen? | $\begin{array}{r} 13 \\ -41 \\ -7 \\ 5 \end{array}$ | 2 -18 -6 1 | -23 ${ }^{2}$ | $\begin{array}{r}5 \\ -57 \\ \hline 13\end{array}$ | $\begin{array}{r} 44 \\ -65 \\ -20 \\ 5 \end{array}$ |
| Finencing ectivities <br> Increse in long term debt <br> Reoarment of long term debt <br> Loans from sharenolders <br> Repayment of loans from sharehol ders <br> Aovances \& loans 1 iom government <br> dncresse in oquity <br> Decrease in ouipy <br> Other | $\begin{array}{r} 23 \\ -8 \\ -9 \\ -19 \\ 9 \\ 2 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r} 8 \\ -4 \\ 3 \\ -9 \\ -9 \\ 5 \\ -5 \\ -1 \end{array}$ | 10 -6 -22 | 35 -11 5 -2 4 - -1 | 37 -12 5 -13 - -9 -9 |
| Incresese(decrease) in cash of equivalents Cesh \& equivelents-Beginning of the reer Cesh s equivelents - End of the veer | 2 17 19 | 24 22 46 | 9 5 15 | 4 19 23 | -30 22 -8 |

(1) These estimates ore based on atample of incorporbted businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$. Sample count includes only those businesses reporting slatement of changes.
See Toble ifor symols and notes

TABLE 5. Employment changes by sixe of business. 1984-1987 besed on sic ciessificstion in i987
Quebec. Ornmentel , Architecturel Metel Products Industries (Sic 30s)


(1) Averoge indour units are calculated by dividing total paypoli by the averoge onnul wage and selery pote is feported in the Surver of Employment, Payroll and Hours. Siatistics Canada. Colalogue 72-002. An average labour unit coulo be inierpreted os a
 500 emplovees in canaca os a whole but less than that number in any given province it is shown in the soo and over group
(2) Reters io ousinesses sepolting no paytolt deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in tha following year
-Newly redorting" and "no longer pepopting" tusinesses are assumed to have been in activity tor six months and the information is adjusied accordingiy.

See rable 1 for symbols and notes.

TABLE 6. Selected opersting characteristics of small businesses by sales quartile, 1985-1987
Quebec. Ornamental Architectural Metal Products Industries (SIC 303)

| - | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uope: } \\ \text { m:ddle } 25 \% \end{array}$ | 7op |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample Average sales $\$$ | 129 374.680 |  |  |  |  |
| Average sales Average expense $\$$ | 374.680 344.855 | 12.998 58.150 | 130.479 118.168 | 396,760 348,638 | 928.483 854.465 |
| Averspe net profit (loss) \$ | 29.825 | -15.152 | 12.311 | 48.124 | 74.018 |
| Businesses reporting a profit (Mo.) Average sales $\$$ | 111 389,608 | 46.830 | 130.607 | 398.178 | 982,816 |
| Average expenses | 344,785 | 36.340 | 113.928 | 347.258 | 879.612 |
| Average net profit \$ | 44.823 | 8.490 | 18.679 | 50.920 | 103.204 |
| Businasses eporting loss (Mo.) | 18 |  |  |  |  |
| Avorage sales | 325.706 | 41.059 | 129.975 | 368.209 | 767.581 |
| Average expense ${ }^{\text {a }}$ | 339.852 | 68.177 | 134.873 | 376.362 | 779.996 |
| Average net loss \$ | -13.146 | $-27.118$ | -4.898 | -8.153 | -12.615 |

1985

| Mumber of obsurvetions in sample | 127 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 306.025 | 63.627 | 123.910 | 196.122 | 840.442 |
| Average expenses | 280.932 | 59.934 | 115,357 | 184.637 | 783.801 |
| Average net Drofit (loss) \$ | 25.093 | 3.693 | 8.553 | 11.485 | 76.641 |
| Businesses reporting profit (Mo.) | 107 |  |  |  |  |
| Average sales \$ | 311.901 | 65.810 | 124.980 | 194.597 | 882.295 |
| Average expense s | 281.909 | 60.850 | 107.737 | 181.272 | 777.765 |
| Average net drofit \$ | 29.992 | 4.950 | 17.243 | 13.325 | 84.450 |
| Businesses reporting lost (Mo.) | 20 |  |  |  |  |
| Averape sales ${ }^{\text {s }}$ | 239.901 | 35.547 | 118.943 | 217.800 | 587.313 |
| Average expense 5 | 258.172 | 18.02? | 150.724 | 232.472 | 601.65 |
| Average net loss 5 | -18.271 | -12.480 | -31.781 | -14.572 | -14.152 |

1987

| Mumber of observations in smomis | 111 |  |  |  | . |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape soles ${ }^{\text {s }}$ | 700.136 | 205.675 | 401.727 | 763.790 | 1.429.353 |
| Average expense \$ | 645.037 | 171.791 | 367.378 | 711.840 | 1.329.139 |
| Average net profit (loss) \$ | 55.099 | 33,884 | 34. 349 | 51.950 | 100.214 |
| Businessen reporting profit (Mo.) | 102 |  |  |  |  |
| Average soles 5 | 702.093 | 205.675 | 408. 453 | 758.672 | 1.435.572 |
| Average expense s | 635.691 | 171.791 | 369.345 | 683.615 | 1.317 .813 |
| Averope net profit \$ | 66.402 | 33.884 | 39,108 | 74.857 | 117.759 |
| Businesses reporting lest (Mo.) | 9 |  |  |  |  |
| Average sales 8 | 849.164 | - | 300.533 | 838.005 | 1.384 .953 |
| Average expense \$ | 955.324 | - | 337.775 | 1.118.194 | 1.410 .004 |
| Averse net loss \$ | - 914.160 | - | -37.242 | -280.189 | -25.05 |

[^2]See table ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Stamped. Pressed 8 Coated Metsi Products Industries (SIC 304)


Symbols

- zero or no observasions
- 100 smbll 100 be expressed
not applicobl
$\times$ confidentiol


## Footnoter

111 These estimetes be besed on semple of businesses peporting seles between 325.000 and $32,000.000$.
(2) Velue in eech cell $=$ Totel weighied expenditupe on given item

This portion of the toble pertains only to the businesses reporting ehe specific expense item. Thefefore these retios are catculated ind ividuslly and the iotel will not necessarily equal looz

## Notes

Dose are shown by quartiles when हt least 13 of the sampled businesses report the specific item.
hecords were renked in ascending order according to sales size. Each quartile li. ©. bottom 25\%. lower midde 25\%, etc. ropresenis one querter of the 10 si number of businesses. Within mech quertile, the over age petio is presentec. For comparison purposes. the high and low values of sales ar shown.

How to ube the tebles

121 The sglected rsige will indicste the proper quertile. i. the bottom 255. the lower midde 25\%. she upper middit 25\% or the 10p $25 \%$
(3) Data pertsining to the selectod soles size ronge will be in thet quartile.

Stunderd Induetrisl CIBtificetion Definition (SIL 1989):
SIE 3040. Stimped, Pressed and Conted metel Products Induteries
Businesses pr imarily ongaged in custom metal costing. manufaciuring metsi closures and conteiners ond other stamped and pressed netal products

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Stamped, Pressed © Coted Metal Products Industries (SIC 304)

|  | To:a1(1) | Bot tom 25\% | Lower middle 25\% | Upde! middle 25; | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) Kigh sales value ( $\$ 0000^{\prime} s$ ) | $\begin{aligned} & 80 \\ & \{1\} \\ & (1) \end{aligned}$ | $\begin{aligned} & 111 \\ & 228 \end{aligned}$ | $\begin{array}{r} 228 \\ 459 \end{array}$ | $\begin{aligned} & 459 \\ & 889 \end{aligned}$ | $\begin{aligned} & 881 \\ & 11) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Asents |  |  |  |  |  |
| Accounts and notes receivable | 107 | 35 | 44 | 94 | 251 |
| Inventory | - | $=$ | - | - | - |
| Other current assets | 131 | 28 | 70 | 102 | 313 |
| Tota! current assets | 238 | 63 | 114 | 196 | 564 |
| Fixed sssets | 164 | 20 | 71 | 191 | 363 |
| Less: Accum. dep, on fixed essets | - | - | - |  | - |
| Other essets | 21 | 1 | 30 | 26 | 25 |
| Total esmets | 424 | 84 | 214 | 413 | 952 |
| Liebillities and equity |  |  |  |  |  |
| Current loans <br> Other cuyrent lisbilities | $\begin{array}{r} 32 \\ 101 \end{array}$ | 15 17 | 14 50 | 29 86 | 69 243 |
| Total cuprent lisbilities | 133 | 32 | 64 | 115 | 312 |
| Moitgages payable | - | - | - | - | - |
| Long term deat | 6 | - | ${ }^{3}$ | 10 | 10 |
| Other liabilities | 88 | 9 | 23 | 103 | 212 |
| Totel limbilities Total equisy | $\begin{aligned} & 227 \\ & 197 \end{aligned}$ | 41 | $\begin{array}{r} 90 \\ 124 \end{array}$ | 228 115 | 534 418 |

(1) These estimetes ore based on s sample of businesses reporting saies betmeen $\$ 25,000$ and $82,000,000$.

See Toble 1 for symbols anc notes.

TABLE 3. Financial matios(1) for incorporated businasese only. 1987
Qutbec. Stamped, Preseed \& Costed Metel Products Industries (SIc 304)

|  | Total (2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\text { middle } 25 \%$ | Unper midde 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) Migh sates value ( $\$ 0000^{\circ}$ s) | $\begin{array}{r} 80 \\ \{1 \\ \{1\} \end{array}$ | 11 228 | 228 459 | 459 881 | 881 (1) |
|  | Average |  |  |  |  |
| Liquidity ratio Curtent ratio (times) | 1.8 | 2.0 | 1.8 | 1.7 | 1.8 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage tatio {times) Debt fatio (times)``` | 1.2 5.7 0.5 | 0.9 8.4 0.5 | 0.7 6.2 0.4 | 1.2 5.5 0.6 | 1.3 5.6 0.6 |

[^3]see isble 1 for symbols non notes.

Definitions:

1. Liquidity retio:

Cuprent = current assets / current liabilities.
2. Leverage retios:
8) Deti/equity = qu\%s liabilizies / equiqy.
bl Debt retio = sotal lisoilities / lotat assers.
cl Interest coverage = net profit interest expense/interesi expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Stamped. Pressed Coated Metal Products Industries (SIC 304)

| Total(1) |  | $\begin{array}{r} \text { Bct } 10 m \\ 25 \% \end{array}$ | Lowe? $\text { midole } 25 \%$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & 102 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sa es vaine $1 \$ 006$ s) High sales value (\$000's) | $\begin{aligned} & 42 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & \{1\} \\ & 223 \end{aligned}$ | $\begin{array}{r} 223 \\ 413 \end{array}$ | $\begin{array}{r} 412 \\ 890 \end{array}$ | $\begin{aligned} & 890 \\ & 11 \end{aligned}$ |
| Avetage (\$000 s) |  |  |  |  |  |
| Opereting ectivities Cash from oderstions Deprecietion Dether | $\begin{array}{r} 46 \\ 23 \\ -17 \end{array}$ | $\begin{array}{r} 14 \\ -14 \end{array}$ | $\begin{array}{r} 45 \\ 14 \\ -23 \end{array}$ | $\begin{aligned} & 57 \\ & 25 \\ & 34 \end{aligned}$ | 62 46 -63 |
| Dividends | -8 | - | -2 | -24 | -7 |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Incresse in investment Decresse in investment | $\begin{array}{r} 16 \\ -67 \\ -6 \\ 2 \end{array}$ | -10 | $\begin{array}{r} 33 \\ -23 \\ -6 \end{array}$ | $\begin{array}{r} 15 \\ -90 \\ -9 \end{array}$ | 12 -141 -6 7 |
| Financing ectivities <br> Incresse in long term debt Reparment of long term debt <br> Loans irom shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans fiom government <br> incresse in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 40 \\ -19 \\ 1 \\ -11 \\ 1 \\ 2 \\ -3 \\ -2 \end{array}$ | 5 -2 -2 | 14 -7 -9 -14 - -1 -1 -8 | $\begin{array}{r} 37 \\ -21 \\ -19 \\ - \\ 2 \\ -2 \\ 2 \end{array}$ | $\begin{array}{r}101 \\ -44 \\ 3 \\ -7 \\ 3 \\ 5 \\ -10 \\ \hline\end{array}$ |
| Increase (decrese) in cesh s equivalents Cash equivalents-Beginning of the year Cash \& equivelonts - End of the year | -3 -4 -7 | $\begin{aligned} & -5 \\ & 39 \\ & 34 \end{aligned}$ | 23 11 34 | 8 -15 -8 | -39 -46 -85 |

(1) These estimetes are based or a sample incorpopared ousinesses reporing sales between $\$ 25.000$ anc $\$ 2.000$. 000 . Smple count incluons only those Dusinesses reporting a steiement of changes.
see ioble ifor symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on Sic ciassification in ise7
Quebec, Stamped, Pressed 8 Costed Metal Products Industries (SIC 304)


 Survey of Employment. Payroli and Nours. Statistics Cansda. Catalogue 12-002. An Everage laboup unit could be interpreted as b
 500 emoloyes in Canacs as e whol but less than that number in any given province it is shown in the 500 and over group
(2) Reters to businesses reoorting no dayroll deductions in the previous year
(3) Refers to Dusinesses reporting no payroll deductions in the following year

[^4]see iol 1 for symbols and notes

TABLE 6. Selected operating chartcteristics of small businesses by sales quartile, 1985-1987
Quebec, Stamped, Pressed \& Coated Metal Products Industries (S|C 304)

| - | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower midde 25\% | Upper miodie $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in semple Avarage sales |  |  |  |  |  |
| Average sales <br> Aversge expense $\$$ | $\begin{array}{r} 47.107 \\ 441.949 \end{array}$ | 63.373 54.231 | 181.154 170.892 | 506.435 480.282 | $\begin{aligned} & 1.145 .455 \\ & 1.062 .392 \end{aligned}$ |
| Aversge net Drofit (loss) s | 32.158 | 9.142 | 10.272 | 26.153 | 1.062 .053 |
| Businesses reporting profit (Wo.) | 82 |  |  |  |  |
| Average sales \$ | 464.152 | 67.318 | 184.525 | 466.152 | 1.138.612 |
| Average expense 5 Average nit profits | 421.482 | 55.814 | 188.569 | 421.184 | 1.040.379 |
| Average net Drofits | 12.670 | 11.504 | 15.956 | 44.988 | 98.233 |
| Burinesses reporting loss (Mo.) | 18 |  |  |  |  |
| Average sules \$ | 498.457 | 44. 818 | 166.755 | 587.032 | 1,195.223 |
| Average expense \$ | 512.173 | 46.783 | 180.852 | 598.563 | 1.222.493 |
| Average net loss \$ | -13.715 | -1.965 | -14.09? | -11.531 | -27,270 |

1985

| Mumber of observetions in smmple | 85 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 408.694 | 85.863 | 174.049 | 322.735 | 1.052.128 |
| Averape expense 5 | 382.097 | 79.026 | 167,568 | 314.434 | 967.358 |
| Average net profit (loss) \$ | 26.597 | 6.837 | B. 181 | 8.301 | 84,770 |
| Businesses reporting a profit (Mo.) | 72 |  |  |  |  |
| Averoge sales \$ | 427.189 | 80.732 | 174.049 | 402.563 | 1.051 .412 |
| Avernge expense s | 390.448 | 61.884 | 167.568 | 371.034 | 961.324 |
| Average net drofit | 36.741 | 18.858 | 6.481 | 31.529 | 90.088 |
| Busineges reporting loss (Mo.) | 13 |  |  |  |  |
| Average salos \$ | 470.388 | 97.145 | - | 244.236 | 1.069.782 |
| Aversige expense | 497.193 | 116.760 | - | 258.797 | 1.116.041 |
| Averape not loss\$ | $-26.805$ | -19.615 | - | -14.541 | -46.259 |

1987


111 These estimates are based on somple of businesses repoping seles beiween $\$ 25.000$ ond $\$ 2,000,000$.
See fable i for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Quebec, Herdware, Tool \& Cutlery Industries (SIC 306)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lowe P <br> - midde 25\% |  | Upper$\text { modele } 25 \%$ |  |  | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 s ) Hign sales value $: \$ 000^{\circ} \mathrm{s}$ ) | $\begin{array}{r} 84 \\ (1) \\ 11) \end{array}$ |  | $\begin{array}{r} 11 j \\ 144 \end{array}$ |  |  | $\begin{aligned} & 144 \\ & 324 \end{aligned}$ | $\begin{aligned} & 324 \\ & 668 \end{aligned}$ |  |  | $\begin{aligned} & 668 \\ & 111 \end{aligned}$ |  |
| Selected expense item | Industry overage(2) |  |  |  |  | * businesses reporting | Redoriting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bot 40 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer middlo 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 18.6 | 10.0 | 15.4 | 21.2 | 27.3 | 18. | 21.0 | 14.9 | 17.8 | 21.2 | 27.3 |
| Occupancy expenses | 12.6 | 20.3 | 19.9 | 9.5 |  | 100.0 | 12.6 | 20.9 | 19.9 | 9.5 5.0 | . 4 |
| Dedreciation | 5.2 | 6.2 | 4.8 | 5.0 | 4.9 | 100.0 | 5.2 2.5 | 6.2 6.8 | 1.8 1.6 | 1.1 | 1.6 |
| Rooaips s maintenance Heat. I ght o teloptone | 2.0 | 4.6 1.4 | 9.3 9.9 | 0.9 1.5 | 1.3 | 78.7 93.0 | 2.5 | 6.8 2.0 | 1.6 | 1.1 | 1.6 1.5 |
| Rent | 3.8 | 8.7 | 3.8 | 2.1 | 0.8 | 75.2 | 5.0 | 10.1 | 4.3 | 2.8 | 1.6 |
| Personnel expenses | 33.5 | 13.5 | 41.3 | 40.2 | 37.7 | 100.0 | 33.5 | 13.5 | 41.3 | 40.2 | 37.7 |
| Financiel expenses |  |  |  |  | 2.5 | 38.4 80.5 | 3.1 2.0 | 1.0 3.6 | 3.4 1.8 | 2.8 1.8 | 2.5 1.8 |
| Interest $\delta$ bank cherges Professional lees | 1.6 | 1.7 2.3 | 1.7 | 1.6 0.9 | 1.7 | 80.5 95.5 | 1.5 | 3.6 2.3 | 1.8 | 1.0 | 0.9 |
| Other expenses | 16.5 | 24.2 | 15.5 | 13.8 | 13.0 | 100.0 | 16.5 | 24.2 | 15.5 | 13.8 | 13.0 |
| Profit (loss) | 15.8 | 27.4 | 12.6 | 12.8 | 11.0 | 100.0 | 15.8 | 27.4 | 12.6 | 12.8 | 11.0 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | $\ldots$ | $\cdots$ | . $\cdot$ |

## Syebole

- zero or no observations
-- 200 smell too be expressed
not applicst
$\times$ confidentil


## Footnotes

11 These estimetes are based on semple of businesses peporqing sules between \$25.000 end 82.000 .000 Total weighted expenditure on given item


This portion of the table pertains only to the businesses peporting the specific mense item. Therefore these petios are calculated individually and the total $w 11$ not necessarily equel $100 z$.

## Moter

Dote fer shown oy quariiles when st least 13 of the samplad businesses report the specific item.
 one querter of the cotel number of businesses. Within ech quitile. the overage istio is presented. for comparison purposes. ithe high and low vilues of sales ape shown.

Mow to use the tebles

(2) The selected renge will indicete the proper quoptile. i. . the botton 25\%. the lower midde 25\%. the upper midele 25z or the 10p $25 \%$
(3) Dots perteining to the selected sales sizo ponge will be in thet quBrile.

## Stenderd Industrisl CIEsaificetion Definition (SIC 1880):

SIE 3050 - Herdwere, Tool end Cutiery Industries
Businesses primar, ly engaged in manufacturing basic haroware. metal dies moulds and patterns; hand rools and implanents lexcept power-divent. Cullepy lexcept silverl and hardware not elsewhere classitied.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Hardware, Tool \& Eutlery Industrias (Sic 306)


11 These estimates ere based on sample of businesses reporting sales beiween $\$ 25,000$ and $\$ 2,000.000$.
Sen inole for symbls and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Mardwere. Tool Eutlery Industries (SIC 30s)

|  | Total 12 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole <No.〉 Low sales value ( $\$ 000$ 's) High soles velue ( $\$ 000^{\circ}$ s) | 79 19 | (1) 139 | 139 350 | $\begin{array}{r} 350 \\ 695 \end{array}$ | $\begin{aligned} & 695 \\ & (1) \end{aligned}$ |
|  | Averoge |  |  |  |  |
| Liquidity patio Current ratio (times) | 1.8 | 0.7 | 1.5 | 1.7 | 2.1 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 1.0 7.8 0.5 | 1.4 24.6 0.6 | 1.3 7.4 0.6 | 0.9 8.2 0.5 | 1.0 7.1 0.5 |

(1) The rotios represent the werege of resios for each business in the group and cannot de calculoted from the figures shown in toble 2 .
(2) These estimetes er bused on semple of businesses reporting siles between $\$ 25,000$ and $\$ 2.000 .000$.

See feth ifor symbels and notes.

Definitions:

1. Liquidity retio:

Current $=$ curpent assets / curient liabilities
2. Leverspe retios:
a) Debr/equity $=$ potal liabilities / equity
D) Dett retio = total |iabilities/sora! assets
c) Interest coverage $z$ net profit interes? expense / interest expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only, 1987
Quebec. Mardware. Tool \& Cutlery Industries (SIC 306)

|  | Total! 11 | $\begin{array}{r} \text { EOt10m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { Liope } \\ & \text { midcle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales value : $\$ 000$ s) | $\begin{aligned} & 54 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 19 \\ & 276 \end{aligned}$ | $\begin{aligned} & 276 \\ & 484 \end{aligned}$ | $\begin{array}{r} 484 \\ 827 \end{array}$ | $\begin{aligned} & 827 \\ & 111 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cssh from operations Deprociotion Other | $\begin{array}{r} 57 \\ 34 \\ -17 \end{array}$ | $\begin{array}{r} 22 \\ 9 \\ -30 \end{array}$ | $\begin{array}{r} 11 \\ 17 \\ -2 \end{array}$ | $\begin{array}{r} 75 \\ 32 \\ -10 \end{array}$ | $\begin{array}{r} 114 \\ 75 \\ -28 \end{array}$ |
| Dividends | -25 | -14 | -5 | -13 | -62 |
| Investment ectivities <br> Disposal of fixed sssets <br> Purchase of fixed asseis <br> Incrose in investmen? <br> Decrease in investment | $\begin{array}{r} 6 \\ -113 \\ -5 \\ 3 \end{array}$ | -19 | -24 | $\begin{array}{r} 16 \\ -193 \\ -1 \\ 3 \end{array}$ | $\begin{array}{r} 5 \\ -205 \\ -17 \\ 8 \end{array}$ |
| Finencing ectivities <br> Increse in long term debt <br> Repayment of long term deb: <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decicase in equity <br> Other | 56 -23 8 -3 11 3 -3 2 | 13 -2 - - 2 -1 | 13 -16 -3 -3 | $\begin{array}{r} 70 \\ -24 \\ 2 \\ -2 \\ 16 \\ 10 \\ -9 \end{array}$ | $\begin{array}{r} 123 \\ -15 \\ 26 \\ -6 \\ 23 \\ 1 \\ -2 \\ 7 \end{array}$ |
| lncresse(deciesse) in cash s equivalents Cesh \& equivelents-Beginning of the year Cest of equivelents - End of the year | -9 32 24 | $\begin{array}{r} -19 \\ 61 \\ 42 \end{array}$ | -6 5 -1 | -29 45 16 | 17 22 38 |

 only those businesses reporting stetement of changes.
See inole i for symols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic ciassification in i987
Quebec. Mardware. Tool Eutlery Industrist (SIE 305)

| Business size expressed in average labour units(1) | Number of Dusinesses | $\begin{array}{r} \text { Totel oarroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with Dsid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { reporting }\{2\} \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 206 | 71.284 | 3.926 | 22 | 17 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { ond ovel } \end{aligned}$ | 149 35 16 6 | $\begin{aligned} & 15.176 \\ & 18.981 \\ & 18.915 \\ & 18.212 \end{aligned}$ | $\begin{array}{r} 825 \\ 1.046 \\ 1.051 \\ 1.004 \end{array}$ | $\begin{array}{r} 18 \\ 3 \\ - \\ 1 \end{array}$ | $\begin{array}{r} 16 \\ 1 \\ = \end{array}$ |
| 1587 |  |  |  |  |  |
| Totel | 229 | 90.693 | 4.051 | 25 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 170 \\ 39 \\ 14 \\ 6 \end{array}$ | $\begin{aligned} & 20.298 \\ & 26.114 \\ & 18.330 \\ & 25.951 \end{aligned}$ | $\begin{array}{r} 897 \\ 1.169 \\ 1.176 \end{array}$ | $\begin{array}{r}21 \\ 3 \\ 1 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Average lopour units or celculated oy dividing rotal payroll oy the average annusl wege ond solery rete as reported in the

Surver of Emplorment. Peyroll and Mours. Siasistics Cansos. Cotalogue 72-00\%. An overage inbout unit could be interpreted as a full-time omployee mote that the bus ness size groups used sie determinod of the Canode level. Thus if business hes ol teas? 500 employees in Canade es emole but less inon thel number in any given province it is show in the goo end over group
(2) Refers 10 busimesses teporing no parioll deductions in the previous yeer

131 Refers to businesses reporting no paroll deductions in the following year
"Nowly reporing" and "no longer reporting" businesses are assumed to hava been in activity for six morits and the information is sojusted accoroingly

See table for symols anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Hardware, Tool Cutlery Industries (SIC 306)


1985

| Number of observations in sumple | 78 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 327.382 | 38.280 | 83.870 | 228.546 | 958.830 |
| Avorage expense\$ | 300,084 | 19.285 | 69.142 | 196.028 | 915.882 |
| Average net profit (loss) \$ | 27.298 | 18,995 | 14,728 | 32.518 | 42.948 |
| Buslnestes reporting a profit (Mo.) | 13 |  |  |  |  |
| Average sales \$ | 301.130 | 38.280 | 82.879 | 228,008 | 855.353 |
| Averape expense \$ | 260.697 | 19.285 | 66, 465 | 193,808 | 763.230 |
| Averege net diofit | 40.433 | 18.995 | 16.414 | 34.200 | 92.123 |
| Businesses reporting - lose (Mo.) | 5 |  |  |  |  |
| Average sales | 619.841 | - | 94.010 | 246,000 | 1.518 .914 |
| Average expense 5 | 702.224 | - | 96.536 | 268,000 | 1.742.135 |
| Average net loss \$ | -82.583 | - | -2.526 | -22.000 | -223.221 |

1986

| Number of observations in sample | 82 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 250.875 | 54.240 | 99.426 | 187.067 | 701.967 |
| Average expense s | 227.283 | 39.314 | 94.782 | 166.310 | 608, 54? |
| Average net profit (loss) \$ | 33.412 | 14.925 | 4.844 | 20.757 | 93.320 |
| Businesses reporting profit the.) | 71 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 257,411 | 55.402 | 93.672 | 187.057 | 733.502 |
| Average expense $\$$ | 228.234 | 37.930 | 83.382 | 168.310 | 825,315 |
| Average net profit \$ | 39.177 | 17.472 | 10,290 | 20,757 | 108.18? |
| Businestes reporting loss (Mo.) | 11 |  |  |  |  |
| Average sales | 195.230 | 44.56? | 115,594 | - | 425.528 |
| Average expense $\$$ | 213.395 | 50.839 | 126,895 | - | 462.532 |
| Average net loss \$ | -18.165 | -6.272 | -11,221 | - | -37.004 |

1987

| Mumber of observetions in semple <br> Average soles \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 90 519.506 449.584 81.922 | 99.512 76.587 22.925 | $\begin{array}{r} 243,036 \\ 215,351 \\ 27.685 \end{array}$ | $\begin{array}{r} 505.935 \\ 442.594 \\ 63.341 \end{array}$ | $\begin{array}{r} 1.197 .540 \\ 9.083 .804 \\ 133.736 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting eprofit (Mc.) | 83 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 508.615 | 99.512 | 239,289 | 506.502 | 1.185 .182 |
| Average expense \$ | 440.553 | 76.587 | 207.244 | 429.971 | 1.048.409 |
| Average net protits | 68.063 | 22.925 | 32.045 | 76.531 | 140.753 |
| ©usinesses reporting lose (Mo.) | 7 |  |  |  |  |
| Average saliss | 749.242 | - | 296.529 | 502.335 | 1.448.863 |
| Average expense \$ | 793,168 | - | 331.097 | 522.758 | 1,525, 548 |
| Aversge net loss \$ | -43.926 | - | -34.568 | -20.123 | -76.785 |

(11) These estimetes are based on semple of businesses reporting soles between $\$ 25.000$ and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Machine Shop Industry (SIC 3081)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } 70 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lowe!$\text { midde } 25^{\circ}$ |  | Uoser midde 25\% |  |  | 100 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom sales value ( 8000 s) High sales value (\$000's) | $205$ |  | (1) |  |  | $\begin{array}{r} 47 \\ 119 \end{array}$ | $\begin{aligned} & 119 \\ & 365 \end{aligned}$ |  |  | $\begin{aligned} & 365 \\ & 111 \end{aligned}$ |  |
| Selected expense item | Industry averages 2 ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | To: 1 | Bottom 25\% | $\begin{array}{r} \text { Lowel } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { m ddde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 22.1 | 13.3 | 21.7 | 27.2 | 25.1 | 94.5 | 23.4 | 14.5 | 22.7 | 29.3 | 26.3 |
| Decupency expenses | 11.4 |  |  |  |  |  | 11.5 5.3 | 8.4 |  |  | 8.9 |
| Depreciation | 5.2 | 4.7 | 7.1 2.3 | 4.9 | 3.3 1.5 | 97.5 76.0 | 11.5 2.5 | 1.7 3.6 | 7.8 3.0 | 1.9 2.5 | 1.9 |
| Repaits o maintenance | 2.0 1.9 | 1.8 | 2.4 | 2.0 | 1.5 1.8 | 97.7 | 2.0 | 1.5 | 2.4 | 2.0 | 1.8 |
| Meat. Moht s telephone | 2.3 | 0.4 | 4.8 | 2.4 | 1.6 | 54.6 | 4.3 | 1.2 | 8.8 | 3.8 | 2.4 |
| Personnel expenses | 28.0 | 12.0 | 24.0 | 36.4 | 39.0 | 90.4 | 30.9 | 17.6 | 25.5 | 35.4 | 38.6 |
| Financial expenses | 2.8 | 1.4 | 4.4 | 2.5 | 2.8 | 88.1 |  | 2.0 |  | 2.5 | 2.8 |
| Incerest $\delta$ bank charges piotessiongl fees | 1.? | 0.8 0.6 | 2.7 | 1.5 1.0 | 1.8 1.0 | 76.8 76.4 | 2.2 1.4 | 1.3 2.3 | 4.3 2.1 | 1.6 1.0 | 1.9 |
| Other expenses | 13.0 | 34.3 | 15.9 | 11.3 | 14.8 | 100.0 | 15.0 | 34.3 | 15.9 | 11.9 | 14.1 |
| Profit (loss) | 16.7 | 30.6 | 17.4 | 10.5 | 8.9 | 100.0 | 16.7 | 30.8 | 17.4 | 10.5 | 1.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | $\ldots$ | . . | ... |

## Symbels

- zero or no observetions
-- too small too de expressed
not opplicable
$\times$ confidentio


## Foot notes

11 These estimeres ar besed on sempl of businesses reporting seles berween $\$ 25.000$ and $\$ 2,000,000$
Yolue in lotal weh chededenditure on biven item
2) Value in eech cill $=\frac{\text { lolal weighted sales of all businesses in the sample }}{}$ for for fach auppile

This pappion of the table pertains only to the businesses reporito the spocific expense item. Therefore these ratios ore calculated individually and the sotal will not necessafily equal $100 \%$.

## wotes

Dete re shown oy quartiles when ot least 13 of the samgled businesses peport the spacitic item
 one querter of the tops fumber of businesses. Within esch gueriile, qhe bversoe rstio is presented. for comperison purposes. the high and low values of seles ere shown

How to ust the sebles
(11) locst the approprist soles range that is oisplayec on the two lines entilled low sales value end emigh sales velue"
 top 252.
(3) Deta perteiming to the selected seles sire renge will de in thet guertile

## Seanderd Industri l CIestificestion Definition (SIC 1Bso):

$\$ 163081$ - Machine Shop Industry
Businesses primart iy ongaged im mandacturing machine paris and equipment, oiner than complete mochinos. for the prade. This thoustry includes machane shops oroviding custom and repar services. Businesses primarily engaged in pebuilding or femanucturing automotive engines are incluoed hare

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Machine Shop Industry (SIC 308i)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | 178 (1) 11 | $\begin{array}{r} (1) \\ 88 \end{array}$ | $\begin{array}{r} 88 \\ 269 \end{array}$ | 261 600 | $\begin{aligned} & 600 \\ & (1) \end{aligned}$ |
|  | Averoge (\$000's) |  |  |  |  |
| Asets Cesh | - | - | - | - | - |
| Accounts and notes receivable | 71 | 8 | 26 | 67 | 180 |
| Inventory | - | - | 2 | - | 180 |
| Other current assets | 89 | 22 | 36 | 72 | 224 |
| Totsl cuprent assets | 160 | 30 | 63 | 139 | 404 |
| Fixed assets | 134 | 27 | 65 | 118 | 323 |
| Less: Accum. dep. on fixed sssets | - | - |  | - | - |
| Other essets | 21 | 28 | 18 | 14 | 24 |
| Total assets | 315 | 86 | 146 | 270 | 751 |
| Lisbilities and equity |  |  |  |  |  |
|  | 17 69 | 29 | $\begin{array}{r}3 \\ \hline\end{array}$ | 15 65 | 167 |
| Total current liabilities | 86 | 28 | 25 | 80 | 210 |
| Morigages payable | - | . | - | - | - |
| Long term debt | 7 | - | 2 | 3 | 23 |
| Other liabilities | 71 | 27 | 29 | 61 | 165 |
| Total liabilities Total equity | $\begin{array}{r} 184 \\ 151 \end{array}$ | 55 31 | 55 | 144 126 | 387 354 |

(I) These estimes are bsed on sample of businesses reporting sieles between \$25.000 and \$2,000.000.

Ste Table 1 for symols and noias.

TABLE 3. Financial ratios(1) for incorporated businessen only. 1987
Quebec. Mechine Shop Industry (SIC 30B1)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upper $\text { m1dd } 125 \%$ | Top 258 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. <br> Low salas value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 178 \\ & (1) \\ & 11) \end{aligned}$ | (1) 88 | 88 261 | 261 600 | 600 119 |
|  | Aversoge |  |  |  |  |
| Liquidity retio Current retio (times) | 1.9 | 1.1 | 2.5 | 1.7 | 1.9 |
| Leverage retios <br> Dobt/equity retio (times) <br> Intertst coverspe ratio (1imes) <br> Debt retio (times) | 1.1 5.8 0.5 | 1.8 1.6 0.6 | 0.6 10.6 0.4 | 1.1 6.1 0.5 | 1.1 5.5 0.5 |

(1) The ratios represent the everage of retios for each business in the group and cannot be calculat from the figures show in fable 2 .
(2) These tetimetes er beeted on smple of businesses reporting seles berween 525,000 end $\$ 2,000,000$.

See isble 1 for symbol and notes.

## Definitions:

1. Liquidity rotio:

Curpent = cuprent essets / curpent liobilitios
2. Leverege polios:
8) Debt/equity $=$ rotal liabitities / equiey
b) Debt ratio $=$ rotal liabilisies toial asseis
c) interest coverage = net profit - interest expense/interest expense

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

|  | Total(1) | Bottom 25* | Lowg 1 $\text { midde } 25 \%$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samcle (No.) Low sales value $1 \$ 000^{\circ}$ s) High sales value $1 \$ 000$ 's | $\begin{aligned} & 123 \\ & 111 \\ & 111 \end{aligned}$ | $\begin{array}{r} 11) \\ 86 \end{array}$ | $\begin{array}{r} 8 E \\ 271 \end{array}$ | $\begin{aligned} & 271 \\ & 600 \end{aligned}$ | $\begin{aligned} & 600 \\ & 111 \end{aligned}$ |
|  | Average (\$009 ${ }^{\text {s }}$; |  |  |  |  |
| Dperating ectivities Cash from operations Dedreciation Other | $\begin{array}{r} 37 \\ 19 \\ -11 \end{array}$ | $\begin{array}{r} -1 \\ 4 \\ 1 \end{array}$ | 28 7 -11 | $\begin{array}{r} 38 \\ 19 \\ -16 \end{array}$ | $\begin{array}{r} 79 \\ 44 \\ -18 \end{array}$ |
| Dividends | -15 | - | -7 | -25 | -25 |
| Investment sctivities Disposal of fixed assets Purchase of fixed assets Incresse in investment Decrese in investment | 4 -48 -6 9 | - | -8 -10 13 | 7 -53 -1 18 | $\begin{array}{r} 8 \\ -129 \\ -12 \\ 4 \end{array}$ |
| Financing ectivities <br> Incrense in long term debt <br> Redayment of long term debt <br> Losns from sharenolders <br> Redsyment of loans from shareholders <br> Advances E loans from government <br> lincrease in eouity <br> Ouciease in equity <br> Other | $\begin{array}{r} 25 \\ -16 \\ 5 \\ -6 \\ 2 \\ 5 \\ -1 \\ -1 \end{array}$ | -7 | - 7 | $\begin{array}{r} 26 \\ -15 \\ 7 \\ -9 \\ 3 \\ 5 \\ -2 \\ -1 \end{array}$ | $\begin{array}{r} 70 \\ -39 \\ 12 \\ -9 \\ 6 \\ 13 \\ -3 \\ \hline \end{array}$ |
| Increase(decreese) in cash \& equivalents Cash equivalents-Beginning of the yeaf Cesh t quivelents - End of the year | 2 16 18 | -3 3 - | 9 21 30 | 2 8 10 | -1 30 29 |

11 These essimates are desec on sample of incorporsteo dusinesses reporsing seles betwen 525.000 ang \$2.000.000. Sample count inciudes only those Dusinesses ieporting s statement of changes
see isble for symools and notes

TABLE 5. Employment changes by size of busineze. 1984-1987 based on sic classification in ig87
Quobec. Machine Shop Industry (SIC 3081)

|  |  |  |  | Changes in num with po | of Dusincsses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour uni is (1) | Number of businesses | $\begin{array}{r} \text { Total poyroll } \\ (\$ 000 \text { 's) } \end{array}$ | Average labour units(!) | Newly reporting(2) | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 443 | 75.242 | 3,358 | 83 | 47 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}402 \\ 39 \\ 2 \\ \hline\end{array}$ | $40.120$ | $\begin{array}{r} 1.795 \\ 1.451 \\ 112 \end{array}$ | $\begin{gathered} 6! \\ 1 \\ 1 \end{gathered}$ | $\begin{array}{r} 46 \\ 1 \\ \hline \end{array}$ |
| 1387 |  |  |  |  |  |
| Totel | 545 | 98. 608 | 4.220 | 83 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100 \text { - } 49 \\ & 500 \text { and over } \end{aligned}$ | 489 53 3 | $48.701$ <br> 40.625 <br> 9.282 | 2.085 9.738 397 $=$ | $\begin{array}{r}81 \\ ? \\ \hline\end{array}$ | . <br> $\ldots$ <br> $\ldots$ |

 Surver of Employment. Payroll and Moups, Statistics Cansod. Catelogue 72-002. An average ladour unit could be interpreted as o full-ime enployee. Note thet the business size groups used are ceiermined at the canade level. Thus if ousiness has at leas? 500 employees in Canaos as whole bur less then thet number in any given province it is shown in the 500 and over group
21 Refers to busimesses reporting no payroll deductions in the previous year
131 Reters to businesses reporting no payroll deductions in the tollowing year
"Wewly reporing" and mo longer reporting" businesses are assumed to have been in activity for sim months and the information is adjusteo accoroingly

See fold 1 for sumbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Machine Shop Industry (SIC 3081)

| - | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Upper midde 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ | 306.891 |  |  |  |  |
| Averoge expense \$ | 271.064 | 34,907 | 100.642 | 183.785 | 764,920 |
| Aversge net profit (loss) \$ | 35.829 | 11.739 | 18.530 | 26.136 | 86.903 |
| Businesses reporting profit (Mo.) Averse seles $\$$ | 213 307.509 | 46, 606 | 119.929 | 208.792 | 854.708 |
| Averse expense \$ | 269.592 | 34.645 | 99.079 | 179,763 | 764.881 |
| Aversoe net Drofit \$ | 37.317 | 11.961 | 20.850 | 29.029 | 89.827 |
| dusinesses reporting loss (Mo.) | 25 |  |  |  |  |
| Averoge lales ${ }^{\text {a }}$ | 280.381 | 50.000 | 111.284 | 229.323 |  |
| Average expense $\$$ | 298.358 | 57.000 | 116.936 -5.657 | 252.950 -23.627 | $766.545$ |
| Average net loss \$ | -17.977 | -7,000 | -5,652 | -23.627 | -35.627 |

1988

| Mumber of observetions in semple | 213 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 245.584 | 35.783 | 79.917 | 212.318 | 853.306 |
| Averspe expense $\$$ | 229.263 | 32.614 | 68.715 | 198.579 | 617.144 |
| Average net profit (lass) \$ | 16.321 | 4,179 | 11.202 | 13.739 | 36, 162 |
| Businesses reporting profit (Mo.) | 175 |  |  |  |  |
| Average sales | 263.429 | 42.187 | 79.370 | 217.709 | 714.448 |
| Average expense \$ | 238.576 | 32.211 | 66.629 | 195.852 | 659.613 |
| Aversge net profit $\$$ | 24.853 | 9,986 | 12.741 | 21.849 | 54, 835 |
| Duslnesses reporting loss (Mo.) | 38 |  |  |  |  |
| Avelage sales \$ | 163.510 | 25.872 | 88.533 | 187.454 | 376.181 |
| Average expense \$ | 192,698 | 33.428 | 101,532 | 211,173 | 424.657 |
| Average net loss \$ | -23.188 | -7,556 | -12.999 | $-23,719$ | -48.476 |

1987

| Mumber of observations in smple <br> Average sates $\$$ <br> Average expense \$ <br> Average net profit \{loss) \$ | 221 250.022 259.951 30.071 | $\begin{aligned} & 35.031 \\ & 25.669 \\ & 10.362 \end{aligned}$ | $\begin{aligned} & 71.573 \\ & 58.496 \\ & 13.077 \end{aligned}$ | $\begin{array}{r} 217.388 \\ 193.956 \\ 23.432 \end{array}$ | $\begin{array}{r} 835.094 \\ 761.681 \\ 73.413 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting proflt (Mo.) | 188 |  |  |  |  |
| Aversge soles 5 | 288.574 | 36.210 | 68.858 | 215.346 | 833.883 |
| Average expense ${ }^{\text {a }}$ | 251.541 | 25,192 | 50.259 | 185.693 | 744.020 |
| Average net profits | 37.033 | 11.018 | 18.539 | 28.653 | 89.863 |
| Buginesaes reporting losm (Mo.) | 33 |  |  |  |  |
| Average salos \$ | 297.460 | 31.897 | 82.059 | 232.879 | 843.003 |
| Aversge expense \$ | 313.258 | 36.648 | 90.309 | 249.074 | 877.000 |
| Average net loss | -15,796 | -4.751 | -8.250 | -16,195 | -33.997 |


See table ifor symods and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Single family Housing (\$1C 4011)

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

## symol:

zero or no ooservations

- $\quad 100$ small 100 be Expressed
not applicablo
$x$ confidential


## potnotes

(1) Thust estimbies are based on sampl of businesses reporqing sales between $\$ 25.000$ and $\$ 2.000 .000$

(3) Velu in ach cell $=\frac{\text { latal weighed expenditure on given item }}{\text { lotel weighted sales of dusinesses peporing inis item of expenditure }}$ fortile.

This portion of the table pertains only to the businesses peporifig tha specific expense item. Therefore those patios are calcul individually and the total will not necessarily equil $100 \%$.

## Motes

Dets er shown by quertiles when et least 13 of the sumpled businesses peport she specilic item
Recopds wern panked in escending order eccording to sales size. Esch quart le li. botion 25t. lowit miode 25z, etc. pepresenti one querter of the rotal number of busincsses. Wi thin each quartile. the gurage retio is presented. For comprison purposes. the high and low values of seles ere shown

How to use the table

(2) in selected fenge will indicete the proper quertile. i. the botion 25\%, the lowef nidde 25\%. the upper midde 25\% or the toD 25\%
13) Data perisining to the selected stas size conge will be in that guartile

Stander Industris Ciestificstion Definition (SIC 1080):
515 6011 - Single fonily Howsing Contrectors
Businesses primaridy engeged in the oevelopment and construction of single deteched and single attached omellings such as: cottoges, single ouplexes. gargen homes. semi-detached houses. single ateched houses. single detheded housts. erectinp prefobicated homes. fow houses lexcept row ouplexesi. single residences and summer nomes.

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

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> midde $25 \%$ | Upoer midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low soles value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $423$ <br> (1) <br> (1) | 11 156 | 156 374 | $\begin{aligned} & 374 \\ & 653 \end{aligned}$ | $653$ |
|  | Average (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash Accounts and notes receivabl | 39 | 10 | 15 | 42 | 88 |
| Inventory | - | - | - |  | 8 |
| Other current assets | 168 | 45 | 108 | 266 | 253 |
| Total current essets | 207 | 55 | 123 | 308 | 341 |
| Fixed assets | 41 | 36 | 48 | 29 | 52 |
| Less: Accum. dep. on fixed assets | - |  | - | - | - |
| Other assets | 23 | 28 | 9 | 16 | 39 |
| Totsl assets | 271 | 119 | 180 | 353 | 432 |
|  |  |  |  |  |  |
| Dther current liabilities | 131 | 34 | 69 | 209 | 212 |
| Total current liabilitios | 150 | 41 | 82 | 235 | 241 |
| Mortgages dayable |  | - |  | - | - |
| Long term debt | 2 | - | $5{ }^{-}$ | 6 | 2 |
| Other lisbilities | 43 | 38 | 54 | 19 | 62 |
| Total limbilities | 195 | 80 | 136 | $\begin{array}{r}280 \\ \hline 3\end{array}$ | 304 128 |
| Totel equity | 76 | 39 | 45 | 93 | 122 |

Ill These estinates bre besed on semple of businesses reporting stivs between $\mathbf{3 2 5 , 0 0 0}$ end $\mathbf{2} \mathbf{2}, 000,000$.
Set iacle 1 for symbors and no:es

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Single Famlly Housing (Sic 4011)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 x \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { middle } 25 x$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somple (No.) Lom sales vilue (\$000's). Migh sales value ( $\$ 000$ s) | $423$ <br> (1) <br> (1) | $\begin{aligned} & (1) \\ & 156 \end{aligned}$ | 156 374 | $\begin{aligned} & 374 \\ & 653 \end{aligned}$ | 653 111 |
|  | Average |  |  |  |  |
| Liquidity resio Curient ratio (times) | 1.4 | 1.3 | 1.5 | 1.3 | 1.4 |
| Leverage ratios <br> Debtlequity ratio (simes) <br> Interest coverape ratio (times) <br> Debt ratio (times) | 2.6 4.6 0.7 | 2.0 1.5 0.7 | 3.0 2.7 0.8 | 2.8 5.7 0.7 | 2.4 5.9 0.7 |

(1) The retios represeme she merage of retios for each busingss in the group and cannot oe celculeted from the figures shown in foble 2 .
(2) These estimetes ber bued on semple of businesses peporting seles between $\$ 25.000$ end $\$ 2,000,000$.

Set itble for symols and notes.

Definitiont:

1. Liquidity retio:

Current = current esseqs/ current limbilities.
2. Leverage porios:
ad Debs/equity \& lota! liabiliqies/ Cquiq.
b) Debt ravio = toral lituilities/fotel ossets
c) Interest coverage $=$ net profit interest oxpense / interes? expense

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

|  | Total(1) | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lawer $\text { midde } 25^{\circ}$ | Usoer $\text { midole } 25 \%$ | 100 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Lom sales value ( 8000 's) Migh saies vaive ( $\$ 0000^{\circ}$ s) | $\begin{aligned} & 297 \\ & (1) \\ & (11) \end{aligned}$ | (1) | $\begin{array}{r} 144 \\ 372 \end{array}$ | $\begin{array}{r} 372 \\ 658 \end{array}$ | 658 (1) |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from odertions Decreciation Other | $\begin{array}{r} 20 \\ 5 \\ -28 \end{array}$ | $-11^{3}$ | $\begin{array}{r} 7 \\ 3 \\ -17 \end{array}$ | 13 5 -47 | 59 8 -35 |
| Dividends | -5 | -2 | -1 | -7 | $-11$ |
| Investment ectivities <br> Dispose of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 6 \\ -15 \\ -40 \\ 4 \end{array}$ | $\begin{array}{r} 3 \\ -9 \\ -6 \\ 3 \end{array}$ | $\begin{aligned} & 1 \\ & -4 \\ & -1 \\ & 11 \end{aligned}$ | $\begin{array}{r} 9 \\ -15 \\ -144 \\ 1 \end{array}$ | 10 -32 -8 2 |
| Financing sctivities <br> Increase in long term eebt <br> Repsyment of long term debt <br> Loans from sharenolders <br> Repayment of loans from sharenolders <br> Advances \& loans from government <br> Inerease in equity <br> Decresse in equity <br> Dther | 62 -15 7 -9 - 2 -1 9 | 13 -4 6 -3 | $\begin{array}{r} 1 \\ -5 \\ 9 \\ -5 \\ \hline 3 \\ \hline 3 \end{array}$ | $\begin{array}{r} 187 \\ -15 \\ 2 \\ -10 \\ 0 \\ 3 \\ -3 \\ - \end{array}$ | $\begin{array}{r}46 \\ -36 \\ 10 \\ -19 \\ \hline \\ 2 \\ \hline\end{array}$ |
| Increase(decrease) in cash sequivalents Cash \& equivelents-Beginning of the year Cosh sequivilents - End of the yewr | -6 9 4 | -7 1 -6 | 3 7 | $\begin{array}{r} -20 \\ 22 \\ 2 \end{array}$ | 10 10 |

(1) These estimetes are based on asmple of incorporaied businesses reporifing wales between $\mathbf{8 2 5 , 0 0 0}$ and $\$ 2.000 .000$. Sample count Includes only those Dusinesses reporting a statement of changes.
see Pable 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in 1987
Quebec, Residentlal Building and Development (SIC 401)


(1) Average labour units are calculateo by dividing total payroll by the over age annusl wage ond solaiy rate as faported in the Survey of Employmen:. Payroll and Mours. Statistics Canada. Catalogue $12-002$ An overoge isoour unis could be interpreted as a
 500 employees in canado as athole but less than that number in any given province it is shown in the 500 and over group.
(2) Reters to ousinesses reporting no peyroll deductions in the previous veer
(3) Refers 10 businesses feportirg no payroll deductions in the fallowing yeer
"Newly "eport ng" and "no longer reporting" businesses are assumed to hove been if activity for six months and the information is -divstec accordingly
see lable 1 for symbols and notes

TABLE 6. Selected operating characteriuttcs of small businesses by sales quartile. $1985=1987$ Quebec, Single family Housing (SIC 4011 )

| - | Fotal(1) | Boitom 25* | $\begin{aligned} & \text { bower } \\ & \text { middle 25\% } \end{aligned}$ | Hooe? $\text { middle } 25^{\circ}$ | $\begin{aligned} & \text { iof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observation in sample <br> Average sales \$ <br> Aversge expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 722 \\ 443.422 \\ 417.187 \\ 26.235 \end{array}$ | $\begin{array}{r} 68.405 \\ 59.532 \\ 8.873 \end{array}$ | $\begin{array}{r} 179.395 \\ 168.614 \\ 2.781 \end{array}$ | $\begin{array}{r} 378.790 \\ 358.022 \\ 20.768 \end{array}$ | $\begin{array}{r} 1.155 .097 \\ 1.082 .581 \\ 72.516 \end{array}$ |
| Businesses reporzing profit (Mo.) <br> Averoge seles $\$$ <br> Average expente $\$$ <br> Average net profits | $\begin{array}{r} 608 \\ 448.673 \\ 411.278 \\ 37.394 \end{array}$ | $\begin{aligned} & 68.693 \\ & 55.891 \\ & 13.802 \end{aligned}$ | $\begin{array}{r} 173.339 \\ 153.409 \\ 19.930 \end{array}$ | $\begin{array}{r} 382.917 \\ 354.190 \\ 28.727 \end{array}$ | $\begin{array}{r} 1.168,744 \\ 1.081,626 \\ 87,918 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average ssies \$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 116 \\ 405.569 \\ 435.936 \\ -30.367 \end{array}$ | $\begin{array}{r} 62.258 \\ 76.908 \\ -14.650 \end{array}$ | $\begin{array}{r} 168.537 \\ 190.963 \\ -22.426 \end{array}$ | $\begin{array}{r} 349.304 \\ 385.397 \\ -36.093 \end{array}$ | $\begin{array}{r} 1.042 .176 \\ 1.090 .477 \\ -48.301 \end{array}$ |

1986

| Mumber of observetions in smple | 739 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales \$ | 511.437 | 81.585 | 232.185 | 496.158 | 1.235.818 |
| Average expense \$ | 482.821 | 73.876 | 215,943 | 470.470 | 1.170,996 |
| Average net profit (loss) \$ | 28.615 | 7.709 | 16.242 | 25.688 | 54.822 |
| Businesses reporting profit (No.) | 825 |  |  |  |  |
| Average sales | 513.359 | 90.603 | 232.216 | 497.127 | 1.233.490 |
| Average exoense 5 | 475,825 | 77.841 | 211.014 | 461.318 | 1.153.127 |
| Average net Drofils | 37.534 | 12.762 | 21.202 | 35,809 | 80,363 |
| Businesses reporting loss (Mo.) | 114 |  |  |  |  |
| Aveiage sales | 510.241 | 54.213 | 231.964 | 491.750 | 1.263 .036 |
| Aveiage expense \$ | 559.382 | 61.842 | 251.705 | 512.128 | 1.379 .851 |
| Average net loss \$ | -41,141 | -7.629 | -19.741 | -20,378 | -116.815 |

1987

| Number of observations in semple <br> Averige sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 683 \\ 443.548 \\ 419.412 \\ 24.136 \end{array}$ | $\begin{array}{r} 74.735 \\ 68.161 \\ 6.574 \end{array}$ | $\begin{array}{r} 209.861 \\ 197.095 \\ 12.766 \end{array}$ | $\begin{array}{r} 42.513 \\ 425.091 \\ 96.422 \end{array}$ | $\begin{array}{r} 1.047 .082 \\ 986.299 \\ 60.783 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses raporting profit (Mo.) | 540 |  |  |  |  |
| Average sales \$ | 447.159 | 77.908 | 208.025 | 441.995 | 1.060.707 |
| Aversge expense $\$$ | 410.289 | 52.534 | 183.180 | 419.936 | 983.504 |
| Avernge net profit $\$$ | 36.870 | 15,374 | 24,845 | 30.059 | 77.203 |
| Businesses reporting alos (Mo.) | 123 |  |  |  |  |
| Average sales 5 | 421.552 | 67.738 | 214.195 | 444.487 | 959.787 |
| Average expense 5 | 448.674 | 80.571 | 229.949 | 479.970 | 1.004 .206 |
| Averige net loss 5 | -27.122 | $-12.832$ | -15.754 | -35,483 | -44.419 |

(1) These estimates bit deseco on sample of Dusinesses repoiting sales between $\$ 25,000$ and $\$ 2.000,000$.

See labie for symbols and notes

TABLE 1. Selected operating ratios, in percent of saies. 1987
Quebec, Residential Renovation (SIC 4013)

|  | Total(1) |  | Bottom 25\% |  | Lower midde 25: |  | UDDe$\text { middie } 25 \%$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.) Low sales vaiue (\$000 s) High sales value $\$ 200^{\circ}$ 's) | $\begin{aligned} & 203 \\ & (1) \\ & (i) \end{aligned}$ |  | $113$ |  | $\begin{aligned} & 43 \\ & 94 \end{aligned}$ |  | $\begin{array}{r} 94 \\ 203 \end{array}$ |  |  | 20311 |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nessets } \\ & \text { roporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Uoper iod 1 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Uoper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cose of sules | 25.1 | 20.1 | 22.0 | 31.2 | 26.7 | 78.1 | 32.1 | 30.3 | 29.4 | 38.5 | 29.9 |
| Occupency expenses | 7.2 2.9 | 12.7 4.4 | 7.4 3.7 | 5.1 2.2 | 3.7 1.2 | 98.3 85.8 | 7.4 3.3 | 13.0 5.8 | 7.4 | 5.1 2.4 | 3.3 1.3 |
| Repirs a maintenance | 1.5 | 2.1 | 1.6 | 1.3 | 0.8 | 55.9 | 2.6 | 4.9 | 3.0 | 1.9 | 1.4 |
| Meet. Iight \& telephone | 0.7 | 0.6 | 1.0 | 0.7 | 0.4 | 68.6 | 1.0 | 1.3 | 1.3 | 0.9 | 0.5 |
| Rent | 2.2 | 5.5 | 1.1 | 1.0 | 1.3 | 64.2 | 3.5 | 8.6 | 2.2 | 1.4 | 1.8 |
| Personnel expenses | 14.8 | 4.7 | 13.3 | 18.2 | 22.8 | 76.2 | 19.4 | 9.0 | 18.1 | 20.6 | 25.2 |
| Financisl expenses | 2.2 | 2.0 | 2.8 | 2.5 | 1.5 | 88.7 | 2.4 | 3.0 | 2.9 | 2.5 |  |
| Interest \& bank charges | 0.9 | 0.7 | 1.4 | 0.8 1 | 0.7 | 74.2 78.7 | 1.2 | 1.1 3.2 | 1.8 | 1.1 | 0.8 |
| Protessional fees | 1.3 | 1.3 | 1.5 |  |  |  | 1.6 | 3.2 | 1.5 | 2.0 |  |
| Other expenses | 31.6 | 26.7 | 33.7 | 29.8 | 37.0 | 100.0 | 31.5 | 26.7 | 33.7 | 28.8 | 37.0 |
| Profit (loss) | 19.2 | 33.6 | 20.8 | 14.2 | 8.3 | 100.0 | 19.2 | 33.8 | 20. | 14.2 | 8. 3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . . | . $\cdot$ | $\ldots$ | . . |

## Symbol:

- zero or no observations
- too small to0 be expressed
noi spolicable
$x$ confiontial


## Footnotes

(1) These estimates are besed on sample of businesses reporting sales between 325,000 end $52,000,000$.

(3) Velue in esth cell Iotal weighsed expenditure on given item $\times 100$ for esch quertil

This portion of the toble perisins only to the Dusinesses reporting the specific oxponst itom. Therofore these retios ere calculated individually and the copal will not necessarily equal $100 \%$

## Motet

Dots are ghown Dy quartiles when ot lots 13 of the sempled ousinesses report the spocific itent
 one querter of the cotal number of businisses. Within erch quertile, the averge ratio is presentad. for comprison purposes, the high end low vilues of siles Bre shown

## How to une the tebles


(2) The selected pange will indicste the proper quartile. i. e. the bottom 25y. the lower niode 25\%. the upper midde 25\% or the $10025 \%$.
(3) Otis perisininc to the selected sales sisw renge will be in thet quartile.

Stenderd Induetrial Clasificution Definition (5IC 1880):

[^5]TABLE 2. Balance sheet proffle for incorporated businesses only, 1987
Quebec. Residential Renovetion (SIC 4013)


111 These escinetes ere dased on sampl of businesses reporting sales betwen $\$ 25,000$ end $82,000,000$.
See Tuble 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Quebec, Residentisl Renovetion (SIC 4013)

(1) The retios represent the everage of retios for ech businose in the group sno emnot besteuleted from the figures show in isble 2

See isble 1 for symols and notes

## Oefinitions:

1. Liquidity ratio:

Curren: = current assets / Guprent liabilities.
2. Leverge retios:
a) Debt/equity $=$ toral 1 inoilisies / equity
b) Debr tetio $=$ eoral lisbitities/ lotal assers
c) Interest coverage = net profit - intercst expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Residential Renovetion (SIC 4013)

|  | Totalil | $\begin{array}{r} \text { BिC: : Om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe! } \\ & \text { miode } 25 \% \end{aligned}$ | Uope: $\text { miodie } 25 \%$ | $\begin{aligned} & 98 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if same (Mo.: Lon sales value (\$000. 3) High sales value ( $\$ 0000^{\circ}$ 's) | $\begin{aligned} & 68 \\ & 11! \\ & 11! \end{aligned}$ | $\begin{aligned} & 19 \\ & 78 \end{aligned}$ | $\begin{array}{r} 78 \\ 153 \end{array}$ | $\begin{array}{r} 15 \% \\ 338 \end{array}$ | 338 11 |
|  | Averspe ( 5000 's) |  |  |  |  |
| Opersting activities Cast from oderations Dondecistion Other | $\begin{array}{r} 16 \\ 5 \\ -2 \end{array}$ | 5 2 3 | 5 -2 | $\begin{array}{r} 13 \\ 6 \\ 19 \end{array}$ | $\begin{array}{r} 38 \\ 8 \\ -28 \end{array}$ |
| Dividends | -5 | - | - | -6 | -11 |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixeo assets <br> Incresse in investment <br> Decrese in investment | $\begin{array}{r} 3 \\ -13 \\ -1 \\ 2 \end{array}$ | -8 | 1 -5 -1 | 2 -11 -2 8 | $\begin{array}{r}9 \\ -26 \\ \hline 1\end{array}$ |
| Finenctng ectivities <br> increase in long term debt <br> Redaymer: of long term debt <br> Loans from stareholders <br> Reporment of loans from sharsholders <br> Advances 8 loans from government <br> Inc:ase in equity <br> Decrease in equisy <br> Other | $\begin{array}{r} 8 \\ -14 \\ 5 \\ -3 \\ - \\ 1 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 4 \\ -1 \\ 2 \\ -3 \end{array}$ | $\begin{array}{r} 3 \\ -3 \\ -3 \\ -3 \\ i \end{array}$ | $\begin{array}{r}8 \\ -43 \\ 13 \\ -5 \\ \hline\end{array}$ | $\begin{array}{r} 17 \\ -6 \\ 5 \\ -3 \\ 0 \\ 3 \\ -1 \end{array}$ |
| Increse(decrease) in cast souivalents Cash s equivalents-Beginning of the year Cesh 8 equivalents - End of the yeer | 2 6 | 5 | -1 3 3 | 3 | 3 8 12 |

111 These estimates are based or a semple of incordorated dusinesses reporting soles betwen $\$ 25.000$ and $\$ 2.000 .000$. Sanele count includes oniy those businesses reporing a statament of chenges.
Ste ied 1 for symols ano nctes.

TABLE 5. Employment changes by eize of business. 1984-1987 based on SiC ciassification in ise7
Quebec, Residentiel suliding and Development (Sic 401)


(1) Averoge labour units are colculared by dividing total payroll by the overage annumage and solery rate as reporied in the Survey of Emploment. Payroll and mours. Statistics Canade. Casalogue $72-002$. An overage labour unit could be interpreted os a full-tine enployet. Mote insp the business size groups used are determined at the Cande level. Thus if business has at least 500 employees in Cando as whol but less than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporting no Dayroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year

[^6]TABLE 6. Selected operating characteristies of small bustnesses by sales quertile. 1985-1987
Quebec. Residentisl Renovetion (SIC 4013)

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

1985

| Mumber of observetions in sample <br> Avgrage sules $\$$ <br> Aversoe expense $\$$ <br> Average net Drofit (loss) \$ | $\begin{array}{r} 365 \\ 187,456 \\ 171, .684 \\ 15,772 \end{array}$ | $\begin{array}{r} 36.994 \\ 28.822 \\ 8.172 \end{array}$ | $\begin{array}{r} 67.453 \\ 61.100 \\ 6.353 \end{array}$ | $\begin{array}{r} 127.821 \\ 112,804 \\ 15,117 \end{array}$ | $\begin{array}{r} 517.454 \\ 484.019 \\ 33.443 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (Mo.) <br> Average sales s <br> Average expense s <br> Average net profit \$ | $\begin{array}{r} 322 \\ 189.338 \\ 168.487 \\ 20.851 \end{array}$ | $\begin{array}{r} 36.790 \\ 27.071 \\ 9.719 \end{array}$ | $\begin{aligned} & 67.569 \\ & 56.590 \\ & 10.979 \end{aligned}$ | $\begin{array}{r} 122.613 \\ 103.640 \\ 18.973 \end{array}$ | $\begin{array}{r} 530.380 \\ 48.648 \\ 43.732 \end{array}$ |
| Businesets reporting m loss (No.) <br> Average sales \$ <br> Average expense s <br> Averspe net loss 5 | $\begin{aligned} & 175.721 \\ & 186.146 \\ & -10.425 \end{aligned}$ | $\begin{aligned} & 39.270 \\ & 48.292 \\ & -9.022 \end{aligned}$ | $\begin{aligned} & 67.191 \\ & 71.205 \\ & =4.014 \end{aligned}$ | $\begin{array}{r} 153.050 \\ 156.188 \\ -3.138 \end{array}$ | $\begin{array}{r} 443.372 \\ 468.898 \\ -25.526 \end{array}$ |

1986

| Mumber of observations in smmple | 400 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 182.340 | 34.861 | 64.153 | 134.309 | 496.037 |
| Average expense \$ | 167.930 | 31.936 | 52.666 | 121.977 | 465.142 |
| Average net protit \{loss) \$ | 14.410 | 2.925 | 11.487 | 12,332 | 30.895 |
| Ousinesses reporting profit (Mo.) | 351 |  |  |  | - 0 |
| Aversge salos \$ | 183.654 | 34.816 | 65.830 | 134.759 | 498.209 |
| Average exdense $\$$ | 154.977 | 28.253 | 49.938 | 120.815 | 460.900 |
| Average net profit s | 18.677 | 6,563 | 16.892 | 13.944 | 37.309 |
| Businesses reporting lose (Mo.l | 49 |  |  |  |  |
| Averege sules | 174.899 | 34,978 | 56,248 | 127.962 | 480.406 |
| Average expense 5 | 184.063 | 41.528 | 60.719 | 138,336 | 495.667 |
| Averege net loss s | -9.164 | -6.550 | -4.471 | -10.374 | -15.261 |

1987

| Mumber of observetions in sample | 245 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average salis \$ | 183.964 | 32.158 | 65.232 | 140.666 | 497.800 |
| Aversge expense \$ | 164.243 | 22,314 | 49.637 | 121.356 | 463.663 |
| Average net profit (loss) \$ | 18.721 | 9.844 | 15.595 | 19.310 | 34.137 |
| Dusinesges reportine orofit (Mo.) | 220 |  |  |  |  |
| average sales | 187.613 | 32.096 | 65.110 | 140.185 | 513.059 |
| Average expense $\$$ | 153.892 | 21.718 | 49.196 | 118.659 | 465.995 |
| Average net prolits | 23.721 | 10.378 | 15,914 | 21.526 | 47.064 |
| businesses reporting - lose (Mo.) | 25 |  |  |  |  |
| Aversge solis \$ | 173.881 | 33.523 | 77.046 | 145,253 | 439.701 |
| Average expense | 182.399 | 35.389 | 92.383 | 167.038 | 454.786 |
| Average net loss | -8.518 | -1.866 | -15.337 | -1.785 | -15,085 |

[^7]TABLE 1. Selected operating ratios, in percent of siles. 1987
Quebec, Excavating and Grading (SIT 4214)

|  | Total(1) |  | Bottom 25\% |  | Lower$\text { midde } 25 \%$ |  | Uode?$\text { midde } 25 \%$ |  |  | $\begin{aligned} & \text { iot } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samole (No. Low sales vaiue $\$ \$ 000^{\circ}$ s) High sales value $\left\{3000^{\prime}\right.$ s | $257$ <br> (1) |  | $\begin{array}{r} 1 \\ 52 \end{array}$ |  |  | $\begin{aligned} & 52 \\ & 95 \end{aligned}$ | $\begin{array}{r} 95 \\ 254 \end{array}$ |  |  | 254 |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { raporting } \end{aligned}$ | Redorting businesses oniy 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Uoper midale 25\% | Top 25\% |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of sales | 5.8 | 2.6 | 4.4 | 7.6 | 8.4 | 35.1 | 16.5 | 17.5 | 19.2 | 17.0 | 14.7 |
| Occupancy expenses | 30.3 | 32.8 |  |  |  | 99.9 | 30.3 15.3 |  |  | 31.2 12.9 | 26.3 9.4 |
| Deprecia tion | 14.2 | 16.6 | 18.3 9.4 | 12.7 13.8 | 9.0 11.3 | 92.6 84.5 | 15.3 13.9 | 20.5 15.5 | 19.5 11.3 | 12.9 15.5 | 9.4 13.6 |
| Repsirs Heat, maintenance light o telephone | 11.8 1.1 | 12.8 1.1 | 1.1 | 13.8 1.2 | 11.0 | 84.5 75.5 | 1.5 | 15.5 1.9 | 1.8 | 1.3 | 1.1 |
| Rent | 3.2 | 2.3 | 2.2 | 3.5 | 4.9 | 52.4 | 6.2 | 20.1 | 5.0 | 4.8 | 6.2 |
| Personnel expenses | 15.5 | 14.3 | 6.3 | 20.6 | 25.2 | 71.4 | 23.2 | 35.9 | 12.9 | 21.4 | 25.4 |
| Financial expenses | 5.0 | 7.2 | 5.4 | 4.4 | 3.2 | 97.1 |  | 7.5 | 5.4 | 4.8 | 3.2 |
| Interest \& bank charges | 4.0 1.0 | 5.7 1.4 | 4.6 0.8 | 3.3 1.1 | 2.4 0.8 | 90.0 73.2 | 4.4 | 6.4 3.1 | 4.9 | 3.6 1.4 | 2.8 0.8 |
| Other expenses | 27.6 | 22.1 | 29.9 | 26.3 | 31.8 | 100.0 | 27.6 | 22.1 | 29.9 | 26.3 | 31.8 |
| Profit (loss) | 14.8 | 21.1 | 23.0 | 9.9 | 5.2 | 99.7 | 14.8 | 21.1 | 23.0 | 9.9 | 5.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . . |  | . . | . $\cdot$ |

## Symbols

- 2ero of no observalions
- 800 smal! too de expressed
not applicable
$\times$ confidentisl


## Footnotes

(11) These estimates are oased on sample of businesses raporting sales between $\$ 25.000$ and $\$ 2.000 .000$

Total weighted expenditure on given item
(2) Value in each cefl $=$ lotal weighted sates of sll businesses in the sample $\times$ loo for ach quartile
(3) Value in each ceil $=\frac{\text { lotel weighied expenditure on given item }}{\text { Total weightedsales of businesses peporting this item of expenditure }}$ for ener ile

This portion of the table pertains only to the businesses reporing the specific expense item. Therefore these ratios ere calculathor individually and the toial will not necessarily equal 100\%

## Motes

Data are shown by quertiles when at least 13 of the sampled businesses peport the specific item
 one quarier of the cotel number of businesses. Within esch quertile. the average retio is presented. For camperison pupposes, ite high and low vilues of sales are shown

How to use the tablet
III Locste the spproprist seles pange thet is displayed on the two lines bititud low sales value" and "High seles value"
2) The selpciod ronge will indicete the proper quertile, i.e. the botion 25\%. the lower middle 25\%, the upper midde 25\% or the top $25 \%$.
(3) Deta pertaning to the selected seles size range mil! be in thet quertile.

## Stenderd Industrisl Clessifiction Definition (51c 19801:

SIC 4214 - Excaviting end Greding Lontrectort
Businesses primarily engaged in consiruction site exeavating and grading. Jncluded are businesses engeged in construction site blasting. construction sile drainage. construction site excavating. construction site prading. construction site land breaking and clearing. construction site rock removal and construction site erenching

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Exeavating and Grading (SIC 4214)


111 These esimetes ore based on semple of businesses reporting seles petween $\$ 25.000$ and $\$ 2.000 .000$.
See Table ifor tymols and motes

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
queber, Exceverling and Ereding (SIC 4214)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 x \end{aligned}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $8000^{\prime} \mathrm{s}$ ) High sales value ( $80000^{\circ}$ s) | 182 (1) (i) | $11)$ 112 | 112 214 | 214 485 | (1) |
|  | Averoge |  |  |  |  |
| Liquidity petio Current ratio (times) | 1.1 | 1.3 | 1.1 | 1.1 | 1.1 |
| Leverage retion <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt latio (times) | 1.5 3.2 0.6 | 1.9 2.4 0.7 | 1.3 3.2 0.6 | 1.4 1.5 0.6 | 1.7 4.0 0.6 |

111 The retios represent the wersge of ratios for mach business in the group ond cannot be calculated fron the figures show in toble 2

See Table 1 for symols and notes.

## Definitions:

1. biquidity retio:

Gurrent = current asseis / current lisoilities.
2. leverage retios:

[^8]TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Excavating and Grading (SIC 4214)

| - | Tctal(1) | $\begin{array}{r} \text { Bot } 10 m \\ 25 \% \end{array}$ | Lower $\text { misd1e } 25 \%$ | Upcer middle 25: | TOF $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $\$ 000$ s) High soies value ( $\$ 000$ 's) | $\begin{aligned} & 138 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11 \\ & 110 \end{aligned}$ | $\begin{array}{r} 190 \\ 296 \end{array}$ | $\begin{array}{r} 216 \\ 466 \end{array}$ | 4SE $11!$ |
|  |  |  | Average (\$000's) |  |  |
| Deerting ectivities Casn fiom operations Dedieciation Diner | $\begin{array}{r} 19 \\ 36 \end{array}$ | $\begin{array}{r} 3 \\ 16 \\ -2 \end{array}$ | $\begin{array}{r} 5 \\ 20 \\ -3 \end{array}$ | $\begin{array}{r} 9 \\ 39 \\ 28 \end{array}$ | 57 67 -22 |
| Dividends | -2 | - | -1 | -2 | -3 |
| Investment activities Dispossl of fixed assets Purchase of fixed assets Increse in investment Decresse in investmont | $\begin{array}{r} 13 \\ -76 \\ -1 \\ 2 \end{array}$ | 6 -17 | 8 -27 -9 -9 | 9 -98 -2 6 | 29 -168 -2 1 |
| Finencing ectivitios <br> Incresse in long term debt <br> Redeymen: of long ierm debt <br> Losns from sharetolders <br> Redayment of loans from shareholders <br> Advances 6 loans from government <br> lncrease in equity <br> Decresse in equity <br> Othe? | $\begin{array}{r} 41 \\ -30 \\ 4 \\ -5 \\ 4 \\ 1 \\ -1 \\ -1 \end{array}$ | 5 -10 1 | $\begin{array}{r} 19 \\ -19 \\ 2 \\ -5 \\ - \\ 3 \\ -1 \end{array}$ | $\begin{array}{r} 42 \\ -31 \\ 5 \\ -9 \\ - \\ - \\ - \\ -3 \end{array}$ | 99 -59 7 -5 - 2 -4 1 |
| Increaseidecrasel in cash s equivalents Cash s equivelents-Beginning of the yetr Cath sequivalents - End of the year | $\begin{aligned} & 17 \\ & 17 \end{aligned}$ | 2 1 3 | $\begin{gathered} -2 \\ 11 \\ 9 \end{gathered}$ | 28 | 26 26 |

(11) These estimetes bie dased on sample of incorporated businesses reporting sales beiween $\$ 25,000$ ano $\$ 2.000,000$. Semple count includes orly those dusinesses reporting a statument of changes.
see ioble i for symbols and notes

TABLE 5. Employment changes by Eize of business. i984-1987 based on SIC claseification in igat
Quebec. Excavating and Erading (SIC 4214)

| Business size expressed in sverage lobour units(1) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averoge lsbour units(1) | Chonges in number of businesses with paid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No langer feporting(3) |
| 1984 |  |  |  |  |  |
| Totm 1 | 1.067 | 78.605 | 3,219 | 175 | 136 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.047 \\ 18 \\ 2 \\ \hline \end{array}$ | $\begin{array}{r} 57.831 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.360 \\ 631 \\ 228 \end{array}$ | $\begin{array}{r} 173 \\ ! \\ ! \end{array}$ | $135$ |
| 1987 |  |  |  |  |  |
| Totel | 1.351 | 140.806 | 5.148 | 233 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 1.307 \\ 40 \\ 4 \\ - \end{array}$ | $\begin{aligned} & 87.179 \\ & 38.274 \\ & 15.361 \end{aligned}$ | $\begin{array}{r} 3.178 \\ 1.355 \\ 615 \end{array}$ | 227 5 1 - | $\cdots$ $\cdots$ $\cdots$ |

(1) Averbe lobour units bre calculsted by dividing lotal paypoll by the byerege onnusl wage and salmery rate as reported in the Surver of Employment, Doyroll and Hours, Stai sitics Cansob. Catblogue 72-002. an average labous unit could be interpreted as a


(2) Refers to businesses reporting no Deyroll deouctions in the provious year

131 Refers to businesses feporting mo Dayroll deductions in the following year
"Newly peporting and "no longer reporting businesses are assumed so have been in activity for six monins and the intormation is adjusted accordirgly

See Tade 1 for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Quebec. Excavating and Grading (SIC 4214)

| - | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower <br> midole 25\% | Upper <br> middle $25^{\circ}$ | $\begin{aligned} & \text { Too } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 722 |  |  |  |  |
| Average soles S | 229.745 | 40,973 | 71.688 | 151.645 |  |
| Aversoe expense | 208.994 | 32.753 | 59.661 | 134.746 | 608.804 |
| Aversoe not profit (loss) \$ | 20.751 | 8.210 | 12.027 | 16.899 | 45,868 |
| Businesees reporting eprofit (No.) | 634 |  |  |  |  |
| Average sales \$ | 225.488 | 40.877 | 72.510 | 155.907 | 632.659 |
| Average expense s | 197.820 | 26.271 | 57.371 | 132.568 | 575.070 |
| Average net profit \$ | 27.668 | 14.606 | 15.139 | 23.339 | 57.589 |
| Ausinesses reporting loss (Mo.) | 88 |  |  |  |  |
| Averoge soles \$ | 263.551 | 41.222 | 67.260 | 131.448 | 816.274 |
| Aversge expense ${ }^{\text {s }}$ | 279.999 | 49.541 | 71.995 | 145.073 | 853.386 |
| Average net loss 5 | -16.448 | -8,319 | -4.735 | $-13.625$ | -39.112 |

1986

| Mumber of coserustions in sample <br> Average sales \$ <br> Average expense \$ <br> Aversge net profit (loss) \$ | $\begin{array}{r} 895 \\ 218.589 \\ 199.517 \\ 19.072 \end{array}$ | $\begin{array}{r} 37.395 \\ 28.733 \\ 8.662 \end{array}$ | 66.065 <br> 52.265 <br> 13,800 | $\begin{array}{r} 138.196 \\ 125.014 \\ 13.182 \end{array}$ | $\begin{array}{r} 632.899 \\ 592.056 \\ 40.643 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average soles $\$$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 589 \\ 228.131 \\ 201.540 \\ 26.591 \end{array}$ | $\begin{aligned} & 37.245 \\ & 25.365 \\ & 11.880 \end{aligned}$ | $\begin{aligned} & 66.330 \\ & 50.744 \\ & 15.586 \end{aligned}$ | $\begin{array}{r} 142.344 \\ 122.955 \\ 19.389 \end{array}$ | $\begin{array}{r} 685.604 \\ 607.096 \\ 59.508 \end{array}$ |
| Businesses reporting tosa (Mo.) <br> Average sales $\$$ <br> Averoge expense 5 <br> Averige net loss $\$$ | $\begin{array}{r} 106 \\ 178.017 \\ 196.107 \\ -18.090 \end{array}$ | $\begin{aligned} & 38.259 \\ & 48.062 \\ & -9.803 \end{aligned}$ | $\begin{aligned} & 62.881 \\ & 70.517 \\ & -7.636 \end{aligned}$ | $\begin{aligned} & 117.193 \\ & 135.437 \\ & -18.244 \end{aligned}$ | $\begin{aligned} & 493,734 \\ & 530,413 \\ & -36,679 \end{aligned}$ |
|  |  |  | 1987 |  |  |
| Wumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 287 \\ 219.278 \\ 199.889 \\ 19.389 \end{array}$ | $\begin{aligned} & 42.176 \\ & 30.775 \\ & 11.401 \end{aligned}$ | $\begin{aligned} & 69.448 \\ & 54.111 \\ & 15.337 \end{aligned}$ | $\begin{array}{r} 163.555 \\ 148.314 \\ 15.241 \end{array}$ | $\begin{array}{r} 601.931 \\ 566.355 \\ 35.576 \end{array}$ |
| Businesses reporting eprofit (Mo.) <br> Average ssles $\$$ <br> Average expense 5 <br> Averape net profits | $\begin{array}{r} 247 \\ 227.782 \\ 200.899 \\ 25.883 \end{array}$ | $\begin{aligned} & 13.691 \\ & 29.266 \\ & 14.425 \end{aligned}$ | $\begin{aligned} & 68.522 \\ & 51.582 \\ & 16.940 \end{aligned}$ | $\begin{array}{r} 163.036 \\ 144.707 \\ 18.329 \end{array}$ | $\begin{array}{r} 535.880 \\ 578.039 \\ 57.841 \end{array}$ |
| Businesses reporting lest (Mo.) <br> Average sales $\$$ <br> Average axpense? <br> Average net losis | $\begin{array}{r} 40 \\ 189.977 \\ 209.652 \\ -21.675 \end{array}$ | $\begin{array}{r} 32.085 \\ 40.826 \\ -8.741 \end{array}$ | $\begin{array}{r} 87.288 \\ 102.867 \\ -15.579 \end{array}$ | $\begin{array}{r} 167.493 \\ 175.669 \\ -8.176 \end{array}$ | $\begin{aligned} & 465.043 \\ & 519.246 \\ & -54.203 \end{aligned}$ |

111 These estimates are bused on sumple of businuses reporting esles between $\$ 25.000$ and $\$ 2.000,000$
See iable for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Other site Work (SIC 4219)

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

## Symbols

```
    zero or no observetions
-. $00 smel! too be expressee
    not applicatle
x confidentirl
```


## Feornotes

(1) These bsimetes are Dssed on sumpte of businesses reporimg soles beiween 325.000 sand $32,000,000$.
lotel weighted expendisuse on given item

(3) Velue in each cell $=\frac{\text { Total weighted expendisur on given iten }}{\text { Total wighted ssiss of businesses reporting this isem of expencisure }}$ for ent guarsile

This portion of the tavie pertains only to the businesses reporing the specific mpense item. Therefort these retios ert calculated individually ene the totel will not necessarily equal iooz

## Motes

Date are shown by quariiles when at lest iJ of the sompled businesses report in: specific item.
 one quarter of the totel number of ousinesses. Within each quartile. the overage retio is presenteo. For comparison purposes. the high and low values of siles are shown

## Mow to use the tidelet


(2) The selecied renge will indicate the proper quertile. i.e. the bottom 25\%. the lower middte 25y, the upper middle 25z or the 100 25\%.
(3) Dese pertaining to the sulectad seles size range will be in that quertile.

## Stencerd Induserisl Clestificetion Definition (S1C 1980):

SIC 4219 - Dther site mork
Businesses primarily engeged in sile wofk no: elsewhere clasified. Incluoed in phis industry are businesses primarily engeged in landscape comtacting who purthese nursery slock. These businesses include landscape contractors end riprapping installation.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Other Site Work (SIC 421s)

| - | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | UDDE: <br> miodle 25\% | $\begin{aligned} & \text { Too } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $8000^{\prime}$ s) | 50 $(1)$ (1) | 19 52 | 52 119 | $\begin{aligned} & 119 \\ & 258 \end{aligned}$ | $\begin{aligned} & 258 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | * | - | - | - | - |
| Accounts and notes receivable | 19 | 1 | 2 | 12 | 58 |
| Inventory | $=$ | - | - | - | - |
| Other curient assets | $2 ?$ | 2 | 3 | 13 | 87 |
| Total current essets | 47 | 3 | 6 | 25 | 145 |
| fixed assets | 61 | 6 | 18 | 60 | 148 |
| Less: Accum. dep. on fixed assets | - | - | - |  | - |
| Other ossets | 6 | 2 | 2 | 5 | 14 |
| Total sesets | 114 | 10 | 28 | 90 | 308 |
| Lisbilities and equitr ${ }_{\text {Cuprent loans }}$ |  |  |  |  |  |
| Cupfent loans | 8 30 | 3 | 2 6 | 27 | 23 79 |
| Total current liabilities | 38 | 3 | 8 | 33 | 102 |
| Mortgages dayable | - | - | - | - | - |
| Long term debt | 1 | - | - | 1 | 1 |
| Other liablitios | 28 | 4 | 18 | 33 | 53 |
| Total liabilities | 67 | 7 | 26 | 68 | 156 |
| Total equity | 47 | 3 |  | 24 | 150 |

111 These estinetes ere based on sample of Dusinesses poporting seles betwen $\$ 25.000$ sid $\mathbf{3 2 . 0 0 0 . 0 0 0}$
See iable 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated busimeses only. 1987
Quebec. Other Site Work (SIC 4219)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\text { midd Lower } 25 \%$ | Upoer $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales volue ( $\$ 000^{\prime}$ ) Migh sal es volue ( $\$ 000^{\prime}$ ) | $\begin{aligned} & 50 \\ & (1) \\ & (1) \end{aligned}$ | $(1)$ 52 | 52 119 | 119 268 | 258 111 |
|  | Averoge |  |  |  |  |
| Llauiditr retio Curcent patio (times) | 8.2 | 0.9 | 0.7 | 0.8 | 1.4 |
| ```Leverage retios Debt/equity fetio (times) Interest coverage retio (times) Deot ratio (times)``` | 1.4 4.5 0.8 | 2.3 40.3 0.7 | 60.5 2.4 1.0 | 2.7 3.6 0.7 | 1.0 4.9 0.5 |

(1) The petios represent the eversog of tatios for each business in the group and cannot be calculated from the figures shom in toble 2 .
(2) These bstinetes er besed on semple of Dusinesses reporting seles between $\$ 25.000$ nno \$2.000.000.

Soe Intel for symbols and notes.

## sefinltions:

1. Liquidity ratio:

Currens = current assets / curpent liabilities
2. Leversge ratios:

81 Debs/equity $=$ sotel |iabilipies $/$ equisy
b) Debt fotio = total liabiliqies / total assets
c) Interest coverage $x$ net profit . interest expense / interest expense

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

|  | To:a1:1) | $\begin{array}{r} \text { Be:10m } \\ 25: \end{array}$ | ower $\text { midde } 25^{\circ}$ | UpDe: $\text { midde } 25 \%$ | 700 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses samole (No. Low sales value $\$ \$ 000 \mathrm{~s}$ ) High sales value 18000 's? | $\begin{aligned} & 22 \\ & 113 \\ & 11\} \end{aligned}$ | -- | -. |  | - |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating activities Cesh from oderations Depreciation Other | 22 13 -1 | -- | -- | -- | -- |
| Dividends | -10 | -* | -- | -- | -- |
| Investment stivities <br> Disposal of fixed essets <br> Purchase of fixed assets <br> lncresse in investment <br> Decrease in investment | $\begin{array}{r} 13 \\ -36 \\ - \\ \hline \end{array}$ | -- | - <br>  <br> - <br> - | -- -- -- | -- -- -- |
| Finencing ectivities <br> Increse in long term debi <br> Redsyment of long ierm debt <br> bans itom shareholders <br> Kedaymen of loans from shareholders <br> Lovances 8 loans from government <br> increase in equity <br> Decrease in equlty <br> Diner | 14 -13 1 -1 - -1 -1 | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | -- -- - - - - | - - - - - - |
| Incresseldecreasel in cash s equivalents Cash sequivelents-Beginning of the year Cash equivelents - End of the vear | 11 | -- | -- | -- | -- |

111 These estimates are basea cn a sample of incorporated businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. Sample count includes only those dusinesses reporting siatement of chonges
sen inte, for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC citesification in is87
Quebec. Other site Work (SIC 4219)


(1) Uversge labour units are chlculated by dividing sotal poyroll by the overage annul wage and salsy pate es roported in the Survey of Employment. Poyrolt mo Mours. Sqatistics Canaca. Catalogue 72-002. An sversge labour unit could be interpreteo as a


(2) Refers to businesses reporting no dayroll ceouctions in the provious year

131 Refers ic Dusinesses reporting no Dayroll deductions in the following yar

- Newly reporqing" and "no longer reporting" Dusinasses ere assumed to have been in activity for six months and the information is sdjusied accordingly

See Teth i for symbols and no?

TABLE 6. Selected operating characteristice of small businesses by sales quartile, 1985-1987
Quebec, Other site Work (SIC 4219)

| - | Tots1(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midd } 25^{\circ} \text {. }$ | Upoer <br> midele 25: | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 268 |  |  |  |  |
| Average sales \$ | 173.583 | 33.194 | 58.414 | 196.649 | 486.081 |
| Average expense $\$$ | 155.665 | 23.806 | 48.861 | 100.779 | 449.214 |
| Average net profit (loss) \$ | 17.818 | 9.388 | 9.553 | 15.862 | 36.867 |
| Businesses reporting erofit (No.) | 244 |  |  |  |  |
| Averase ssies \$ | 177.874 |  | 58.908 | 115.488 | 503.627 |
| Averege expense \$ | 156.508 | 22.591 | 45,335 | 97.041 | 481.085 |
| Averege net profits | 21.366 | 10.902 | 13.573 | 18.447 | 42.542 |
| Businesses reporting elose (Wo.) | 24 |  |  |  |  |
| Aver ge sales \$ | 134.726 | 29.822 | 56.961 | 127.828 | 324.298 |
| Aver ge expense \$ | 143.707 | 38.743 | 59.255 | 137.073 | 339,756 |
| Average net loss \$ | -8.981 | -8.921 | -2.295 | -9.247 | -15,460 |

1885

| Wumber of observations in smmple | 316 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales \$ | 186.119 | 32.466 | B6,544 | 131.931 | 513.536 |
| Average expense $\$$ | 169.233 | 23,704 | 53.651 | 116.832 | 482.745 |
| Average net protit (loss) \$ | 16.885 | 8.752 | 12.893 | 15.098 | 30.799 |
| Businesses reporting profit (Mo.) | 282 |  |  |  |  |
| Average solos \$ | 181.512 | 32.563 | 66.088 | 130.819 | 496.779 |
| Average expense \$ | 181.245 | 23.521 | 51.325 | 113.198 | 456.934 |
| Average net profits | 20.287 | 9.042 | 14.763 | 17.421 | 39.845 |
| Businesese reporting lose (No.) | 36 |  |  |  |  |
| Average sales \$ | 215.391 | 28.995 | 70.570 | 144.998 | 616.902 |
| Aversge expense \$ | 224,970 | 30.198 | 74,705 | 153.017 | 641.982 |
| Average net loss \$ | -9.579 | -1.201 | -4.036 | -8.019 | -25.060 |

1987

Mumber of observations in smmple
Average soles $\$$
Aver soe expenses
Average net profit (loss) \$

Businesses poporting profit (No.)
Average soles \$
Avertoge expenses
Average net profits

| 120 152.975 | 43.983 | 65.293 | 105,907 | 396.735 |
| :---: | :---: | :---: | :---: | :---: |
| 137.252 | 34.707 | 50.165 | 95.588 | 368.547 |
| 15.723 | 9.256 | 15.128 | 10.319 | 28.188 |
| 100 |  |  |  |  |
| 153.012 | 44.737 | 65.691 | 104.141 | 397.479 |
| 133.846 | 34.208 | 48.791 | 90.986 | 361.418 |
| 19.165 | 10.529 | 16.320 | 13.155 | 36.061 |
| 20 |  |  |  |  |
| 152.005 | 35.806 | 61.011 | 118.435 | 392.789 |
| 159.979 | 39,973 | 65.146 | 128.232 | 106.563 |
| -7.974 | -4,167 | -4.135 | -9.797 | -13.794 |

(1) These estimares are based on stmple of businesses reporting $88 / \mathrm{s}$ between $\$ 25.000$ and $\$ 2.000 .000$

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Concrete Pouring finishing (SIC 4224)

|  | Total(1) |  | $\begin{array}{r} \text { Boitom } \\ 25 \% \end{array}$ |  | Lower miodle 25\% |  | Upper midole 25\% |  |  | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Ko.) Low sales value ( $\$ 000$ si High sales value ( $\$ 000$ 's) | $\begin{aligned} & 104 \\ & \{1\} \\ & \{1\} \end{aligned}$ |  | $\begin{array}{r} 1 \\ 87 \end{array}$ |  | $\begin{array}{r} 87 \\ 157 \end{array}$ |  | $\begin{array}{r} 157 \\ 321 \end{array}$ |  |  | 32111 |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 3) |  |  |  |  |
|  | Tots | $\begin{aligned} & 80+40 m \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { ode } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 200 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of saies |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 17.0 | 22.7 | 15.8 | 16.2 | 13.6 | 75.6 | 22.5 | 25.7 | 19.6 | 25.1 | 19.5 |
| Decupency expenses | 10.1 | 13.0 | 7.4 | 9.2 | 12.0 | 100.0 | 10. 5 | 13.0 | 7.1 | 9.2 |  |
| Deprecistion | 4.5 | 6.5 | 3.1 | 3.9 | 4.5 | 97.5 | 4.6 | 7.2 | 3.1 | 4.0 | 4.5 |
| Repaits st mantenence | 2.6 | - | 3.2 | 2.6 | 4.5 | 43.6 | 6.0 | 2.7 | 7.0 | 5.0 | 6.1 |
| Heat. light 8 telephone | 1.0 | 2.0 | 0.5 | 0.8 | 0.7 | 82.0 | 1.2 | 2.0 | 0.7 | 1.0 | 0.8 |
| Rent | 2.3 | 4.4 | 0.7 | 1.9 | 2.3 | 64.7 | 3.6 | 10.7 | 1.8 | 2.0 | 2.9 |
| Personnel expenses | 33.2 | 20.9 | 41.2 | 33.1 | 37.3 | 93.2 | 35.6 | 27.7 | 41.2 | 34.2 | 37.3 |
| Financial expenses | 2.3 | 3.0 | 2.3 | 1.4 | 2.1 |  |  |  |  |  |  |
| Interest 8 bank charges | 1.0 | 1.1 | 0.8 | 0.7 | 1.6 | 79.5 85.9 | 1.3 | 1.3 | 1.2 | 1.5 0.8 0.9 | 1.8 |
| Protessional fees | 1.2 | 1.9 | 1.5 | 0.8 | 0.8 | 85.9 | 1.4 | 2.2 |  | 0.9 | 0.9 |
| Other expenses | 21.3 | 23.1 | 18.6 | 24.0 | 22.1 | 100.0 | 21.9 | 23.1 | 18.6 | 24.0 | 22.1 |
| Profit (loss) | 15.2 | 17.3 | 14.7 | 16.1 | 12.7 | 99.6 | 15.2 | 17.3 | 14.7 | 16.3 | 12.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | . $\cdot$ | -•" |  |

## Symbols

- zero or no observations
- \$00 small too be expresseo
not applicable
$x$ conitidentiol


## Footnotes

(1) These estimetes besed on sample of businesses reporting seles between 825.000 3nd $32,000,000$
lotel weighted expendisure on siven item
(2) Value in each cell $=$ formach gutrile


> This portion of the tobl perqains only to the businussas peporting the specific expense item. Therefore these fotios er celculated individublly and the 20 R81 will not necessarily equal $100 \%$

## Motes

Deta re shown by ouartiles when at lest 13 of the sempled businesses peport the specific iten
Records were rankeo in escenoing order occording to sales size. Each quertile ti.e. bottom 25\%. Iower middiat 25\%. Etc.l fepreserts one quarter of the totel number of businesses. Hithin each quertile. the overage ratio is presented. for conositon purposes. the high and low velues of seles ore shown

Mow to use the tebles

(21 The selecied range will indict the proper quertile. i. t. the botion 25\%. the lowt midel 25\%, the upper thidit $25 \%$ or the top $25 \%$.
(3) Data pertioning to the sticcted sales size range will be in that quartile.

## Stendard Industrinl Cleseificetion Definition (Sic 1ss0):

S1E 4224 - Concrete Pouring and finithing Contrectors
Businesses primar ily engagec in concrete pouring or placemens and concrete finishing. Concrete obmproofing. concrete finishing. concrete pouping. concrete pump ing lplecenentl. gumning concrepe, poving with concrete, pressure grouting. seming or coeting concrete. wierproofing concrete and watherproofing concrete are blso included in this industry.

TABLE 2. Balance sheet profile for incorporated busineases only, 1987
Quebec, concrete Pouring Finishing (Sic 4224)

| - | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \text { : } \end{aligned}$ | Unoer middle 25\% | $\begin{aligned} & \text { Top } \\ & 2 E: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000^{\circ}$ s) | $\begin{array}{r} 79 \\ (1) \\ (1) \end{array}$ | $\begin{array}{r} (9) \\ 99 \end{array}$ | $\begin{array}{r} 99 \\ 175 \end{array}$ | $\begin{aligned} & 175 \\ & 378 \end{aligned}$ | 374 (1) |
|  | Average ( 5000 s ) |  |  |  |  |
| Aseet: |  |  |  |  |  |
| Cash | - | - | - | 77 | - |
| Accounts and motes peceivable | 37 | 9 | 11 | 27 | 99 |
| Inventory | - | - | - | - | - |
| Other current assets | 47 | 8 | 21 | 49 | 106 |
| Totel current ossets | 84 | 16 | 32 | 77 | 204 |
| Fixed essets | 56 | 11 | 16 | 73 | 120 |
| Less: Accum. dep. on fired assets | - | - | - | - | - |
| Other assets | 13 | - | 1 | 9 | 43 |
| Total usets | 153 | 27 | 49 | 159 | 387 |
| Liebilities and equity |  |  |  |  |  |
| Currens loans |  | 3 | ${ }^{2}$ | $3{ }^{2}$ | 19 |
| Other current lisbilities Total curcent iobilities | 38 45 | 11 | 14 | 38 39 | 92 111 |
| Mortgagas dayable | , | , | 1 | - | , |
| Long term debt | 3 | ; | $!$ | 1 | 10 |
| Other liobilitios | 25 | 1 | 7 | 48 | 40 |
| Totel liabilities | 72 | 12 | 24 | 818 | 181 |
| Total equity | 80 | 18 | 25 | 71 | 207 |


Set Tol i for symbols and notes

TABLE 3. Finamcial ratios (1) for fncorportted businesses only. 1987
Qubec. Concrete Pouring finishing (Sic 4224)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25x | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 79 \\ (1) \\ 11 \end{array}$ | 11 99 | 99 175 | 175 374 | 374 $(1)$ |
|  | Aversge |  |  |  |  |
| Liquidity ratio Curient ratio (times) | 1.9 | 1.5 | 2.0 | 2.0 | 1.8 |
| ```Leverege retios Debt/oquity ittio (times) Interest coveroge ratio (times) Dobt retio (times)``` | 0.9 12.1 0.5 | 0.8 0.8 | 1.0 10.4 0.5 | 1.3 12.3 0.6 | 0.8 12.7 0.4 |

(1) The retios reppesent the werege of retios for each business in the group end canot be colculated from the figupes ahown in Teble 2.

121 Thete metimes ere bested on smple of businesert repor sing seles between 825.000 end 82.000 .000 .

Soe inble for symbols and notes

Definitiont:

1. Liquidity retio:

Current s current assets / curcent liabilities
2. Leverege ratios:
b) Deorfequiq = sotal liatilities / equity
b) Dear ratio = iotal liabulities/ total assers
c) Interest coverage $=$ net profit interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. ig87
Quebec, Concrete Pourling Finlshlng (sic 4224)

|  | To:a111: | $\begin{array}{r} \text { B0? } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { midde } 25 \%$ | UDDe: $\text { midole } 25 ;$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sampie (No.) Low sales value (\$000's) Migh sales value ( $\$ 900$ 's) | $\begin{aligned} & 40 \\ & 11! \\ & 1 i! \end{aligned}$ | $\begin{array}{r} 11 \\ 85 \end{array}$ | $\begin{array}{r} 85 \\ 162 \end{array}$ | $\begin{aligned} & 162 \\ & 374 \end{aligned}$ | $\begin{aligned} & 374 \\ & 111 \end{aligned}$ |
|  | Average (9000's) |  |  |  |  |
| Operating activitios Cash $\}$ ram operations Deprecistion Opher | $\begin{aligned} & 35 \\ & 14 \\ & -6 \end{aligned}$ | $\begin{array}{r} -3 \\ 2 \\ 4 \end{array}$ | $\begin{array}{r} 3 \\ 5 \\ -2 \end{array}$ | $\begin{aligned} & 37 \\ & 19 \\ & -7 \end{aligned}$ | 99 28 -20 |
| Dividends | -10 | - | - | -9 | -33 |
| Investment ectivities Disposal of fixed sssets Purchase of fixed sssets Increse in investment Decrease in investment | 3 -35 - | -3 | -4 | -54 | $\begin{array}{r}? \\ -80 \\ \hline\end{array}$ |
| Financing ectivitios <br> Increse in long term debt <br> Repaymen: of long term debt <br> Loans from sharenolders <br> Reparment of loans from shareholders <br> Advances \& loans from government <br> lnciease in eouity <br> Decrease in eouity <br> Other | $\begin{array}{r}19 \\ -10 \\ 5 \\ -3 \\ \hline \\ 2 \\ \hline\end{array}$ | -1 | -2 -2 | 39 -9 1 -1 | 38 -29 18 -7 - 7 -1 |
| Inctease(decrease) in cosh sequivalents Cash gequivalenis-Beginning of the reat Cash sumivalents - End of the yemr | 12 21 33 | -1 5 4 | 25 25 | $\begin{aligned} & 20 \\ & 16 \\ & 36 \end{aligned}$ | 28 38 65 |

(13) These estimates ore pesed on sample of incorporated businesses feporting soles detween $\$ 25.000$ and $\$ 2,000,000$. Somple count includes oniy those Dusinesses reporting a statement of changes.
see tabie 1 for symbols ano notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciazsification in i987 Quebec. Concrete Pouring Einishing (Sic 4224)

| Business size expressed in average labour units\{i\} | Number of businesses | Total payroll | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 278 | 21.346 | 869 | 53 | 29 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}264 \\ 14 \\ \hline\end{array}$ | $\begin{array}{r} 4.682 \\ 6.654 \end{array}$ | $\begin{aligned} & 598 \\ & 271 \end{aligned}$ | 49 | 29 |
| 1587 |  |  |  |  |  |
| Totel | 384 | 41.987 | 1.525 | 94 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 366 18 -8 | $\begin{aligned} & 27.945 \\ & 14.042 \end{aligned}$ | $\begin{array}{r} 1.016 \\ 510 \end{array}$ | $\begin{array}{r}93 \\ 1 \\ \hline\end{array}$ | $\cdots$ |

(1) Average labour units are colculoted by dividing total paypoll by the averoge annul wage ond salary rate as reported in the Sufver of Employment. Payroll and hours. Statistics Canada. Catalogue 72-002. An over ege lobour unit couid be interpreted es
 500 employes in Consece as a whole but less than that number in any given province it is shown in the 500 end over groud
121 Refers io businesses feDoriting no dayroll deductions in the previous year.
131 Refers to businesses reporting no payroll deductions in the following year
"Wewly reporting" and "no longer reoorting" businesses a:e assumed to have oeer in activity for six months and the information is sdjusie accordingly.
see table 1 for symbels and notes.

ABLE 6. Selected opersting charmeteristics of small businesses by sales quartile. 1985-1987
Quebec. Concrete Pouring Finishing (SIC 4224)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe ? miodie 25\% | Uoper midale $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Averige soles $\$$ | 158,174 | 29.663 | 51.076 | 120.801 | 431,355 |
| Aversge expenses | 135,197 | 23.394 | 37.653 | 95.451 | 384.290 |
| Average net profit (loss) \$ | 22.977 | 6.269 | 13.423 | 25.150 | 47.055 |
| Suslnesses peporting proflt (Mo.) | 100 |  |  |  |  |
| Averege sales | 158.824 | 29.653 | 50.488 | 120.601 | 434.545 |
| Averege expense \$ | 133.990 | 23.394 | 35.973 | 95.451 | 381.140 |
| Aveinge net profits | 24.834 | 6.268 | 14.515 | 25.150 | 53.405 |
| Susinuses reporting loss (Mo.) | 6 |  |  |  |  |
| Average saless | 222.492 | - | 59.397 | - | 385.587 |
| Averspe expense 5 | 245.440 | - | 61.389 | - | 429.490 |
| Average net loss \$ | -22,948 | - | -1.992 | - | -43.903 |

1988

Number of observetion in semple Average sales 9
Average expenses
Averoge net profit (loss)s

Businesses reporting profit (Wo.)
Aver age sales 5
Averege expense s
Average net profits

Businceses repopting alose (No.)
Average saless
Averse siles

Average expense s
Average net losss

108
278.550
242.413 242.413
36.137

## 99 284.339

241.942
42.397
$232.013^{3}$
243.785
$-11.752$
40.51
33.847
6.655
54.032
36.382
17.85
29.022
31.693
145.573
162.117
$-95.544$
268. 48
230.029 38.452
265.590
222.92
42.669
300.217
327.742
327.742
-19.525
445.239
453.508
${ }_{-9} .269$

1987

Number of observitions in sample
Average stics $\$$
Averoge expenses
Average net protit (loss)s

Businseses reporting o prefit (Mo.)
Average salos 5
Aver age expense s
Aversge net profits

Businteses rmportine Itest (Mo.) Average beles
Averoge expense 5
Averspe net los:
255.710

265,71
228,185
37,534
102
267.35
226.222
41.129
$233,139^{7}$
233.131
248.099
$248.099 \quad 88.593$
88.593
-8.793
39.182
18.259
$-14.968$
63.334
52.204
11.130
123.5
104.9
18.6
123.59
123.59
104.958
104.958
18.633
215.49
179.15
36.04

| 217.303 | 671.069 |
| ---: | ---: |
| 179.553 | 581.196 |
| 37.750 | 89.873 |

111 These estimates are basto on sempl of businesses reporting sales betwen \$25,000 0nd 22,000,000.
See Table 1 for symols and notes

TABLE 1. Selected operating ratios. In percent of sales. 1987
Quebec, Masonry Work (SIC 4231)


Symbols

- zero or no opservations
-- too small to0 be expressed
$\times$ nor apolicoore
$\times$ conliontisl


## Footnoter

(1) These estimeres ar bespo on sumple of businesses reporting sales between \$25,000 and \$2,000.000

Toisl weighteo expenditur on given item
21 Value in each cell a fots weiphied ssies of sil businesses in the senple $x$ goo for ench quartile

This portion of the table pertains only to the businesses roporting the specific expense item. Therefore these ptios ere calculated individusity and she total will not necessarily aqual $100 \%$.

## Notes


 one querter of the rotal number of businesses. Within each qupitile. the everage plio is presented. for comparison purposes, the high ang low values of seles art shown

Mow to ust the tebles

2) The selectoo penge will indicete the proper outitil. i. the botton 25\%. the lower hidole 25\%, the upper miool 25\% or the POD 25\%.
3) Dote perteining to the setected stes size rangemill be in thet quertile.

## Standerd Industriel CIessificetion Definision (SIC 1s80)

SIC 4231 - Mesonry Contrectors
Businesses primarity engeged in conventionsl of specist ty masonpy mork, except interior merble wopk. fnstallation of arehitectural stone. focklaying. Drick or stone lining lchimnty, kiln boiler eic l bpicklaying. installation of peanipe lexteriop wopk. installation of marbl lexteriof workl. masonry work. insisilition of ornamental stone. Dointing masonty. installetion of slate (exterior woikl. stone cu:ting and setting and the installation of veneer facing stone or brick are included.

TABLE 2. Balance sheet profile for incorporited businesses only, 1987
Quebec, Mesonry Work (SIC 4231)

(1) These estimates ere besed on ample of businesses roporting seles between $\$ 25,000$ and $82,000,000$

See isble ifor myools and notes

TABLE 3. Financial ratios(1) for incorporated butinesese only. 1987
Quebec. Misenry Work (SIC 4231)

|  | Tots1(2) | $\begin{array}{r} 80 t 80 m \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | 10p $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo. Low sales value ( $\$ 000$ 's) High seles value ( $\$ 0000^{\prime}$ s) | (12) | 11 97 | 97 193 | 193 323 | 323 $(1)$ |
|  | Avorage |  |  |  |  |
| Liquidity retio Current intio (times) | 1.7 | 2.1 | 1.8 | 1.1 | 2.0 |
| Leverage ratios <br> Debtloquity ratio \{times) <br> Interest coverage retio (times) <br> Debt retio (times) | 1.0 10.3 0.5 | 2.1 12.9 0.7 | 0.8 11.8 0.5 | 1.5 6.2 0.6 | 0.8 12.4 0.4 |

Ill The ritios represent the evertoe of retios for ench businest in the group ond cannot be celculated from the figures shown in liole 2 .

Soe fable 1 for symbols and notes.

## Definitions:

1. Liquidity petio:

Currant = currone assets / curpent liobilities.
2. Levertege retios:

```
Deby/mquipy = pota| liabilisies/equity
    Oebt ratio = rotal liabilities / total assets
    cl Interest coverage = net profit * interesq expense / interest expense
```

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1987
Quebec, Mesonry Work (SIC 4231)

|  | Tcial(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | UDSe. $\bmod 025^{\circ}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $\$ 000$ s) High sales value ( $8000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 41 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 97 \end{array}$ | $\begin{array}{r} 97 \\ 184 \end{array}$ | $\begin{aligned} & 184 \\ & 291 \end{aligned}$ | $291$ |
|  | Average $1 \$ 000$ s |  |  |  |  |
| Opereting ectivities Cash from operations Dedieciation Other | $\begin{aligned} & 24 \\ & 11 \\ & -7 \end{aligned}$ | $\begin{array}{r} 4 \\ 2 \\ -9 \end{array}$ | $\begin{array}{r} 1 \\ 2 \\ -1 \end{array}$ | $\begin{array}{r} 13 \\ 11 \\ 6 \end{array}$ | $\begin{array}{r} 65 \\ 24 \\ -23 \end{array}$ |
| Dividends | -7 | -2 | - | - | -18 |
| Investment ctivitios <br> Discosel of fixed assets Purchase of fixed asseis Increase in investment Decrease in investment | $\begin{array}{r}\text { r } \\ -24 \\ -2 \\ \hline\end{array}$ | -5 | -2 | $-18$ | 9 -60 -6 1 |
| Financing activitios <br> Incpease in long term debt <br> Repsymen: of long ierm debt <br> Loans from shareholders <br> Redarment of loans liom shareholders <br> Aovances \& loans from government <br> Increase in eauity <br> Decrease in equity <br> Dther | 7 -4 2 -3 - 1 | 2 <br>  | -1 | 2 -5 -1 | $\begin{array}{r}20 \\ -9 \\ 7 \\ -8 \\ \hline\end{array}$ |
| Incresse(decrease) in essh s equivelents Cash equivelents-Beginning of the yeer Cash sequivelents = End of the yeer | 2 14 16 | -8 3 -4 | $\overline{-}$ | 7 | 5 46 51 |

(i) These estimetes are besed on a sample of incorporsted businesses reporiing sales between 825.000 onc $82,000,000$. Somple count includes only ihose businesses roporting staioment of changes
ste iteble i fop symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in igB7
Quebec. Mesonry Work (SIC 4231)

| Business size expressedin |
| :--- | :--- | :--- |
| average labour units(1) |

(1) Average labour units are colculated by dividing total paypoll by the averope annual wage and satory rote as reporied in the Surver of Employment. Payroll and Koups. Statistics Canada. Catalogle 72-002. An average lobour unit could be inierproted as a tull-ime employee. Note that the business size groups used are determined ot the consoo level. Thus it business has at last 500 employess if Canade as a whole dut less than that number in any giver province it is shown in the 500 and over group
(2) Refers ic Dusinesses redopting no Dayroll deductions in the previous year
(3) Refers to businasses reporting no payroll deductions in the followirg yar
*newly peporinge and mo longer reporting businesses are ossumed to nave bean in activily for six months and the informotion is scjusted accordingly

See table $10^{\prime}$ symools and notes

TABLE 6. Selected operating characteristics of smill businessas by sales quartile. 1985-1987
Quebec. Mesonry Work (SIC 4231)

| - | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Unper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observetions in sample |  |  |  |  |  |
| Average sales \$ | 192.299 | 36.351 | 63. 592 | 121.980 | 547.274 |
| Averape expenses | 168.089 | 26.492 | 48.249 | 102.258 | 497.357 |
| Average net profit (loss) s | 24.210 | 11.859 | 15.343 | 19.722 | 49.917 |
| Businesses reporting aprofit (No.) Average sales 5 | 302 192.959 | 36.202 | 63.227 |  |  |
| Aversge exoense | 165.617 | 23.109 | 46.831 | 100.045 | 492.181 |
| tuerage net protits | 27.340 | 12.793 | 16.386 | 21.203 | 58.969 |
| Businesees reporting a loss (Mo.) | 21 |  |  |  |  |
| Sverage seles $\$$ d | 191.978 | 38.734 | 71.227 | 135.757 | 522.195 |
| Averso expense \$ | 188.629 | 41.808 | 77.904 | 143.950 | 530.853 |
| Average net loss \$ | -6.651 | -3.074 | -6,677 | -8.193 | -8.658 |

1985

| Number of observations in sample | 381 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 192.624 | 41.601 | 92.427 | 150.023 | 488.444 |
| Average expense \$ | 171.889 | 29.887 | 68.908 | 128.834 | 459.927 |
| Average net profit (loss) \$ | 20.735 | 11.714 | 23.521 | 21.189 | 28.517 |
|  |  |  |  |  |  |
| Businesses reporting eprofit (Mc.) | 348 |  |  |  |  |
| Average soles \$ | 193,399 | 42.004 | 92, 117 | 149.802 | 809.873 |
| Average expense ${ }^{\text {S }}$ | 167.039 | 29.011 | 67.255 | 127.394 | 444.495 |
| Average net Drofits | 28.360 | 12.993 | 24.852 | 22.208 | 45.378 |
| Businesses reporting loss (Mo.) | 33 |  |  |  |  |
| Average soles $s$ | 192.657 | 34.560 | 99.071 | 160.288 | 478.710 |
| Average expense | 204.300 | 45.173 | 104.313 | 183.974 | 503.739 |
| Average net loss \$ | -11.643 | $-10.613$ | -5.242 | $-3.685$ | -27.029 |

1987

| Number of observations in semple <br> Average sales 5 <br> Average expense 3 <br> Average net profit (loss) s | $\begin{array}{r} 133 \\ 180.527 \\ 155.956 \\ 24.571 \end{array}$ | $\begin{aligned} & 36.335 \\ & 22.886 \\ & 13.649 \end{aligned}$ | $\begin{aligned} & 76.983 \\ & 60.305 \\ & 16.878 \end{aligned}$ | $\begin{array}{r} 132.638 \\ 110.998 \\ 21.640 \end{array}$ | $\begin{array}{r} 46.151 \\ 429.636 \\ 46.515 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses raporting proflt (mo.) | 120 |  |  |  |  |
| Average seles ${ }^{\text {a }}$ | 184.584 | 36.335 | 76.342 | 133.533 | 492.127 |
| Average expense | 156.25 ? | 22.886 | 56.204 | 108.484 | 437.494 |
| Average net profit | 28,317 | 13.449 | 20.138 | 25.049 | 54.633 |
| Businesges reporting - lose (Mo.) | 13 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 186.270 | - | 80.978 | 125.898 | 351.934 |
| Average expense ${ }^{\text {S }}$ | 194,778 | - | 85.848 | 129.941 | 368.540 |
| Average net los: | -8,506 | - | -4.870 | -4.043 | -16.505 |

(1) These estimates re besed on spmple of businesses reporting sales betwen $\$ 25.000$ and $\$ 2,000,000$

Sen Table 1 for symbols and notes

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


## Symbole

zero or no observitions

- 100 smetr 200 be expressed
not applicable
$\times$ conlidentisl


## oetnores


(2) Velue in each ceil $=\frac{\text { lotsi weighted expenditur on given item }}{\text { rots weighted sales of sil businesses in the semple }}$ loo for each quertile.

This portion of the toble perteins only to the businesses reporting the specific expense item, Therefore qhese fotios ore cilculated individually and the tozel will not necessarily equel 1002.

## Motes

Dets ere showh by quariiles when th lest 13 of she sampled businesses report the spocific iqum
 one querter of the lotel number of bus inesses. Wishin esch qusprile. the suersge rotio is presen ted. For comperison purposes. the high and lom values of stel er shown

## (1) to use she zedies


121 The selected renge will indicate the proper guspile. i.e. the botion 25\%, the lower midde 25I, the upper nidde 25\% or the 100258.
13) Dats pertaining to the selected seles size range will be in that quertile.

Stender Industriel Clsseificstion Definition (SIC 10s0):
S1C 4232 - siding Conerecsers
Businesses primarily engaged in the installation and repair of siding. ciadding. metal doors and window frames ond reloted work Incluged ere businesses geating in the installation of metal awnings. cenopies and shutters: installation of cladding lexcluding g(ass), insiallation of curtain walls; installation of metal doors and window frames: installation of metal, hardboard and vinyl exter or siding: instaliation of meral and plastic fascia and soffir and the installation of aluminum. stent. asbestos, cement. plastic anc hargsoard siding.

TABLE 2. Balance sheet proftie for incorporated businesses only. 1987
Quebec. Siding Work (SIC 4232)

(1) Thase estimetes cre besed on somple of businesses reporiing sales between $\$ 25.000$ and $\$ 2.000 .000$.

Set isble i for symbol and notes.

TABLE 3. Financiai ratios(1) for incorporated butinesses oniy. 1987
Quebec. Siding Work (SIC 4232)

|  | Tot 1 (2) | $\begin{array}{r} \text { Bot tom } \\ 35 \% \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { middle } 25 z$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low seles value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 48 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Avelage |  |  |  |  |
| Liquidity petio Current retio (times) | 1.7 | -- | -- | -- | -- |
| Leverage retios <br> Debtlequity retio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{array}{r} 1.1 \\ 15.5 \\ 0.5 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the merse of patios for esch Dusiness in the group end camnot be calculeted from the figures shom in table 2 .
(2) These estimeten ore deed on semple of businesses reporting seles betwen $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{1 2 , 0 0 0 , 0 0 0}$

See imole 1 for endols and notes

## Definltions:

1. Liquidity retio:

Current = Curpent essets / current liabilisies.
2. Ieverage ratios:
) Debifeovity z totzl lisbilities / equipy
b) DeDi cifio = iopal liebilipies / foqul essets
c) Interes: coverage $=$ net profit interest expense/ interest expense.

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

|  | Topal(1) | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | Lowe? midole 25\% | UpDe? middle 25: | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) Migh sales vaiue (\$000's) | $\begin{array}{r} 28 \\ (1) \\ (1) \end{array}$ | $\begin{array}{r} 11 \\ 81 \end{array}$ | $\begin{array}{r} 81 \\ 132 \end{array}$ | $\begin{array}{r} 192 \\ 461 \end{array}$ | $\begin{aligned} & 46! \\ & 11 \text {, } \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Opereting sctivities Cash from operations Depreciation Other | $\begin{array}{r} 31 \\ 4 \\ -5 \end{array}$ | $\begin{array}{r} -2 \\ -7 \end{array}$ | 2 2 -7 | 21 | 93 9 -8 |
| Dividends | -5 | - | - | -15 | -5 |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed asseis <br> lncreese in investment <br> Decresse in investment | $\begin{array}{r} 1 \\ -20 \\ -61 \\ 29 \end{array}$ | - | - | 3 -3 | $\begin{array}{r} 2 \\ -70 \\ -222 \\ 105 \end{array}$ |
| Finencing ectivities <br> Incresse in long term deb* <br> Repayment of long term oebt <br> Loans from shareholders <br> Recarmen: of loans from shareholders <br> Advances \& loans from government <br> Incresese in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 11 \\ -2 \\ 1 \\ -1 \\ \vdots \\ 2 \\ -1 \end{array}$ | - <br> - <br> - <br> - | 1 | -1 -2 -2 | $\begin{array}{r}40 \\ -6 \\ 2 \\ -4 \\ \hline 5\end{array}$ |
| Increase(decrease) in cesh s equivalents Cash equivalents-8eginning of the yesr Cesh tequivelents - End of the yoer | -16 19 2 | -8 9 1 | -2 | 12 | -59 47 -12 |

$(1)$ These estimates are ossed on sample of incorporated businesses peporting salus beiween $\$ 25,000$ ano $\$ 2.000,000$. Semple count includes only those businesses roporing a sisiement of changes
Set isol it for symbols sho noies

TABLE 5. Employment changes by tize of bustness. 1984-1987 based on SIC classification in i987
Quebec, Siding Work (SIC 4232)


 survey of Employment. Payroll and hours, Stasistics Conads. Catelogur 92-002. An overage labour unis could be interpreted os o fulf-time emplovee Note thet the business size groups used are determined ot the Canade level, thus if a business has ot least 500 employees in Canade as owhe but tess than that number in any fiven province if is shown in the 500 and over group
(2) Reters 10 businesses roporting no peypoll deductions in the drevious yesr.
(3) Refers to businesses reporting no payroll odeditions in the following year
-Newly peporting" and "po longer reporting" businesses are assumed to hove been in acpivity for six months and the informalion is adjusted accordingly

Set tade for symbols and notes

TABLE 6. Selected operating characteristics of mall businesses by sales quartile. 1985-1987
Quebec. Siding Work (SIC 4232)

|  | iotal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { miodle } 25 \%$ | UDDE miode 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of ebservetions in sample | 228 |  |  |  |  |
| Average sales 5 . | 229.321 | 40.404 | 87.238 | 158.237 | 631.404 |
| Average expense 5 | 215.419 | 25.964 | 75.537 | 154.243 | 605.933 |
| Average net profit (loss) s | 13.902 | 14.440 | 11.701 | 3.994 | 25.471 |
| Businesses reperting profit (Mo.l | 211 |  |  |  |  |
| Average seles 8 d | 236.607 | 40.557 | 86.467 | 170.670 | 648.735 |
| Averape expense ${ }^{\text {a }}$ | 217.324 | 25.915 | 74.293 | 151.168 | 617.919 |
| Average net profit \$ | 19.283 | 14,642 | 12.174 | 19.502 | 30.816 |
| Dusinesses reporting lose (Mo.) | 19 |  |  |  |  |
| Aver age sales ${ }^{\text {a }}$ | 190.607 | 27.297 | 108.816 | 134.587 |  |
| Average expense $\$$ | 202.489 | 30.170 | 110.355 | 160.092 | 509.340 |
| Average net loss \$ | -11.882 | -2.873 | -1.539 | $-25.505$ | -17.611 |

1986

Mumer of observations in sample
Averape salos
Average sales?
Average expenses
Average net profit (lose) $\$$

Bueineseer reporting a profit (Mo.)
Avertge sales $\$$
Averege expense \$
Averoge net profit $S$
240
227.649
227.649
210.015
32.203
21.242
75.208
59.804
196.551
178.842
608. 835 210.015
17.634
10.961
15.404
17.709
580.170
26.485
222.213
222.695
201.492

Ousinesees reporting a lose (Mo.)
Average sales
Averege expense ?
Average net loss
260.855
268.852
$-7.987$

73.676
196.167
172.983
23.184
588.958
555.614
33.344
94.504
706. 429
718.804
$-12,375$

1987
Mumber of observations in sample
Average stles $\$$
Average expense $\$$

| 101 |  |  |  | . |
| :---: | :---: | :---: | :---: | :---: |
| 209.593 | 37.862 | 84,812 | 158.254 | 557,444 |
| 186.929 | 25.464 | 85.391 | 144.052 | 512.807 |
| 22.664 | 12.398 | 19.421 | 14,202 | 44,637 |
| 51 |  |  |  |  |
| 217.798 | 36.751 | 85.079 | 157,582 | 591.778 |
| 191.094 | 21.039 | 64.215 | 142,348 | 536.775 |
| 26.704 | 15.712 | 20.864 | 15.234 | 55.003 |
| 10 |  |  |  |  |
| 165.467 | 46.618 | 80.765 | 185.140 | 349.343 |
| 180.848 | 60.329 | 83.277 | 212.249 | 367.537 |
| -15,381 | -13.711 | -2.512 | -27.109 | -18.194 |

(1) These estimates are besed on sample of businessets reporting sales between $\$ 25,000$ snd $\$ 2,000,000$

See table 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Plumbing (SIC 4241)

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

## Sywbol:

- zero of no observerians
-- 100 small 100 be expresseo
noi mplicsble
$x$ confidential


## footnotes

$(1)$ These estimeses gre based on somple of businesses reporting sales belween $\mathbf{5 2 5 , 0 0 0}$ sno $\$ 2.000,000$.
Totsl we ighted expenditure on given ifem

(3) Valus in esch cell
Torel weighesed expenditure on e given iltom

100 for esch quertile.
Toqal weighted sal of businesses reporting this item of expenditure
 individually and the qozal will not necessarily equel 100 z.

## Notet

Deta are shown by quertiles whon bt leas 13 of the sempled businesses report its specific item
Records were renked in escending order eccording to sales size. Esch quartile li e. botzon 25\%. Iower middie 25z. Eic represents on quarter of the totel numper of businesses. Within each quartile, the suerege ratio is prestried. for comparison purposes. ihe high and low values of sel er shown.

## How to ute the tebles


[21 The sthected range will indicate the proper quartile. i. e. The bottom 25\%, the lower midde 25\%, the upper midde 25\% or the 10p 25x
(3) Dets pertaining to the selected sbles slat range will be in that quartile.

Stenderd Induetriel Glasificetion Definition Isif 1890):
SIC 4241-PIumbing Contrectors
Businesses primerity engeged in the installation and repair of primary hot anc cold water piping systems li. e. axcept soce heatingl such as: installation of waste ang vent drain systems, installation of hot water heaters and plumbing tanks insialiation of water meters. installation of giping systems, installation of plumbing fixiures, installation of primary hot water. installation of roof ortanag systems lexced eavesfroughing) and ins? lat ion of sanitary ware.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Plumbing (SIC 4249)

(1) inese estimates are besed on semplof businesses reporting soies between $\$ 25.000$ and $\$ 2,000.000$.

See tsole 1 far symbals and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 18s7
Quebec. Plumblng (SIC 4241)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middl } 25 x \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> Migh soles volue ( $5000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 162 \\ & 19 \\ & 19 \end{aligned}$ | $\begin{array}{r} 19 \\ 131 \end{array}$ | 131 268 | 268 544 | 544 $(1)$ |
|  | Averege |  |  |  |  |
| Liquiditr ratio Current ratio (times) | 1.9 | 1.7 | 1.9 | 2.2 | 1.8 |
| Leverage retios <br> Debt/equity patio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 1.1 8.3 0.5 | 0.8 3.3 0.1 | 1.1 6.7 0.5 | 0.8 7.3 0.4 | 1.2 10.1 0.5 |

fll the ratios papresent the wersge of petios for each business in the group and cannot be celculated tron the figures shown in toble 2

See isole ; for symbols and notes.

## Definltiens:

1. Biquidity ratio:

Gurrens seurrent assers / currenp liabilities.
2. Leverge retios:
al Dedteauly $=$ potal liabilites / equisy
b) Dedt ratio = total listilities/ iotst assers.
ef Interest coverage $=$ net profit + interest expense $/$ interest mpense

TABLE 4. Statement of changes in financial position for incorporeted businesses only. 1987
Quebec, Plumbing (SIC 4241)

|  | Total 11 | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { m. dole } 25 \%$ | Upder midde $25 \%$ | Tod 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $80000^{\prime} \mathrm{s}$ ) | $\left.\begin{array}{r} 98 \\ (1) \\ 1 \end{array}\right)$ | $\begin{aligned} & 111 \\ & 105 \end{aligned}$ | $\begin{array}{r} 105 \\ 258 \end{array}$ | $\begin{array}{r} 258 \\ 534 \end{array}$ | $\begin{aligned} & 534 \\ & 11 i \end{aligned}$ |
|  |  |  | Average 15000 |  |  |
| Operating activities Cash from oder ofions Deprecistion Other | $\begin{array}{r} 18 \\ 6 \\ -6 \end{array}$ | $\begin{array}{r} -7 \\ 2 \\ 7 \end{array}$ | 8 5 | $\begin{array}{r} 20 \\ 6 \\ -10 \end{array}$ | 49 12 -21 |
| Dividends | -5 | -2 | -3 | -9 | -8 |
| Investenent stivities <br> Discosel of fixed assets <br> Puechase of fixed sssets <br> Increase in investment <br> Deciease in investment | 6 -12 -5 1 | $\begin{array}{r}19 \\ -4 \\ -16 \\ \hline\end{array}$ | -6 -1 | 2 -8 | 5 -29 -4 2 |
| Finencing ectivities <br> Increase in lang term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loens from shareholders <br> Advances \& loans from government <br> lncresse in equity <br> Decresse in equity <br> Opher | $\begin{array}{r} 5 \\ -5 \\ 3 \\ -2 \\ -2 \\ -1 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r} 3 \\ -5 \\ -1 \\ -1 \\ -1 \\ - \\ - \\ -1 \end{array}$ | 4 -4 2 -1 | 2 -2 1 -2 - -1 | 12 <br> -10 <br> 6 <br> -3 <br>  <br> 2 <br> -2 <br> -1 |
| Incresse(decrease) in cash sequivelents Cash \& quivalents-Beginning of the year Cash s equivelent: - End of the year | $\begin{array}{r} 3 \\ 16 \\ 19 \end{array}$ | -3 7 4 | 5 6 11 | -2 49 47 | 3 1 10 |

[^9]
Quebec. Plumbing (SIC 1241)

| Business size expressed in oversge labour units | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average iabour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Mo longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 945 | 111.428 | 4.642 | 107 | 94 |
| $\begin{aligned} & \text { iess than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | 899 45 1 | 70.565 $\times$ $x$ | $\begin{array}{r} 2.876 \\ 1.459 \\ 307 \end{array}$ | 103 | $93$ |
| 500 end over |  |  |  |  |  |
| 1587 |  |  |  |  |  |
| Totel | 1.119 | 157.096 | 5.746 | 146 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 1.063 \\ 52 \\ 4 \end{array}$ | 95.676 <br> 51.942 <br> 9.478 | $\begin{array}{r} 3.481 \\ 1.889 \\ 376 \end{array}$ | 143 2 1 | '. |
| 500 and over | - | - | - | - | . . |

19) Eversge labour units are calculated by dividing totai poyroll by the overge binus wage ond salgy rate as roported in the Survey of Empioyment. Payroll sond Nours. Statistics Conada. Catelogue 72-002. An oversge Iabour unit could be interpieted as o fuli-time employee. Note that the business size groups used are defermined et the congo lovel Thus if business has at lest 500 employees in cansoa ss whole but less then that number in shy given province it is shown in the 500 and over group.
(2) Reipis to ousinesses reporting no payioli deductions in the previous year
(3) Refers to businesses reporting no payplit deductions in the foliowing year.
"Newly reporting" and "no longer reporting" businesses are assumed to have deen in activity for six months ano the information is adjusted accordingly

See labie ifor symbals and notes

TABLE 6. Selected operating characteristics of small businesses by sales quertile. 1985-1987 Quebec. Plumbing (sic 1241)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> midde $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 2902 |  |  |  |  |
| Averspe soles \$ | 298.957 | 48.568 | 121.389 | 243.187 |  |
| Sverage expence $\$$ | 277.599 | 37.517 | 113.318 | 226.341 | 733.222 |
| Avarage net profit (lose) \$ | 21.358 | 11.051 | 11.073 | 16.846 | 46.460 |
| Businesses reporting profit (Mo.) | 200 45 |  |  |  |  |
| Average sales | 300.529 | 48.600 | 126.121 | 243.831 | 783.563 |
| Aveloge expenses | 275.486 | 36.319 | 111.379 | 226.400 | 727.844 |
| Average net profit | 25.043 | 12.281 | 14.742 | 17.431 | 55.719 |
| Businesses reporting lose (Mo.) |  |  |  |  |  |
| Averope sales \$ <br> Average expenses | 282.363 295.609 | 48.140 53.256 | 115.504 123.256 | 221.033 224.331 | 744.774 |
| Average net loss | -13.246 | -5.116 | 123.756 -7.752 | -3.298 | -36.818 |

1985


1987

(11) These estimates are based on sample of businesses reporting seles betwen $\$ 25.000$ and $\mathbf{2 2 . 0 0 0 . 0 0 0 .}$

Ser Teble 1 for symbols and notes

TABLE 1 . Selected operating ratios, in percent of sales, 1987
Quebec, Wet Heating \& Air Conditioning Work (SIC 4243)

|  | Total(1) |  | $\begin{gathered} \text { Bottom } \\ 25 \% \end{gathered}$ |  | $\begin{array}{r} \text { Lomer } \\ \text { midole } 25 \% \end{array}$ |  | Upoer middle 25\% |  |  | $\begin{aligned} & \text { TOF } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value $\{\$ 000$ 's? <br> High sales value ( $\$ 000^{\circ} \mathrm{s}$ ) | $(11)$ |  | $\begin{array}{r} 1 \\ 108 \end{array}$ |  | $\begin{aligned} & 108 \\ & 236 \end{aligned}$ |  | $\begin{aligned} & 236 \\ & 507 \end{aligned}$ |  |  | $\begin{aligned} & 507 \\ & 11) \end{aligned}$ |  |
| Selected expense item | Industry average\{2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 \} |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middI } \\ 25 \% \end{array}$ | Uoper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 36.4 | 19.0 | 52.6 | 36.7 | 31.9 | 84.3 | 43.2 | 51.5 | 52.6 | 40.2 | 32.8 |
| Dccupency expensel | 6.0 | 10.9 | 4.9 | 5.0 | 4.3 | 100.0 | 6.0 | 10.9 | 4.5 | 5.0 | 6.3 |
| Deorecistion | 1.9 | 1.8 | 2.1 | 2.0 | 1.5 | 93.? | 2.0 | 2.6 | 2.1 | 2.0 | 1. 5 |
| Reosirs \& maintenance | 0.6 | 0.1 | 0.6 | 0.7 | 0.8 | 47.6 | 1.2 | 1.0 3.2 | 1.3 | 1.3 | 1.2 |
| Hest, light Rent telephone | 1.2 2.3 | 2.9 6.9 | 1.0 1.1 | 1.0 | 0.9 | 79.5 81.3 | 1.5 2.9 | 3.2 9.1 | 9.3 | 1.3 | 1.9 1.3 |
| Personnel expenses | 28.0 | 28.3 | 23.9 | 25.5 | 34.7 | 97.5 | 28.? | 32.3 | 23.9 | 25.5 | 34.7 |
| Financial expenses | 2. ${ }^{5}$ | 4.2 | 3.3 | 1.5 |  |  | 2.7 | 5.1 |  |  |  |
| Interest \& bank charges Professional fees | 1.5 | 2.1 2.1 | 2.0 1.2 | 0.9 0.6 | 1.1 0.6 | 96.2 90.5 | 1.6 1.2 | 2.6 2.6 | 2.0 1.2 | 0.9 0.8 | 1.1 0.6 |
| Other expenses | 21.6 | 29.8 | 12.6 | 24.7 | 22.1 | 100.0 | 29.6 | 29.1 | 12.6 | 24.7 | 22.1 |
| Protit (loss) | 5.4 | 7.9 | 2.5 | 6.6 | 5.2 | 100.0 | 5.4 | 7.9 | 2.6 | 6.6 | 5.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | . | $\cdots$ | $\ldots$ |

## Symbole

zero or no observations

- 200 small too be expressed
.. not spDlicoble
$x$ confiontial


## Footnoter

(1) These Estimeles ere besed on s sample of businesses roporing sales between $\$ 25,000$ ond $\$ 2,000.000$.

Totel weighteo expenditure on given item

(3) Ysiue in each celi = Total weighted expenditure on a given irem $\times 100$ for each quertile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are culated individustly and the ratal will not necessarily equsl 100 x

## Motes

Date ere shown by quaptiles when at least 13 of the sompleo businesses report the specific itam.
Records wer ranked in escending order according to seles size. Eech quartile li. Dotom 25\%, lower midde 25\%. elc. reprents one quer ter of the lotal number of businesses. Hithit eoch quortile. the aversge retio is presented. For comperison purposes, the high and low vitues of seles tere shown

How to use the tebles

$(2)$ The selected range will indicate the proper quertile. i.e. the botsom 25\%, the lower midele $25 \%$. the upper midde $25 \%$ or the top 25\%.
(3) Dote perteining to the selected soles sizt range will be in that quertile

## Standerd Industrisl CI stificstion Definition (SIC 1980):

SIC 4243 - Hesting and air Conditioning Contrectors
susinesses primarily engeged in the instatiation and pepair of secondery hot watep or system heating systens, cooling and air conditioning equipment and solar hesting systens involving liquits. These businesses include: centrai bir conditioning instalation. contractors instelling steam boilers lexclucing power boilerst. insialistion of central cooling equipnent and piping. installation of cooling towers.
 of snow melting equipment lifquid systemsl. Solar heating flyid systems installation, installation of ueitary heating. cooling or aif conditioning equipment. installation of heating and elr conditioning water pumping systems and the installation of contral wet hesting equipmen : anc piping.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Het Hesting \& Mr Conditioning Work (SIC 4243)

11) These estinates me based on somple of businesses reparting sales between \$25,000 and \$2,000.000.

Sef Table for symbots and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Quebec, Wet Meating Air Conditionlng Hork (5IC 4243)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upper midde $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( 9000 's) | (1) | $\begin{aligned} & \{1\} \\ & 163 \end{aligned}$ | 163 316 | 316 580 | 580 111 |
|  | Average |  |  |  |  |
| biquidity retio Current ratio (times) | 1.4 | 2.7 | 1.4 | 1.4 | 1.4 |
| Leverage patios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt fetio (times) | 1.6 5.7 0.8 | 0.5 1.7 0.4 | 2.0 5.5 0.7 | 1.4 3.7 0.6 | 1.7 7.0 0.6 |

(1) The retios represent the overage of ratios for each business in the group and cannot be calculsted from the figures shown in tabie 2 .
(2) These escimetes ere besed on semple of businesses reporting ssies between 25,000 und $52.000,000$.

5et isble i for symols and notes.

Definitions:

1. Liquidity retio:

Curpent $=$ cuprent assets / current liabilisies.
2. Leverage retios:
al Debtrequity $=$ total biabilities f equity.
b) Debtratio $=$ total liabilities $/$ total assets.
c) Interest coverage z net profit - interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Wet Heating s Air Conditioning Work (5IC 4243)

|  | Total\{1\} | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lawe: $\text { midole } 25^{\circ}$ | Uope: $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{array}{r} 30 \\ (1) \\ 11) \end{array}$ | $\begin{aligned} & (1) \\ & 163 \end{aligned}$ | $\begin{aligned} & 163 \\ & 400 \end{aligned}$ | $\begin{aligned} & 400 \\ & 580 \end{aligned}$ | $\begin{aligned} & 580 \\ & 11) \end{aligned}$ |
|  |  |  | verase $1 \$ 000$ |  |  |
| Operating activities Cash from oderstions Depreciation Dther | $\begin{array}{r} 29 \\ 9 \\ -15 \end{array}$ | $\begin{aligned} & 5 \\ & 4 \\ & 9 \end{aligned}$ | $\begin{array}{r} 30 \\ 6 \\ -18 \end{array}$ | $\begin{array}{r} 10 \\ 11 \\ 3 \end{array}$ | $\begin{array}{r} 60 \\ 15 \\ -39 \end{array}$ |
| Dividends | -5 | - | -8 | - | -12 |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fined assets <br> Incrose in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -14 \\ -2 \\ 1 \end{array}$ | = | 1 -8 -8 | -15 | $\begin{array}{r} 3 \\ -30 \\ -7 \\ 5 \end{array}$ |
| Financing ectivities <br> Increase in long term debt Reparment of lang term deb: <br> Loans from sharsholders <br> Redayment of loans from sharemolders <br> Advances 8 loans from government <br> tncrease in equity <br> Decrease in equity <br> Dther | 8 -12 1 -6 - - -2 - | -2 | 8 -16 3 -1 | 3 -7 -1 | 15 -15 1 -21 - -8 |
| Increase(decrease) in cash s equivalents Cash 8 equivalents-leginning of the yetr Cosh equivalents - End of the your | -8 14 9 | $\begin{array}{r} 16 \\ 5 \\ 21 \end{array}$ | $\begin{aligned} & -2 \\ & 25 \\ & 24 \end{aligned}$ | 4 -7 -2 | -32 23 -9 |

 only those ousinesses roporting stetement of chonges
see isole 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in ig87
Quebec, Wet Heseing Alr Conditioning Work (SiC 4243)


[^10]TABLE 6. Selected operating characteriftics of smell businesses by sales quartile. 1985-1987
Quebec. Wet HeatIng sir Conditioning Work (SIC 4243)

| * | Total(1) | Bottom 25* | Lower $m, \text { dole } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 84 |  |  |  |  |
| Average sales \$ | 396.920 | 57.204 | 121.634 | 349.411 | 1.059.432 |
| Averege expense $\$$ | 374.332 | 48.702 | 116.069 | 329.706 | 1,002,849 |
| Average net profit (loss) s | 22,588 | 8.502 | 5,565 | 19.705 | 55,583 |
| Businesses reporting e profit (Mo.) Average sales |  |  |  |  |  |
| Average sales ${ }_{\text {a }}$ | 403.579 375.548 | 56,385 | 117.779 | 349.334 | 1.090 .837 |
| Averege net profits | 28.031 | 12.584 | 11.500 | 22,447 | 1.020 .593 |
| Businesses reporting loss (Mo.) | 14 |  |  |  |  |
| Averse seles ${ }^{\text {S }}$ | 342.803 | 69.624 | 159.000 | 350.346 | 800,243 |
| Averoge exdense | 365,110 | 74.615 | 162.500 | 364.037 | 859.288 |
| Avelage net loss \$ | -22,307 | -12.991 | -3,500 | -13.691 | -59.045 |

198 8

| Mumber of observations in semple | 69 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averspe ssies $\$$ | 343.349 | 74.777 | 110.963 | 258.487 | 929.187 |
| Average expense \$ | 321.030 | 53.545 | 100.037 | 245.558 | 884.980 |
| Average net profit (loss) \$ | 22.319 | 21.232 | 10.926 | 12.929 | 44.18? |
| Businesser peporting profit (Wo.) | 58 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 356.432 | 74.777 | 110.963 | 327.298 | 992.891 |
| Average expense \$ | 324.424 | 53.545 | 100.037 | 293.296 | 850.819 |
| Average net profit \$ | 32.008 | 21.232 | 10.926 | 34.002 | 51.872 |
| Businesser reporting lost (Mo.) | 13 |  |  |  |  |
| Average sales \$ | 600,319 | - | - | 196.458 | 1.004.180 |
| Average expense \$ | 621.521 | - | - | 202.526 | 1.040 .516 |
| Average net loss | -21.202 | - | - | -6.068 | -36.336 |

1987

(11) These estimates ure besed on sample of businesses reporting sales between $\$ 25,000$ end $\$ 2,000.000$.

5ee table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of siles. 1887
Quebec. Electrical Work (SIC 4261)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower$\text { ridde } 25 \%$ |  | Hode migde 25: |  |  | Toe$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samol ( $\mathrm{No}$. ) Lowsales value ( 8000 High sales value $(\$ 000$ s) | $\begin{aligned} & 304 \\ & (1) \\ & 11) \end{aligned}$ |  | $\begin{array}{r} 11) \\ 65 \end{array}$ |  | $\begin{array}{r} 65 \\ 144 \end{array}$ |  | $\begin{array}{r} 144 \\ 336 \end{array}$ |  |  | 336111 |  |
| Selected expense item | Industiy aversoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowe } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { miodl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percens of sales |  |  |  |  |  |  |  | rent of | seles |  |
| Cost of salus | 41.6 | 36.4 | 40.9 | 45.0 | 44.0 | 54.8 | 43.9 | 36.9 | 47.2 | 47.3 | 44.5 |
| Decupency uxpenses | 6.3 | 9.7 | 6.0 | 5.4 |  | 98.6 | 8.3 | 10.0 | 6.2 | 5.1 2.0 | 3.9 1.5 |
| Dedrecietion | 2.3 | 3.6 | 2.3 | 1.9 | 1.5 0.9 | 90.4 80.7 | 2.6 | 4.7 3.4 | 2.7 2.5 | 1.5 | 1.2 |
| Repaits s maintenance | 1.2 | 1.2 2.4 | 1.5 | 1.2 | 0.9 | 80.7 90.5 | 1.4 | 2.8 | 1.1 | 1.3 | 0.7 |
| Heat. Might s telmbhone Rent | 1.5 | 2.6 | 1.2 | 1.2 | 0.8 | 66.9 | 2.2 | 4.7 | 2.3 | 1.6 | 1.0 |
| Personnel expenses | 23.7 | 13.7 | 20.2 | 29.0 | 31.6 | 83.6 | 28.3 | 22.9 | 26.4 | 29.4 | 31.9 |
| Financial expenses | 1.9 | 2.1 | 2.1 | 9.9 | 1.3 | 92.8 | 2.0 | 2.6 | 2.3 | 1.9 | 1.3 |
| Interest 8 bank charges | 0.8 | 0.7 | 9.1 | 0.9 | 0.7 | 81.9 | 1.2 | 1.4 | 1.6 | 1.1 | 0.8 0.7 |
| Professional fees | 1.0 | 1.5 | 1.0 |  | 0.6 |  |  |  |  |  |  |
| Other expenses | 15.1 | 16.3 | 19.5 | 13.2 | 11.5 | 100.0 | 15.1 | 18.3 | 19.5 | 13.2 | 11.5 |
| Profit (loss) | 11.5 | 21.7 | 11.3 | 5.5 | 7.7 | 99.5 | 11.6 | 21.7 | 11.3 | 5.8 | 1.7 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | -• | * | . . |

## Sywbol:

zuro or no obsepvetions

- too smell 100 be expressed
not soplicsble
$\times$ confidential


## Footnotes

(I) These estimeres ere based on somple of businesses reporiing seles between $\$ 25.000$ and $\$ 2.000 .000$

Total weighted expenditure on given item
(2) Velue in esch cell = $\overline{\text { fotal weighted solus of all businesses in the sanple }} \times 100$ for eech quertile

131 Velue in each cell $=\frac{\text { Total weighted expenditure on aiven item }}{\text { Tosel weighted soles of businesses reporting this item of expenditure }} \times$ yo0 for esch quepile
ih:s portion of the ioble pertins only to the businesses reporting the specific oconse item. Therefore these ratios are culcted individually anc the cotal will not necesserily equal 100 z .

## Notes

Dote shown by guertiles when ot least 13 of the sompled businesses roport the specilic item
 ont quarter of the totel number of businasses. Within ush quartile. the everage ratio is presenteo for comperison purposes, the high and low values of selat ape shown

Mow to use the tablet
111 Locete the epprapriste seies range thet is displeyed on the two lines mititled "Low seles vilue" and "Migh seles velue"
(2) The selected ronge will indicate the proper quertile, i.e. the botton 25x. the lower nidde 25\%. the upper midole 258 or the 100 258
13) Dese perteining to the selected seles size rongell de in thet quartile.

Stanoerd Industribl Clessificetion Definition (SIC 1980):

[^11]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Electrical Work (SIC 4259)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midele $25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { midde } 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $0000^{\prime}$ s) | $\begin{aligned} & 254 \\ & (1) \\ & \text { (1) } \end{aligned}$ | $(1)$ 95 | $\begin{array}{r}95 \\ 205 \\ \hline\end{array}$ | $\begin{array}{r} 206 \\ 405 \end{array}$ | 105 $(1)$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes recuivable | 45 | 7 | 13 | 40 | 119 |
| Accounte and notes recuivable Inventory | - | - | 1 | 0 | - |
| Othep current asseis | 45 | 13 | 30 | 41 | 100 |
| Total current essets | 91 | 20 | 43 | 81 | 219 |
| Fixed essets | 24 | 11 | 13 | 27 | 43 |
| Less: Accum. dep. on fixed essets | - | - | - | - | - |
| Other assets | 11 | 2 | 2 | 7 | 30 |
| Totel asents | 125 | 34 | 58 | 115 | 293 |
|  |  |  |  |  |  |
| Current loens | 9 | 1 | 7 | 8 | 18 |
| Other current liabilities | 39 | 9 | 13 | 40 | 95 |
| Total curtent liabilities | 48 | 10 | 19 | 48 | 114 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 0 | 1 | 2 |
| Other liabilities | 17 | 9 | 10 | 14 | 37 |
| Totel lisbilities Totel equity | 68 60 | 15 | 29 25 | 52 | 152 |

(1) These estimetes pe based on semple of businesses pepopting setes between 825,000 and $\$ 2,000,000$.

Ste iable ifor symbols and notes.

TABLE 3. Financial ratios (1) for incorporated butinesese only, 1987
Quebec. Electicel work (S1c 4251)


11 ine ratios pepresent the average of potios for each business in the group and cennot be calculeted from the figures shom in rable 2 .
(2) These estimetes ere beed on sempl of businesses reporting seles between 825.000 and $82.000,000$.

Sot Teble 1 for symbels wo netes.

## Definitions:

1. biquidity retio:

Curcent suprent assers / current limbilities.
2. Leverme sotios:
al Debi/equity = poral liabilities / equity
b) Debt tatio = potal liabilities $/$ total assers
cl Interest coversge $=$ nei profit . interest expense / inserest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Electrical Work (SIC 426i)

|  |  | Lower |
| :--- | :--- | :--- | :--- |

(1) These estimetes are based on sample of incorporstec ousinesses poporting seles detween $\$ 25.000$ and $\$ 2.000 .000$. Sample count inciudes only those businesses reporting atatement of changes
see Teble for symols and notes
TABLE 5. Employment changes by zize of bueiness, 1984-1987 based on SiC ciastification in ig87
Quebec. Electricsi Work (SIC 4261)


(1) Avernge labour uniss are calculated by dividing 101 al payoll by the average annuel wage and selery rote ms reported in the Surver of Employment, Poyroll and Hours. 5 tasistics Canada. Catalogue 72-002. An average abour unit could be interdered os o fuil-time amploym. Note that the business size oroups used are determined at the canade level. Thus it obsiness has bi leas 500 employees in Canda os a whole Dut less than thet number in eny given province it is shown in the 500 ond over group.
(2) Refers to businesses repolting no payrall doductions in the previous year

131 Refers to businesses reporting no payroll deductions in the following year
-Newly reporting" and "no longer reportinge businesses are assumed po have been in activily for six mon ths and the information is adjusted accordingly

See iable i for symols and notes.

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


1985

| Wumber of observations in semple <br> Average sales $\$$ <br> Average expenses <br> Average net profit (loses)s | 939 268.764 248.676 20.088 | 53.054 45.330 7.724 | $\begin{array}{r} 114.944 \\ 101.668 \\ 12.478 \end{array}$ | $\begin{array}{r} 200.623 \\ 186.123 \\ 14,500 \end{array}$ | $\begin{array}{r} 707.235 \\ 681.583 \\ 45.652 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting aprofit (mo.) | 843 |  |  |  |  |
| Avtrage sales \$ | 268,129 | 53.990 | 113,980 | 202.469 | 102.078 |
| Aversoge apense | 243,564 | 43.008 | 100.064 | 183.423 | 647.762 |
| Average net profit \$ | 24.565 | 10.982 | 13.916 | 19.046 | 54.318 |
| Businesses reporting loss (Mo.) | 98 |  |  |  |  |
| Average sales \$ | 280.175 | 47.837 | 116.230 | 192.729 | 763.905 |
| Average expense \$ | 297.854 | 58.273 | 122,049 | 197.669 | 813.464 |
| Average net loss | -17.689 | -10.436 | $-5.819$ | -4.940 | -49.559 |

1986

| Wumber of observitions in sample | 919 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sties ${ }^{\text {a }}$ | 269.446 | 54.288 | 115.783 | 223.053 | 884.659 |
| Avorage expense 8 | 252.782 | 44.754 | 106.211 | 207.573 | 852.590 |
| Average net Drofit (loss) \$ | 16.664 | 9.534 | 9.572 | 15.480 | 32.089 |
| Busimesses reporting profit (Mo.) | 782 |  |  |  |  |
| Aversge sales 5 | 272.693 | 55.156 | 115.742 | 224.106 | 895,756 |
| Aversge expense $\$$ | 248,684 | 41.950 | 102.009 | 204.459 | 548.317 |
| Averege net drofit \$ | 24.009 | 13.216 | 13,733 | 19.647 | 49.439 |
| Businustes reporting a loss (mo.) | 137 |  |  |  |  |
| Average soles ${ }^{\text {a }}$ | 254.903 | 50.437 | 115.960 | 215.730 | 637.486 |
| Aversge expenses | 272.512 | 57.059 | 124.502 | 229.226 | 579.250 |
| Average net loss \$ | -17.609 | -6.622 | -8.542 | -13,496 | -41.774 |

1987

| Munber of observetions in semple | 351 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Avorage soles $\$$ | 256.716 | 45.332 | 101.778 | 228.104 | 651.650 |
| Average expense 8 | 235.080 | 36.782 | 91.090 | 213.794 | 602.653 |
| Aversge net protit (loss) \$ | 20.636 | 8.550 | 10.588 | 14.310 | 48.997 |
| Businesses reporting erofit (No.) | 297 |  |  |  |  |
| Averape sales 5 | 259.019 | 45.328 | 99.587 | 233.308 | 657.852 |
| Averape expense \$ | 232.498 | 33.362 | 86.545 | 210.318 | 599.765 |
| Average net profits | 26.521 | 11.956 | 13.042 | 22.990 | 58.087 |
| Businesses reporting lass (Mo.) | 54 |  |  |  |  |
| Average soles | 245.441 | 45.353 | 116.427 | 214.857 | 805.128 |
| Average expense \$ | 255.394 | 53.146 | 121.468 | 222.644 | 624.316 |
| Average net loss $\$$ | -9.953 | -7.793 | -5.041 | -7.787 | -19.188 |

(1) These ustimates are besed on semple of businesses reporting sales between 825.000 and 82.000 .000 .

See table i for symols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Quebee. Drywall Work (SIC 4272)


## 5ybools

- rero or no observations
- too small too be expressed
nop soolicobla
$x$ confontisl


## footnotes.

$11\}$ inese os 1 imetes sre besed on semple of businesses reporting seles between $\mathbf{8 2 5 . 0 0 0}$ and $\$ 2.000 .000$. iotsl weighted expenditur on given iten


131 Velue in eech cell loral weigntad expendifure on given ifem

Thi portion of the zel perteins oniy to the businesses reporiing the specific expense item. Therefore thest retios ere celculated individully and the total will not necesserily equal loot

## Motes

Date er shown by outitiles when et lest 13 of the sumpiod businesses report the specific item
 one quartef of the fotel number of Dusinesses. Within esch quartile, the aver be retio is presented. for comparison purposes. the high end low velues of sales ere shown.

Mow to uee the tables
(1) Locat the eppropricte seles range thot is disploytd on the two lines entitled low sales volue" ghd ehigh sales valuae
(2) The selected range will indicate the proper guartile. i. . the bottom 25\%, the lowep nidde $25 z$, the upper enidde $25 z$ or the 10025 I
(3) Dete pertaining to the selecied sales size rang: will be in shat quartile.

Stender imdustriel Eleseificetion Definition (SIC 1880):
S1C 4292 - Drywell Contrictors
Businesses Dr mapily engaged in the instollation of drywal! sheets or panels, including related taping of joints, sanding and opher diywall fifishing. This indusery includes businesses engeged in orywall fieishing fiaping. sanding. stipplingl. diywall instaliation, installafion of gyosum wallboafo. sheerrock installation ldey wallbordi, dryall stippling and taping diymall joints.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Orywell Work (SIC 4272)

|  | Total(1) | Bot tom $25 \%$ | Lowe <br> middle 25\% | $\begin{array}{r} \text { Uoder } \\ \text { middie } 25 \% \end{array}$ | $\begin{array}{r} T O D \\ -255 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vaice ( $\$ 000{ }^{\text {a }}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 25 \\ (1) \\ 11) \end{array}$ | -- | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 40 | -- | -- | -- | - |
| Inventory |  | -- | -- | -- | -- |
| Other curcent assets | 93 | -- | -- | -- | -- |
| Total curient assets | 134 | -- | -- | -- | -- |
| Fixed assets | 31 | =- | -- | -- | -- |
| Less: Accum. dep. on fixed essets |  | =- | -- | -- | -- |
| Other ssets | 11 | - | -- | -- | -- |
| Total asets | 196 | -- | - | - | -- |
| Lisbillties and eauity |  |  |  |  |  |
| Current loans | 3 | -- | =- | -- | -- |
| Other current liabilitios | 43 | -- | - | -- | -- |
| Total current liabilities | 45 | -- | $\cdots$ | -- | -- |
| Mortgages payable | - | -- | - | -- | -- |
| Long term debt | 17 | - | - | -- | -- |
| Other lisbilities | 17 | -- | -* | -* | - |
| Total liabillties | 83 | - | -- | -- | -- |
| Total equity | 113 | - | -- | -- | -- |

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

Ste table 1 for symools and notes.

TABLE 3. Finencial ratios (1) for incorporsted businesses only. 1887
quebec. Orywell Work (SIC 4272)


(1) The cesios represens the overoge of retios for ach business in the group ond cannot be colculoter from the figures shown in foble 2
(2) These estimetes are beted on exple of Dusinesses reporling seles betwen $\mathbf{5 2 5 . 0 0 0}$ end 52.000 .000 .

See foble ifor symbis and notes.

## Definitions:

1. Liquidity retio:

Current = curront ossets / current liobilities
2. Leverage retios:
a) Debr/equity = posal liarilities / equity
b) Deberatio = ioral liabilipies/ cotal assets
c) Interest coverage $z$ net profit . interest expense/ interesi expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, igs7
Quebec. Drywell Work (S|C 4272)

|  | (1) | $\begin{array}{r} \text { Battom } \\ 25 \% \end{array}$ | Lower $\text { midole } 25 \%$ | Upper $\text { midole } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) | 11 |  |  |  |  |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
|  |  | Average (\$000's? |  |  |  |
| Dperating ctivities Cash from oderations Deoreciation Other |  |  |  |  |  |
|  | 52 | -- | -- | -- | -- |
|  | 10 | - | -- | -- | -- |
|  | - 8 | - | -- | - | -- |
| Dividends | -14 | =- | - | =- | -" |
| Investment ectivitices |  |  |  |  |  |
| Disposal of fixed assets | 3 | -- | -- | -- | -- |
| Purchase of fixed assets | -52 | -- | -- | - - | -- |
| Incresse in investment | -6 | -- | -- | -- | - - |
| Oecrease in investment | 1 | -- | -- | - - | -- |
| Finsencing setivities |  |  |  |  |  |
| Incresse in long term debt | 67 | - | -* | - | - |
| Repayment of long tern debt | -12 | -- | - - | -* | -- |
| Losns from sharenolders | 2 | -- | - | - | -- |
| Repsyment of loans from shar holders | -3 | -- | - | - | -- |
| Aovances 8 loans from government | - | -- | - | - | - |
| Increase in equity | * | -- | -- | -- | - |
| Decrease in equity | - | -- | - | - | -- |
| Other | - | -- | -- | -- | =- |
| Incresese(decresse) in cesh s equivalents |  | -- | - - | =- | - |
| Cash s equivalents-Beginning of the yeer | -7 | -- | -- | - | - |
| Cosh equivelents - End of the yoer | 31 | -- | - | -* | - |

111 These estimates freased on sample of incorporated ousinesses reporting sales detween s25.000 and 22.000 .000 . Sumple couns incluces
only those businisses reporting a stetement of changes
See iate 1 for symbols and notes.

Qubec. Drywall Work (Sic 4272)

| Business ize expressed in average labour units(!) | Number of businesses | Total payroll | Average labous un its (1) | Changes in number of businesses with psid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Totel | 296 | 21.065 | 857 | 45 | 48 |
| $\begin{aligned} & \text { less inan } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and ovep } \end{aligned}$ | $\begin{array}{r} 290 \\ 6 \end{array}$ | $\begin{array}{r} 15.800 \\ 5.265 \end{array}$ | 643 214 - | 45 | $\begin{array}{r} 47 \\ 1 \end{array}$ |
| 1587 |  |  |  |  |  |
| Totel | 387 | 38.135 | 1.386 | 12 | . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}374 \\ 13 \\ \hline\end{array}$ | $\begin{aligned} & 22.227 \\ & 15.908 \end{aligned}$ | $\begin{array}{r}808 \\ 578 \\ \hline\end{array}$ | 82 | . $\cdots$ $\cdots$ |



full-time employee. Note thet the business size groups used are oftermined at the cansds level. Thus if o business has et lest
500 mployees in Eansos as whol but less phon tho: humber in any given province it is shown in the 500 and over gioup.
121 Refers to Dusinesses reporiing no payroli deductions in the previous year
(3) Refers to businesses reporting no payrolt deductions in the following year

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

See Table 1 for symbols and notes

TABLE 6. Selected operating characterfstics of small businesses by sales ouartile, 1985-1987
Quebec. Drywall Work (SIC 4272)



107

| Mumber of observetions in semple | 51 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversoe sales $\$$ | 165.205 | 35.006 | 52.722 | 83.698 | 489.393 |
| Average expense \$ | 136.922 | 15.635 | 33.149 | 62.746 | 436.156 |
| Average net protit (ioss) \$ | 28.283 | 19.371 | 19.573 | 20.952 | 53.237 |
| Busimesses reporting protit (Mo.) | 51 |  |  |  |  |
| Averege soles \$ | 164.756 | 35.006 | 52.722 | 83.698 | 487.599 |
| Aversge expense $\$$ | 135.773 | 15.635 | 33.149 | 62.746 | 431.560 |
| Avereoe net orolits | 28.983 | 19.371 | 19.573 | 20.952 | 56.039 |
| Businesses reporting lose (Mo.) | 3 |  |  |  |  |
| Aversoe seles 5 | 557.436 | - | - | - | 557.436 |
| Average expense ${ }^{\text {s }}$ | 610.418 | - | - | - | 610.118 |
| Averoge net loss | -52.982 | - | - | - | -52.982 |

(1) These estimetes ere bosed on semple of businesses roporting seles between 525.000 and $\$ 2.000 .000$.

See Teble ifor symbols and notes

TABLE 1. Seiected operating ratios. in percent of sales. 1987
Quebec, Finish Carpentry (SIC 4274)

|  | To:al(1) |  | BOTtom 25\% |  | Lower <br> middie 25\% |  | UpDe:$\text { midede } 25 \%$ |  |  | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $1 \$ 000^{\prime}$ s) High sales value is000's: | $\begin{aligned} & 170 \\ & 111 \\ & 1! \end{aligned}$ |  | $\begin{array}{r} 11 \\ 35 \end{array}$ |  |  | $\begin{aligned} & 35 \\ & 53 \end{aligned}$ | $\begin{array}{r} 53 \\ 124 \end{array}$ |  |  | 124 <br> $11:$ |  |
| Solectud expense item | Industey suepoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { hesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper hidde 25\% | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot40m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sal es | 27.3 | 18.5 | 37. | 23.0 | 32.1 | 74.6 | 36.6 | 31.1 | 41.7 | 35.9 | 35.3 |
| Occupency expenses | 7.2 3.5 | 10.4 5.3 | 6.8 3.9 | 7.3 3.3 | 1.4 | 88.4 | 7.4 | 10.5 7.3 | 5.8 | 7.4 | 4.5 2.0 |
| Depreciation Repairs maintenance | 3.5 1.4 | 5.3 1.7 | 3.9 | 1.9 | 1.2 | 46.4 | 3.0 | 4.4 | 2.6 | 3.4 | 2.1 |
| Hest. light 8 telephone | 1.0 | 1.0 | 1.4 | 1.0 | 0.7 | 72.8 | 1.4 | 1.7 | 2.1 | 1.3 | 0.9 |
| Rent | 1.2 | 2.4 | 0.6 | 1.1 | 0.9 | 57.8 | 2.2 | 3.6 | 1.8 | 1.8 | 1.3 |
| Personnel expenses | 13.6 | 1.7 | 6.9 | 16.8 | 28.2 | 59.1 | 23.0 | 14.1 | 13.9 | 21.3 | 30.3 |
| Finencial expanses | 1.6 | 2.1 | 1.2 | 2.0 | 1.3 | 84.0 | 2.0 | 3.1 | 1.5 | 2.2 |  |
| Interest 8 bank charges Professiona! fees | 1.0 0.7 | 1.7 0.4 | 0.6 0.6 | 1.9 1.0 | 0.7 0.6 | 60.1 66.4 | 1.7 | 3.1 1.5 | 1.1 0.8 | 1.6 | 1.0 0.6 |
| Dther expenses | 19.5 | 26.3 | 14.1 | 18.6 | 20.7 | 99.3 | 20.1 | 28.3 | 14.1 | 19.2 | 20.7 |
| Protit (loss) | 30.3 | 42.9 | 33.3 | 32.2 | 13.2 | 100.0 | 30.3 | 42.9 | 33.3 | 32.2 | 13.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ... | . . | ... | -•• |

## Symbole

zero of no observarions
-- io0 small too se expresseo
.. not applicable
x confidentisl

## Footnotes


Totel wighseo expenditure on given item
2) Vaive in mach cell $=$ roral weighted sales of all ousinesses in the sample $\times 100$ for each quartile
13) Volue in eech cell $=$ Toial weighted expenditure on a given item

This portion of the table pertains only to the businesses reparing the specific expense item. Phefefore thest pios are celculatec individusliy and the qo8t will not necesserily equal 100\%

## Motes

Dota ere shown by guertiles when at least 13 of the sampled businesses report the specific item
Recoros were ranked in escending order according so seles size. Esch querile li botion 25y. lower miode 25x. etc.l peprests one quarier of the soial number of businesses. Within ach quartile. she overso patio is presented. For comperison purposes. the high and low values of sales are shom

How to uee the tobles
(1) Locate the eppropriate sules pange thet is displeyed on the two lines entitled low seles value" ano "Migh seles velue"
(2) The selected range will indicete the proper guertile. i. . the bottom 25\%, the lower midde 25\%. the upper midde 25x or the 100 25\%
(3) Dete pertaining to the selected seles size range will be in thet quertily.

## Stenderd Industrisl CIEseificetion Definition (SIC 1880):

SIC 4274-Finish Cerpentry Contrectors
Busimesses primerily engaged in on site cabinetry, millwork installation. pre-fabriceted sesh and doop installation. garege door installation. exter or and interior trimming and miscellaneous haldmare installation. Included ape Dusinesses ongaged in fhe instaltarion and finsting of cobinery. construction of buils in cabinets. the instalation of interiop and exterior wood trim

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Finish Carpentry (SIC 4274)

|  | iotal(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe P midole 25\% | $\begin{array}{r} \text { Uoder } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom sales value (\$000's) Migh sales value ( $\$ 000^{\prime}$ s) | $\left.\begin{array}{r} 65 \\ \{1 \\ 1 \end{array}\right\}$ | $\begin{array}{r} 11 \\ 78 \end{array}$ | $\begin{array}{r} 78 \\ 151 \end{array}$ | $\begin{aligned} & 161 \\ & 485 \end{aligned}$ | 185 111 |
|  |  |  | Average (\$000 |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and motes receivable | 36 | 2 | 15 | 33 | 91 |
| Inventory | - | - | - | - | - |
| Other curpent saseta | 44 | 5 | 24 | 32 | 110 |
| Totsl cuprent assets | 80 | 7 | 39 | 66 | 201 |
| Fixed assets | 30 | 22 | 17 | 36 | 42 |
|  | - | - |  | - | - |
| Other ssest | 3 | - | 1 | 1 | 11 |
| Totel sesets | 113 | 30 | 57 | 102 | 254 |
| Llebilities and equity |  |  |  |  |  |
| Current loans Other currant liabilities | 7 40 | 10 | 13 | 10 40 | 16 95 |
| Total current liabilities | 47 | 10 | 13 | 50 |  |
| Mortgages dayable | - | . | - | - | - |
| Long tarm debt | - | - | - | - | 0 |
| Other lisbilities | 18 | 9 | 7 | 25 | 30 |
| Totel lisbilities Totel equity | 85 | 18 | 213 | 75 27 | 141 |

(1) These estiestes ore besed on somple businesses reporting salus betwen $\$ 25,000$ and $\$ 2.000,000$
see table i for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businessas only. 1987
quebec. Finleh Cerpentry (SIC 4274)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Uoper midde 25\% | TO0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesser in sample (No.) <br> Low sales value ( $\$ 000^{\circ}$ s) <br> High solar value ( $5000^{\prime}$ e) | 65 $(1)$ $(1)$ | 11 78 | 78 .961 | $\begin{array}{r} 161 \\ 485 \end{array}$ | 485 |
|  | Averge |  |  |  |  |
| Liquidity ratio Current iatio (times) | 9.7 | 0.8 | 2.9 | 1.3 | 1.8 |
| Leverege ratios Debt/equity retio (times) Inter cost coversge ratio (times) Debt ratio (times) | 9.4 10.6 0.6 | 1.6 8.8 0.6 | 0.6 13.8 0.4 | 2.7 5.3 0.7 | 9.3 13.8 0.6 |

11) The retios represent the everse of ratios for eech business in the group ond cannot be celculstod from the figures shown in fable 2

Ste Tell ifor symoll and motes

Definitions:

1. Liquidisy retio:

Current = currens assets / current liabilities.
2. Levertege retion:
a) Debt/equity $=$ total liabilities $/$ equisy
b) Debt rosio = 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
Quebec, Finish Cerpentry (SIE 4274)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | Lowet $\text { midd } \in 25 \%$ | Upper $\text { midde } 25 \%$ | TcF 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | $\left.\begin{array}{r} 36 \\ 11 \\ 1 \end{array}\right\}$ | $\begin{array}{r} 11 \\ 58 \end{array}$ | 58 161 | $\begin{array}{r} 161 \\ 485 \end{array}$ | $\begin{aligned} & 485 \\ & 11) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Dedreciation Other | $\begin{array}{r} 19 \\ 7 \\ -8 \end{array}$ | $\begin{array}{r} 2 \\ 2 \\ -9 \end{array}$ | 11 5 | 8 9 -2 | 50 13 -22 |
| Dividends | -1 | - | - | - | -5 |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 1 -9 -1 -1 | - | -9 | $-12$ | 4 -14 -6 |
| Financing activities <br> Increase in long term debt Repayment of long term debt Loans 4 rom shareholders <br> Redayment of loans from shareholders <br> Advances \& loans fiom government <br> Increase in equity <br> Deciease in equity <br> Other | 4 -4 - -3 - - -1 | -10 | 2 -4 | 6 <br> -2 <br> -3 <br> - <br> -1 <br> -3 | 7 -11 -3 - - -2 |
| Incresseldecresse) in cesh s equivelents Cash $t$ equivelents-Beginning of the yeer Cash \& equivalents - End of the year | 2 15 18 | -15 16 1 | 6 17 23 | 10 11 | 12 20 33 |

 only those businesses reporting o statemed of changes.
See lable i far symbols and notes.
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC clessiflcation in 1987
Quebec. Finish Carpentry (SIC 4274)

|  |  |  |  | Changes in number of busineseses with paid employees. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in velage iabour units(1) | Number of businesses | $\begin{array}{r} \text { Total peyroll } \\ (\$ 000 \text { s }) \end{array}$ | Average laboup units(1) | $\begin{array}{r} \text { New } 1 \text { y } \\ \text { reporting }(2) \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Tote 1 | 654 | 36.212 | 1.485 | 118 | 117 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 648 \\ 5 \\ \hline \end{array}$ | $30.201$ | $\begin{array}{r} 1.231 \\ 144 \\ 110 \end{array}$ | 118 | 116 $\vdots$ - |
| 1987 |  |  |  |  |  |
| Total | 1.074 | 65.820 | 2.413 | 292 | - $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.064 \\ 9 \\ 1 \end{array}$ | $\begin{array}{r} 55.129 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.011 \\ 297 \\ 105 \end{array}$ | 292 | $\cdots$ $\cdots$ $\cdots$ |

It average laboup units ore colculated by dividing total payroll by the everage ennusl wage ond salary pite as reported in the Survey of Employment. Payroll bid Hours, Siatistics Canade. Cotalogue 72-002. An aversge lsbour unit could be interproted ss e full-time employee. Note that the business size groups used or determined at the Conede level. Thus if business hiss ot lest 500 employees in canada as a whole but less than that number in ony given province it is shown in the 500 and over group
121 Refers to businesses feporting no payrall deductions in the previous year
(3) Refers to ousinesses reporting no payroll ceductions in the following year
"Newly reporting" and "no longer reporting" businesses tre assumed to have been in coctivity for six months and the information is adjusted accordingly

See iable for symbols and notes.

TABLE 6. Selected operating characteristics of suill businesses by sales quartile, $1985=1987$
Quebec. Finish Carpentry (SIC 4274)

| - | Total(1) | Bottor: $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Uppe? $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mueber of observetions in sample |  |  |  |  |  |
| Average sales \$ Average expense | 114.205 | 31.849 | 50.362 | 85.743 | 288.865 |
| Average expense ${ }_{\text {a }}$ Average net Diofit (loss) 9 | 98.254 15.959 | 18.562 13.287 | 35, 1588 15.154 | 73.677 12.066 | 265.580 23.285 |
| Butintseer reporting profit (Mo.) | 460 |  |  |  |  |
| Average sules \$ | 117.169 | 31.975 | 50.635 | 85.301 | 300,763 |
| Averege expenses | 99.186 | 17.962 | 33.609 | 72,329 | 272,843 |
| Averoge net profit \$ | 17.983 | 14.013 | 17.026 | 12.972 | 27.920 |
| Businesses reporting elose (Mo.) | 31 |  |  |  |  |
| Average sales \$ | 94.020 | 28.378 | 47.650 | 94.044 | 206.006 |
| Averase expense \$ | 100.033 | 35.182 | 50.987 | 98.960 | 215.001 |
| Average net loss \$ | -6.013 | -6,804 | -3.33? | -4.916 | -8.995 |

1986

| Wumber of observetions in sample <br> Average sales $\$$ <br> Aversge expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 547 \\ 105,823 \\ 88,500 \\ 17.323 \end{array}$ | $\begin{aligned} & 29.595 \\ & 14.946 \\ & 14.649 \end{aligned}$ | $\begin{aligned} & 42.810 \\ & 28.628 \\ & 14.182 \end{aligned}$ | $\begin{aligned} & 71.477 \\ & 54.461 \\ & 17.018 \end{aligned}$ | $\begin{array}{r} 279.409 \\ 255,985 \\ 23.444 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses rooorting prafit (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 498 \\ 111.126 \\ 90.384 \\ 20.742 \end{array}$ | $\begin{aligned} & 29.590 \\ & 14.786 \\ & 14.804 \end{aligned}$ | $\begin{aligned} & 42.272 \\ & 25.934 \\ & 16.338 \end{aligned}$ | $\begin{aligned} & 72.136 \\ & 52.404 \\ & 18.732 \end{aligned}$ | $\begin{array}{r} 300,505 \\ 268.411 \\ 32.095 \end{array}$ |
| Businesses reporting lass (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 49 \\ 87.271 \\ 90.429 \\ -3.158 \end{array}$ | $\begin{array}{r} 30.097 \\ 30.633 \\ -536 \end{array}$ | $\begin{aligned} & 16.646 \\ & 47.849 \\ & -1.203 \end{aligned}$ | $\begin{aligned} & 86.318 \\ & 70.563 \\ & -4.247 \end{aligned}$ | $\begin{array}{r} 206.025 \\ 212.671 \\ -5.646 \end{array}$ |
|  |  |  | 1987 |  |  |
| Humber of observation: in smmple <br> Average sales $\$$ <br> Average exprise \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 186 \\ 121.335 \\ 99.846 \\ 21.489 \end{array}$ | $\begin{aligned} & 27.097 \\ & 16.882 \\ & 10.215 \end{aligned}$ | $\begin{aligned} & 40,831 \\ & 24,942 \\ & 15,889 \end{aligned}$ | $\begin{aligned} & 80.199 \\ & 55.195 \\ & 25.004 \end{aligned}$ | $\begin{array}{r} 337.211 \\ 302.364 \\ 34.847 \end{array}$ |
| Businesses repoptine profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 172 \\ 120.899 \\ 96.914 \\ 23.985 \end{array}$ | $\begin{aligned} & 27.097 \\ & 16.882 \\ & 10.215 \end{aligned}$ | $\begin{aligned} & 40,724 \\ & 22,326 \\ & 18,398 \end{aligned}$ | $\begin{aligned} & 80.512 \\ & 53.946 \\ & 26.566 \end{aligned}$ | $\begin{array}{r} 335.263 \\ 294.501 \\ 40.762 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Average sales $\$$ <br> Average expenes $\$$ <br> Averape net loss 5 | $\begin{array}{r} 14 \\ 155.597 \\ 165.596 \\ -9.999 \end{array}$ | - | $\begin{aligned} & 41.679 \\ & 45.719 \\ & -4.040 \end{aligned}$ | $\begin{array}{r} 72.432 \\ 86.261 \\ -13.829 \end{array}$ | $\begin{aligned} & 352.879 \\ & 364.607 \end{aligned}$ |

(1) These estimates ere based on sample of Dusinasses reporting sele betmeen $\$ 25,000$ sno $\$ 2.000 .000$.

Set iable 1 for symbols and notes

TABLE 1. Selected operating ratios. In percent of sales. 1987
Quebec, Painting and Decorating Work (SIC 4275)
Te:alil)
Eottom Lower Uope?

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| Businesses in sample (No. Low sales value $\$ \$ 000$ s High sales value ( 8000 's | $\begin{aligned} & 103 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 111 \\ 35 \end{array}$ |  |  | $\begin{aligned} & 35 \\ & 72 \end{aligned}$ | $\begin{array}{r} 72 \\ 182 \end{array}$ |  |  | 1811 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry sversog(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot 40 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { hodi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Pepcent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 20.8 | 7.2 | 30.2 | 21.5 | 24.6 | 3.3 | 24.8 | 9.6 | 35.2 | 25.3 | 25.8 |
| Oceupency expenses | 6.8 3.2 | 9.1 5.1 | 7.0 2.5 | 5.5 3.0 | 5.7 2.2 | 94.6 83.3 | 7.2 3.8 | 10.1 8.0 | 7.7 3.4 | 5.5 3.2 | 5.7 2.2 |
| Ondreciation | 3.2 1.5 | 5.1 2.2 | 2.5 1.1 | 3.5 1.3 | 2.2 1.4 | 83.3 63.8 | 3.8 2.3 | 8.0 2.4 | 3.4 2.6 | 3.2 2.9 | 2.2 |
| Heet. light s telephone | 0.8 | 0.7 | 1.1 | 0.5 | 0.8 | 76.3 | 1.0 | 0.8 | 1.9 | 0.8 | 0.9 |
| Rent ${ }^{\text {a }}$ | 1.3 | 1.0 | 2.3 | 0.6 | 1.3 | 56.3 | 2.3 | 7.9 | 4.1 | 1. 0 | 1.5 |
| Personnel expenses | 21.8 | 3.9 | 10.9 | 31.9 | 37.7 | 63.3 | 34.1 | 34.6 | 27.0 | 33.1 | 37.7 |
| Financisl expenses | 1.7 | 1.0 | 1.9 | 1.8 | 2.2 | 82.9 | 2.1 | 2.6 | 2.1 | 1.1 | 2.2 |
| Interest \& Dank charges | 0.7 | 0.5 | 0.6 | 0.7 | 1.0 | 64.6 | 1.1 | 4.1 | 0.8 | 0.9 | 1.1 |
| professional lees | 1.0 | 0.5 | 1.3 | 1.1 | 1.2 | 76.5 | 1.3 | 1.2 | 1.6 |  |  |
| Other expenses | 18.1 | 12.8 | 19.5 | 18.3 | 21. | 100.0 | 18.1 | 12. ${ }^{\text {c }}$ | 19.5 | 18. 3 | 21.8 |
| Profit (loss) | 31.0 | 66. 0 | 30.4 | 21.1 | B. 1 | 98.1 | 31.6 | 65.0 | 33.1 | 21.1 | B. 1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | . $\cdot$ | $\cdots$ | $\cdots$ |

## Sybolz

- zero or no observalions
- too snell too of expressed
not apdlicable
$\times$ confiontisi


## footnoter

(1) Thest estimates ere bosed on semple of businesses reporting seles betweten 325,000 and $\mathbf{2 2}$, 000.000

121 Veiue in each cell $=\frac{\text { Tolet weignted expenditure on given isem }}{\text { Jotal weighted seles of oll Dusinesses in she semple }} \times 100$ for fech quertile
(3) Valu in ench coll a $=\frac{\text { Total weighted expendipurs on given item }}{\text { lotal weighted sales of businesses reporting this item of expendipure }}$ for ech quertile

This portion of the table perteins only to the businesses reporting the specific expensf item. Therefore these rotios sre colculeted individutly end the total will not necesserily equal $100 \%$.

## Moten

Dote ore show by queriles when of leest 13 of the sempled businesses feport the specific item.
 one quarter of the totel number of ousinesses. Within each quaftile. the everse potio is presentec. For comparison purposes. the high and lom vilues of seles spe shown.

## Mom to use the sebles


121 The selected renge will indicste the proper quartite. i, the bottom 25\%. the lower nidole 25\%, the upper midde $25 \%$ or the top 255


## Stenderd Induatriel Clestificestion Definition (51C 1980):

SIC 4275 - Peinting and Decoreting Contrectors
Businesses primerily engaged in painting. papernanging and oecopating in buildings and painting of meavy lengineeringl structures.
included are dusinesses pimarily engage in paint or paper siripping apd parking lot or road surface marking ftis industry incluges the painting of bridges ang structures, interior decorating. pain stripping lexcept furniturel. interior and exterior painting of buildings, paper hanging linterior decorstingl and walloaper hanging and removal

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Pelnting and Decorting Work (SIC 4275)

|  | Total(1) | Bottom 25\% | Lower $\text { midde } 25 \%$ | Uoder miodle 25: | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales volue ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ ) | 70 $(1)$ $(1)$ | $11)$ 160 | 160 225 | 225 378 | $\begin{aligned} & 378 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash | - | - | - | " | - |
| Accounts and notes receivable | 43 | 4 | 26 | 47 | 89 |
| Inventory | - | - | - | - | - |
| Other current assets | 49 | 14 | 28 | 65 | 84 |
| Total curcont assets | 92 | 18 | 54 | 112 | 174 |
| Fixed essets | 39 | 13 | 18 | 56 | 68 |
| Less: Accum. dep. on fixed issets | - | - | - | - | - |
| Other sssats | 4 | - | 1 | 1 | 13 |
| Total sesets | 135 | 32 | 13 | 169 | 255 |
| Liebillties and equity |  |  |  |  |  |
| Current loans | 12 36 | 10 | 129 | 16 48 | 19 71 |
| Total current liabilities | 47 | 10 | 21 | 64 | 90 |
| Mor tgages Dayable | - | - | - | - | - |
| Long term debt | 1 | - | 2 | 1 | ${ }^{3}$ |
| Other liabilities | 14 | 6 | 2 | 19 | 25 |
| Totel liobilities | 62 | 16 | 25 | 14 | 118 135 |
| Total equity | 73 | 16 | 48 | 85 | 136 |


See Table, for symbols ind notis

TABLE 3. Finencial patios (1) for incorporated businesses only, 1987
Quebec. Palnting and Decormting Work (SIC 4275)

|  | Total 2 $^{\text {l }}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper middle 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in semple (No.) Lom sales value ( $\$ 000^{\circ}$ s) Migh seles value $\left(\$ 000^{\prime}\right.$ s) | $\begin{array}{r} 70 \\ (1) \\ 11) \end{array}$ | $11)$ 160 | 160 225 | 225 378 | 378 (1) |
|  | Average |  |  |  |  |
| Liguldity retio Curpent ratio (times) | 1.9 | 9.9 | 2.6 | 1.8 | 1.9 |
| Leverage retios <br> Oebelequity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | 0.9 8.5 0.5 | 1.0 1.5 0.5 | 0.5 9.6 0.3 | 1.0 8.7 0.5 | 0.9 8.8 0.5 |

(1) The potios represent the everage of retios for ench business in the group and cannot be colculated fron the figures show in lable 2 .

See rable 1 for rymools and notes.

Delinitions:

1. Liquidity retio:

Current = current assets / euprent liabilities.
2. Levernge retios:
a Debt/equity $=$ roral 1 iabilities $/$ equity
bl Det rasio $=$ roial liabilities / total assets
c) interest coverage = net protit - inserest expense / inseress expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Painting and Oecorating Work (SIC 4275)

|  | Total! 1 | $\begin{array}{r} \text { Bct } 10 \mathrm{~m} \\ 25: \end{array}$ | Lower <br> miode 25\% | Upeer $\text { middie } 25^{\circ}$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (No.) Low sales vaiue $\$ 000$ s) High sales value ( 8000 's) | $\begin{aligned} & 47 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & 11) \\ & 166 \end{aligned}$ | $\begin{array}{r} 166 \\ 216 \end{array}$ | $\begin{array}{r} 216 \\ 378 \end{array}$ | $\begin{aligned} & 376 \\ & 111 \\ & \hline \end{aligned}$ |
| Average (\$000's) |  |  |  |  |  |
| Operating activities Cash fiom operations Depreciation Dther | $\begin{array}{r} 22 \\ 9 \\ -7 \end{array}$ | $\begin{array}{r} 2 \\ 7 \\ -16 \end{array}$ | 7 5 -11 | $\begin{array}{r} 38 \\ 9 \\ 2 \end{array}$ | 36 15 -5 |
| Dividends | -6 | -3 | - | -10 | -9 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Dectese in investment | 4 -24 -1 - | 6 -8 | -12 | 5 -27 -1 1 | 4 -47 -4 - |
| Financing activities <br> Increase in long term debt <br> Reparment of long term deb? <br> Laans from shareholders <br> Repayment of loans fiom shareholders <br> Advances \& loans from government <br> Incrase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 10 \\ -5 \\ 1 \\ -2 \\ -2 \\ 2 \end{array}$ | 2 -3 1 | 5 -1 - - - 2 | 8 -4 -2 -2 -1 -2 | $\begin{array}{r}23 \\ -11 \\ -7 \\ \hline\end{array}$ |
| Incresse(decrense) in cash \& equivelents Cesh \& equivalents-Beginning of the yeer Cesh t equivalents = End of the rear | 2 22 24 | -9 15 6 | -4 21 19 | $\begin{aligned} & 20 \\ & 38 \\ & 58 \end{aligned}$ | 11 14 |

(1) These estimates er beseo on semple of incorporated businesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0 \text { . Sample count includes }}$
only those businesses reporing siztenent of changes.
See isbie i for symbols and notes.
TABLE 5. Employment changes by size of business, 1984-1987 besed on sic ciassification in i987
Quebec. Fainting and Decorating work (SIE 4275)


 Sufver of Employmmi, Paypoll and Hours. Statistics Canade. Catalogue 12-002. An average lobouf unit could be inierpreted as o
 500 employees in Canada as a whole dut less then that numper in any given province it is shown in the 500 and over group
(2) Refers to busineses reparting no doyroll deductions in the previous year

131 Refers 20 businesses reporting no payroll deductions in the following resp
"Newly reporging" and "no lorger reporting" Dusinesses are assumed to nove been in activity for six months and the information is edjusied accordingly

See toble 1 for symols and noies

TABLE 6. Selected operating characteristics of swill businesses by sales quartile, $1985-1987$ Quebec. Painting and Decorsting Work (SIC 4275)


1985

| Number of observetions in smole <br> Avertge soles \$ <br> Aversge expense 5 <br> Average net profit (loss) $s$ | $\begin{array}{r} 360 \\ 158.751 \\ 140.602 \\ 18.149 \end{array}$ | $\begin{aligned} & 35.197 \\ & 25.618 \\ & 10.579 \end{aligned}$ | $\begin{aligned} & 65.075 \\ & 47.506 \\ & 17.569 \end{aligned}$ | $\begin{array}{r} 120.984 \\ 104.378 \\ 16.606 \end{array}$ | $\begin{array}{r} 412.748 \\ 384.904 \\ 27.844 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reperting a profit (Mo.) | 335 |  |  |  |  |
| Average seles ${ }^{\text {S }}$ | 154.022 | 35,965 | 65.019 | 119.670 | 395. 635 |
| Average expenst | 132.553 | 23. 401 | 46.507 | 100.622 | 359.682 |
| Average net profits | 21.489 | 12.564 | 18.512 | 19.04t | 35.753 |
| Businesses peporting lose (Mo.) | 25 |  |  |  |  |
| Aversge salos \$ | 186.119 | 38.116 | 66.677 | 137.825 | 501.856 |
| Average expense \$ | 196.769 | 44.033 | 75.806 | 152.515 | 514.720 |
| Average net loss \$ | -10.650 | -5.917 | -9.129 | -14.690 | -12.864 |

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1887

| Munber of observetions in smmple Averege sties \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 120 \\ 156.656 \\ 133.541 \\ 22.715 \end{array}$ | $\begin{aligned} & 32.576 \\ & 16,191 \\ & 16,385 \end{aligned}$ | $\begin{aligned} & 55.211 \\ & 39.021 \\ & 16.190 \end{aligned}$ | $\begin{array}{r} 121.759 \\ 98.407 \\ 23.352 \end{array}$ | $\begin{array}{r} 417.079 \\ 382.146 \\ 34.933 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reportine prefit (Mo.) <br> Average sales <br> Average expense $\$$ <br> Average net profiss | $\begin{array}{r} 112 \\ 158.246 \\ 132.881 \\ 25.365 \end{array}$ | $\begin{aligned} & 32.576 \\ & 16.191 \\ & 18.385 \end{aligned}$ | $\begin{aligned} & 55.295 \\ & 37.160 \\ & 17,835 \end{aligned}$ | $\begin{array}{r} 117.729 \\ 89.042 \\ 28.687 \end{array}$ | $\begin{array}{r} 427.384 \\ 388.831 \\ 38.553 \end{array}$ |
| Busineses roporting lose (Mo.) <br> Averige soles <br> averege expenses <br> Average ner loss $\$$ | $\begin{array}{r} 159 \\ 168.935 \\ -9.645 \end{array}$ | - | $\begin{aligned} & 54.021 \\ & 60.988 \\ & -6.967 \end{aligned}$ | $\begin{array}{r} 145.582 \\ 153.762 \\ -8.180 \end{array}$ | $\begin{aligned} & 278.401 \\ & 292.191 \\ & -13.790 \end{aligned}$ |

[^12]See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Ornamental and Miscellaneous Fabrlcated Metal Installation (SIC 4292)

|  |  | (1) |  | $\begin{array}{r} \text { Eot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> middie $25 \%$ |  | Uopermiddie 25: |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $1 \$ 000$ s High sales value \{\$00C's! |  | $\left(\begin{array}{c} 21 \\ (1) \\ 1 \end{array}\right)$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on ly ( 3) |  |  |  |  |
|  | Total | 8ottom 25\% | $\begin{array}{r} \text { Lowe } \\ \text { midd } \mathrm{e} \\ 25 \% \end{array}$ | Upper midde 25\% |  |  | Total | Botiom 25\% | $\begin{array}{r} \text { Lowef } \\ \text { midd } 1 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Peacent of sales |  |  |  |  |  | Porcent of sales |  |  |  |  |
| Cozt of sales | 26.2 | -- | -- | -- | -- | 69.6 | 37.7 | -- | -- | - | - |
| Decupancy expenses | 5.0 | - | -- | -- | - | 100.0 | 5.0 | -- | -- | -- | -- |
| Dedrecistion | 1.9 | - | - | -- | -- | 100.0 | 1.9 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.6 | -- | - | -- | -- | 60.0 | 1.0 | -- |  | -- | - |
| Heat. light s telephone | 1.3 | -- | -- | -- | -- | 79.9 | 1.6 | -- | -- | -- | -- |
| Rent | 1.2 | - | - |  | -- | 72.5 | 1.6 | -- | -- | -- | -- |
| Personnel expenses | 31.0 | -- | -- | -- | -- | 88.6 | 34.9 | -* | -- | - | - |
| Financial expenses | 1.2 | -- | -- | -- | -- | 97.8 | 1.3 | -- | - | = | = |
| Interest 8 bank charges | 0.5 | -- | -- | -- | -- | 58.7 | 0.8 | -- | - | -- | - |
| Prafessiona! fees | 0.8 | -- | -- | -- | -- | 91.6 | 0.8 | - |  | -- | -- |
| Other expenses | 28.0 | -- | -- | - | -- | 100.0 | 28.0 | -- | -- | - | -- |
| Profit (loss) | 8.6 | -- | -- | -- | -- | 100.0 | 8.6 | -- | -- | -- | -- |
| Tota! | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | - | -- | - |

Symbols
zero of no obsefvetions

- to0 smell 800 be expiessed
.. no: spolicebie
x confidential


## footnotes

(1) These estimates er besed on semple of businesses reporting sates between $\$ 25.000$ and $\$ 2.000 .000$

Toisl weighted expendiqure on given item
Total weighted sales of oll businesses in the semple $\times$ po for each quartile.
(3) Value in each cell Total weighted expenditure on given item Total weighted sel of businesses reporting this item of expenditure $x$ poo for each quartile

This pottion of the table per igins only to phe businesses popoting the specilic expense iten. Therefore these fatios ere calculated individually and the sotal will not necesserily equsl 1005.

Motes
Date ere shown by quartiles when et less 13 of the sampled businesses report the specific item.
Records were panked in escending order according to seles size. Esch quarile li, boitom 25z, lower middle 25z, etc. pepresents one quarter of the total number of businesses. Within sech quartile. the surage patio is presented. For comparison purposes. the high and low values of sales are shown.

How to use the tables

(2) The selected range will indicete the ppoper quertile. i. . the bottom 25\%, sho lower miode 255, the upper middie 25\% or the toD $25 x$
(3) Dets pertaining to the selucted sales size range will be in that quertile.

Stenderd Industrinl Clestificesion Definition (SIC 1980):
SIC 4292 - Ornamentel end Miscellencou* fabricated Metal Insteilers
Businesses primarily engeged in the installation and repair of standard or custom fabriceted sheat metal components fexcept for roofing Bnd duct workl. decerative iron or steel work. Ornamentat or archiqectural metal work. Businesses engeged in the installation of brchitectural metal work, installation of metal bolconies, installation of metal decks and giales. installation of oecorative iron and steel work. instaliation of metal fire escapes and stairways. installation of metal hollow work. installation of me:al parlifions loffice, washroom. etc l. installation of ornsmental metal work. instella ion of sheet metal components lexcept roofing and duct workl, metel stairs installation anc the installation of metal store front fignis are included in this industry

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Quebec, Ornamentel and Miscellaneous Fabricated metal Installation (S|c 4292)

|  | Total(1) | $\begin{array}{r} \text { Bor } 20 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | Upper miodie 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Law sales value $\{\$ 000$ 's ) High sales value $\left\{5000^{\prime}\right.$ s) | $\left.\begin{array}{r} 16 \\ \{1 \\ \{1 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Aseis |  |  |  |  |  |
| Cash Accounts end notes receivable |  |  | -- | -- | - |
| Accounts end notes receivable Inventory | 54 | -- | -- | -- | - |
| Other curpent assets | 50 | -- | - | -- | -- |
| Total current assets | 104 | -- | -- | - | -- |
| Fixed mssets | 26 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | - | -- | -- |
| Other assets | 2 | - | -- | -- | -- |
| Totel ensets | 132 | - | - | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Other current liabilities | 46 | -- | -- | -- | -- |
| Tota! current lisbilities | 54 | - | -- | -- | - |
| Mortgages paysble | - | - | -- | - | -- |
| Long tarm debt | - | -- | -- | -- | - |
| Other lisbilities | 8 | -- | -- | -- | - |
| Total lisbilities Total equity | 82 | -- | -- | -- | -- |

(1) These estinetes gre besed on sample of businesses reporting seles betmeen $\$ 25,000$ and $\$ 2,000,000$

Ste lable i for symols and notes.

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Quebec. Drnamental and Miscellaneous Fabricated Metsi Installation (SIC 4292)


(1) The retios represent the everege of ratios for esch business in the group and connot be celculated from the figuras thown in teble 2
(2) These estimetes re beed en senple of businesser reporiling seles betmem $\mathbf{5 2 5 , 0 0 0}$ end $32,000,000$

See Table 1 for syouls and notes

## Definitions:

1. Liquidity retio:

Currens a current assets / current liabilities.
2. Ieverige petios:
a) Deaq/equity $=$ rotal 1 iabilities $/$ equity

Di Deotrotio $=$ rotal lisbilities / cotal assets
ci Interest coverage z net protif - interest expense/ interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only, 1987 Quebec. Ornamental and Miscellancous Fabricated Metal installation (SIC 4292)

(1) These estimates pre ouseo on sample of incorporstec Dusinesses reporting sel es deiween $\$ 25.000$ ond $\$ 2.000,000$. Semple count includes only thos businesses reporiing sisioment of changes
See iobl 1 fer symbols and notes

TABLE 5. Employment ehanges by size of business. 1984-1987 bused on Sic ciassification in 1987 Quebec. Ornamentel and Miscellaneous Fabriceted Metal Insesilation (SIC 4292)

|  |  |  |  | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business ize expressed in average labour unis(1) | Number of businesses | Total paypoll $(\$ 000$ s) | Average laboup units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting }\{2\} \end{array}$ | No longer (eDorting(3) |
| 1984 |  |  |  |  |  |
| Tota! | 58 | 3.711 | 150 | 12 | 14 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 57 $!$ | $x$ | $\begin{array}{r}127 \\ 23 \\ - \\ \hline\end{array}$ | 12 - | 14 |
| 1887 |  |  |  |  |  |
| Totel | 84 | 6.552 | 237 | 12 | , |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100 \text { - } 199 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r}83 \\ \square \\ \hline\end{array}$ | x | $\begin{array}{r}233 \\ \hline\end{array}$ | 12 | - $\quad$. |

 Surver of Employment. Payroll and nours. Statistics Canado. Catalogue $72-002$ An average iodour unit could be inierpreted as a fuli-time umplovee mote that the business size groups usec are oetermined at the canade level. Thus if a business has at las? 500 employees in Canade as sthole but less than the: number in any given province it is shown in the 500 and over group
(2) Geters to businesses reporting no payroll deductions in the previous year.

131 Refers to businesses peporting no payroll deductions in the following year

- Wewly reportingt ano "no longer reporting" businesses are assumed to have been in acrivity for six months and the information is adusted accordingly

See iable 1 for symools ane notes.

TABLE 6. Selectad operating characteristics of small businesses by saies quartile. 1985-1987 Quebec. Ornamentel and Miscellaneous Fabricetcd Metel Installation (SIC 4292)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Unper $\text { midde } 25^{\circ}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in smole <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) s | 35 260.674 239.766 20.908 | -- | -- | -- | -- |
| Susinesees reporiting profit (Mo.) <br> Average saless <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 31 \\ 263.16 ; \\ 239.099 \\ 24.062 \end{array}$ | -- | -- | -- | -- |
| Susinesses reporting loss (Mo.) <br> Averoge sales <br> Average expense $\$$ <br> Averege net loss \$ | $\begin{array}{r} 65.885 \\ 70.990 \\ -5.105 \end{array}$ | -- | -- | -- | -- |


| Mumber of observations in smmpl* | 35 |
| :---: | :---: |
| Avsroge sales \$ | 204.580 |
| Aversge expense \$ | 175.428 |
| Average net profiq (loss) \$ | 28.152 |
| Wusinesses reporting proflt (Mo.) | 34 |
| Aversge sales 5 | 204.857 |
| Aversge expense $\$$ | 176.540 |
| Average net drofit 5 | 28,317 |
| Susinesses reporting loss (Mo.) | 1 |
| Average sales ${ }^{\text {a }}$ | 119.233 |
| Average expense ${ }^{\text {s }}$ | 432.566 |
| Average net loss | -13.333 |

1987

(11) These estimates ore Dssed on semp it of businesses reporting sales detween $\$ 25.000$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$.

See Tole 1 for smmols and notes

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

|  | Tora! $11:$ |  | Bottom 25\% |  | $\text { mocie } 25 \%$ |  | UDDE:$\text { mode } 25=$ |  |  | $\begin{aligned} & \text { Tor } \\ & 25 i \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele iNo. Low sales value ( $\$ 000$ s) Hign sales value ( 8000 's) |  | 26 11 11 |  | -- |  | -- |  |  |  |  |  |
| Selocted expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UoDer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 12.2 | -- | -- | -- | - | 36.5 | 33.5 | -- | -- | - | - |
| Deeupancy expenses | 0.1 | -- | - | - | -- | 14.3 | 5.4 | -- | - | - | -- |
| Depreciation | 0.1 | -- | -- | -- | -- | 10.1 | 1.2 | -- | -- | -- | -- |
| Repairs s mointensence | 0.6 | -* | -- | -- | -- | 9.8 | 5.9 | -- | -- | -- | -- |
|  | 0.1 | -- | -- | - | -- | 8.7 | C. 8 | -- | -- | -- | -- |
| Rent | - | -- | -- | -- | -- | 4.7 | 0.2 | - | -- | -- | -- |
| Personnel expenses | 6.1 | -* | -- | -- | - | 34.4 | 17.7 | -- | -- | -- | -- |
| Financial expenses | 5.2 | -- | -- | -- | -- |  |  | - | -- | --- | - |
| Interest \& bank chorges protessional fees | 2.3 2.9 | -- | -- | .- | -- | 72.6 99.8 | 3.2 2.9 | -- | -- | -- | -- |
| Other expenses | 44.8 | - | -- | -- | -- | 100.0 | 44.8 | -- | -- | -- | -* |
| Profit (loss) | 30.9 | -- | -- | - | -- | 100.0 | 30.9 | -* | -- | -- | -- |
| Totel | 100.0 | -- | -- | - | -- | 100.0 | ... | -- | -- | -- | - |

Syebol:
zero or no observations
$=200$ smell too De expressed

- nor applicable
$\times$ confidentil


## Feotnoter

111 These estimetes bre Desed on senplo of businesses reporqing seles between $\mathbf{2 5 , 0 0 0}$ and $\mathbf{2 2 . 0 0 0 , 0 0 0}$ lotal weighted expenditur on siven item
${ }^{21}$ Value in each cell $=\frac{100}{10 y} \times 1$ for ach quertile
(3) Volue in each cell $=\frac{\text { Total weighted expendizure on given irem }}{\text { Total weighted soles of businesses peporting inis item of oxpenditure }}$ for gach quile.

This portion of she tabl pertains onty to the businesses reporting the specific expense item. Therefope these retios are celculated individueliy and the tois will nop necessar ily equs $100 \%$

## Motes

Bater shown by quartiles when at lest 13 of the sampled Dusinesses peport the soecific inem
 one quaripr of the coisl number of businesses. Wi thin eech quartile. the overage pstio is presented. for compar ison purposes. she high and low velues of sal is are shown

How so use the sobles

(2) The selecied renge will indicete the proper quertile. i. the bottom 25\%. the fowtr middle 25\%. the upper midde 25\% or the top 25\%.
(3) Dets pertsining to the selucted sules size renge will be in thot quapile

## Seendera Industrixl Cleseificetion Definision (SIC 1S80):

## SIC 4481 - Lend Developers

Busimesses or imarily engaged in the acquisition. essembly. subdivision and servicing of land for subsequent resse to builders
includec are businesses engaged in land gevelopment for building lop suodividing. Iand developers. I and assenbling and developing and tanc development for land servicing thydio. sewer and whiefl.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Qubbec, Lend Developer: (SIC 4491)

|  | Total (1) | Bottom 25* | Lower $\text { miodle } 25 \%$ | Uoder $\text { middle } 25 \text { i }$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 0000^{\circ}$ s) High sales value ( $\$ 000^{\prime}$ s) | (12) | -- | -- | -- | -- |
|  | Aversge (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | \% | -- | -- | -- | -- |
| Accounts and notes recelveble | 70 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | - |
| Other current assets | 207 | -- | -- | -- | -- |
| Total cuprent assets | 277 | -- | -- | -- | -- |
| Fixed essens | 11 | - | $=$ | -- | -- |
|  | 158 | -- | -- | -- | - |
| Other sesets | 156 | -- | - | -- | -- |
| Total masets | 444 | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 20 | -- | -- | -- | -- |
| Dther current liabilities | 180 | -- | -- | -- | -- |
| Mortgages Dayable |  | - | -- | -- | -- |
| Long lerm debt | 5 | -- | -- | -- | -- |
| Other lisbilities | 89 | -- | - | -- | -- |
| Total lisbilities | 294 150 | -- | -- | * | -- |
| Totel sauity | 150 | -- | - | - | - |

(11) Thest estimates are based on sample of businesses reporting sies between 825,000 and $82,000,000$

Sen iable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec, Land Developer: (SIC 4491)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe : middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 5000 's) Migh sales value $\{\$ 000$ 's) | $\begin{aligned} & 22 \\ & \{1\} \\ & (1) \end{aligned}$ |  |  |  | -- |
|  | Averege |  |  |  |  |
| Liquidity retio Curtent ratio (times) | 1.4 | -- | -- | -- | -- |
| Leverage retion <br> Debtlequity catio (times) <br> Interest coverage petio \{imes) <br> Debt retio (times) | 2.0 12.8 0.7 | -- | -- | -- | -- |



See loble for symbols and notes.

Definitions:

1. biquidity ratio:

Cuprent $=$ cuprent assers/ curpent liatilities.
2. Leversge retios:

Deor/equity = potal liatilities / equity
b) Deb: ratio = 2oial liabilities/ total asseis
c) Ifter is? coverage $*$ neq profit inierest expense/interest expense

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

|  | Total:1! | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { owe: } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { midde } 65 \%$ | $\begin{aligned} & \text { TOO } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lon sales value ( $\$ 0000^{\circ}$ s) Migh sales value $9000^{\prime}$ s) | $\begin{aligned} & 14 \\ & 111 \\ & 111 \\ & \hline \end{aligned}$ |  | -- | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Opersting activities Cash fiom operations Depreciation Other | $\begin{array}{r} 89 \\ 1 \\ 108 \end{array}$ | -- | -- | -- | -- |
| Dividends | -67 | - | -- | - | -- |
| Investment ectivities <br> Disposa! of fiked assets <br> Purchase of fixed asseis <br> Increase in investment <br> Decrese in investment | $\begin{array}{r} 1 \\ -104 \\ -38 \\ 50 \end{array}$ | -- | $\begin{array}{r}-- \\ - \\ \hline\end{array}$ | -- | -- |
| Financing ectivities <br> Inciease in long term debt <br> Repayment of long term debt <br> Loans from sha: holders <br> Redayment of loans from shapehoiders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Oiner | $\begin{array}{r}115 \\ -29 \\ 51 \\ -124 \\ - \\ 2 \\ \hline\end{array}$ | - - - - - - | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increase(decresse) in cash \& equivalents Cesh s equivelents-Beginning of the year Cash equivelents - End of the year | 48 4 59 | -- | -- | -- | -- |

(1) These estimetes are oeseo on sample of incorporated businesses reporting seles detween \$25.000 end 52.000 .000 . 5 omple count includes onty those businesses eporting statement of changes
see Table for symbols and notes

Quebec, Lend Developers (SIC 4491)

|  |  |  |  | Changes in num with Dei | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total } 0 \text { oysiol } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newiy } \\ \text { reporting } 12 \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 296 | 33.108 | 1.793 | 53 | 31 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100^{-} 499 \end{aligned}$ | $\begin{array}{r} 283 \\ 8 \\ 3 \\ 2 \end{array}$ | $\begin{array}{r} 9.997 \\ 4.556 \\ x \\ x \end{array}$ | $\begin{array}{r} 546 \\ 25 ? \\ 98 \\ 981 \end{array}$ | 52 | $\begin{array}{r} 30 \\ 1 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 337 | 25.141 | 1.253 | 79 | . . |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20-99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | 324 10 2 1 | $\begin{array}{r} 16.890 \\ 4.137 \\ x \\ x \end{array}$ | 843 206 76 128 | 77 | $\ldots$ |

(1) Average labour units are calculated by dividing total payroll by the overege annusi wage and solbiy rate os reported in the
 fult-time employee Nore that the business size groups used ar oeternined at the canade tevel. Thus it obusiness has of leas? 500 emplovees in canads as atole but less than that number in any given province it is shown in the 500 and ove? group.
(2) Reters to Disinesses reporting no dayroll deductions in the previous vesr
(3) Refers to businesses reporizing no payroll deductions in the following yeat
"Newly feporting" and "no longer reportinç businesses are assumed to reve beten in activity for six months and the information is adjustec accordingly

See tadi f for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Land Developers (SIT 4491)


1985


1986

| Mumber of observations in ssmple <br> Average sales $\$$ <br> Average expense s <br> Average net profit (loss) \$ | $\begin{array}{r} 53 \\ 199.913 \\ 188.995 \\ 10.978 \end{array}$ | $\begin{array}{r} 28.407 \\ 53.136 \\ -24.729 \end{array}$ | $\begin{aligned} & 60.298 \\ & 64.767 \\ & -4.469 \end{aligned}$ | $\begin{aligned} & 122.053 \\ & 191.764 \\ & -69.711 \end{aligned}$ | $\begin{aligned} & 588.892 \\ & 146.071 \\ & 142.821 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses roporting profit (Mo.) <br> Averoge sailes <br> Average expense \$ <br> Average net profits | 43 187.817 123.084 64.733 | $\begin{array}{r} 27.557 \\ 21.128 \\ 6.429 \end{array}$ | $\begin{aligned} & 60.287 \\ & 10.032 \\ & 20.255 \end{aligned}$ | $\begin{array}{r} 132.152 \\ 70.233 \\ 61.919 \end{array}$ | $\begin{array}{r} 531.271 \\ 360.943 \\ 170,328 \end{array}$ |
| Ousinesses feporting E loss (No.) <br> Average sales <br> Average expense $\$$ <br> Querage not loss $\$$ | $\begin{array}{r} 10 \\ 323.589 \\ 438.129 \\ -114.540 \end{array}$ | $\begin{array}{r} 30.832 \\ 144.415 \\ -113.583 \end{array}$ | $\begin{array}{r} 60.328 \\ 129.933 \\ -69.605 \end{array}$ | $\begin{array}{r} 113.683 \\ 292.491 \\ -178.808 \end{array}$ | $\begin{array}{r} 1.089 .512 \\ 1.185 .676 \\ -96.164 \end{array}$ |



[^13]see rable i for symbols and notes

TABLE 1. Selected operating retios, in percent of sales. 1987
Quebec. Truck Transport Induseries (SIC 456)

|  | Teial(1) |  | 5ottom 25\% |  | Lowe! <br> middle 25\% |  | Uspe$\operatorname{mided} 25 \%$ |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 829 \\ & 11\} \\ & 11\} \end{aligned}$ |  | $\begin{array}{r} (1) \\ 51 \end{array}$ |  | $\begin{aligned} & 51 \\ & 84 \end{aligned}$ |  | $\begin{array}{r} 84 \\ 158 \end{array}$ |  |  | $\begin{aligned} & 158 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { ieporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Totel | $\begin{array}{r} \text { Bot } \ddagger 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+t 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | Upoer midde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cent of | sales |  |
| Vehlele expenses <br> Deprecistion <br> Repsips 8 meinqenance <br> Fuel expense | $\begin{aligned} & 39.7 \\ & 10.1 \\ & 14.2 \\ & 15.3 \end{aligned}$ | $\begin{aligned} & 38.8 \\ & 10.1 \\ & 15.1 \\ & 13.6 \end{aligned}$ | 44.5 10.5 16.7 17.3 | $\begin{aligned} & 43.9 \\ & 11.5 \\ & 14.8 \\ & 17.4 \end{aligned}$ | $\begin{array}{r} 31.5 \\ 8.3 \\ 10.2 \\ 13.0 \end{array}$ | 98.2 90.7 81.1 76.1 | 40.1 11.2 17.5 20.1 | 10.7 12.2 20.3 17.4 | $\begin{aligned} & 44.5 \\ & 11.9 \\ & 21.0 \\ & 21.9 \end{aligned}$ | $\begin{aligned} & 44.5 \\ & 12.4 \\ & 17.4 \\ & 22.6 \end{aligned}$ | $\begin{array}{r} 31.5 \\ 8.5 \\ 12.0 \\ 18.3 \end{array}$ |
| Personnel expenses | 12.8 | 6.4 | 8.3 | 12.1 | 24.2 | \$7.5 | 18.9 | 13.2 | 15.8 | 15.4 | 25.8 |
| Finencial expenses Interest 8 bank charges Piofessional fees | $\begin{aligned} & 4.9 \\ & 3.2 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 3.6 \\ & 2.9 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 1.8 \\ & 3.3 \\ & 0.8 \end{aligned}$ | $\begin{aligned} & 4.8 \\ & 3.7 \\ & 0.9 \end{aligned}$ | $\begin{aligned} & 3.5 \\ & 3.1 \\ & 0.8 \end{aligned}$ | 93.3 74.7 74.7 | 4.4 | $\begin{aligned} & 1.0 \\ & 5.0 \\ & 1.2 \end{aligned}$ | $\begin{aligned} & 4.5 \\ & 1.3 \\ & 1.3 \end{aligned}$ | $\begin{aligned} & 4.9 \\ & 4.8 \\ & 1.8 \end{aligned}$ | $\begin{array}{r} 4.0 \\ 3.5 \\ 0.9 \end{array}$ |
| Other expenses | 28.3 | 25.1 | 27.2 | 27.7 | 33.3 | 100.0 | 28.3 | 25.1 | 27.2 | 27.7 | 33.3 |
| Profit (lose) | 15.2 | 26.1 | 15.5 | 11.8 | 7.1 | 38.5 | 15.4 | 26.6 | 16.1 | 12.0 | 7.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | - . | $\cdots$ | - | - . |

5ymbols
zelo or no observitions
.- $t 00$ smell 100 be expressed
noi eppliceble
$\times$ confidentit

## ootnoter

\|ll inese estimates sre bestd on sample of businesses peporting seles between $\$ 25.000$ and $82,000,000$

13) Velue in esch cell $=\frac{\text { Total weighted expenditure on given item }}{\text { lotal weighteo seles of businesses reporting this item of expenditure }}$ for ench quertile.

This portion of the table pertains only to the businesses reporting the specific expense itom. Therofore these retios ere calculated individually and the totel will not necessarily equal $100 \%$.

## Motes

Date se shown by quartiles when ef least 13 of the sampled businesses report the specific irem
 one quarter of the sotel number of businesses. Hithin esch quartile, the overage petio is presented. For compsison purposes, the hign and low velues of seles erg shown

How to use the teblet
III bocte the opproprita sales pange thet is displayed on the two lines entitled low sties value" gnd migh seles velue
(2) The selected range will indicete the proper quertile. i. the bot rom 25\%. the lower hidde 25\%, the upper midde 25\% or the top $25 \%$
(3) Dets perteining to the selected tales size pange will be in thet quertile.

## stenderd Industrict Cleseificetion Definteion (SIC 1980):

SIC 4560 - Iruck irensport Industry
Businesses primarily engaged in the provision of all types of trucking, transfer and releted services. Truck broker -operators" are included in this industry

TABLE 2. Balance sheet profile for incorporated businasses only. 1987
Quebec. Truck Transpori Industries (SIE 456)

|  | Total:1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe! $\text { midde } 25 \%$ | Under $\text { midde } 25 ;$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\circ}$ s) Migh sales value ( $\$ 000^{\prime}$ ) | $\begin{aligned} & 577 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} (1) \\ 96 \end{array}$ | $\begin{array}{r} 96 \\ 159 \end{array}$ | $\begin{array}{r} 159 \\ 353 \end{array}$ | $\begin{aligned} & 353 \\ & (1) \end{aligned}$ |
|  | Averepe (5000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Accounts and notes receivable | 28 | 3 | 7 | 16 | 78 |
| Inventory | - | - | - |  | - |
| Other cuppent assets | 36 | 8 | 13 | 31 | 92 |
| Total curient assets | 62 | 11 | 19 | 47 | 171 |
| fixed assets | 113 | 32 | 68 | 104 | 246 |
| Less: Accum. dep. on fixed essets | 10 | - | - | - | - |
| Other assets | 11 | 2 | 6 | 13 | 51 |
| Total eseets | 193 | 44 | 53 | 164 | 468 |
|  |  |  |  |  |  |
| Current loans <br> Other current liabilipies | 10 52 | 12 | 5 24 | 48 | 25 13 |
| Toisl curient lisbilities | 62 | 13 | 29 | 48 | 158 |
| Morigages dayable | - | - | - | - | - |
| Long ierm debt | * | 2 | 4 | 4 | 6 |
| Opher bisbilities | 58 | 21 | 41 | 58 | 112 |
| Total liebilities | 126 | 36 | 75 | 110 | 215 |
| Totel equitr | 58 | 8 | 18 | 54 | 182 |

(1) These estimates ar based on sample of businesses reporting seies between $\$ 25,000$ end $\mathbf{\$ 2 , 0 0 0 . 0 0 0 .}$

Sen rable 1 for symbols and notes.

TABLE 3. Financial retios(1) for incorporeted busimesses only. 1887
Quebec. Truck Trensport Industrias (Sic 456)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upoer $\text { midol } 25 x$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales vilue ( $\$ 000^{\prime} \mathrm{m}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 577 \\ & (1) \\ & (1) \end{aligned}$ | 11 96 | 96 159 | $\begin{array}{r} 159 \\ 353 \end{array}$ | 353 $11)$ |
|  | Averege |  |  |  |  |
| Liquidity retio Current retio (times) | $1.0^{\circ}$ | 0.8 | 0.7 | 1.0 | 1.1 |
| Leverage retios <br> Debt/equity ratio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | 1.8 3.2 0.6 | 4.3 1.9 0.8 | 4.2 2.0 0.8 | 2.1 3.3 0.7 | 1.1 3.8 0.6 |

(il) the retios copresent the everage of citios for sach business in the proup ond connot be calculated from the figures shown in leble 2 .
(2) inese etimeres ere besed on sexple of businesses reporing seles deiween 525,000 end 82,000,000.

Set Titole for symols and notes.

Definitions:

1. Houidity fatio:

Current = curcent assets / cuprent liabilities
2. Leverge retion:

```
al Debr/equity = rotal liabilizies / equity
b) Debr ratio = tot!l liboilities / total assers.
c) Interest coversge s net profit - interest expense/ interest expense
```

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

|  | 70:aili | $\begin{array}{r} \text { 5e: } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe! middie :5\% | LDPe! middle 25: | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samele \{No.l Low sales value (si00 s! High sales value ( $\$ 000$ 's) | $\begin{aligned} & 368 \\ & 1 \\ & (1) \end{aligned}$ | $\begin{array}{r} (1) \\ 96 \end{array}$ | $\begin{array}{r} 96 \\ 169 \end{array}$ | $\begin{aligned} & 169 \\ & 347 \end{aligned}$ | $\begin{aligned} & 347 \\ & 11: \end{aligned}$ |
|  | Average ( $5000{ }^{\circ}$ s) |  |  |  |  |
| Operting ectivities Cash from operations Deprecistion Other | $\begin{aligned} & 22 \\ & 27 \\ & -4 \end{aligned}$ | $\begin{array}{r} 7 \\ 7 \\ -3 \end{array}$ | $\begin{array}{r}5 \\ \hline\end{array}$ | 21 24 | 52 59 -13 |
| Dividende | -4 | -1 | -2 | -4 | -11 |
| Investment ectivities <br> Disposs of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 18 \\ -56 \\ -4 \\ -4 \end{array}$ | 7 -12 - | $\begin{array}{r} 10 \\ -39 \\ \hline \end{array}$ | 14 -48 -4 2 | $\begin{array}{r} 40 \\ -124 \\ -19 \\ 9 \end{array}$ |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debi <br> Loans irom shareholders <br> Redayment of loans from shareholders <br> Advances $\delta$ loans 4 :am government <br> Incresse in equity <br> Decresse in equity <br> Othe? | 32 <br> -27 <br> 3 <br> -7 <br>  <br> 2 <br> -3 | 6 -3 1 -9 | $\begin{array}{r} 31 \\ -20 \\ 3 \\ -1 \\ \vdots \\ -1 \\ 1 \end{array}$ | 22 -22 2 -4 - 4 -5 | $\begin{array}{r} 68 \\ -60 \\ 9 \\ -12 \\ - \\ 3 \\ -4 \end{array}$ |
| Incresse(deciesse) in cash equivalente Cash s equivalents-Beginning of the year Cash \& equivalents - End of the year | 2 12 14 | 5 5 | 6 10 | 2 11 13 | 28 28 29 |

(1) These estimetes are pesed on s semple of incorporoteo businesses pepoting sales between 525.000 end $\$ 2.000,000$. Semple count includes only those businesses reporting starement of changes.
see Table 1 for symbois and notes

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

| Business size expressed in average labour units(1) | Number pt businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\circ} \text { s }\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer <br> reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 3.728 | 536.487 | 25.214 | 847 | 504 |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{\circ}-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 3.470 \\ 188 \\ 51 \\ 19 \end{array}$ | $\begin{aligned} & 165.062 \\ & 137.265 \\ & 111.249 \\ & 122.997 \end{aligned}$ | $\begin{aligned} & 7.586 \\ & 6.401 \\ & 5.171 \\ & 5.056 \end{aligned}$ | $\begin{array}{r} 322 \\ 18 \\ 6 \\ 1 \end{array}$ | $\begin{array}{r} 586 \\ 14 \\ 3 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 5.057 | 669.746 | 27.641 | 1.190 | . . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 4.789 \\ 203 \\ 47 \\ 18 \end{array}$ | $\begin{aligned} & 240.473 \\ & 166.663 \\ & 110.695 \\ & 151.914 \end{aligned}$ | $\begin{aligned} & 9.709 \\ & 6.788 \\ & 4.635 \\ & 6.509 \end{aligned}$ | $\begin{array}{r} 1.165 \\ 29 \\ 4 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |


Surver of Emplovment. Payroll and hours, Stasistics Canoda. Caralogue 72-002. An average labour unit could be interpreted as a full-time employee Note inat ine business size groups useo ore de:ermined at the Canada level. Thus if business has ot least 500 mployees if Canada as a whole but less than that number in eny given province it is show in the 500 ond over group.
(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers io tusinesses peporting no paypoll deductions in the following year
*Newly fepering" and "no longer reporing" businesses are assumed to have been in activity for six monith and the information is adiusteo accoreingly

See lable i for symbols anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Truck Transport Induseries (SIC 456)

| - | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | Uppe midole 25* | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample Average sales 8 <br> Average expense \$ <br> Aversge net profit (loss) \$ | $\begin{array}{r} 1.242 \\ 189.760 \\ 169.693 \\ 20.057 \end{array}$ | $\begin{array}{r} 35.731 \\ 28.971 \\ 7.760 \end{array}$ | $\begin{aligned} & 64.626 \\ & 19.895 \\ & 14.731 \end{aligned}$ | $\begin{array}{r} 114.654 \\ 96.094 \\ 18.550 \end{array}$ | $\begin{array}{r} 463.028 \\ 423.813 \\ 39.215 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Aversge seles <br> Average expense $\$$ <br> Average net profit $\$$ | 1.147 167.494 142.440 25.054 | $\begin{array}{r} 36.840 \\ 27.307 \\ 9.533 \end{array}$ | $\begin{aligned} & 64.731 \\ & 48.609 \\ & 16.122 \end{aligned}$ | $\begin{array}{r} 115.354 \\ 93.141 \\ 22.213 \end{array}$ | $\begin{array}{r} 53.051 \\ 400.704 \\ 52.347 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Avertge sales 5 <br> Aversge expenses <br> Average not loss \$ | $\begin{array}{r} 95 \\ 185.303 \\ 204.187 \\ -18.884 \end{array}$ | $\begin{array}{r} 35.877 \\ 42.103 \\ -5.226 \end{array}$ | $\begin{array}{r} 62.985 \\ 70.211 \\ -7.246 \end{array}$ | $\begin{array}{r} 109.343 \\ 118.490 \\ -9.147 \end{array}$ | $\begin{array}{r} 533.026 \\ 585.944 \\ -52.918 \end{array}$ |

1986

| Wumber of observations in sample | 1.231 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 160.691 | 35.254 | 58,75? | 106.465 | 442.287 |
| Average expense \$ | 144.893 | 25.456 | 47.889 | 92.136 | 413.090 |
| Average net Drofit (loss) \$ | 15.798 | 8.798 | 10.868 | 14.329 | 29.197 |
| Dusinesses reporsing profit (Mo.) | 1.104 |  |  |  |  |
| Average sales $\$$ | 181.526 | 35.653 | 58.547 | 106.497 | 445,405 |
| Average expenses | 141.316 | 24.911 | 45.221 | 89.259 | 405.872 |
| Average net profits | 20.210 | 10.742 | 13.326 | 17.238 | 39.533 |
| Businesses reporting lose (Mo.) | 127 |  |  |  |  |
| Average sales 5 | 156.622 | 32.544 | 60,690 | 106.258 | 426.994 |
| Average expenses | 167.194 | 35.953 | 72. 433 | 110.904 | 448.187 |
| Averege net loss | $-10.572$ | -4, 409 | -91.743 | -4,646 | -21,493 |

1987

| Mumber of observations in sample | 916 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 176.183 | 38.866 | 62.922 | 115.521 | 486.423 |
| Average expense ${ }^{\text {a }}$ | 159.979 | 28.844 | 51.856 | 103.263 | 455.953 |
| Average net piotit (loss) \$ | 16.204 | 10.022 | 91.086 | 13.258 | 30.470 |
| -usinesses reporting profit (Mo.) | 756 |  |  |  |  |
| Averoge salus | 177.210 | 39.095 | 62.780 | 116.358 | 490.605 |
| Average expenses | 155.265 | 26.594 | 48.698 | 98.085 | 447,680 |
| Averoge net profits | 21.945 | 12.501 | 14.082 | 18,272 | 42.925 |
| Businesses reporting less (Mo.) | 180 |  |  |  |  |
| Average sales \$ | 171.690 | 37.418 | 63,718 | 117.355 | 468.267 |
| Aversge expense 5 | 183.593 | 43.118 | 69.537 | 129.846 | 491.859 |
| Average not loss \$ | -11.903 | -5.700 | -5.819 | -12.491 | -23.602 |

(1) Ihese estimates are bused on sample of businesses reporting seles between $\$ 25,000$ end $\$ 2,000,000$.

See imble 1 for symbols and notes

TABLE 1. Selected operating ratios. in parcent of sales. 1987
Quebec, General Freight Trucking Industry (SIC 4561)

|  | Total 11 |  | $\begin{array}{r} B=: 10 \mathrm{~m} \\ 25^{\circ} \end{array}$ |  | Lowe!$\pi \text { dde } 25:$ |  | UDDe:$\text { midole } 25 ;$ |  |  | ict$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No. Low sales vaiue ( 8000 's \} High saies value ( 8000 's) | $\left.\begin{array}{l} 535 \\ \{1 \\ 11 \end{array}\right\}$ |  | $\begin{array}{r} 1 \\ 48 \end{array}$ |  | $\begin{aligned} & 48 \\ & 77 \end{aligned}$ |  | $\begin{array}{r} 77 \\ 136 \end{array}$ |  |  | 136 |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roooting } \end{aligned}$ | Repoling businesses only 3 3: |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd! } \\ 25 \% \end{array}$ | Upper midde 25x | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { midd } \text { e } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of estes | 1.3 | 0.2 |  | 1.8 | 3.1 | 6.1 | 21.2 | 14.5 | 0.8 | 23.4 | 25.6 |
| Occupency expenses | 27.2 | 30.2 | 26.8 9.8 | 29.3 | 22.6 9.1 | 58.8 88.0 | 27.3 11.4 | 30.2 12.2 | 26.8 11.5 | 29.5 12.7 | 22.7 9.4 |
| Deprecistion Repaiss maintenance | 10.0 14.4 | 17.7 | 9.8 15.1 | 15.0 | 9.9 | 88.0 80.6 | 17.9 | 21.2 | 19.5 19.9 | 18.4 | 12.0 |
| Hest. light s telephone | 0.7 | 0.8 | 0.7 | 0.6 | 0.7 | 62.1 | 1.1 | 1.7 | 1.1 | 1.0 | 0.9 |
| Rent | 2.1 | 2.3 | 1.3 | 2.0 | 2.9 | 42.1 | 5.0 | 7.6 | 4.2 | 5.2 | 1. 3 |
| Personnel expenses | 11.1 | 5.4 | 8.0 | 5.1 | 22.0 | 64.0 | 17.4 | 11.6 | 17.3 | 12.9 | 23.3 |
| Finsacial expenses | 4.3 | 4.0 | 4.0 | 4.9 | 4.2 | 94.0 | 4.5 | 4.2 | 4.4 | 5.3 | 6.3 |
| lnterest 8 bank charges Protess oral fees | 3.5 0.8 | 3.2 0.8 | 3.3 0.7 | 4.1 | 3.1 0.8 | 73.2 | 4.7 | 5.8 1.1 | 4.2 | 5.5 1.1 | 3.9 0.9 |
| Diher expenses | 40.1 | 33.9 | 41.2 | 43.3 | 42.0 | 100.0 | 40.1 | 33.9 | 41.2 | 43.3 | 42.0 |
| Profit (loss) | 15.0 | 25.3 | 20.0 | 11.5 | 6.1 | 97.5 | 16.3 | 27.0 | 20.2 | 11.8 | 6.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | - | $\cdots$ | -.. | - . |

Symbels
zero or no observetions

- too small too de expressec
not soplictable
$x$ confidentil


## Fotnotet

(1) inese estimetes bre bssed on semple of busintsses repopting seles Detween $\mathbf{3 2 5}, 000$ und 52.000 .000 .
(2) Value in ech cell $=\frac{\text { iptal wighted expendisure on given item }}{\text { iorel wrighted sales of all businesses in the sample }} \times$ loo for atch austile.
(3) Volue in each cell $=\frac{\text { logst weighted expenditup on oiven item }}{\text { lotal wighted seles of businesses reporting this item of expenditupe }}$ puertile This portion of the tste oerquins onfy to the businesses peporting the specific expense item. Therefore these papios are calculeted ingividually and the roisl will not necesserily equs! 1002.

## Motos

Dat are shown by quaptiles when es lest 13 of the sampled businesses report the specific item.
Recoros wit ponked in secending order bccording lo seles size. Esch quertile di. boitom 25\%. lower midde 25z, etc.l represents one querter of the rotel humber of businesses. Wiphin each quartile, the overse potio is presented. for comparison pupposes. phe high and low values of sales ere shown.

How to use the tebles

(2) The selected range will indicate the proper guartile. i. the bottom 25\%. the lower midd 25\%, the upper middl 25z or the 100 $25 \%$
131 Dets pertmining to the selected seles size renge witl be in thot quaptile.

## Stenderd Industrisl Cisssificstion Definition (SIC 19801:

S1E 4561 Generel Freight Trucking Industry
Businesses primerily engaged in the provision of locsl and fong dispance trucking and transter of general feight. This industry includes
 fransfer frucking services. general freight qruck transpori services and general freight irucking coniraciofs

TABLE 2. Balance sheet profile for incorporeted businesses only. 1987
quebec, General Freight Trucking industry (SIC 4561)

|  | Total!1! | $\begin{array}{r} \text { Bot } 80 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { r.dde } 25 \%$ | Uoder <br> midcle 25\% | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $9000{ }^{\text {s }}$ ) High sales value ( $5000^{\prime}$ s) | $\begin{aligned} & 365 \\ & 11) \\ & 11 \end{aligned}$ | $\begin{array}{r} 11 \\ 91 \end{array}$ | $\begin{array}{r} 91 \\ 138 \end{array}$ | $\begin{aligned} & 138 \\ & 271 \end{aligned}$ | $\begin{aligned} & 271 \\ & 111 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cosh | - | - | - | - | - |
| Accounts and notes peceivable | 24 | 3 | 6 | 10 | 76 |
| Inventory | - | - | - | - | - |
| Dther curcent assets | 30 | 9 | 10 | 17 | 82 |
| Total current assets | 54 | 11 | 16 | 26 | 159 |
| Fixed essets | 105 | 31 | 69 | 83 | 234 |
| Less: Accum. dep. on fixed essets | - | - | - | - | - |
| Other assets | 15 | 1 | 3 | 7 | 50 |
| Total assets | 174 | 44 | 88 | 116 | 442 |
|  |  |  |  |  |  |
| Cuprent loans lisbilities | 9 49 | ${ }_{11}^{2}$ | 24 | 32 | 127 |
| Total cuerent liabilities | 58 | 13 | 28 | 39 | 151 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 5 | 2 | 5 | 5 | ${ }_{1}^{6}$ |
| Dther lisbilities | 58 | 22 | 47 | 49 | 112 |
| Totel liabilities | 129 | 38 | 11 | 94 | 289 |
| Totel equity | 53 | 6 | 7 | 23 | 173 |

111 These estimates bre bssed on semple of businesses peporting silus between $\$ 25.000$ end $\mathbf{8 2}, 000,000$
See Table for symbols and notes

TABLE 3. Financial patios(t) for incorporated businesses only, 1987
Quebec. General Freight Trucking Industry (SIC 4561)

|  | Tots1(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $1 \$ 000$ 's) High sales value $\left(5000^{\circ}\right.$ s) | $\begin{aligned} & 365 \\ & \{1\} \\ & \{1\} \end{aligned}$ | (1) 91 | 91 138 | $\begin{aligned} & 138 \\ & 271 \end{aligned}$ | $\begin{aligned} & 271 \\ & 191 \end{aligned}$ |
|  | Averege |  |  |  |  |
| Liquidity ratio Curcent ratio (times) | 0.9 | 0.9 | 0.6 | 0.7 | 1.0 |
| Leverage ratios <br> Debt/eauity rotio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 2.3 2.6 0.7 | 6.1 1.8 0.9 | 19.2 1.5 0.9 | $\begin{aligned} & 4.8 \\ & 1.8 \\ & 0.8 \end{aligned}$ | 1.6 3.4 0.6 |


12) These estimetes ore besed on sampl of businesses reporting seles between $\mathbf{2 5}, 000$ and $\mathbf{2 , 0 0 0 . 0 0 0 .}$

See Teble 1 for symbols and motes.

## ofinitions:

1. biquidity retio:

Cuprent : cuprent assets / cuprent liabilities.
2. Leversege ratios:
b Debi/equity = total liabilifies / equisy.
a) Deb: ratio $=$ total babilities $/$ total assets
c) Interest coverage $=$ net profit * interest expense $/$ interest expense

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

|  | Total 11 | $\begin{array}{r} \text { Bot tom } \\ 25^{\circ} \end{array}$ | Lower $\text { midde } 2 E:$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & T O \% \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample (No.) Low sales value ( $\$ 900 \mathrm{~s}$ ) High sales vive ( $8000^{\prime}$ s) | $\begin{aligned} & 217 \\ & 11 \\ & 11\} \end{aligned}$ | $\begin{array}{r} 11) \\ 95 \end{array}$ | $\begin{array}{r} 95 \\ 146 \end{array}$ | $\begin{aligned} & 146 \\ & 271 \end{aligned}$ | $\begin{aligned} & 27 \\ & 111 \end{aligned}$ |
|  |  |  | verage 15000 |  |  |
| Operating ectivities Cash from oderations Depreciation Dther | $\begin{array}{r} 14 \\ 25 \\ -3 \end{array}$ | 7 6 -5 | $\begin{array}{r} -1 \\ 18 \\ 1 \end{array}$ | $\begin{array}{r} 10 \\ 22 \\ 5 \end{array}$ | $\begin{array}{r} 40 \\ 54 \\ -15 \end{array}$ |
| Dividends | -3 | -1 | - | -3 | -7 |
| Investment ectivisics Disposal of fixed assets Purchase of fixed assers Increase in investment Decrease in investment | 13 -51 -3 2 | -6 | 11 -39 - | 9 -45 - | $\begin{array}{r} 32 \\ -111 \\ -12 \\ 9 \end{array}$ |
| Financing ectivities <br> Increase in long term deb? <br> Repayment of long term debt <br> Losns from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in quify <br> Decrease in equity <br> Other | $\begin{array}{r}31 \\ -24 \\ 3 \\ -6 \\ - \\ 2 \\ -2 \\ \hline\end{array}$ | 2 -4 -2 | $\begin{array}{r} 29 \\ -17 \\ 3 \\ -1 \\ - \\ -1 \end{array}$ | 27 -20 2 -4 1 5 -5 -1 | 63 -52 8 -8 -8 2 -3 -1 |
| Incretseldecrease) in cesh equivelente Cesh equivalenis-Beginning of the year Cast equivalenis . End of the year | 1 8 | -1 5 4 | 3 3 6 | 3 5 8 | -1 17 15 |

(11) These tstimetes bre oesed on ssmple of incorporoted businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. 5 anple count includes only those businesses reporiing s storement of changes
see Totel i for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987
Quebec. Truck Transport Industries (SIC 456)

| Business size expressed in average labour units(1) | Number of businasses | Total payroll$(\$ 000$ s) | Average labour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 \text { y } \\ \text { reporting } \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 3.728 | 536.487 | 25.214 | 847 | 604 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 3.470 \\ 188 \\ 51 \\ 19 \end{array}$ | $\begin{aligned} & 165.062 \\ & 137.265 \\ & 111.243 \\ & 122.917 \end{aligned}$ | $\begin{aligned} & 7.586 \\ & 6.401 \\ & 5.179 \\ & 6.056 \end{aligned}$ | $\begin{array}{r} 822 \\ 18 \\ 6 \\ 1 \end{array}$ | $\begin{array}{r} 586 \\ 14 \\ 3 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 5.057 | 669.746 | 27.641 | 1.180 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 4.789 \\ 203 \\ 47 \\ 18 \end{array}$ | $\begin{aligned} & 240.473 \\ & 166.663 \\ & 110.686 \\ & 151.914 \end{aligned}$ | $\begin{aligned} & 9.709 \\ & 6.788 \\ & 4.635 \\ & 6.509 \end{aligned}$ | $\begin{array}{r} 1.165 \\ 21 \\ \end{array}$ | ‥ $\cdots$ $\cdots$ |

 Surver of Employmens. Poyroll ono hours. Sitrissics cansds. Cestopue 72-002. An aversge labour unis could be inierpreied as a full-time enploybe. Noie thet the business size groups usec ere derermined of the canads level thus if obsiness has at least soo employes in canse es a whole but less than that number in ony given province it is shown in the soo and over groud.
121 Refers 10 businesses reporting no parrolt deductions in the previous year
131 Refers to Dusinesses repolting no payroll deductions in the following rear.
"Newly reporting" and "no longer reporting" Dusinesses are ussumed to have been in activity for six months and the information is dojusted occorfingiy

See late 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985=1987$
Quebec. General Frelght Trucking indusery (SIE 4581)

| - | To1al(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower $\text { midde } 25 \%$ | Upoer midde $25 \%$ | $\begin{aligned} & \text { TOF } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 409 |  |  |  |  |
| Average salos | 228.045 | 41.772 | 77.440 | 147.204 |  |
| Average expenses | 205.867 | 31.971 | 62.491 | 133,905 | $595.101$ |
| Average net profit (loss) \$ | 22,178 | 9.801 | 14.949 | 23,299 |  |
| Businesees reporting a profit (Mo.) |  |  |  |  |  |
| Average sales $\$$ Average expense $\$$ | 228.900 198.886 | 42.069 30.911 | 75.592 56.166 | 146.748 126.596 | 651.189 573.871 |
| Average net profis | 32.014 | 11.158 | 19.425 | 20.152 | 77.318 |
| Businesses reporinge loss (Mo.) | 38 |  |  |  |  |
| Average sales | 222.787 | 38.752 | 87.211 | 148.842 | 516.342 |
| Average expense \$ | 252.282 | 42.758 | 95.925 | 160.154 | 710.279 |
| Average net loss | -29.495 | -4.006 | -8.714 | -11.322 | -93.937 |


(1) These estimates er based on semple of businesses reporting seles betwen $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$.

See Toble 1 for symbols and notes

TABLE 1. Seiected operating ratios, in percent of sales. 1987
Quebec, Ory Bulk Materials Trucking Indusiry (SIC 4554)

|  | Total11) |  | Eot tom 25\% |  | Lower$\text { midde } 25^{\circ}$ |  | Uoder <br> midde 25: |  |  | $\begin{aligned} & 700 \\ & 25! \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samela (No. iow sales value ( $\$ 200$ s) Higt. salus value $\$ 000$ 's | $\begin{array}{r} 94 \\ (1) \\ (1) \end{array}$ |  | $\begin{array}{r} 11 \\ 50 \end{array}$ |  | $\begin{aligned} & 50 \\ & 73 \end{aligned}$ |  | $\begin{array}{r} 73 \\ 165 \end{array}$ |  |  | 16511 |  |
| Selucted expense item | Industry suerage (2) |  |  |  |  | $\begin{gathered} \text { X busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \begin{array}{r} \text { a } \\ 25 \% \end{array} \end{array}$ | Upoe? <br> midde $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bot 10 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Upor middie 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | reent of | salos |  |
| Vehicl expenses <br> Dopraciation <br> Repairs 8 maintenance <br> Fuel expense | $\begin{aligned} & 51.2 \\ & 10.1 \\ & 15.3 \\ & 15.8 \end{aligned}$ | $\begin{array}{r} 43.4 \\ 12.4 \\ 8.7 \\ 22.2 \end{array}$ | $\begin{array}{r} 38.9 \\ 7.2 \\ 15.6 \\ 15.0 \end{array}$ | $\begin{aligned} & 48.4 \\ & 11.8 \\ & 21.1 \\ & 15.5 \end{aligned}$ | $\begin{array}{r} 34.3 \\ 9.6 \\ 12.9 \\ 11.8 \end{array}$ | 100.0 94.7 82.9 81.3 | 11.2 10.6 18.7 19.4 | 43.4 12.4 21.6 22.2 | 38.9 8.1 18.8 19.3 | $\begin{aligned} & 48.4 \\ & 18.8 \\ & 21.3 \\ & 17.7 \end{aligned}$ | $\begin{aligned} & 34.3 \\ & 10.4 \\ & 14.4 \\ & 18.5 \end{aligned}$ |
| Personnel expenses | 12.2 | 2.1 | 8.5 | 13.2 | 23.3 | 69.3 | 17.7 | 7.6 | 19.3 | 13.5 | 23.4 |
| Finenciel expenses Interest \& bank charges Professiona! fees | 3.5 2.7 0.8 | 3.1 2.2 0.8 | 2.0 1.2 0.8 | 4.1 3.2 0.9 | 4.9 4.2 0.7 | 82.4 73.1 56.9 | 4.2 3.7 1.4 | 5.5 4.0 6.8 | $\begin{aligned} & 2.8 \\ & 2.8 \\ & 1.5 \end{aligned}$ | 4.5 3.7 1.3 | 4.9 4.5 0.8 |
| Other expenses | 27.2 | 29.9 | 31.6 | 18.4 | 29.4 | 100.0 | 27.2 | 29.9 | 31.6 | 18.4 | 29.4 |
| Profit (loss) | 15.3 | 21.6 | 19.0 | 15.9 | 8.1 | 100.0 | 15.9 | 21.8 | 19.0 | 15.9 | 8.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | * . | . $\cdot$ | . . |

## Symbols

rero or no observations

- too smili :oo be expressed

AOP oplicate

- confidential


## Footnores

(1) These espimeses epe besed on semple of businesses reporting sales between \$25.000 end $\mathbf{\$ 2 . 0 0 0 . 0 0 0 . ~}$

(3) Veiue in each cells $\frac{\text { Total wighted expendipure on given ifem }}{\text { Total wignted sales of businesses peporting this item of expenditurex }}$ for autile

This ooftion of the table pertoins only to the businesses reporting the specilic expense item. Therelore these retios ert celculated individuslly and the toisl will not necesserily equat 100 z

## Mores

Dotb ere shown ty quertiles when 1 less $\dagger 3$ of she sampled ousinesses report the specitic item
Recoros were renked in escending opder eccording to seles siz. Esch quartile li. bottom 25\%. Iower middle 25\%. etc. Pepresents one querter of the tofil number of businesses. Within exch quartile, the everge ratio is presented. por comparison purposes. the high and 1 cm velues of sales tere shown.

## Now to use the tables


(2) The selected renge will indicmte the proptr quertile. i.e. the bottom 25\%. the lower midde 25\%. the upper middl 25\% or the top 258.
(3) Dete pertioning to the sticted sales size range will be in thet quertile.

Stenderd Induterisl Clessificetion Definitien (SIC 1880):
SIE 4564 - Ory Bulk materiels Tructing Industry
Businesses orimarily engaged in ponsporsing. usublty by dump-trucks. such dry butk materials es cement, filf, sand eno oebris including snow. Incluoe are businesses. engaged in the dry materials bulk hopper pruck service. dry Dulk fruck transporting service. ory chemicals bulk tank truck service, dump qruck transporting service lfill, sand. debris). snow haling truck sarvice and dry Dulk tank truck
fransporting service

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

|  | Toial(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Low ! $\text { middie } 25 \%$ | UDDe: $\text { midele } 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( 5000 's) | 57 $(1)$ (1) | 11 65 | $\begin{array}{r} 65 \\ 155 \end{array}$ | 155 275 | 279 111 |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 27 |  |  | 19 | 70 |
| Accounts and notes receivable Inventory | 27 | 1 | 13 | 19 | 70 |
| Other curtent sssets | 36 | 2 | 19 | 24 | 95 |
| Total current smets | 63 | 4 | 32 | 43 | 165 |
| Fixed assets | 128 | 41 | 63 | 109 | 280 |
| Less: Accum. deo. on fixed ussets | - | 3 | 7 | - | 42 |
| Other assets | 13 | 3 | 7 | - | 42 |
| Total esest | 204 | 47 | 103 | 153 | 487 |
| Lisbillies end equity - |  |  |  |  |  |
| Current loans | 13 | 4 | ${ }^{8}$ | 31 | 40 |
| Other current liabilities | 47 | 13 | 24 33 | 31 31 | 118 158 |
| Total current lisbilities Mortgages Dayable | 60 | 13 | 33 | 31 | 158 |
| Long term debt | 2 | - | - | 2 | 5 |
| Other limbilities | 66 | 35 | 46 | 69 | 106 |
| Total limbilities Total equity | 128 76 | 48 | 78 24 | 102 50 | 268 |

(i) Ihese esfintes pe besed on semple of businesses reporing seles betwen $\$ 25.000$ ond $\$ 2.000,000$.

See lable f for symbols and notes

TABLE 3. Ftnanciai ratios(i) for incorporated businesses only, 1987
Quebec. Dry sulk Materisis Trucking Indutery (SIC 4564)

|  | Totel(2) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper middle 25x | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) <br> High sales value ( $5000^{\circ}$ s) | $\begin{aligned} & 57 \\ & (1) \\ & (1) \end{aligned}$ | 11 85 | $\begin{array}{r}65 \\ 155 \\ \hline\end{array}$ | 155 279 | 279 (1) |
|  | Averse |  |  |  |  |
| Liquidity retio Currant ratio (times) | 1.0 | 0.3 | 1.0 | 1.1 | 1.0 |
| Leverage retios <br> Debt/equity reio (times) <br> Interest coverage ratio (times) <br> Dabe ratio (times) | 1.7 3.9 0.6 | $\begin{array}{r} -108.1 \\ 1.7 \\ 1.0 \end{array}$ | 3.3 3.6 0.8 | 2.0 3.0 0.7 | 1.2 4.9 0.6 |

(t) The retios represent the everage of retios for each business in the group and cannot be calculeted from the figures shown in inble 2 .
(2) These setintes ort besed on semple of businesses reporting seles between 525,000 and $52,000,000$.

Set Totel 1 for symbols and noter

## Befinitions:

T. Liquidisy retio:

Current = current assets / current lisbilitios.
2. Leversge fitios:
a) Dobifecuiqy = rotal lisbilities / equity.

01 Depr ratio $=$ total 1 atilities fotal assets
cl Interest coverage : net profit - interest expense / inferest expense.

TABLE 4. Statement of changes in financial position for incorporated businessets only. 1987
Quebec, Dry Bulk Mazerials Trucking Industry (SIC 4564)

|  | Total(1) | B0t 10 m $25 \%$ | $\begin{aligned} & \text { Lowel } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { UDCE } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susifiesses it sample (No. Low sales value (\$UOC's) High saies value ( $\$ 000$ s) | $\begin{aligned} & 36 \\ & (1) \\ & (1) \end{aligned}$ | $11\}$ | 131 190 | $\begin{array}{r} 190 \\ 456 \end{array}$ | $\begin{aligned} & 456 \\ & 11) \end{aligned}$ |
|  | Average ( 8000 's) |  |  |  |  |
| Operating activities Cash from oderations Depieciation Dther | $\begin{array}{r} 35 \\ 29 \end{array}$ | $\begin{array}{r} 13 \\ 10 \\ -8 \end{array}$ | $\begin{array}{r} 17 \\ 13 \\ -7 \end{array}$ | $\begin{array}{r} 42 \\ 26 \\ -7 \end{array}$ | 65 65 -8 |
| Dividends | $-4$ | - | -3 | -8 | -3 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 13 \\ -57 \\ -2 \\ \hline \end{array}$ | 8 -5 - | -18 | 5 -56 - | $\begin{array}{r} 34 \\ -145 \\ -9 \end{array}$ |
| Finmeing ectivities <br> Increse in lang term debt Repoyment of tang term debt <br> Loms from shareholders <br> Repayment of loans fiom shareholders <br> Advances \& ioans fiom government <br> Incresse in equily <br> Decresse in equity <br> Dther | $\begin{array}{r} 34 \\ -34 \\ 2 \\ -6 \\ - \\ - \\ \hline 1 \end{array}$ | $\begin{array}{r}-12 \\ - \\ -2 \\ - \\ \hline \\ \hline\end{array}$ | 14 -18 1 | $\begin{array}{r}45 \\ -38 \\ 2 \\ -4 \\ \hline\end{array}$ | $\begin{array}{r} 73 \\ -67 \\ 4 \\ -19 \\ 1 \\ 2 \\ - \\ 3 \end{array}$ |
| Increase(decrasel in cash 8 equivalents Cosh of equivelents-Beginming of the yeer Cash equivalents - End of the yent | 3 3 7 | 6 17 24 | 1 -8 -4 | 7 | -5 6 1 |

111 These estimates ar based an sample of incorporated businesses redorting seles detween $\mathbf{3 2 5 . 0 0 0}$ and \$2.000.000. Semple count includes
only those Dusinesses eporiting a sibtement of changes.
See isbie i for symbols and notes
TABLE 5. Employment enanges by size of business, 1984-1987 based on SIC classification in 1987
Quebec. Truck Transport Industries (SIC 456)

| Business size expressed in everage labour units(1) | Number of businesses | $\begin{array}{r} \text { Totel } 0 \text { orroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No Ionge: reporing(3) |
| 1984 |  |  |  |  |  |
| Totel | 3.728 | 536.187 | 25.214 | 847 | 804 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.470 \\ 188 \\ 51 \\ 19 \end{array}$ | $\begin{aligned} & 165.062 \\ & 137.265 \\ & 111.243 \\ & 122.917 \end{aligned}$ | $\begin{aligned} & 7.586 \\ & 6.409 \\ & 5.171 \\ & 5.056 \end{aligned}$ | $\begin{array}{r} 82 \\ 18 \\ 6 \\ 1 \end{array}$ | $\begin{array}{r} 585 \\ 14 \\ 3 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 5.057 | 669.746 | 27.641 | 1.190 | - . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 4.789 203 47 18 | $\begin{aligned} & 240.473 \\ & 166.685 \\ & 110.696 \\ & 151.914 \end{aligned}$ | $\begin{aligned} & 9.709 \\ & 6.788 \\ & 4.635 \\ & 6.509 \end{aligned}$ | $\begin{array}{r} 1.165 \\ 21 \\ 4 \end{array}$ | $\square$ $\cdots$ $\cdots$ |

[^14]"Newly reporting" and "no longer peporting" Dusthesses are assumed to have Deen in acsivity for six months and the information is -djusteo accoloingly.

Sen isble fot symbols and notes

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

|  |  |  |  |
| :--- | :--- | :--- | :--- |
|  |  | Bot |  |

1987

(11) These estimates are besed on sample of businesses reporting salus beiween $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$

See rable for symbols and notes

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

|  | Total(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lowe:midde 25: |  | Usoe: midale 25: |  |  | $\begin{aligned} & 105 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (No. Low soles value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 104 \\ & \{11 \\ & 11 \end{aligned}$ |  | 19 85 |  | 65 117 |  | 117 29 |  |  |  |
| Selecter expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reparting } \end{aligned}$ | Reporting businesses only i |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } 8 \\ 25 \% \end{array}$ | Upoer midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 2.7 |  | 2.6 | - | 8.2 | 9.3 | 29.8 | - | 24.1 | - | 31.9 |
| Occupaney expenses | 33.6 12.1 | 34.8 16.2 | 39.4 12.4 | 36.9 12.8 | 23.2 7.6 | 98.1 97.8 | 34.2 12.4 | 38.1 17.7 | 39.4 12.4 | 36.9 12.8 | 23.2 |
| Repairs \& meintenance | 18.8 | 18.4 | 24.8 | 21.9 | 11.9 | 87.4 | 21.5 | 21.4 | 27.8 | 21.9 | 14.4 |
| Hest, light 8 telephone | 0.4 | 0.3 | 0.5 | 0.4 | 0.4 | 68.0 | 0.6 | 0.8 | 0.6 | 0.5 | 0.6 |
| Rent 1 dit | 2.2 | 2.0 | 1.7 | 1.9 | 3.3 | 46.3 | 4.8 | 7.1 | 4.2 | 2.9 | 6.8 |
| Personne! expenses | 13.2 | 3.1 | 10.0 | 16.9 | 21.5 | 69.6 | 19.0 | 19.2 | 14.6 | 17.5 | 23.8 |
| Finsencisl expenses | 3.9 | 3.6 | 5.1 | 3. 6 | 3.0 | 97.8 | 3.9 | 4.0 | 5.1 | 3.6 | 3.0 |
| Interes: B bank charges Professional fees | 3.3 0.6 | 3.6 | 4.3 0.9 | 3.1 0.6 | 2.2 0.8 | 92.9 86.6 | 3.5 0.8 | 4.0 | 4.7 | 3.1 0.7 | 2.4 0.8 |
| Other expenses | 36.1 | 43.9 | 37.3 | 30.0 | 34.3 | 100.0 | 36.1 | 43.9 | 37.3 | 30.0 | 34.3 |
| Profit (loss) | 10.5 | 14.5 | 5.6 | 12.5 | 9.8 | 99.7 | 10.5 | 14.5 | 5.6 | 12.5 | 9.9 |
| Total | 100.0 | \$00.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | ... | ... | . . . | ... |

## Syabol:

- zero or no observarions
- too smell too be expresseo
... not applicade
- confidentisl

Footnotes
(11 These estimetes ere bssed on semple of businesses popoining ssles between $\$ 25,000$ and $\$ 2.000,000$.
2) Value Tosol weighte expenditure on given item

Total weignteo sales of sif businesses in the sample $x$ for for gatile.
(3) Value in each cell Totel weighted expenditure on b piven isem

This portion of the tablertains only to the businesses reporing the specific oxpense itom. Therefore these ratios ore calculated individually and the total will not necesserily equel 100 x

Motes
Dato ere shown by quartiles when Et lebs 13 of the sombled businesses raport the specific item
 one querter of the tossl number of businessis. Hithin esch quartile, the aversge potio is presented. For comparison purposes. the high and low values of sales ar shown

How to use the fables

2) The selected renge will indicete the proper quartile. i. e. the botion 25\%. the tower nidde 25\%. the upper middie 25\% or the $10025 \%$
(3) Dots perteining io qhe selected soles size renge will be in thet quertile

Stenderd Industris| Clestifiction Definition (SIC 1980):
S1C 4565 - Forest Producis Trueking industry
Businesses primeriby engaged in iransporting pulpwood, wood chips and saw-logs whether or not specialized equipment is used. Included ore businesses engaged ir the log nauling trucking service. lumber meuling riuck service. timber hauling truck service ond the wood chips truck hauling service.

TABLE 2. Baiance sheet profile for incorporited businesses only, 1987
Quebec, Forest Products Trucking Industry (SIC 4565)

|  | Tota (1) | Bot tom | $\begin{aligned} & \text { Lomer } \\ & \text { middle } 25 \% \end{aligned}$ | Under middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vaiue (\$000's) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}72 \\ (1)\end{array}\right.$ | $11)$ 137 | $\begin{array}{r} 137 \\ 293 \end{array}$ | 293 463 | $\begin{aligned} & 463 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 24 | 1 | 15 | 21 | 56 |
| Inventory | - | - | - | - | - |
| Other current assets | 54 | 5 | 23 | 120 | 66 |
| Total current assets | 78 | 7 | 37 | 141 | 122 |
| Fixed assets | 149 | 46 | 118 | 135 | 294 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 25 | 13 | 1 | 36 | 46 |
| Total asseta | 252 | 85 | 156 | 312 | 463 |
| Liebilities and equity |  |  |  |  |  |
| Current loans Other current lisbilities | 10 69 | 22 | 4 ${ }^{3}$ | 75 | 24 136 |
| Total current liabilities | 78 | 26 | 42 | 82 | 160 |
| Mor ${ }^{\text {gages payable }}$ | - | - | - | - | - |
| Long term debt | 3 | - | 2 | 2 | 6 |
| Other liabilities | 56 | 15 | 50 | 44 | 113 |
| Total lisbilities | 137 |  | 95 | 128 |  |
| Total equity | 115 | 25 | 62 | 184 | 183 |

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

See iable 1 for symbols and notes.

TABLE 3. Financial rettos(1) for incorporeted businesses only, 1987
Quebec, Forest Products Trucking Industry (SIC 4565)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe r $\text { middle } 25 \%$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low ssios value $(\$ 000$ 's High sales value ( $\$ 0000^{\prime}$ s) | ( $\begin{aligned} & 72 \\ & 11\end{aligned}$ | 11) 137 | 137 283 | 293 463 | 463 |
|  | Aversage |  |  |  |  |
| Liquidity retio <br> Cuprent iatio (times) | 1.0 | 0.3 | 0.9 | 1.7 | 0.8 |
| Leverage retios <br> Debtlequity ratio (times) <br> Interast coverage ratio (times) <br> Debi retio (times) | 1.2 5.6 0.5 | 1.6 2.2 0.6 | 1.5 8.6 0.6 | $\begin{aligned} & 0.7 \\ & 8.0 \\ & 0.4 \end{aligned}$ | 1.5 4.6 0.6 |

It The petios represent the everage of ratios for each business in the group and connot de celculated from the figures shown in fable 2 .
12 These estimetes are bused on semple of busimesses reporting seles between $\$ 25,000$ and $\$ 2.000 .000$.
See taple for symbols and notes.

Definitions:

1. Liquidity ratio:

Curpent $=$ current assets / current liabilities
2. Leverse pitios:
a) Dept/equisy = potal fiadilizies / equity
b) Debi raqio = coral liabiliries/ ropal assets
c) Interest coverage $=$ net profit - interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. igat
Quebec. Forest Products Trucking Industry (SIC 4565)

|  | Tota! (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe! middle 25\% | Uoder midole 25\% | $\begin{aligned} & \text { To5 } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$ 000$ 's) High stles vaive ( g 000 o 's) | $\begin{aligned} & 46 \\ & (!) \\ & 1!! \end{aligned}$ | $\begin{array}{r} 11 \\ 185 \end{array}$ | $\begin{aligned} & 185 \\ & 275 \end{aligned}$ | $\begin{aligned} & 275 \\ & 459 \end{aligned}$ | 459 11 |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash tram operations Dedreciation Other | $\begin{array}{r} 43 \\ 33 \\ -2 \end{array}$ | $\begin{array}{r} 17 \\ 13 \\ 9 \end{array}$ | $\begin{array}{r} 21 \\ 27 \\ 5 \end{array}$ | 67 30 -7 | $\begin{array}{r} 66 \\ 63 \\ -15 \end{array}$ |
| Dividends | -8 | - | -18 | -7 | -6 |
| Investment metivitios <br> Disposal of fixed essets Purchase of fixed assets lncrease in investment Decrease in investment | 19 -75 -10 5 | -77 | $\begin{array}{r}12 \\ -33 \\ \hline\end{array}$ | $\begin{array}{r} 7 \\ -76 \\ -15 \\ 2 \end{array}$ | $\begin{array}{r} 50 \\ -115 \\ -25 \\ 17 \end{array}$ |
| Financing ctivities <br> Increase in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Redayment of loans fram shareholders <br> Advances \& loans from government <br> Increese in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 35 \\ -36 \\ 2 \\ -9 \\ - \\ 3 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r}57 \\ -25 \\ - \\ - \\ \hline\end{array}$ | $\begin{array}{r}22 \\ -29 \\ -10 \\ \hline\end{array}$ | 10 -22 -1 - 12 -1 | $\begin{array}{r}53 \\ -70 \\ 9 \\ -23 \\ 9 \\ \hline-9 \\ \hline\end{array}$ |
| Increaseldecrese) in cash \& equivalents Cash s equivalents-Beginning of the year Cash \& quivalents - End of the year | -2 55 53 | 3 10 13 | $\begin{gathered} -4 \\ 14 \\ 10 \end{gathered}$ | $\begin{array}{r} -9 \\ 154 \\ 154 \end{array}$ | -4 35 31 |

 only those businesses reporting a statement of changes
see Toble 1 for symbals and noqes

TABLE 5. Employment changes by size of business. 198a-1987 besed on SIC claseification in ig87
Quebec. Truck Transport Industrles (SIC 456)


(1) Averege lobour un is are coleuloted by dividing total payrall by the average annual wege and salary pate as ieported in ihe Supvey of Employment. Payroll and Mours, 5tetistics Canads. Catalogur p2-002. An average labour unis could be inierpreted as a full-time employee Note thet the business size groups used ore determined or the Canade levet. Thus it obiness hes of leas? 500 employees in Canada as owhole but less than that number in ony given province it is shown in the 500 ond over group.
(2) Reters to businesses reporting no peypoll oeductions in the previous year.
(3) Refers to businesses reporting no peyroll deductions in the tollowing year
"Newly reporting" and no longer reporting" businesses are assumeg to heve been in scrivity for six months ard the intormation is adjusted accordingly

See rable 1 for symbols and notes

TABLE 6. Selected operating charactertstics of small businesses by sales quartile. 1985-1987 Quebec. Forest Products Trucking Industry (Sic 4555)


1985

| Number of observations in sample <br> Aversge soles $\$$ <br> Aversge expense $\$$ <br> Averge net profit (loss) \$ | $\begin{array}{r} 165 \\ 224.147 \\ 196.300 \\ 27.847 \end{array}$ | $\begin{array}{r} 46,004 \\ 39.803 \\ 6.201 \end{array}$ | $\begin{array}{r} 108.697 \\ 92.312 \\ 16.385 \end{array}$ | $\begin{array}{r} 187.276 \\ 155.625 \\ 31.651 \end{array}$ | $\begin{array}{r} 554.612 \\ 497.458 \\ 57.154 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businegses reporting eprofit (Mo.) <br> Averoge sties $\$$ <br> Aversoe expense s <br> Average net drofits | $\begin{array}{r} 156 \\ 215.653 \\ 186.178 \\ 29.475 \end{array}$ | $\begin{array}{r} 45.991 \\ 37.667 \\ 8.324 \end{array}$ | $\begin{array}{r} 108.904 \\ 92.114 \\ 16.790 \end{array}$ | $\begin{array}{r} 187.074 \\ 154.867 \\ 32.207 \end{array}$ | $\begin{array}{r} 520.642 \\ 460.062 \\ 60.580 \end{array}$ |
| Businesses reporting loss (Na.) <br> Average seles 5 <br> Aversoe expense $s$ <br> Average net loss \$ | $\begin{array}{r} 9 \\ 436.583 \\ 447.516 \\ -10.933 \end{array}$ | 46.099 <br> 55.186 <br> $-9.087$ | $\begin{array}{r} 100.130 \\ 100.522 \\ -392 \end{array}$ | $\begin{array}{r} 201,103 \\ 207.356 \\ -6.253 \end{array}$ | $\begin{array}{r} 1.399 .000 \\ 1.427 .000 \\ -28.000 \end{array}$ |
|  |  |  | 1985 |  |  |
| Wumber of observetions in sample <br> Average sales $\$$ <br> Average axpense $\$$ <br> Average net profit lloss) \$ | $\begin{array}{r} 123 \\ 187.520 \\ 173.062 \\ 14.458 \end{array}$ | $\begin{array}{r} 51.319 \\ 46.596 \\ 4.715 \end{array}$ | $\begin{array}{r} 109.215 \\ 98.798 \\ 14.417 \end{array}$ | $\begin{array}{r} 174.461 \\ 165.018 \\ 9.443 \end{array}$ | $\begin{array}{r} 415.091 \\ 385.837 \\ 29.254 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Aver age expense $\$$ <br> Average net profits | $\begin{array}{r} 106 \\ 174.643 \\ 153.160 \\ 29.483 \end{array}$ | $\begin{array}{r} 57.141 \\ 50.347 \\ 6.794 \end{array}$ | $\begin{array}{r} 109.579 \\ 94.034 \\ 15.537 \end{array}$ | $\begin{array}{r} 186.642 \\ 162.378 \\ 24.264 \end{array}$ | $\begin{array}{r} 345.217 \\ 305.879 \\ 39.338 \end{array}$ |
| Bueineses reporting loss (Mo.) <br> Average sales $\$$ <br> Averege expense \$ <br> Averege net loss \$ | $\begin{array}{r} 17 \\ 283.253 \\ 298.057 \\ -14.804 \end{array}$ | $\begin{aligned} & 30.540 \\ & 33.234 \\ & -2.694 \end{aligned}$ | $\begin{array}{r} 102.194 \\ 109.858 \\ -7.674 \end{array}$ | $\begin{aligned} & 153.692 \\ & 169.520 \\ & -15.828 \end{aligned}$ | $\begin{aligned} & 845.584 \\ & 879.605 \\ & -33.021 \end{aligned}$ |

1987


If These estimates ore besed on sample of businesses reporting sties between $\mathbf{8 2 5 , 0 0 0}$ and $82,000,000$
See lable 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. School Bus Opertions Industry (SIC 4573)

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

## Sybel:

- zero or mo obsurvations
- 100 small 100 de expressed
nos applicable
$\times$ confidential


## footnotes

(11) These estimates are baseo on sample of businesses reporting sglus betwean $\$ 25,000$ and $\$ 2.000 .000$

121 Value in each cel $=\frac{\text { total weighted expenditure on egiven item }}{\text { Total weighted sales of all businesses in the semple }} \times 100$ for eech gustile.

 individuelly and ine rotal will nop necessarily equat $100 \%$.

## Note

Data are shown oy quertiles when of lees? is of the sompled businesses report the specific item
Records were renked in escending order sccording to sales size. Each quartile li. botion 25\%. Iower midole 25\%, otc. pepresents one quarter of the total number of businesses. Within esh quartile. the overbge ratio is presentec. for comperison purposes. the high and low values of sales are shown

Now to ute the teblea
(1) Locate the appropriate seles renge thet is displayed on the two lines entitlad "tow sules value" and "high selos value"
(2) The selected range will indicete the proper quertile. i.e. the bottom 25\%. the lower midde 25\%, the upper midde 25x or the top $25 \%$
(3) Deta pertaining to the selected sales size range will be in thet quartile.

Standero Indusericl Clespificetion Definition (S1C 1880):
sic 4573 . School Bus Operations Industiry
Businesses primarily engaged in operating buses and other motor vehicles 10 pranspori pupils 10 and from school such os school bus services

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Quebec. School Bus Dperations Industry (SIC 4573)

| - | Total 11 ) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miodle } 25 \% \end{array}$ | $\begin{aligned} & \text { Upoe? } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ s) | $\begin{aligned} & 172 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{array}{r} 11\} \\ 126 \end{array}$ | $\begin{array}{r} 26 \\ 254 \end{array}$ | $\begin{aligned} & 264 \\ & 529 \end{aligned}$ | $\begin{aligned} & 529 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | 19 | 2 | $\stackrel{\square}{5}$ | 15 | 24 |
| Accounts and notes receivable | 12 | 2 | 5 | 15 | 24 |
| Other current assets | 75 | 41 | 47 | 66 | 143 |
| Total current essets | 87 | 43 | 52 | 81 | 168 |
| Fixed assets | 191 | 38 | 79 | 180 | 460 |
| Less: Accum. dep. on fixed assets | 38 | 3 | 22 | 50 | 76 |
| Other assets | 38 | 3 | 22 | 50 | 76 |
| Totel essets | 316 | 84 | 153 | 311 | 704 |
| Liebilities and equity |  |  |  |  |  |
| Current losns | 7 | 10 | 1 | 10 | 15 |
| Other current liabilities | 62 | 10 | 31 32 | 53 63 | 151 166 |
| Mortgages payable |  | , | 32 |  | - |
| Long term debt | 9 | 13 | 1 | 16 | 19 |
| Other lisbilities | 72 | 13 | 20 | 60 | 192 |
| Total liabilities Total equity | 150 186 | 23 | 53 100 | 140 172 | 377 327 |

(1) These estimetes are based on sample of businesses feporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$
see isble 1 for symols and notes.

TABLE 3. Financtai ratios(1) for ineorporated businesses only. 1987
Quebec. Sehool Bus Dperations Industry (SIC 4579)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\underset{\text { midol } 25 \%}{ }$ | $\begin{aligned} & \text { Upoer } \\ & \text { midol } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low soles volue ( $\$ 000$ 's) High seles velue ( $8000^{\prime}$ s) | $\left.\begin{array}{l} 172 \\ \{1 \\ 11 \end{array}\right\}$ | 111 126 | $\begin{aligned} & 126 \\ & 254 \end{aligned}$ | $\begin{aligned} & 284 \\ & 529 \end{aligned}$ | 529 (1) |
|  | Averoge |  |  |  |  |
| Liquidity ratio Curcent ratio (times) | 1.3 | 4.2 | 1.6 | 1.3 | 1.0 |
| ```Leverege retios Debt/equity ratio (times) Interest coverage rotio (times) Dobt ratio (times)``` | 0.9 5.5 0.5 | 0.4 3.5 0.3 | $\begin{aligned} & 0.5 \\ & 8.1 \\ & 0.3 \end{aligned}$ | 0.8 5.8 0.4 | 1.2 5.2 0.5 |

(II The retios reprasant the everage of retios for ach business in the group and cennot be calculated from the figures show in fable 2
(2) Phese estimetes er besed on smole of businesses reporing seles beiween $\mathbf{\$ 2 5 , 0 0 0}$ snd $\mathbf{2 2 , 0 0 0 , 0 0 0}$.

Ser lable ifor symools and noies.

Definisions:

1. Liquidity retio:

Current $=$ curtent asseis $/$ curtemt liabilipios.
2. Levernge raties:
a) Dept/equity $=$ sozal liabilizies / equipy
of Dect ratio = rotal liabilities / total assers
c) Interest coverage $=$ net profit - interesi expense / interest expense.

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

|  | Total 11 | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | awe: <br> miode 25". | Upde: midde 25: | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busimesses a sarale No. Low sales vaije SECC si Higt. sales vetue (\$000's) | $\begin{aligned} & 148 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11\} \\ & 126 \end{aligned}$ | $\begin{aligned} & 128 \\ & 264 \end{aligned}$ | $\begin{aligned} & 264 \\ & 522 \end{aligned}$ | 526 11 |
|  |  |  | Average (\$000 |  |  |
| Dperating activities <br> Cash fiom operations <br> Dapreciation <br> Other | $\begin{aligned} & 38 \\ & 38 \\ & -5 \end{aligned}$ | $\begin{array}{r} 13 \\ 9 \\ -17 \end{array}$ | $\begin{array}{r} 24 \\ 17 \\ -10 \end{array}$ | $\begin{array}{r} 37 \\ 38 \\ 1 \end{array}$ | 77 88 8 |
| Dividends | -8 | -1 | -5 | -13 | -13 |
| Investment activities <br> Disposal of fixeo assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 20 \\ -78 \\ -4 \\ 28 \end{array}$ | $\begin{array}{r} 23 \\ -16 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 15 \\ -24 \\ \hline \end{array}$ | $\begin{array}{r} 15 \\ -71 \\ -7 \\ -7 \end{array}$ | $\begin{array}{r} 26 \\ -197 \\ -7 \\ 6 \end{array}$ |
| Finencing ectivities <br> Increase ri long term deo <br> Repayment of long ierm debt <br> Loans from srachciders <br> Redaymen: of loans from shareholders <br> Advances \& loans from government <br> increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 46 \\ -38 \\ 4 \\ -19 \\ - \\ -3 \\ -3 \end{array}$ | $\begin{array}{r}9 \\ -13 \\ - \\ \hline- \\ \hline-1\end{array}$ | $\begin{array}{r} 9 \\ -11 \\ -22 \\ - \\ -3 \end{array}$ | $\begin{array}{r} 33 \\ -34 \\ 9 \\ -5 \\ - \\ 2 \\ -5 \end{array}$ | 131 <br> -98 <br> 5 <br> -17 <br>  <br> 3 <br> -4 <br> 1 |
| Incfease(decrease) in eash s equivalents Cash s equivalents-Beginning of the year Cast \& equivalents - End of the year | 2 55 57 | $\begin{array}{r} 7 \\ 29 \\ 35 \end{array}$ | $\begin{aligned} & -8 \\ & 54 \\ & 46 \end{aligned}$ | $\begin{array}{r} 1 \\ 47 \\ 48 \end{array}$ | 9 30 100 |

11 These esimates are based on a sample of incorporbied businesses reporting sales between $\$ 25.000$ anc $\$ 2.000 .000$. Sample count incluoes only those ousinesses reporiing statement of changes.
see toble ifor symbols and noies.

TABLE 5. Employment changes by size of business. 1984-1987 based on SiC ciassification in 1987
Quebec. School Bus Operations Industry (SIC 4573)


III Average labous units are calculated by dividing total paypoll by the average onnul wage and salary rote os roported in the surver of Emploument. Payroll and Hours. Siatis? cs Canda. Catalogle $92 \cdot 002$ an averape abour unit could be interpreteo as a
 500 employees in Canaca as a whole Dut less thar that number in any given province it is shown in the 500 and over group
(2) Refers tc businesses reporting no payroll deductions in the previous year.
(3) Refers tc Dusiresses reporting no payroll deductions in the followirg year
"Newly cepor:ing" and "ro forger reporting" ousinesses are assumed to hove been in activity for six months and the information is adjustec accorcirgiv

See Table 1 for symmols and notes.

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. 1985-i987
Quebec. School Bus Operations Industry (Sic 4573)

|  | Total(1) | Bot 10 m $25 \%$ | Lower middele 25\% | Uppe: middle 25: | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in smple <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 125 \\ 219.530 \\ 192.499 \\ 27.031 \end{array}$ | $\begin{aligned} & 32.186 \\ & 20.879 \\ & 11.307 \end{aligned}$ | $\begin{aligned} & 77.129 \\ & 62.919 \\ & 14.210 \end{aligned}$ | $\begin{array}{r} 184.969 \\ 164.337 \\ 20.632 \end{array}$ | $\begin{array}{r} 583.835 \\ 521.860 \\ 61.975 \end{array}$ |
| ```Businesses reporting profit (No.) Avorage sales $ Average expense $ Average neq profits``` | $\begin{array}{r} 119 \\ 220.116 \\ 192.317 \\ 27.799 \end{array}$ | $\begin{aligned} & 39.824 \\ & 19.849 \\ & 11.975 \end{aligned}$ | $\begin{aligned} & 79.834 \\ & 63.223 \\ & 16.614 \end{aligned}$ | $\begin{array}{r} 184.369 \\ 184.397 \\ 20.632 \end{array}$ | $\begin{array}{r} 583.835 \\ 521.850 \\ 61.975 \end{array}$ |
| Businesses reporting aloss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 6 \\ 48.301 \\ 52.679 \\ -4.378 \end{array}$ | $\begin{array}{r} 40.606 \\ 44.813 \\ -4.207 \end{array}$ | $\begin{aligned} & 55.995 \\ & 60.544 \\ & -4.549 \end{aligned}$ | - | - |

1986

| Number of observations in smple <br> Average sales \$ <br> Average expense \% <br> Average net protiq (loss) \$ | $\begin{array}{r} 75 \\ 226.281 \\ 194.565 \\ 31.698 \end{array}$ | $\begin{aligned} & 33.407 \\ & 22.081 \\ & 19.328 \end{aligned}$ | $\begin{aligned} & 75.271 \\ & 57.271 \\ & 18.000 \end{aligned}$ | $\begin{array}{r} 222.431 \\ 196.015 \\ 26.416 \end{array}$ | $\begin{array}{r} 573.933 \\ 502.893 \\ 71.040 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average nei probit $\$$ | $\begin{array}{r} 73 \\ 224.059 \\ 191.197 \\ 32.942 \end{array}$ | $\begin{aligned} & 33.407 \\ & 22.081 \\ & 11.326 \end{aligned}$ | $\begin{aligned} & 75.482 \\ & 57.233 \\ & 18.249 \end{aligned}$ | $\begin{array}{r} 213.412 \\ 182.261 \\ 31.151 \end{array}$ | $\begin{array}{r} 573.933 \\ 502.893 \\ 71.040 \end{array}$ |
| Businesses eporting lose (mo.) <br> Averoge soles \$ <br> Average expense $\$$ <br> Averape net loss $\$$ | $\begin{array}{r} 2 \\ 178.798 \\ 182.474 \\ -5.878 \end{array}$ | - | $\begin{array}{r} 59.760 \\ 60.044 \\ -284 \end{array}$ | $\begin{aligned} & 293.835 \\ & 304.904 \\ & -11.069 \end{aligned}$ | - |

1987

| Wumber of observations in smmple | 197 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 283.022 | 38.612 | 93.620 | 229.389 | 770.468 |
| Average expense \$ | 251.987 | 28.196 | 81.155 | 201.025 | 697.570 |
| Average net profiq (loss) \$ | 31.035 | 10.416 | 12.465 | 28.364 | 72.898 |
| Businesses reporting profit (No.) | 180 |  |  |  |  |
| Average sales \$ | 280.950 | 37.220 | 94.532 | 229,799 | 762.289 |
| Average exdense \$ | 246.475 | 25.000 | 79.022 | 201.244 | 680.634 |
| Average net profit \$ | 34.485 | 12.220 | 15.510 | 28.555 | 81.855 |
| Businesses reporting loss (Mo.) | 17 |  |  |  |  |
| Average soles \$ | 293.227 | 47.424 | 87.478 | 167.127 | 870.880 |
| Average expense $\$$ | 304.312 | 48.423 | 95.514 | 167.823 | 905.486 |
| Average net loss 5 | -11.085 | -999 | -8.036 | -696 | -34.606 |

(1) These estimetes are Dased on sample of businesses reporing sales detween $\$ 25.000$ and $\$ 2,000,000$.

See rable 9 for symbols and nases

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


| Selected expense item | Inoustry average 2 ) |  |  |  |  | $\begin{aligned} & \text { \% Dus, } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses oniy (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer midd! 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+90 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upde: middl 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle expenses | 27.2 | - | -- | -- | -- | 93.8 | 28.9 | -- | - | -- | -- |
| Depreciation | 6.3 | -- | - | -- | - | 68.3 | 9.2 | - | -- | -- |  |
| Repairs \& maintenance | 10.6 | - | -- | -- | - | 63.3 | 16.8 | -- | -- | - | -- |
| Fuel expense | 10.2 | -- | - | - | -- | 61.6 | 16.6 | -- | -- | -- | -- |
| Personnel expenses | 9.9 | -- | -- | -- | -- | 49.8 | 19.8 | -- | -- | -- | -* |
| Financial expenses | 9.9 | -- | -- | - | -- | 56.2 | 3.4 | -- | -- | -- | -- |
| Interest 8 pank charges protess onal fees | 1.4 0.5 | -- | -- |  | -- | 47.1 | 3.0 | -- |  |  | -- |
| Pratess onal lees | 0.5 | -- | -- |  | -- | 47.1 |  | -- | -- |  | -- |
| Other expenses | 10.8 | -- | -- | - | -- | 100.0 | 40.8 | -- | - | - | -- |
| Profit (loss) | 20.2 | -- | -- | -- | -- | 99.8 | 20.3 | -- | -- | -- | -- |
| Tote | 100.0 | -- | -- | -- | -* | 100.0 |  | -- | -* | -- | -- |

## Symole

cero or no odserveirons
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## Footnotes

111 Thest estimases ert basto on sample of businesses peporiing seiss beiwen $\mathbf{2 5} 2.000$ end $\$ 2.000 .000$
(2) Value in each cell $=\frac{\text { Total weighted expendique on given iqum }}{\text { lotal weighted seles of all businesses in the somple }}$, for ach quatile
131 Volue in mach cell $=\frac{\text { lopal weighied expendipure on given item }}{\text { lotal wighted sales of Dusinesses reporting this item of expenditure }}$ for each quertile.

$$
\text { This porion of the table pertains only } 20 \text { the businesses reporing the specific expense iqum. Therefore these retios er colculted }
$$ incividually and the cotel wili not necessarily equal $100 \%$

## motes

Deta are shown by quartiles when at least 13 of the sampled businesses report the specilic iten.
 one quartel of the sozal number of Dusinesses. hithin each quertilo. the overoge ptio is presenteo for comparison ourposes. the high and low values of sales are shown

## How to use the tabios

Il Locste the aporoppiste sales range qhot is displaym on the two lines ontiqleg low soles value" and ohigh sales voluem
2) The selected range will indicse the proper quertile. i. e. the botton 25\%. 2he lower miode 25\%, the upper middiat 25\% the pop 25\%
(3) Dation dertaining to the selected seles sizeronge will be in thet quaplile

## Stenderd Industrisl Cleseificetion Definition (SIC 1980):

## 5IC 4581 = Taxicto Industry

8usinessas primarily engaged in providing passenger qransportation by auqomobiles not oper aled on pegular schedules or beiwen fixeo lepmingls Taxicet fleet owners and organizbions are included cegardless of whether drivers are hired. rent their cabs of are otherwist compensared Also included are those who own and operafe theip own taxicabs taxi dispatching services. road motor vehicle taxi services anc taxicat services are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Taxicob Industry (SIC 4581)

|  | To:a111) | $\begin{array}{r} \text { Bot } 10 \% \\ 25 \% \end{array}$ | Lome? $\text { m.00le } 25 \%$ | Uppe: $\text { middle } 25$ | 100 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samale ! Nc. Low sales vaile ( $\$ 000$ s) High sales value ( $\$ 00 C^{\prime}$ s) | 19 19 19 | -- | -- | -- |  |
|  |  |  | verage (\$000 |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | $\cdots$ | -- |
| Accounts and notes recelvabie | 12 | -- | -- |  |  |
| Inventory | - |  |  |  |  |
| Other curtent ossets | 27 | -- | -* |  |  |
| Total curient ossets | 39 | -- | -- | -- |  |
| Fixed assets | 33 | - | -- | "- |  |
| less: Accum. deo. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 28 | -* | -- | - |  |
| Total esaets | 100 | -- | -- | -- | ** |
| Libilities and equity |  | -- | -- | -- | -- |
| Current loans Other current lisbilities | 23 | - | -- | -- | -- |
| Total current liabiliqies | 27 | - | - | -* |  |
| Mcrtgages Dayable | - | - | -- | -- |  |
| Long term deb: | $\bar{\square}$ | -- | -- |  | -- |
| Other I abi! pies | 8 | -- | - |  |  |
| Total lisbilities Total equity | 35 65 | -- | -- | -- | -- |

(it) These estimates are pased on sample of businesses reporing sites deqween \$25.000 and \$2,000,000.
Ser Table for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Taxicab Industry (SIC 4581)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe r <br> nidde 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) Low sales value (\$000's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 19 \\ & 111 \\ & 111 \end{aligned}$ | - | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.4 | -* | -- | - - | -- |
| Leverege ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt potio (times) | $\begin{aligned} & 0.5 \\ & 6.0 \\ & 0.3 \end{aligned}$ | -- | =- | -- | -- |

(1) The rotios represent the berege of fotios lop each business in the group and cannot be celculated foom the figures shown in toble 2 .
(2) These estimetes re besed on sample of businesses pepopiing seles between 525,000 sno \$2.000,000

See iable 1 for symools and notes

Oefinitions:

1. Liquidity retio:

Cupren: = current assets / curren: labolitres
2. levernge retios:
a) Dets/equity $=$ potal 1 atsilities / equity
a) Depe ratio = total 1 , abilities / total asseis
c) Inierest coverage $=$ net profit - ipterest expense $/$ inseres? expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Taxicab Industry (SIC 4581)

|  | Tetal(1) | $\begin{array}{r} 30 t+0 m \\ 25 \% \end{array}$ | Lowe? midaie $25 \%$ | Upper <br> midde 25\% | $\begin{aligned} & \text { Tep } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nesses in sample (No.) Lom saces value 15200 si High sales value $(\$ 000$ s) | $(1)^{2}$ | -- | $\cdots$ | -- | -- |
|  | Avetage (\$000's) |  |  |  |  |
| Dperating ectivities Cash fion operaitons Dedinciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Dividends | $X$ | -- | -- | -- | -* |
| Invertment activities Disposal of fixed assets Purchase of lixed assets Increase in investment Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | - $=$ | -- |
| Finencing ectivities <br> Increase in long term debt <br> Recayment of long term debt <br> Loans from shareholders <br> Repayment of loans fiom shareholders <br> advances \& loans fiom government <br> lncrease in equ ty <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | =- | -- | -- | -- |
| Increase\{decresse) in cash s equivelents Cash 8 equivalents-Beginning of the your Cest \& equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

(11) These estimates are basec or samplof incorporated Dusinesses reporting sales betweer $\$ 25.000$ and $\$ 2.000 .000$. Semple count incluoes only those Dusinesses repor:ing statement of changes.
See iable ifor symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987 Quebec. Taxicab Industry (SIC 4581)

| Business size expessed in average lobour units ll) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \mathrm{~s}) \end{array}$ | Average labour units!! | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly toporting (2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 482 | 10.968 | 875 | 132 | 37 |
| less than 20 $20-99$ | 478 | 9.120 1.848 | $\begin{array}{r} 728 \\ 147 \end{array}$ | 132 | $35$ |
| 1987 |  |  |  |  |  |
| Totel | 491 | 12.566 | 921 | 121 | - . |
| less than 20 | 487 | 10.711 | 785 | 121 | . . |
| 20-99 | 4 | 1.855 | 136 | - | . . |
| 100-499 | - |  | - | - | . . |
| 500 and over | - | - | - | - | $\ldots$ |

[^15]"Mew y repor 1ing" arc "no longer repolting" businesses are assumed to have been in activity for six months and fhe information is acjus:ec accoroingly.

See table 1 for symbols and nozes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Taxicab industry (Sic 45B1)

|  | To:al\{1\} | Botiom 25\% | Lowe? middle 25\% | Upoe: $\text { middle } 25^{\circ}$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample |  |  |  |  |  |
| Average sales ${ }^{\text {average expense } \$}$ | 4.808 | 25.571 | 27.901 |  | 93.058 |
| Average net Diolit (10ss) \$ | 37.326 7.482 | 17.355 8.316 | 20.638 | 28.095 4.506 | 83.218 9.840 |
| Businesses reporting profit (Mo.) | 97 |  |  |  |  |
| Average sales $\$$ | 46.594 | 25.659 | 27.901 | 32.731 | 100.088 |
| Aversge expense \$ | 37.283 | 16.781 | 20.634 | 23.625 | 88.092 |
| Average net profit \$ | 9.311 | 8.895 | 7.25 ? | 9.105 | 11.995 |
| Businesses reporting loss (Wo.) | 8 |  |  |  |  |
| Average sales $\$$ | 35.320 | 26.000 | - | 32.394 | 50.565 |
| Average exoense \$ | 40.123 | 31.387 |  | 35.224 | 53.757 |
| Average net loss \$ | -3.803 | -5.387 | - | -2.830 | -3.192 |

1986

| Number of observations in sample <br> Average sales $\$$ <br> Average exdense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 55 \\ 73.689 \\ 65.867 \\ 9.822 \end{array}$ | $\begin{array}{r} 25.840 \\ 19.583 \\ 6.257 \end{array}$ | $\begin{array}{r} 28.631 \\ 22.739 \\ 5.892 \end{array}$ | $\begin{array}{r} 38.358 \\ 30.025 \\ 0.933 \end{array}$ | $\begin{array}{r} 201.325 \\ 199.122 \\ 10.203 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Ho.) <br> Average sales $s$ <br> Aversge expense $\$$ <br> Average ne: prolit $\$$ | $\begin{array}{r} 67 \\ 70.574 \\ 81.121 \\ 9.453 \end{array}$ | $\begin{array}{r} 25.756 \\ 18.159 \\ 7.597 \end{array}$ | $\begin{array}{r} 28.676 \\ 20.880 \\ 7.796 \end{array}$ | $\begin{array}{r} 37.822 \\ 27.784 \\ 9.838 \end{array}$ | $\begin{array}{r} 190.243 \\ 177.850 \\ 12.583 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales <br>  <br> Averoge net loss \$ | $\begin{array}{r} 8 \\ 99.308 \\ 102.866 \\ -3.558 \end{array}$ | $\begin{array}{r} 28.240 \\ 26,348 \\ -108 \end{array}$ | $\begin{aligned} & 28.400 \\ & 32.123 \\ & -3.723 \end{aligned}$ | $\begin{aligned} & 55,342 \\ & 57.502 \\ & -2,180 \end{aligned}$ | $\begin{array}{r} 287.250 \\ 295.492 \\ -8.242 \end{array}$ |

1987

(1) These estimates are based on semple of businesses reporqing seles derween 525,000 and 52,000,000.

See table 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec, Postal Service Industry (SIC 4841)

|  | iot | +! 1 ! |  | $\begin{array}{r} \text { EOtrom } \\ 25 \% \end{array}$ | Lower$\text { midde } 25:$ |  | Uppe <br> middle 25: |  |  | $\begin{aligned} & \text { iot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value $\$ 000$ s High sales vaiue $\$ 000$ 's | $\begin{array}{r} 6 \\ (1) \\ 11 \end{array}$ |  |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average (2) |  |  |  | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only 31 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } \div \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UDDer } \\ \text { middle } \\ 25 \% \end{array}$ |  |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Perceri of sales |  |  |  |  |  | Percent of sates |  |  |  |  |
| Cost of sales | - | -- | -- | -- | -- | - |  | -- | - | -- | - |
| Occupency expenses | 18.8 | -- | -- | -- | -- | 100.0 | 18.8 | -- | -- | -- | -- |
| Depreciation | 4.2 | - | -- |  | -- | 77.3 | 5.4 | -- | -- | - | - |
| Repairas maintenance | 5.2 | -- | -- | -- | -- | 54.4 | 9.5 | -- | -- | -* | - |
| meat. I ighe s telephone | 5.3 | -- | -- | -- | -- | 75.6 | 7.0 | -- | -- | - | -- |
| Rent | 4.1 | -- | -- | -- | -- | 54.4 | 7.6 | -- | -- | -- | -* |
| Personnel expenses | 13.5 | -- | -- | -- | -- | 77.1 | 17.6 | -- | -- | -* | -- |
| Finencial expenses | 2.1 | -- | -- | -- | -- | 77.1 54.4 | 2.7 2.2 | - | -- | -- | -- |
| interest 8 bank charges Orotessional fees | 1.2 0.9 | -- | -- | -- | -- | 77.1 | 1.1 | -- | -- | -- | -- |
| Other expenses | 46.6 | -- | -- | -- | -- | 100.0 | 46.6 | -- | - | -- | -- |
| Profit (loss) | 19.0 | -- | -- | -- | -- | 100.0 | 19.0 | -- | -- | -- | -- |
| Total | 100.0 | -* | -- | -- | -- | 100.0 |  | -- | - | -- | -- |

## Sywols

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11 These est mates are based on sample of businesses reporing sales beiween $\$ 25,000$ and 82.000 .000
(2) Value in each cell $=\frac{\text { lolal weighted expendiure on given item }}{\text { lotal weighted sales of all businesses im the semple }} \times 100$ for och austile.


This portion of the table pertains only to the businesses peporting the specific expense pem. inerefore these prios are celculatec indiviousliy and the topel will not mecessarily equil $100 \%$

## Note:

Deto ore shown Dy duartiles wher at least 13 of the sampled businesses report the specific item
 one quarter of the rotai number of busingsses. Within each quartile, the average ratio is orestite. for comparison purposes, the high and low values of selas are shown

## Now to ute the tablet

(1) Locste the appropriate seles pange the is displayed on the two lines entitled atom sal valuen and whigh seles value
(2) The selecied renge will indicte she proper quartile, i. . the bottom 252, the lower midde 25\%. the upper hiode 25\% or the top 251
(3) Data pertaining to the selected sales size pange will be in theq quertile

Stenderd Industrie! Clastification Definition ISIC 1880):
SIC 484 - Ponial Service Industry
Gusinesses primprily engaged in operatimg postal service. In the main this incustry contains Dusinesses of the post office. Dut it also covers businesses lincluding ingividuals working or their own accound primarily engaged in cartying on one or more funct ons of
 mil service. pos: office dox service. contract post office operations government post office operations and rura! mail cartigr services

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Postal Service Industry (SIC 4841)

(1) These estimates are based on sample of Dusinesses reporiting sales between $\mathbf{3 2 5 , 0 0 0}$ ano 32,000,006

See Table i for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Postel Service industry (Sic 4841)


Il| The peios represent the berege of patios for fech business in the group and cannot be calculsted from the figures shown in fable 2 .
121 thest espimetes are besed on semple of businesses reporting sales beiween $\$ 25.000$ and $\$ 2.000 .000$.
See liale i for symbols and notes

## Definitions:

1. Liquidity retio:

Current = current assets / cuprent liobilities
2. Leverage retios:
a) Desefequiry $=$ total 1 atiliqies/equity
b) Deci rapio = toral liatilisies/ total asseis
cl Interest coverge : net profi * interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, igat
Quebec, Postal Service Industry (SIC 4841)


111 These estimates are dased on a sample of incorporarec dusinesses reporting sales between $\$ 25,000$ ond $\$ 2,000,000$. Sample count includes only inose Dusinesses reporting a stetement of changes
See ioble: 40 i symbots ano notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC clasification in i987
Quebec. Postal Servlce Industry (SIC 4841)

|  |  |  |  | Changes in num with pai | of businesses ployees. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business ize expressed in ovelage labour units(1) | Number of businesses | $\text { Total payroll } \begin{array}{r} \text { poll } \\ \$ 000 \end{array}$ | Average abou? units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting:2 } \end{array}$ | No longe? reoortingi3. |
| 1984 |  |  |  |  |  |
| Total | 101 | 413.239 | 15.833 | 20 | 12 |
| less than 20 | 100 | * | 81 | 20 | 12 |
| 20-99 | - | - | - | - |  |
| 100-499 <br> 500 and over | 1 | $\times$ | $15.75{ }^{-}$ | - | - |
| 1987 |  |  |  |  |  |
| Totel | 115 | 470.245 | 16.951 | 32 | . . |
| 105s than 20 | 114 | K | 113 | 32 | . . |
| 20-99 | - | - | - | - | $\cdots$ |
| 100-499 | - | - | - | - | . |
| 500 and over | 1 | X | 16.838 | - | . . |

(1) Average labour units ore calculated by dividing total Doypoll by the average bnnul wage and salary rate as reporsoo in the
 full-time amployee. Note that the business size groups used are determined ot the conode evel. ihus if ousiness has af leas? 500 employees in Canada as Ehole but less than that number in any given province it is shown in the 500 and over group
121 Reters 10 Dusinesses reporting no payroll deductions in the previous year
(3) Reters to Dusiresses repoting no payroll deductions in the following year.
*New y redrting" ano "no longer redorting" bus nesses are assumed so mave been in bctivity for six months and the informetion is a justec accorsingay

See fat: 1 for symbols ond noles

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Postal Service Industry (5IC 4841)

| - | To:a!il | $\begin{array}{r} \text { Bot } 90 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { m: dcie } 25_{5}^{\circ}$ | Uader $\text { midde } 25 \%$ | Toc 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |

1985

| Number of observations in sample <br> Average soles 8 <br> Aversge expense $\$$ <br> Average net profit (loss) \$ | 14 66.505 <br> 53.888 | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 12 |  |  |  |  |
| Average sales \$ | 65.944 | -- | -- | -- | -- |
| Average expense 5 | 50.932 | -- | -- |  | -- |
| Average net profit \$ | 15.012 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 2 |  |  |  |  |
| Average sales \$ | 137.073 | -- | -- | -- | -- |
| Average expense \$ | 148.484 |  | -- |  | -- |
| Average net loss \$ | -11.419 | -- | -- | - | -- |

1986

| Mumber of observations in sample | 14 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 64.196 | -- | *- | -- |  |  |
| Average expense 8 | 56.248 | -- | .- | -- |  | -- |
| Average net profit (loss) \$ | 7.948 | -- | - | -- |  | -- |
| Businesses reporting profit (Mo.) | 13 |  |  |  |  |  |
| Average sales \$ | 70.078 | -- | -- | -- | * | -- |
| Average expense \$ | 55.393 | -- | - | -- |  | -- |
| Average net profit 3 | 13.685 | -- | -- | -- |  | -- |
| Businesses reporting loss (No.) | 1 |  |  |  |  |  |
| Averoge sales \$ | 33.706 | - | - | -- |  | -- |
| Aversge expense \$ | 37.023 | -- | -- | - |  | -- |
| Average net loss \$ | -3.317 | -- | - | -- |  | -- |

1987


[^16]TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Courier Service Industry (SIC 4842)

|  | Total(1) |  | Eot tom 25\% |  | Lower$\text { mode } 25^{\circ}$ |  | upper <br> midde 25\% |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole inc. Low sales valle 15000 s ! Hi ar sales value ' 8000 's |  | $2!$ 11 1 |  | -- |  | -- |  |  |  |  |  |
| Selected exoense item | Industry average(2) |  |  |  |  | $\left\|\begin{array}{c} \text { Z busi- } \\ \text { nosses } \\ \text { reporting } \end{array}\right\|$ | Reporting businasses on \|y| $\hat{\text { a }}$ |  |  |  |  |
|  | Tots | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tot 81 | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Pecent of soles |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 0.6 | -- | -- | -- | -- | 3.3 | 18.6 | -* | -* | -- | - |
| Occupancy expenses | 17.2 | -- | -- | -- | -- | 39.5 | 17.2 | -- | -* | -- | - |
| Depiec iation | 3.4 | -- | - | -- | -- | 81.2 | 4.2 | -- | -- | -- | -- |
| Repaits 8 maintenance | 6.8 | - | -- | -- | -- | 78.8 | 8.7 | -- | -- | - | -- |
| Hest. light 8 telephone | 0.9 | -* | -- | -- | -* | 58.7 | 1.6 | -- | -- | - | -- |
| Rent | 6.0 | +- | -- | -- | -- |  | 9.0 | -- | -- | -- | -- |
| Personnel expenses | 21.0 | -- | -- | -* | -- | 84.6 | 32.5 | -- | -- | -- | -- |
| Financial expenses | 2.6 | -- | -- | - | -- | 88.4 | 2.8 | -- | -- | - | -- |
| Inierest \& tank charges | 1.6 | -- | -- | -- | -- | 62.9 72.9 | 2. 6 | -- | -- | -- | -- |
| Proiessiona fees | 0.9 | -- | - | -- | -- | 72.9 | 1.3 | -- | -- | -- | -- |
| Other expenses | 39.2 | - | -- | -- | -* | 100.0 | 39.2 | -- | -- | -- | -- |
| Profit (less) | 19.4 | -- | -- | -- | -- | 39.5 | 19.5 | -* | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | $=$ |

## Symbols

zero of no observations
.- $\$ 00$ small 100 be expressed
nos a0plicable
$\times$ confidential
Footnote:

121 Volve in each cell $=\frac{\text { Total wighted expenditure on given item }}{x} \times$ ioo for each quartile Total weighted sates of all businesses in the sample
3) Vaue in each cell = lotal weighted expenditure on given ite

This porpion of the tate pertains only 10 the businesses reporting the specidic expense ifem. inerefole inest pios ere calculstec indivigully anc the sorbi will not necessarily equal looz.

## Motes

Oata are shom ty ouar: tes wner ar least 13 of the sampled businesses peoort the specific item
Records were ranked in ascending order mccording lo soles size. Each quartile li. e. bottom 25\%. Iower midde 25z. Eic. iepresents one quarter of the tcit: number of businesses. Within each quartile. the butrage tapio is presented for comperison purposes. the high ano low values of sales bre showr

Mow to use the tebles
(11) Locate the appropibte sales pange that is displayed on the two lines entitled Low soles value" and "high salos value".
(2) The selecteo range will indicate the proper quertile. i. e. the botiom $25 \%$. the lower midde 25\%. The upper middit $25 \%$ or the 100 25\%.
(3) Deta pertaining to the setected sales fize range will de in thst quertile.

## Standere Industriel Clessificetion Definition (SIC 1980)

```
Sic 4842 - Courier Service lndusery
Businesses drimarily engaged if providing a oflivery service for letters ant mail-type smal! parcels. Businesses engoged in couriter
messenger services. cour.er parcel delivery services. courier parcel empress services and courier pict-up and delivery services ere
included in the industry.
```

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Courier Service Industry (S1C 4842)

| - | Teqal() | $\begin{array}{r} 60 t 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { miodie } 25 \% \end{array}$ | Uocer $\text { mode } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $\$ \$ 000 \mathrm{~s}$ \} High sales value ( 3000 's) | 13 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Qverage ( $8000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cssh |  | -- | -- | - | -- |
| Accounts and notes ieceivable | 44 | -- | -- | -* | -- |
| Inventory |  | -- | -- | - | -- |
| Other current assets | 22 | -* | $\cdots$ | ** | -- |
| Toial current assets | 65 | -- | $\cdots$ | - | -- |
| Fixed assets | 15 | -* | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 5 | - | -- | -- | -- |
| Other asseis | 5 | -- | -- | -- | -- |
| Total ussets | 86 | -- | -- | -- | - |
| Listilities and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities } \\ & \text { later }\end{aligned}$ | $2{ }^{2}$ | -- | -- | -- | -- |
| Tota! current iabilities | 25 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long iert deot | - | -- | - | -- | -- |
| Dother liadilities | - | -- | -- | -- | -- |
| Totsl lisbilities Totsl suity | 25 61 | =- | - | -- | -- |

111 These estimates are based on sample businesses reporting soles deiween $\$ 25.000$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$
See table i for symbols and nores.

TABLE 3. Financial ratios(1) for incorporated bustnesses only. 1989
Quebec. Courier Service Industry (SIC 4842)

|  | Total(2) | $\begin{array}{r} \text { Bot+om } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper $\text { midole } 25 \%$ | $\begin{aligned} & 90 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value (\$000's) Mign sales value ( 8000 s) | $\begin{aligned} & 13 \\ & (1) \\ & 1 \end{aligned}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidify patio Curtent ratio (times) | 2.5 | -- | -- | -- | -- |
| Leverage ratios <br> Debticonity ratio (times) <br> Interest coverage ratio (times) <br> Dedt ratio (times! | $\begin{array}{r} 0.4 \\ 10.1 \\ 0.3 \end{array}$ | -- | -- | -- | -- |

(1) The retios represent the average of potios for emen business in the group and comot be colculated from the figures shown in table 2 .
(2) These estimetes are besed on sample of businesses reporting sieles between 525,000 ond $82.000,000$.

Soe itole f for symbols ond notes.

## Definitions:

1. Liquidiey petio:

Cuptent : curreni assets / current iiabilities
2. Levernat Palios:
al Deti/equiry = loial liabilites / equity
D) Dedt alio = iotal liabilisies/ roial assets
c) Interest coverage = net profi (inqerest expensp/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, ig87
Quebec, Courier Service Industry (SIC 4842)

|  | 70:a!1! | $\begin{array}{r} 50+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lome: } \\ & \text { m.ddle } 25 \% \end{aligned}$ | micoleze? | $7 c:$ $35:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample No Lon sales velue $\$ 000$ s पigh saies vaive 1800 ? s | $(1)^{2}$ | - | -- | -- | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating activities Cash from opelations Depieciation Dther | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | x | -- | - | - | -- |
| Investment activities <br> D sposal of fixed assets <br> Puichase of fixec assets <br> increase in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | "- <br> - <br> - | -- |
| Finencing ectivities <br> Increase in long term deb? <br> Recayment of long ierm oect <br> Loans 4 rom sharahoiders <br> Recayment of losns fiom shareholders <br> Aovances o loans trom goverament <br> Inc:ease in equity <br> Deciease in equity <br> Othe: | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br>  <br>  | - <br> - <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Incresse(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) inese psimates ge baseo on sample of incorporbtec businesses peporing sales beiween $\$ 25.000$ and $\$ 2.000$. 000 . Sample count incluos on y these cus nesses repoiting statemen of changes
sef iabie i for symbols ano nopes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ig87 Quebec. Courier Service Industry (SIC 4842)


(1) Average ibbour un ts are calculated by oividing total payroll by the averoge annual wage and satary rate as feported in the Survey of Employment. Payroll and Hours. Statistics Conada. Catalogue 72-002. An average labour unil coulc be interoreted bs a full-time emplovee. Note thet the tusiness size groups used ere determined of the Canse lever, thus if ousiness hos of leag? 500 enpoyees in Canoce os $B$ whole but less than that number in bny given province it is show in the 500 ond over proup
(2) Reyers to eusinesses eporting no paypoli deouctions in the previous year

31 Refe:s to bus nesses reporting no dayroll deouctions in the following year
"Nemly 'eporife" anc "no ionger reporting" Dusinesses are assumed :o have been in activiqy for six months and the information is acjusted acsording'y

See incie 1 for symbais anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Courier Service Industry (S1C 4842)



| Number of observetions in ssmple | 49 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 195.392 | -- | -- | -- |  | -- |
| Average expense 5 | 177.809 | -- | -- | -- |  | -- |
| Average net Diofiq (loss) \$ | 17.583 | -- | - | - |  | -- |
| Businesses reporting eprofit (No.) | 45 |  |  |  |  |  |
| Average sales \$ | 234.895 | -- | -- | -- | . | -- |
| Average expense \$ | 210.999 | -- | -- | - |  | -- |
| Average net profit \$ | 23.896 | - | -- | -- |  | -- |
| Businesses reporting loss (Mo.) | 4 |  |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 266.255 | -- | - | -- |  | -- |
| Average expense \$ | 278.075 | -- | -- | =- |  | -- |
| Average net loss \$ | -11.820 | -- | -- | -- |  | -- |

1987

| Number of observations in sample | 62 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 189.537 | 29.095 | 46.989 | 80.151 | 601.913 |
| Average expense \$ | 173.517 | 14.406 | 36.978 | 69.793 | 572.892 |
| Average net profit (loss) \$ | 16.020 | 14.589 | 10.011 | 10.358 | 29.029 |
| Businesses reporting a profit (Mo.) | 47 |  |  |  |  |
| Average sales \$ | 282.031 | 29.085 | 45.989 | 75.357 | 976.682 |
| Average exdense \$ | 254.241 | 14.406 | 36.978 | 58.034 | 907.546 |
| Average net profit \$ | 27.790 | 14.689 | 10.011 | 17,323 | 69.136 |
| Businesses peporting loss (Mo.) | 15 |  |  |  |  |
| Average sales \$ | 164.871 | - | - | 114.637 | 215.104 |
| Average expense \$ | 190,925 | - | - | 154.364 | 227.488 |
| Average net loss \$ | -26.055 | - | - | -39.727 | -12.384 |

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

See Table 1 for symbols and nores

TABLE 1. Selected operating ratios. in percent of saies, 1987
Quebec. Wholesale Petroleum Products (S|C 5111)

| ictalll | Lotiom | Lower | UDDer | middle $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |



| Selected expense item | incustiy aversge (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Redoting businesses or 1 y ( 3 ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bo1 } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Updar idd!e 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowel } \\ \text { midie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & 900 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Peicent of sales |  |  |  |  |
| Cost of sules | 44.4 | 10.4 | 44.6 | 49.3 | 69.6 | 65.9 | 67.5 | 68.9 | 65.9 | 51.8 | 72.3 |
| Dccupancy expenses <br> Desrecistion <br> Repa is 8 mainienance <br> Heat. light \& te ephone <br> Ren: | 11.4 | 19.4 | 14.5 | 8.0 | 4.2 | 98.0 | 11.64.55.11.31.7 | $\begin{array}{r} 19.4 \\ 9.7 \\ 8.9 \\ 2.5 \\ 2.1 \end{array}$ | $\begin{array}{r} 15.5 \\ 5.0 \\ 9.5 \\ 1.8 \\ 2.5 \end{array}$ | $\begin{aligned} & 1.0 \\ & 2.6 \\ & 4.1 \\ & 1.5 \\ & 1.5 \end{aligned}$ | $\begin{aligned} & 4.3 \\ & 1.3 \\ & 1.9 \\ & 0.6 \\ & 0.9 \end{aligned}$ |
|  | 4. 1 | 9.0 | 4. 2 | 2.4 3.2 | 1.3 | 89.2 |  |  |  |  |  |
|  | 5.3 0.9 | 7.9 0.8 | 8.5 0.9 | 3.2 | 1.8 0.5 | 87.5 73.8 |  |  |  |  |  |
|  | 1.0 | 1.7 | 0.9 | 0.9 | 0.6 | 60.5 |  |  |  |  |  |
| Personnel expenses | 14.3 | 10.8 | 17.4 | 18.6 | 10.0 | 89.4 | 16.0 | 11.1 | 24.3 | 19.5 | 10.3 |
| Finoncial expenses Interes: 8 bank charges Protessional fees | $\begin{aligned} & 1.5 \\ & 0.9 \\ & 0.7 \end{aligned}$ | $\begin{aligned} & 2.0 \\ & 1.5 \\ & 0.5 \end{aligned}$ | $\begin{aligned} & 9.7 \\ & 0.7 \\ & 1.8 \end{aligned}$ | $\begin{aligned} & 1.5 \\ & 0.8 \\ & 0.7 \end{aligned}$ | $\begin{aligned} & 1.0 \\ & 0.6 \\ & 0.4 \end{aligned}$ | $\begin{aligned} & 95.6 \\ & 76.8 \\ & 78.2 \end{aligned}$ | $\begin{aligned} & 1.6 \\ & 1.1 \\ & 0.9 \end{aligned}$ | 2.24.71.7 | 1.81.41.8 | 1.50.90.8 | $\begin{aligned} & 1.0 \\ & 0.7 \\ & 0.4 \end{aligned}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 15.5 | 21.0 | 15.7 | 13.8 | 11.0 | 100.0 | 15.5 | 21.0 | 15.7 | 13.8 | 11.0 |
| Profit (loss) | 12.8 | 36.5 | 5.1 | 8.8 | 4.2 | 100.0 | 12.8 | 36.6 | 5.1 | e. | 4.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  |  |  |  |

## Symbols

- zero or no odservations
- $t 00$ small too be expressed
not applicable
$\times$ conlidentia


## Footnotes

111 inese estimates are based on a sample of businesses reporting sales between 325.000 and $\$ 2.000 .000$.
Total weighted expenditure on a given item

* 100 for each quartile.
(2) Value in ebch cell $=$ Total weighted sales of all businesses in the sample $\times$
(3) Volue in each cell $=\frac{\text { lota weighied expondipur on giver item }}{\text { Total weighted seles of susinesses reporting this irem of expenoipur }}$ for esh quertile

```
This poption of the tode deptains only to the businesses reporting the specific expense item. Therefore these fotios ere calculafeg
inaividually anc the toialwil fo% necessarily equal 100%
```


## Notes

Daqa gie snowf Dy oub tiles wher ar least 13 of the sampled businasses report ihe specific item
Recoras wert ranked in ascending order according to sales size. Each quartile fi.e. boitom 25z, Iower miode 25\%, erc.l represents one quarter of the rotal number of businesses. fithin each quartile, the average ratio is presented for comparison purposes. the migh and low velues of sales are show

Mow so use the tablet

(2) The selecred renge will indicate the proper queftile. i. the botrom 25\%, the lower midole 25\%, the upper miode 25\% or the Top 25 2
(3) Data pertaining to thi solected sales gize range will be in that quatile.

## Stenderd Industrisl CIessifiction Definition (5IC 18801:

SLE 5111 - Wholeze Petroleum products gealing in pefined petroleum products businesses primarily engaged in dealing in fuel oil Businesses primari y engaged in wholesale dealing in refined petroleum prooucts. businesses primarily
 oi! wholesale gasol ne. wholesale heating oil. wholesale kerosene. wholesble liguif ec perpoleum geses. wholessie lubicaring oils and geases. wholeste deiroleum products and wholesale of relined petroleum produts

TABLE 2. 8alance sheet profile for incorporated businesses only, 1987
Quebec, Wholesale Petroleum Products (SIC 5111)

|  | Fota: 111 | Bottom $25 \%$ | Lowe I middle 25\% | Upper midole $25^{\circ}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales ve: ue (\$200's) High sales value ( $8000^{\circ}$ s) | 130 $(1)$ 11 | $\begin{aligned} & 11 \\ & 105 \end{aligned}$ | $\begin{array}{r} 105 \\ 332 \end{array}$ | 332 763 | $\begin{aligned} & 783 \\ & 11 j \end{aligned}$ |
|  | Average \{\$000's \} |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | - | - | - | * | - |
| Accounts and notes receivable | 46 | 5 | 29 | 40 | 109 |
| Inventory | - | - | - | - | - |
| Other current assets | 85 | 20 | 38 | 112 | 173 |
| Total current assets | 132 | 25 | 67 | 152 | 282 |
| Fixed essets | 52 | 17 | 50 | 53 | 87 |
| Less: Accum. dep. on fixed assets | 5i | - | - | - | - |
| Other essets | 51 | - | 59 | 26 | 117 |
| Totel essets | 235 | 41 | 176 | 230 | 486 |
| Lisbilities and equity |  |  |  |  |  |
| Current loans Other current lisbilities | 13 64 | 1 24 | 13 | 12 54 | 24 136 |
| Toisl efprent liabilipies | 77 | 25 | 54 | 66 | 160 |
| Mortgages oayable | - | - | - | - | - |
| Long term deot | 2 | 2 | 1 | 2 | 3 |
| Other labilities | 29 | 7 | 44 | 31 | 33 |
| Total liabilities | 108 128 | 34 7 | 99 77 | 98 132 | 195 289 |
| Total equity | 128 | 7 | 77 | 132 | 289 |

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

See istele 1 for sympols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. igs7
Quebec. Wholesale Petroleum Products (SIC 5111)

|  | 70tal(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower <br> midde 25\% | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( 5000 's) | $\begin{aligned} & 130 \\ & (1) \\ & (1) \end{aligned}$ | 11 105 | $\begin{array}{r} 105 \\ 332 \end{array}$ | $\begin{array}{r} 332 \\ 783 \end{array}$ | 783 11 |
|  | Averoge |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.7 | 1.0 | 1.2 | 2.3 | 1.8 |
| Leverage ratios <br> Oebt/aguity ratio 〈pimes) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 0.8 \\ & 9.8 \\ & 0.5 \end{aligned}$ | $\begin{aligned} & 4.8 \\ & 0.8 \end{aligned}$ | $\begin{array}{r} 1.3 \\ 13.9 \\ 0.6 \end{array}$ | $\begin{aligned} & 0.7 \\ & 6.8 \\ & 0.4 \end{aligned}$ | 0.7 13.8 0.4 |

(1) The ratios ropresent the averege of refios for each business in the group and cennot be calculoted from the figures show in iable 2
(2) These estimates bre bused on ample of businesses reporting seles between 525,000 and $52,000,000$.
see Table ifor symbis and norss

Definitions:

1. Liquidity retio:

Current $=$ current $\begin{aligned} & \text { essets } / \text { curpent liabilities }\end{aligned}$
2. Leverge ratios:

D) Detr ratio = pora liobilities/toia assers
c) Interest coverage $=$ net profit - intertest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Wholesale Petroleum Products (SIC 5111)

(i1) These estmates are based on sample of incopporgtec Dusinesses reporting seles detween s25, 000 and \$2, 000.000. Sample count includes only those businesses reporting o stetemen of changes
see Table i for symbols and nores

TABLE 5. Employment changes by size of butiness. 1984-1987 based on Sic ciassification in 1987
Quebec. Wholesele Petroleum Products (SIC 5111)


(1) Average aboup units ar colculated by dividing total payroll by the average annual wage and salaty rate to raparted in the Survey of Employmen:. Payrall and hours. Statistics Canada. Catalogue $72-002$ An aver age labour unit could be inierpreted as e full-iime empioyee. Nope inat the Dusiness size oroups used are derepmined ot the Canode level. Thus if a business has at leas 500 mployes A Canade as athole dut less than that number in any given province it is shown in the 500 and over group
(2) Reters to cusinesses reporing no porioll deouctions in the piovious yes.

13: Refers to Dusimesses reporing no Dayroli beductions in the followifg year
"mewiy reporing" and "ac longer redorting" Dusinesses are assumed to have deer in aciivity for six months ano the information is adusted aczoroirg'y
see "atic 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Wholesale Petroleum Products (SIC 5111)

| - | To:al(1) | Gotram 25\% | Lower m. dde 25\% | Uppe! $\text { m dele } 25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Average sules \$ <br> Average expense $\$$ <br> Average net profit (toss) \$ | $\begin{array}{r} 131 \\ 475.817 \\ 451.615 \\ 24.202 \end{array}$ | $\begin{aligned} & 51.094 \\ & 32.097 \\ & 18.997 \end{aligned}$ | $\begin{array}{r} 184.391 \\ 150.321 \\ 14.070 \end{array}$ | $\begin{array}{r} 430.531 \\ 409.830 \\ 20.701 \end{array}$ | $\begin{array}{r} 1.257 .250 \\ 1.214 .210 \\ 43.040 \end{array}$ |
| Businesses raporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 121 \\ 463.232 \\ 436.479 \\ 26.753 \end{array}$ | $\begin{aligned} & 51.479 \\ & 31.788 \\ & 19.691 \end{aligned}$ | $\begin{array}{r} 168,053 \\ 152,868 \\ 15,185 \end{array}$ | $\begin{array}{r} 427.106 \\ 404.179 \\ 22.827 \end{array}$ | $\begin{array}{r} 1.206 .291 \\ 1.157 .080 \\ 49.219 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sates \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 601.732 \\ 609,447 \\ -7.715 \end{array}$ | $\begin{array}{r} 40.070 \\ 40.950 \\ .880 \end{array}$ | $\begin{array}{r} 110.460 \\ 112.814 \\ -2.354 \end{array}$ | $\begin{array}{r} 473.065 \\ 480.022 \\ -6.957 \end{array}$ | $\begin{array}{r} 9.783 .333 \\ 1.804 .000 \\ -20.567 \end{array}$ |

1988

| Mumber of observations in sample | 114 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 416.343 | 42.716 | 112.018 | 351.385 | 9.159 .253 |
| Average expense \$ | 399.692 | 31.180 | 104.350 | 324.570 | 1.138 .669 |
| Average nei profit (loss) \$ | 16.651 | 11.596 | 7,668 | 26.815 | 20.584 |
| Businesses reporting mprofit (No.) | 106 |  |  |  |  |
| Average sales \$ | 403.950 | 42.716 | 112.071 | 352.024 | 1,108.990 |
| Aversge expense \$ | 382, 880 | 31.180 | 104.180 | 324.880 | 1.071.280 |
| Averape net profit \$ | 21.070 | 11.536 | 7.899 | 27.144 | 37,710 |
| Businesses reporting loss (No.) | 1 |  |  |  |  |
| Average sales \$ | 566.308 | - | 109.094 | 297.194 | 1.292,636 |
| Average expense $\$$ | 576.560 | - | 113.825 | 298,35? | 1.317.498 |
| Average net loss \$ | -10.252 | - | -4.731 | -1.163 | -24.862 |

1987

| Number of observations in sample | 189 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 386.548 | 33.808 | 98.935 | 341.569 | 1.071 .878 |
| Average experise $\$$ | 363.904 | 24.075 | 92.176 | 314.691 | 1.024 .675 |
| Average net profit (loss) \$ | 22.644 | 9.733 | 6.759 | 26.878 | 47.203 |
| Businesses reporting profit (Mo.) | 153 |  |  |  |  |
| Average sales \$ | 393.681 | 31.228 | 112.025 | 332.741 | 1.098 .731 |
| Average expense \$ | 361.601 | 15.247 | 96.191 | 294.085 | 1.040.881 |
| Average net diofit \$ | 32.080 | 15.981 | 15.834 | 38.656 | 57.850 |
| Businesses reporting a loss (Me.) | 36 |  |  |  |  |
| Aversge salos $\$$ | 342.890 | 39.486 | 76.948 | 371.319 | 883.808 |
| Average expense 5 | 356.059 | 43.500 | 85,431 | 384.127 | 911.178 |
| Average net loss \$ | -13.169 | -4.014 | -8,483 | -12.808 | -27.370 |

[^17]See table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Wholesale Food (SIC 521)

|  | -0:01(1) |  | $\begin{array}{r} \text { BC }+70 m \\ 25 \% \end{array}$ |  | Lowe.$\text { mode } 25 \%$ |  | UEDE:$\text { midcle } 25 \%$ |  |  | $\begin{aligned} & 765 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : $n$ samcie iNc. tom sales value \$ $\$ 000$ s H.gh sales value soan's | $\begin{array}{r} 251 \\ 11 \\ 11 \\ \hline \end{array}$ |  | $\begin{aligned} & 111 \\ & 90 \end{aligned}$ |  | $\begin{array}{r} 90 \\ 235 \end{array}$ |  | $\begin{aligned} & 235 \\ & 510 \end{aligned}$ |  |  | $\begin{aligned} & 51 \% \\ & 111 \\ & \hline \end{aligned}$ |  |
| Selected expanse item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { Q busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Toto | $\begin{array}{r} 30 \% \% \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Hope I idde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Nercent of sales |  |  |  |  |
| Cost of sules | 63.6 | 60.8 | 51.9 | 69.3 | 72.3 | 84.1 | 75.6 | 74.0 | 67.1 | 78.6 | 81.4 |
| Decupancy expenses | 4.6 | 5.0 | 5.7 | 4.3 | 3.5 | 80.3 | 5.7 | 9. 2 | 7.6 | 1.6 | 3.6 |
| Dedrecistion | 1.2 | 1.2 | 1.5 | 1.1 | 1.0 1.0 | 67.1 57.9 | 1.8 | 2.8 | 2.9 | 1.9 | 1.3 |
| Redairs 8 maintenance Heat. light of telenone | 9.2 0.7 | 1.0 0.4 | 1.5 0.9 | 1.3 0.7 | 1.0 0.7 | 57.9 64.3 | 2.1 | 2.8 1.5 | 2.9 1.3 | 1.9 0.9 | 1.3 0.9 |
| Rent | 1.5 | 2.2 | 1.9 | 1.1 | 0.8 | 52.9 | 2.8 | 4.9 | 4.9 | 1.8 | 1.2 |
| Personnel expenses | 8.1 | 4.9 | 9.8 | 9.9 | 7.8 | 71.0 | 11.4 | 13.3 | 13.7 | 12.6 | 8.1 |
| Financiol expenses |  |  |  |  |  |  |  |  |  |  |  |
| interes: $\delta$ gank charges piofessiona 'ees | 0.9 | 1.3 | 1.2 0.8 | 0.5 0.4 | 0.7 0.4 | 69.6 75.0 | 1.3 0.9 | 2.8 1.9 | 1.6 | 0.8 0.5 | 1.8 0.4 |
| Other expenses | 17.5 | 19.1 | 25.4 | 11.9 | 13.5 | 100.0 | 17.5 | 19.1 | 25.4 | 11.9 | 13.5 |
| Profit (loss) | 1.6 | 7.1 | 5.2 | 3.7 | 1.9 | 100.0 | 4.6 | 7.8 | 5.2 | 3.7 | 1.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | $\ldots$ | $\cdots$ | $\ldots$ |

Symbol
zero or ho observetions

* too snal too be expressed
not 0001icade
$x$ conficentiel


## Pootnotes

(1) Thes estimetes are oused on sample of businesses repopting seies between 825.000 gno $52.000,000$
2) Value in each ce:l $=\frac{\text { iotal weignted expendirure on given item }}{\text { iotal weignted sales of ali businesses in the sample }} \times 100$ for each quertile
(3) Value in each cell lota ignted expendiqure on given iren
iotal weigntec sales of businesses reporting this item of expenditure $x$ por for gustile
inis portion of the table pertains only to the businesses reporting the specific expense item fheretope these ratios are calculet individuatly ano the toral will not mecessarily equal 1002

## Motes

Dero are shown by quar riles wher at least 13 of the sampled businesses pepart the specific item
Recoras wier panked in ascending order accopding so sales size. Each ouariile fi.e. Dattom 25z. Iower aidde 25z. esc.t represents one quarter of the topal number of Dus nesses. Within each quertile, the average pario is preserted for comparison Dupposes. the hign ano low volues of saies ere shown

## How to use the tebles

111 bocete ine BDpropicte sales range ther is displayed on the two lines entipled low sales value" and wigh sales velué
(2) The selected range will indicete the proper queptile. i. e. the bottom 25z. the hower middle $25 \%$, the upper miodle $25 z$ or the top 25\%.
(3) Daia oertaining to the selected sales sizt range will be in that quartile.

## Stenderd Industriml Clestificetion Dofinision (\$1C 1880)

```
S1C 5210. Wholessle food
Businesses plims.ly engaged in wholesale dealing in confectionery. frozen loods lpeckaged, dairy products, poultry and eggs. fisth and
sebfooc. {rest t,u ts and vege:ables. mear and mes, products or other specistiy ines of food.
```

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ouebec, Wholesale Food (SIC 521)


111 inese estimetes are based on sample of businesses reporing seles beimeen 325,000 and 32,000,000.

See Table 1 for symbois and notes

TABLE 3. Financial ratios(i) for incorporated businesses only. 1987
Quebec. Wholesmle Food (SIC 521)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 8000 's) High sales value $\left\{\$ 000^{\prime}\right.$ s | $\left.\begin{array}{l} 173 \\ \{1 \\ 1 \\ 1 \end{array}\right\}$ | (1) 15 | 151 431 | $\begin{array}{r} 431 \\ 1.020 \end{array}$ | $\begin{array}{r} 1.020 \\ 111 \\ \hline \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.4 | 1.6 | 1.4 | 1.5 | 1.3 |
| Leverage ratiot <br> Debt/equity ratio (times) <br> Interest coverage pâio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.5 \\ & 3.5 \\ & 0.7 \end{aligned}$ | 2.5 2.6 0.7 | 2.7 2.8 0.7 | 2.0 3.5 0.7 | 2.9 3.8 0.7 |

(1) The ratios represent the buepge of potios for each business in the group and canot be calculated from the figures shown in table 2 .
12) These Estimates spe based on sample of busines\$0s reporting sales between \$25.000 and 82.000 .000 .

5 en isble 1 for symbols ond notes.

Definitions:

1. Liquidity retio:

Current = current asseqs / current liabilities
2. Levertat retios:

1 Debi/equity $=$ total inabilities/equiqy
0 Deot itio = icta: istilities / total assers
c) Interest coverage a ner profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. i987
Quebec, Wholesale Food (SIC 521)

|  | Tota ! ! | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | Lowe: $\text { midele } 25 \%$ | Vocer <br> r. ade 3 : $\%$ | Ton 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samate No. Lon sales value isice's. Y.gt sales batue ignoe s: | $\begin{array}{r} 88 \\ (1) \\ (1) \end{array}$ | $\begin{aligned} & \{1\} \\ & 172 \end{aligned}$ | $\begin{aligned} & 172 \\ & 471 \end{aligned}$ | $\begin{array}{r} 471 \\ 1.655 \end{array}$ | $1.055$ |
|  |  |  | Querage $\$ \$ 000$ |  |  |
| Operating ectivities Cash tram odelations Depieciation Other | 10 10 -14 | 1 5 1 | $\begin{array}{r} -9 \\ 5 \\ 4 \end{array}$ | $\begin{aligned} & 22 \\ & 13 \\ & -9 \end{aligned}$ | 27 19 -52 |
| Dividends | -5 | -1 | -3 | -15 | -1 |
| Investment activisies <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | $\begin{array}{r} 4 \\ -24 \\ -7 \\ 3 \end{array}$ | $\begin{array}{r} 2 \\ -14 \\ -7 \\ 7 \end{array}$ | 1 -9 -8 | $\begin{array}{r} 7 \\ -32 \\ -7 \\ 4 \end{array}$ | $\begin{array}{r} 4 \\ -41 \\ -13 \\ 3 \end{array}$ |
| Financing ectivities <br> Increase in long rerm deb? <br> Ropayment of ong term debt <br> Loans from sharehoiders <br> Redayment of oans from shareholders <br> Aovances \& laans fior government <br> Increase in equi?y <br> Decrease in equity <br> oiner | $\begin{array}{r}13 \\ -8 \\ 4 \\ -5 \\ \hline\end{array}$ | 10 -4 -9 | $\begin{array}{r}6 \\ -4 \\ 5 \\ -12 \\ \hline 13 \\ \hline- \\ \hline\end{array}$ | $\begin{array}{r} 17 \\ -7 \\ 1 \\ -1 \\ -1 \\ - \\ -1 \end{array}$ | $\begin{array}{r} 20 \\ -14 \\ 8 \\ -6 \\ \hline \\ 5 \\ \hline \\ 3 \end{array}$ |
| Increase(decrease) in cash \& equivalents Cash s equivalents-8eginning of the year Cash sequivalents - End of the yeer | -12 15 7 | -2 57 55 | 2 7 5 | -7 32 24 | -41 -16 -57 |

(1) These estimbtes are pased on sumple of incorporated ousinesses feporting sales detween $\$ 25.000$ end $\$ 2.000,000$. Sample coung includes only those Dusinesses reporting statement of changes
Set isole ! for symbols anc notes

TABLE 5. Employment changes by Eize of business, 1984-1987 besed on SIC classification in t987
Quebec. Wholesale Food (515 521)

| Business size expressed in average labou? units! 1 | Number of businesses | $\begin{array}{r} \text { Total } \left.\begin{array}{l} \text { paycoll } \\ (\$ 000 \\ 5 \end{array}\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly Pedoring(2) | No longer roopting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.325 | 420.108 | 21.719 | 190 | 131 |
| $\begin{aligned} & \text { less ihan } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { onc over } \end{aligned}$ | $\begin{array}{r} 1.149 \\ 151 \\ 28 \\ 5 \end{array}$ | $\begin{array}{r} 75.756 \\ 99.889 \\ 47.852 \\ 196.611 \end{array}$ | $\begin{array}{r} 3.919 \\ 5.204 \\ 2.465 \\ 10.131 \end{array}$ | $\begin{array}{r} 177 \\ 10 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 124 \\ 5 \\ 2 \\ \hline \end{array}$ |
| 1387 |  |  |  |  |  |
| Totel | 1.472 | 525.550 | 23.342 | 241 | . . |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.295 \\ 144 \\ 26 \\ 7 \end{array}$ | $\begin{array}{r} 92.699 \\ 109.638 \\ 62.684 \\ 269.529 \end{array}$ | $\begin{array}{r} 4.121 \\ 1.508 \\ 2.826 \\ 11.889 \end{array}$ | 226 12 $?$ 1 | $\cdots$ $\cdots$ $\cdots$ |

 Surver of Employmens. Payroll and hours. Siapistics Canada. Cotalogue $72-002$. An average adour unit could be inierpreied as a full-qime employee. Nore that ine business size groups used are determined at the canade lovel. Thus it a business has ot least 500 emplovees in Canace as a whole but less than that numper in Bay given plovince it is shown in the 500 ond over group
(2) Refers io Dusinesses repor:ing no paytoll oeductions in the previous year
(3) Refers 10 Dusifesses peporiing no payroll oeductions in the following year
"Nemly reporting" and "nc longer repoiting" Dusinesses ape assumed te nove beer in activity for six norths and the information is adjustec accordingly

See raple ifor symbols bnc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Wholesale Food (SIC 521)

| - | Totai(1) | $\begin{array}{r} 90: \text { tom } \\ 25 \% \end{array}$ | Lowe? <br> made 25: | UDDE midole $25^{\circ}$ | $\begin{aligned} & \text { 10f } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 354 |  |  |  |  |
| Average soles \$ | 433.224 | 69.592 | 188.698 | 430.947 | 1.043 .658 |
| Average expense \% | 420.89 ? | 53.575 | 184.896 | 420.803 | 1.014.316 |
| Average net profit (loss) \$ | 12.32? | 6.017 | 3.802 | 10.144 | 29.344 |
| Businesses reporting profit (Wo.) | 440318 |  |  |  |  |
| Average sales $\$$ | 440.013 | 77.56? | 205.632 |  | 1.062.057 |
| Average expense ${ }^{\text {a }}$ Average net profits | 418.254 | 68.184 | 191.349 | $398.328$ | 1.015 .154 |
| Average net profit \$ | 21.759 | 9.383 | 14.283 |  | 46.903 |
| Businesses reporting loss (No.) | - 36 |  |  |  |  |
| Average sales \$ | 415.222 | 41.979 | 149.807 | 489.738 | 979.352 |
| Average expense \$ | 432.921 | 47.519 | 170.075 | 502.608 | 1.011.380 |
| Average net loss \$ | -17.699 | -5,540 | -20.268 | -12.870 | -32.018 |

1986

| Mumber of observations in sample <br> Average sales <br> Average expense $\$$ <br> Average net Diolit lloss \$ | $\begin{array}{r} 310 \\ 519.720 \\ 506.576 \\ 12.744 \end{array}$ | $\begin{aligned} & 79.523 \\ & 59.463 \\ & 10.060 \end{aligned}$ | $\begin{array}{r} 229.312 \\ 218.058 \\ 11.254 \end{array}$ | $\begin{array}{r} 489.029 \\ 476.578 \\ 12.451 \end{array}$ | $\begin{array}{r} 1.281 .015 \\ 1.263 .804 \\ 17.2: 1 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average salus \$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 275 \\ 517.525 \\ 493.206 \\ 24.319 \end{array}$ | $\begin{aligned} & 74.778 \\ & 53.110 \\ & 11.658 \end{aligned}$ | $\begin{array}{r} 223.874 \\ 210.385 \\ 13.488 \end{array}$ | $\begin{array}{r} 501,463 \\ 481,400 \\ 20.063 \end{array}$ | $\begin{array}{r} 1.269 .984 \\ 1.217 .929 \\ 52.055 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 35 \\ 535.229 \\ 554.380 \\ -19.151 \end{array}$ | $\begin{array}{r} 18.303 \\ 121.382 \\ -3.079 \end{array}$ | $\begin{array}{r} 271.576 \\ 277.679 \\ -6.103 \end{array}$ | $\begin{aligned} & 447.360 \\ & 460.417 \\ & -13.05 ? \end{aligned}$ | $\begin{array}{r} 1.303 .675 \\ 1.358 .041 \\ -54.366 \end{array}$ |

1987

| Number of observations in sample <br>  <br> Average expense $s$ <br> Average ne: plofit (loss) \$ | $\begin{array}{r} 298 \\ 446.433 \\ 435.472 \\ 12.961 \end{array}$ | $\begin{array}{r} 49.184 \\ 43.982 \\ 5.202 \end{array}$ | $\begin{array}{r} 168.503 \\ 158.271 \\ 8.232 \end{array}$ | $\begin{array}{r} 385.728 \\ 371.321 \\ 14.407 \end{array}$ | $\begin{array}{r} 1.186 .318 \\ 1.160 .312 \\ 24.005 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expenses <br> Average net profit \$ | $\begin{array}{r} 234 \\ 453.819 \\ 434.156 \\ 19.563 \end{array}$ | $\begin{array}{r} 49.243 \\ 42.943 \\ 6.300 \end{array}$ | $\begin{array}{r} 171.689 \\ 158.139 \\ 13.550 \end{array}$ | $\begin{array}{r} 386.885 \\ 365.377 \\ 21.508 \end{array}$ | $\begin{array}{r} 1.207 .457 \\ 1.170 .165 \\ 37.292 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 64 \\ 417.386 \\ 430.819 \\ -13.433 \end{array}$ | $\begin{aligned} & 48.707 \\ & 52,394 \\ & -3.687 \end{aligned}$ | $\begin{array}{r} 150.945 \\ 158.568 \\ -7.723 \end{array}$ | $\begin{aligned} & 381.555 \\ & 392.772 \\ & -11.217 \end{aligned}$ | $\begin{array}{r} 1.088 .336 \\ 1.119 .440 \\ -31.104 \end{array}$ |

(11) These estimstes are based on somple 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
Quebec, Wholesale Apparel (SIC 531)

|  | Toral 1 ? |  | $\begin{array}{r} \mathrm{Sc}:+\mathrm{om} \\ 25 \% \end{array}$ |  | ridole $25 \%$ |  | Unper$\text { m acle } 55$ |  |  | $\begin{gathered} 6 \% \\ 2 E: \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses tr samz e No. Low sales value ( 5000 s) High sales value \$OU0's |  | $\begin{aligned} & i 63 \\ & i! \\ & 1 \end{aligned}$ |  | $\begin{aligned} & \text { (1) } \\ & 7 \end{aligned}$ |  | $\begin{array}{r} 99 \\ 180 \end{array}$ |  | 16 |  |  |  |
| Selocted expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% Dusi- } \\ & \text { hesses } \\ & \text { redoting } \end{aligned}$ | Reporting bus inesses only 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | UpDe 1 idole $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | To:al | Bo $\$ 0 \mathrm{~m}$ 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd1e } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 49.1 | 46.0 | 42.1 | 43.1 | 66.3 | 72.4 | 68.3 | 55.6 | 69.9 | 64.1 | 72.3 |
| Dccupancy expenses | 5.8 | 8.3 | 6.4 | 4.8 | 3.6 | 87.7 | 6. 6 | 13.1 | 7.0 | 5.0 |  |
| Depiecistion | 1.0 | 0.9 | 1.4 | 0.9 | 0.6 | 71.8 45.3 | 1. 3 | 2.1 | 2.0 | 1.9 | 0.6 |
| Repails o mainienance | 0.5 | 0.6 | 0.8 | 0.3 | 0.1 | 45.3 | 1.9 | 1.5 2.5 | 1.7 | 0.7 | 0.3 1.1 |
| Hest. light s telephone Rent | 1.2 3.1 | 1.2 5.6 | 1.4 | 1.2 2.4 | 0.9 2.0 | 70.6 66.3 | 4.7 | 2.5 11.5 | 1.8 4.0 | 1.6 3.3 | 2. E |
| Personnel expenses | 20.0 | 19.1 | 24.4 | 23.2 | 12.9 | 83.6 | 23.9 | 29.6 | 28.8 | 26.3 | 13.5 |
| Financisl expenses | 2.3 | 2.3 | 2.7 | 2.2 | 1.9 | 83.6 | 2.7 | 3.9 | 3.0 | 2.4 | 1.9 |
| dinterst 8 dank. cherges | 0.9 1.4 | 0.8 1.4 | 0.6 2.9 | 0.9 1.3 | 1.2 0.7 | 64.3 79.7 | 1.6 | 2.1 | 0.9 2.4 | 1. 1.5 | 1.4 0.8 |
| Other expenses | 18.0 | 17.9 | 22.1 | 19.4 | 12.8 | 100.0 | 18.0 | 17.5 | 22.1 | 19.4 | 12.8 |
| Profi (loss) | 4.5 | 6.0 | 2.3 | 7.2 | 2.6 | 98.5 | 4.6 | 6.0 | 2.4 | 7.2 | 2.6 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -. | . . | . . | $\ldots$ | . . |

## Symbols

```
zero or no oose:vap,ons
-. 100 sma:l t00 De expresseo
no: moplicstle
```

$\times$ confioentisi

## foornotes


$(2)$ Veiue in each cell $=\frac{\text { Totel weighted expenditure on given itom }}{\text { Total we ghteo sales of ali bus messes in the semple }} \times$ qoo for each quertile


```
Pr, poricion of the table perisins only to the businesses reporting the specific expense item. Therelore these porios are calculgied
```

indiviously and ine tota! will not necessarily equal 100\%

## Motes

Data re shown by Queritles when ar least 13 of the samptedousinesses report the specific item
Records were renked in ascending order sccording po stas size. Each qubitile (i. © Dottom 25\%, lower midole 25z, etc. represents one quarter of the lotal number of businesses. Hithin esch quertile, the sverage petio is presshlec for comparison purposes. the high and low values of sales are shown

## How to use the tables


(2) The selecteg range will indicate the proper quattile. i. the botzom 25\%. the lower micdle 25\%. the upper midde $25 \%$ or the $10025 \%$
(3) Data pertining to the sulucted sates size range will be in thet ouartile

Stenderd Industricl Clsesificetion Definition (S1C 1980):

```
SIC 5310 - Wholestle Apparel
Bus messes primar. 'y engaged in wholesale dealing in men's and boys' clorhing and furnishings: women's, misses' and childon's ourermear,
hosie'y, urcermea anc apparel accessories: smoes anc other fociwear: and cther apporel
```

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Quebec, wholesale Apparel (SIC 531)

(1) inese estimates ber based on somple of Dusinesses reporiing sales between $\$ 25.000$ and $\$ 2.000 .000$.

See rable i for symbols ano notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Wholesale Apparel (Sic 531)

|  | Total(2) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lowe P $\text { middle } 25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( 8000 's High sales value $\left(\$ 000^{\prime}\right.$ s $\}$ | 152 $(1)$ $(1)$ | (1) 84 | 86 196 | 196 592 | 592 111 |
|  | Averoge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.6 | 1.8 | 2.6 | 1.5 | 1.5 |
| Leverage ratios <br> Debtlequity ratio (times) <br> Interest coverage retio (times) <br> Debt itio (times) | 2.1 3.7 0.7 | 13.7 0.2 0.9 | $\begin{array}{r} 0.6 \\ 0.1 \\ 0.4 \end{array}$ | $\begin{aligned} & 2.3 \\ & 5.3 \\ & 0.7 \end{aligned}$ | 2.4 3.0 0.7 |

111 The potios represent the average of ratios for each business in the group end connot be celculeted fon the figures shown in tble 2 .

See lable i for symbols and notes.

Definitions:

1. Liquidity fetio:

Current = cu:rent assets / cutrenq liabilities.
2. Leverme retios:
a) Detr/equiqy = cotal liabilisies/equity.

D: Deti ratio = rolbl liabilities/toial assess
© Interest coverage a net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Wholesale Apparel (SIE 531)

(1) These estimeies are dasec on sample of incerportieo dusinesses redoing sales deiweer $\$ 25.00 c$ ono $\$ 2,000,000$. Sample count includes only inose businesses reporting a statemen: of changes
see rable 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987
Quebec. Wholesale Apparel (SIC 531)

| Business size expressed in average labour untis(1) | Number of businesses | $\begin{array}{r} \text { To:al paycoll } \\ (\$ 000 \text { : }) \end{array}$ | Average labou' units(1) | Changes in number of businesses with paid emplayees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New!y } \\ \text { reporting }(2) \end{array}$ | No tonger reporing(3) |
| 1984 |  |  |  |  |  |
| Tote! | 923 | 134.577 | 8.033 | 121 | 88 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-90 \\ & 100.499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 821 \\ 90 \\ 10 \\ 2 \end{array}$ | $\begin{array}{r} 53.574 \\ 56.220 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.124 \\ 3.371 \\ 1.46 \\ 122 \end{array}$ | $\begin{array}{r} 115 \\ 5 \\ \hline 1 \end{array}$ | $\begin{array}{r}86 \\ 2 \\ - \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 995 | 172.063 | 6.685 | 138 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 901 \\ 83 \\ 10 \\ 1 \end{array}$ | $\begin{array}{r} 75.668 \\ 71.253 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.880 \\ 2.779 \\ 969 \\ 65 \end{array}$ | 134 4 - | $\cdots$ $\cdots$ $\cdots$ |

(1) Average lobour units are calculaied by dividing total payroll by the average annual wage and salary rate as reporite in the

Surver of Emoloymen: Paycoli and Hours. Siatistics Canada. Coralogue $32-002$ An average labour unit coulo de interpreted as a
full-ime employee note that the ousiness size groups used are ofiermineo of ine danada level. Thus if a business has of last 500 emplovees ir canada as owhele but less than that number in any given province it is shown in the 500 and over group.
12) Reters io Dusinesses recorting mo Daypoll ceouctions in the previous vear.

131 Refers to Dusinesses reperting no payroli ceouctions in the following year

- Newly reporsing" and "no longer reporting" businesses ore sssumed to nave deer in activity for six months and the intormation adusted accoroinely

See table i for symocts and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Wholessl apparel (SIC 531)

|  | Total11) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe! midole 25: | UDDe: $\text { midole } 25$ | Top 25* |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in smmple <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average net profit (loss)s | $\begin{array}{r} 69 \\ 335.994 \\ 314.613 \\ 21.381 \end{array}$ | $\begin{aligned} & 73.159 \\ & 60.074 \\ & 13.085 \end{aligned}$ | $\begin{array}{r} 151.209 \\ 140.895 \\ 10.314 \end{array}$ | $\begin{array}{r} 248.374 \\ 222.204 \\ 26.170 \end{array}$ | $\begin{array}{r} 871.234 \\ 835.279 \\ 35.955 \end{array}$ |
| Businesses reporting a profit (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 56 \\ 334.430 \\ 299.284 \\ 35.146 \end{array}$ | $\begin{aligned} & 75.818 \\ & 61.708 \\ & 14.110 \end{aligned}$ | $\begin{array}{r} 150.068 \\ 131.924 \\ 18.144 \end{array}$ | $\begin{array}{r} 252.806 \\ 212.063 \\ 40.743 \end{array}$ | $\begin{array}{r} 859.027 \\ 791.442 \\ 67.585 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 13 \\ 332.346 \\ 376.105 \\ -43.759 \end{array}$ | $\begin{array}{r} 37.573 \\ 38.200 \\ .627 \end{array}$ | $\begin{array}{r} 153.077 \\ 155.588 \\ -2.511 \end{array}$ | $\begin{aligned} & 297.000 \\ & 294.000 \\ & =77.000 \end{aligned}$ | $\begin{array}{r} 921.735 \\ 1.016 .632 \\ -94.897 \end{array}$ |

1985


[^18]see Table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Wholesale Motor Vehicle Parts and Accessories (SIC 552)


| Selected expense item | Industry averagel2: |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { rooiting } \end{aligned}$ | Recalting businesses onlyi 3 ; |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bot tom 25 \% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middIe } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tots ${ }^{\text {a }}$ | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoe? } \\ & \text { mode } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of salas |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 53.7 | 33.3 | 47.9 | 67.9 | 64.8 | 89.9 | 59.7 | 40.9 | 58.8 | 67.9 | 67.2 |
| Occupency expenses | 7.0 | 11.8 | 6.8 | 5.7 | 3.7 | 100.0 | 7.0 | 11.8 | 6.8 | 5.7 | 3.7 |
| Deprecistion | 1.9 | 3.1 | 1.7 | 1.1 | 1.1 | 95.3 | 1.8 2.3 | 3.3 6.3 | 1.9 | 1.1 | 1.1 |
| Fepsis 8 moinsenance | 1.7 | 3.2 | 1. 5 | 1.1 | 0.6 | 72.5 83.8 | 2.8 | 6.3 2.7 | 2.5 | 1.1 | 0.8 |
| meat. light \& telephone | 1.3 2.2 | 1.4 | 1.5 1.9 | 2.4 | 1.9 | 83.8 72.2 | 1.6 3.1 | 2.7 5.8 | 1.7 3.8 | 2.2 | 1.3 |
| Personnel expenses | 19.0 | 17.9 | 25.3 | 18.3 | 14.3 | 97.4 | 19.5 | 19.7 | 25.3 | 18.3 | 14.6 |
| Financial expenses | 2.1 | 2.8 | 3.1 | 1.9 | 1.9 | 97.1 | 2.5 |  | 3.6 |  |  |
| frierest $\delta$ bank charges | 1.6 | 1.6 | 9.9 | 1.4 | 1.5 | 80.9 | 2.0 | 2. 6 | 2.4 | 1.5 0.5 | 1.6 |
| professiona! faes | 0.8 | 1.2 | 1.2 | 0.6 | 0.4 | 92.9 | 0.9 | 1.3 | 1.3 | 0.6 | 0.5 |
| Other expenses | 15.8 | 33.4 | 12.2 | 6.6 | 11.8 | 100.0 | 15.8 | 33.1 | 12.2 | 6.6 | 11.6 |
| Profit (loses) | 2.1 | 0.8 | 4.7 | -0.5 | 3.5 | 99.1 | 2.2 | 0.8 | 4.9 | -0.5 | 3.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  |  | $\ldots$ | *. |

## Symbol

```
no observasions
- Lo0 small i00 De exoressec
*. not adplicatle
```

$\times$ configentiol

## Footnotes

11: These estimetes are Dased on sample of businesses fuporting seles between $\$ 25.000$ and $\$ 2.000 .000$
21 Value ir each cell= lota! we onter expendisure on given item

31 Value in esch cell $=\frac{\text { Total weighted sxpenditure on given item }}{\text { Total weighied soles of businesses peporting this item of expenditure }} \times$ foo for quer ile
This portion of the toble peptains only ro the businesses reporting the specific expense ifem. Theretore these patios ert cblculated individubliy and the ioral wili not mecesserily equal $100 \%$

## Motes

Das are shown by ouaitiles when et least 13 of the sampled businesses peport the specific item.
Recoros wer ranke in escending order according ic sales size. Each quapile li. e. Dotion 25\%, lowit midele 25\%. etc. represents
 high and iom values of siles are shown

How to use the tioles
(g) Locate the aporopriste seles range thet is displayed on the two lines entitled bow soles value and wigh sales value"

21 The selected ange will indicate the proptr quaptile, i. e. the botion 25z, the lower miode 25\%. the upper midde 25\% or the 10p 25\%
(3) Deta pertaining to the selected soles size range will be in that gustile

## stenderd industrisl Cletsificeqion Definition (S1C 1980):

SIL 5520. Wholessle 够or Vehict Perts and Accessories
Businesses primarily engaged in wholesale dealing in tires, tubes anc other motop venicle parts and accessorios

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Wholesale Motor Vahicle Parts and Accessories (SIC 552)

|  | To:al! 1 ) | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | Lowe ! moole 25\% | Ucoer $\text { ridde } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| businesses a sample (No. Law sales value ( $\$ 000^{\circ}$ s) High sales va ve $\left\{9000^{\circ}\right.$; | $\begin{aligned} & \vdots 11 \\ & (1) \\ & 19 \end{aligned}$ | $\begin{aligned} & 19 \\ & 154 \end{aligned}$ | $\begin{array}{r} 154 \\ 458 \end{array}$ | $\begin{array}{r} 498 \\ 1.028 \end{array}$ | $1.028$ |
|  | Average (9000's? |  |  |  |  |
| Ascets |  |  |  |  |  |
| Cash Accounts and notes receivable | 68 | 11 | 27 | 63 | 169 |
| Inventory | 8 | - | 27 | - | - |
| Other curtent assets | 155 | 32 | 103 | 156 | 326 |
| Total current assets | 223 | 43 | 129 | 220 | 494 |
| Fixed assets | 48 | 6 | 37 | 46 | 100 |
|  | 15 | 12 | - | - | - |
| Other assets | 16 | 12 | 5 | 9 | 38 |
| Total ssers | 287 | 62 | 172 | 275 | 632 |
| Lisbilities and equity 46 |  |  |  |  |  |
| Current toans liabilipies | 78 | 20 | 33 | 88 | 170 |
| Total current liobilites | 125 | 23 | 66 | 131 | 276 |
| Mortgages payable |  | - | - | - | - |
| Long term debt | 4 | - | 6 | 3 | 8 |
| Other ilab iities | 56 | 24 | 40 | 70 | 88 |
| Total liabilities | 185 | 47 | 111 | 204 | 372 260 |
| Total equity | 102 | 15 | 60 | 71 | 260 |

111 inese estimaies are based on sampie of busingsses reporing sales beiween $\$ 25.000$ and 52.000 .000
5ee Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Wholesile Motor Vohicle Parts and Accessorles (SIC 552)

|  | To:a1(2) | $\begin{array}{r} \text { Bot } \div 0 m \\ 25 \% \end{array}$ | $\text { miodle } 25 \%$ | Upper midole $25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( 1000 's) Higt salos value ( $\$ 000^{\circ} \mathrm{s}$ ) | 111 $(1)$ $(1)$ | 11 154 | 154 498 | $\begin{array}{r} 498 \\ 1.028 \end{array}$ | 1.028 19 |
|  | Average |  |  |  |  |
| Liquidity retio Current iatic (times) | 1.8 | 1.9 | 2.0 | 1.7 | 1.8 |
| Leverage ratios <br> Debi/eavity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 1.8 2.7 0.6 | 3.2 2.8 0.8 | 1.8 2.0 0.6 | 2.9 1.3 0.7 | 1.4 3.8 0.6 |

If The rotios represent qhe everage of ratios for each business in the group snd cannot be calculated from the figures shown in table 2
121 These mstimates ere busud on semple of businesses reporting $\$$ ales between $\$ 25.000$ and $\$ 2.000 .000$.

Set Teble 1 for symols eno noies

Definitions:

1. Liquidity petio:

Curpent = curfent assets / curfent liabilities
2. Levertge retios:
al Der:/eauity \& lotal liabulifies / equity.
b) Dec: ratic = coisl liabilimies/ rotal assers
ct Interest covergge = ner orofiq inqerest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Qucbec. Wholesale Motor Vehicle Parts and Accessories (SIC 552)

|  | To:311) | Bcttom | $\begin{array}{r} \text { bower } \\ \text { m. cole } 25: \end{array}$ | UCDe: midde 25: | TES 2E: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses ir sams e ino. Lem sa es va ve (\$ũ) s ) Hon sales va ue iscon's! | $\begin{array}{r} 78 \\ 1 \\ 1 \end{array}$ | $1!$ $8!$ | $\begin{array}{r} 8! \\ 498 \end{array}$ | $\begin{array}{r} 498 \\ 1.034 \end{array}$ | $\text { i. C } 24$ |
|  |  |  | Average $\$$ |  |  |
| Dperating ectivities Casn from oberations Dedreciation Othe? | $\begin{array}{r} 12 \\ 8 \\ -14 \end{array}$ | $\begin{array}{r} -10 \\ 4 \\ -2 \end{array}$ | 2 4 -3 | 1 10 -5 | $\begin{array}{r} 49 \\ 15 \\ -43 \end{array}$ |
| Dividends | -14 | - | -3 | -44 | -7 |
| Investment ectivities <br> Disposai of tixed assets <br> Pucchase of "ixed assets <br> lnciease in investment <br> Decrease in investment | $\begin{array}{r} 2 \\ -17 \\ -2 \\ 1 \end{array}$ | -9 -6 -6 | 1 -5 -1 | 4 -15 -1 | 3 -10 -1 2 |
| Financing activities <br> Increase in long term debt <br> Recayment of long tert oebt <br> Loans from sharenolders <br> Recaymen: of loans fiom sharenolders <br> Aovances $\delta$ loans from government <br> incease in acuity <br> Decrease in ecuity <br> Othe. | $\begin{array}{r} 15 \\ -11 \\ 15 \\ -5 \\ - \\ 1 \\ -1 \end{array}$ | -1 17 -1 - 8 - | 7 -6 - -1 | 14 -16 14 -9 - -3 | 37 -19 6 -10 -1 -1 |
| Increase(decresse) in essh \& equivalents Cash 8 equivalenis-Beginning of the yeap Cash s equivalenis - End of the year | $\begin{array}{r} -9 \\ -22 \\ -32 \end{array}$ | 2 9 11 | -4 -5 -10 | $\begin{aligned} & -20 \\ & -14 \\ & -34 \end{aligned}$ | -11 -70 -81 |

ill inese espimates are basec on a sagn e o ncotporated businesses repopting sales between $\$ 25.000$ eno $\$ 2.000 .000$. Sample count inciudes only those busimesses reporing a siatemen? of changes.
See lese 1 for symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC cisssification in 1987
Quebec. Wholeste Motor Vehicle Perts and Accessories (SIC 552)


1987

| Totel | 671 |
| :--- | ---: |
| 1ess then 20 | 573 |
| $20-99$ | 75 |
| $100-499$ | 18 |
| 500 and over | 5 |

196.056

| 8.385 | 67 |
| :--- | ---: |
| 2.833 | 55 |
| 2.398 | 9 |
| 1.459 | 3 |
| 1.695 |  |

$\qquad$
$\qquad$

20-99
573

500 and ove
66.172
66.172
55.780
55.780
34.303
39.801

67
55
9
9
3
(1) Average lacour units are calcuiated by dividing totol payrolt oy the aver ege annual wage and salaty pate os reported in the

Survey of Encloyment. Payrel and Hours. Statistics Canada. Catalogue 12-002. An average labour unit could be interpreted as a
ful:-pime emo cyet hote that the business size groups used are determinmas ine Canada level. Thus if business has ar leas?
500 employees in canada as ancle but less than that number in any given province it is show in the 500 and over group
(2) Refers 10 businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no paypoll deguctions in the following year
"memly fepotinc" anc "nc longe- reporing" Dusinesses are assumed po have been in activity for six montins and the information is adus lec accoreingly

See tacle for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

|  | To:al: 1 ? | Bottom $25 \%$ | Lomer midde $25 \%$ | Upper midde 25: | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Averoge expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 49 \\ 612.063 \\ 587.550 \\ 24.513 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Averoge expense $\$$ <br> Averape net profit $\$$ | $\begin{array}{r} 44 \\ 620.644 \\ 592.107 \\ 28.537 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 5 \\ 695.963 \\ 704.340 \\ -8.377 \end{array}$ | -- | -- | -- | -- |



1987


111 These espimares are pased on sample of businesses peporting sales between $\$ 25,000$ and $\$ 2.000,000$
See isble for symols ano notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Wholesale plumbing. Heating, Air Conditioning Equipment supplies (\$1C 5622)

|  | To:al 1 , |  | $3 c: 10 \mathrm{~m}$ 25\% |  | lone mioole 25: |  | uade :$=301 \mathrm{e} 25 \%$ |  |  | Te\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Lon sales va ve igNC's) <br> High sales value igoo.'s! | $\begin{array}{r} 68 \\ 11 \\ 11 \end{array}$ |  | $\begin{aligned} & 111 \\ & 134 \end{aligned}$ |  | $\begin{array}{r} 134 \\ 269 \end{array}$ |  | $\begin{array}{r} 255 \\ 3: 7 \\ \hline \end{array}$ |  |  | $3!7$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { Y busi- } \\ & \text { nesses } \\ & \text { poporting } \end{aligned}$ | Reporting businesses onirl 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toto | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd! } \\ 25 \% \end{array}$ | UpDer <br> mide 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Pereent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 57.8 | 51.0 | 47.6 | 64.9 | 67.7 | 32.4 | 62.6 | 58.3 | 55.3 | 67.8 | 67.7 |
| Decupmer expenses | 5.3 | 8.0 | 5.5 | 4.4 | 3.2 | 98.6 | 5.1 | 8. 0 | 5.5 | 4.4 | 3.3 |
| Dedrecistion | 1.4 | 1.6 | 1.9 | 1.1 | 1.0 | 79.9 | 1.8 | 3.4 | 2.1 | 1.2 | 1.1 |
| Repairs \& maintenance | 0.6 | 0.3 | 1.0 | 0.5 | 0.8 | 52.1 | 1.1 | 0.9 | 2.2 | 0.8 | 0.8 |
|  | 1.4 | 1.5 | 1.4 | 1.8 | 1.0 | 88.4 | 1.8 | 1.8 | 1.7 | 1.9 | 1.9 |
| Rent | 1.9 | 4.6 | 1.6 | 1.0 | 0.7 | 67.4 | 2.9 | 5.1 | 2.8 |  | 0.9 |
| Personnel expenses | 14.5 | 10.9 | 19.0 | 14.8 | 12.9 | 85.5 | 17.0 | 20.1 | 21.0 | 14.8 | 13.6 |
| Financial expenses |  |  | 2.1 | 2.4 | 2.1 | 97.7 | 2.2 | 2.0 | 2.1 | 2.7 | 2.1 |
| Interes? © Dank charges protassiona! fees | 1.2 0.9 | 1.0 1.0 | O. 1.3 | 1.8 0.6 | 1.4 0.8 | 85.8 84.5 | 1.1 | 1.6 | 1.3 | 8.7 | 1.6 0.8 |
| Other expenses | 13.3 | 13.5 | 19.2 | 10.4 | 9.8 | 100.0 | 13.3 | 13.5 | 19.2 | 10.4 | 3.8 |
| Profit (loss) | 7.0 | 14.7 | 6.2 | 3.1 | 4.4 | 100.0 | 7.0 | 14.7 | 6.2 | 3.1 | 4. |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . . | - . | $\cdots$ | - |

## Symbols

zera or no observations
-- 100 small too be expressed
not appicable
$x \operatorname{confidentat}$

## Footnotes

(1) These estimates are based or somple of businesses reporting seles Detween \$25.000 eno $\mathbf{8 2}, 000,000$.

Toisl weighteo expenditure on given item


This portion of the table periains orly to the dusinesses reporting the specific expense iem inerefore these ratios art calculateo indiwidually and the iotal will not necessarily equal $100 \%$

## Notes

Dets ore shown Dy quartiles when Bt least 13 of the sampled businesses reporq the specific item
Records were paked in ascending order according to sales size. Each quartile li. e. Dotiom 25\%. lower midole 25\%, eic. represents one quarief of the 10 ? a. numper of businesses mithin each quartile. ine overage ratio is presented for comorison purposes. phe high and low values of stes ate shown

How to use the sables
lil locate que apDropriste solus pange that is displayed on the iwo lines entitled bow sales value" and migh sales value
(2) The selected range will indicate the proper querile. i. . the botrom 25\%. the lower middte 25z. the upper midole $25 z$ or the 100 25\%
(3) Det: pertaining to the selvcted stive size range wilf be in theq quartile

## Stenderd Industrist Clessificetion Definition (SIC 1980):

SIC 5622 - Wholeste Plunbing. Hesting and Air Condisioning Equipment and Supplies
Bus nesses primati y engaged if wholesale dealing in plumbing goocs; ron-eleetric hearing equipment: air condiqioning ano ventilating eau chen: lexced: sma' minow-type unlis! ifciudec are tus nesses ergagec in wholesale of bir condirioning equipmen lexcept window
 fupl burning equipmont: wholesale of nop-electric fupaces. stoves anc neaters; wholesale gas and oil heating equipment: wholessie of
 sil anc gas hot water meaters: wheiesale launory tubs. wholesale Dipe fitings. whclesale plumtung fixtures. wholesale sanitary wale:

 equ pmen? ano waret sotreminc equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Wholesale Plumbing. Meating, Aip Conditioning Equipment \& Supplles (Sic 5622)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lower ridde 25\% | Uppe: miode 25\% | $\begin{aligned} & \text { To } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales valus ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 59 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 198 \end{aligned}$ | $\begin{array}{r} 198 \\ 401 \end{array}$ | $\begin{array}{r} 401 \\ 955 \end{array}$ | $\begin{aligned} & 955 \\ & 111 \end{aligned}$ |
|  | Average ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 65 | 23 | 30 | 68 | 140 |
| inventory | - | - | - | - | - |
| Other current assets | 125 | 68 | 66 | 135 | 223 |
| Total current assets | 192 | 91 | 96 | 203 | 363 |
| fixed asseis | 47 | 8 | 26 | 64 | 87 |
| Less: Accue. deo. on lixed assets | - | - | - | - | - |
| Other assets | 14 | 8 | 2 | 17 | 28 |
| Total essets | 253 | 106 | 125 | 284 | 477 |
|  |  |  |  |  |  |
| Current loans Oihar curpent liabilities | 31 88 | 4 | 20 27 | 24 | 74 182 |
| Total current liabilities | 119 | 47 | 47 | 115 | 256 |
| Mortgages dayable | - | - | - | - |  |
| Long term debt | - | 1 | - | 1 | , |
| Other liabilities | 34 | 10 | 14 | 72 | 39 |
| Totel equity | 100 |  |  |  |  |

111 These estimates biedeo on sample of Dusinesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$
See ToDit 1 fon symbols and moies

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Wholesale Plumbing. Heating, Air Conditioning Equipment supplies (SIC 5622)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( 8000 's) High seles velue ( 8000 's) | $\left(\begin{array}{l} 59 \\ (1) \end{array}\right.$ | $\begin{aligned} & \{1\} \\ & 198 \end{aligned}$ | $\begin{array}{r} 198 \\ 401 \end{array}$ | $\begin{array}{r} 401 \\ 955 \end{array}$ | 955 $(1)$ |
|  | Aversge |  |  |  |  |
| Liquidity ctio <br> Current ratio (times) | 1.6 | 1.9 | 2.0 | 1.8 | 1.4 |
| Leverage ratios <br> Destleguity ratio (times) <br> Interes coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} 1.5 \\ 4.4 \\ 0.6 \end{array}$ | $\begin{array}{r} 1.2 \\ 24.0 \\ 0.5 \end{array}$ | $\begin{aligned} & 1.0 \\ & 4.9 \\ & 0.5 \end{aligned}$ | $\begin{aligned} & 9.9 \\ & 3.2 \\ & 0.7 \end{aligned}$ | 1.6 4.6 0.6 |

(1) The rasios represent the average of ratios for each business in the group and connor de calculated from the figures show in table ?
(2) These estimates are Dased on semple of Dusinesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$.

Sen Toble for symbels and notes

Definitions:

1. Liquidity rtif:

Currens = current assets / current biabilisies
2. Leversge ritios:
a) Dedtequity $=$ qoial liacilities / earizy
ol Det ratio = total liatilitios, toial assets
cl Inserest coverage = net profit - interest expense / in qerest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Wholessie Plumbing. Heating. Ait Conditioning Equipment \& Supplies (SIL 5622)

| Totalial |  | $\begin{array}{r} 53+10 \% \\ 25: \end{array}$ | $\begin{aligned} & \text { ower } \\ & \pi \text { od } 25: \end{aligned}$ | Upper migole 25: | ToE 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gus nesses : sampie iNo.) Lon sales voiue ! SOCO s) High saies value scoos s | $\begin{aligned} & 32 \\ & 111 \\ & 11\} \end{aligned}$ | $\begin{aligned} & 113 \\ & 198 \end{aligned}$ | $\begin{aligned} & 198 \\ & 301 \end{aligned}$ | $\begin{aligned} & 321 \\ & 821 \end{aligned}$ | $\begin{aligned} & 8: 1 \\ & 111 \end{aligned}$ |
|  |  |  | ve:age ( $\$ 000$ |  |  |
| Opersting stivities Cash from oper ations Dapreciation Other | $\begin{array}{r} 29 \\ 9 \\ -16 \end{array}$ | $\begin{array}{r} -1 \\ 2 \\ 18 \end{array}$ | $\begin{array}{r} 12 \\ 5 \\ 14 \end{array}$ | $\begin{array}{r} 10 \\ 14 \\ -27 \end{array}$ | $\begin{array}{r} 61 \\ 14 \\ -62 \end{array}$ |
| Dividends | -3 | -9 | - | -2 | $-3$ |
| Investment setivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Inciese in investment <br> Decrease in investment | $\begin{array}{r} 4 \\ -27 \\ -2 \end{array}$ | -4 | $\begin{array}{r} 11 \\ -25 \end{array}$ | 1 -46 -2 1 | 3 -30 - |
| Finmeing activities <br> Inciease ir long term debt <br> Repayment of long tert debt <br> Loans fiom sharenolde's <br> Repsyment of loans from sharehciders <br> sduances \& loans from government <br> increase in eculty <br> Decrease in eculty <br> Dther | 12 -4 5 -11 - 3 -4 - | 5 -2 | 6 -3 5 - - - -12 -1 | 33 -7 14 -29 1 9 0 -1 | 5 -5 -11 - -5 |
| Increase(decresse) in cash sequivalents Cash \& equivalents-Seginning of the year Cash s equivalents - End of the year | -5 -8 -14 | 3 | $\begin{array}{r} 10 \\ -4 \\ 5 \end{array}$ | -1 -5 -6 | $\begin{array}{r} -32 \\ -23 \\ -55 \end{array}$ |

111 these thimates are dasec on e sempie of incorporaiec businesses reporting sates between $\$ 25.000$ sho $\$ \hat{2} .000 .000$. Somple count incivoes only those susinesses coorting oftatement of changes.
see table 1 for symbols and no:es

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in ig87
Quebec, wholesale Plumbing. Meating. Air Conditioning Equipment supplies (Sic 5622)

|  |  |  |  | Changes in num with Dol | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businoss size expessec in averape labou? units | Number of bus, nesses | $\begin{array}{r} \text { Totai payrol! } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Newly reportingiz) | No longer eporting(3) |
| 1984 |  |  |  |  |  |
| Total | 209 | 45,178 | 2.301 | 37 | 14 |
| $\begin{aligned} & \text { tess than } 20 \\ & 20-99 \\ & 100-49 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 173 \\ 29 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 15.739 \\ 14.201 \\ x \\ x \end{array}$ | $\begin{aligned} & 812 \\ & 713 \\ & 611 \\ & 165 \end{aligned}$ | $\begin{array}{r} 31 \\ 5 \\ 1 \\ \hline \end{array}$ | $\begin{gathered} 13 \\ 1 \\ - \end{gathered}$ |
| 1987 |  |  |  |  |  |
| Total | 233 | 77.089 | 3.078 | 38 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100^{-} 493 \\ & 500 \text {.nd over } \end{aligned}$ | 194 32 4 3 | $\begin{array}{r} 21.774 \\ 17.404 \\ 7.948 \\ 29.963 \end{array}$ | $\begin{array}{r} 874 \\ 699 \\ 315 \\ 1.190 \end{array}$ | 33 3 3 - | $\cdots$ $\cdots$ $\cdots$ |

II Aver age labour units are calculated by diviting topal payroll Dy the average annul wage and solary rate as reported in the Survey of Employmert. Payroll and Hours. Statistics Canada. Catalogue 92-002 an averape labour unit could be interpeted os a full-time employee Note that the business size grouds used are deiermined ot the conabo level. Thus it ousiness has at leas? 500 employees in Canada as a whole bu: less than that number in any given province it is shown in the 500 and over group.
(2) Rete's to Dusinesses reporting no gavrall deductions in the previous year
(3) Refers 10 businesses reporting no payroll deducilons in the following yebr
"New:y reorting" and "no longer copling" businesses are assumed to have begn in activity for six months and the information is acjusied acsoroingly

See lable i for symbols ana notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Wholesale Plumbing. Heating. Air Conditioning Equlpment s Supplies (SIC 5E22)


| Number of observations in sample Average sales 5 | 363.504 |
| :---: | :---: |
| Average expense \$ | 34.242 |
| Average not profit (loss) \$ | 22.282 |
| Businesses reporting profit (Mo.) | 26 |
| Aversge sales \$ | 350.210 |
| Aversge Expense \$ | 324.078 |
| Average net profit \$ | 25.132 |
| Businesses repopting loss (Mo.) | ${ }^{6}$ |
| Averge sties \$ | 510.397 |
| Average expense \$ | 528.270 |
| Average net loss \$ | -17.873 |

1886

| Number of observations in sample | 37 |
| :---: | :---: |
| Avelage sales \$ | 410.299 |
| Average expense \$ | 396.067 |
| Averape net grotit (ioss) \$ | 14.232 |
| Businesses reporting profit (Mo.) | 32 |
| Average sales \$ | 401.524 |
| Average expense \$ | 376.261 |
| Averge net protit \$ | 25.263 |
| Susinesses reporting loss (Mo.) | 5 |
| Averoge sales \$ | 384.851 |
| Aveloge expense | 423.943 |
| Average net loss g | -39.082 |

1987
Number of observations in sample
Average saies $\$$
Average expense $\$$
Average net Dio (l (loss) $\$$

| $\begin{array}{r} 78 \\ 522.501 \\ 497.686 \\ 24.815 \end{array}$ | $\begin{array}{r} 100.946 \\ 88.207 \\ 12.739 \end{array}$ | $\begin{array}{r} 204.178 \\ 191.900 \\ 12.278 \end{array}$ | $\begin{array}{r} 482.761 \\ 458.753 \\ 25.998 \end{array}$ | $\begin{array}{r} 1.302 .119 \\ 1.253 .873 \\ 48.246 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 65 |  |  |  |  |
| 513.417 | 95.392 | 206.259 | 493.304 | 1.258 .712 |
| 479.735 | 76.567 | 187.675 | 459.595 | 1.195.102 |
| 33.682 | 18.825 | 18.584 | 33, 709 | 63.610 |
| 13 |  |  |  |  |
| 570.045 | 120.795 | 196.313 | 406.639 | 1.555.432 |
| 593.049 | 129,800 | 207.863 | 436.321 | 1.598 .210 |
| -23.004 | -9.005 | -11.550 | -29.682 | -41,778 |

Businesses reporting profit (Mo.)
Average sales
Average expense
Averege not profits 33.682

Businesses reporting loss (Mo.)
Average sales\$
Average expense $\$$
Average net loss $\$$
(11)

See lable $?$ for symols and motes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Wholesale Lumber and Building Materlals (SIC 563)

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

Symbolt

- zero or no onservapions
.- too small 100 be expresseo
... nos abolicable
$\times$ configantio


## Footnote

$11)$ These estimetes are baseo on bemple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$
lotal we ghice expenditure on given item
121 Value in each cell = for fach quartile

This porgion of the rable perteins only to the businesses peporting the specific expense iten. thepefore inese catios are calculated ingividuely anc ine : oia! will not necessarily equal $100 \%$

## Notes

Data are show Dy guef: tes when at east $130^{\circ}$ the semplac businesses repoit the specilic item
 one quaryer of the icial number of ousinesses. Within och quaritie. the suerage ratio is presented for comparison purposes. the high and low values of sales are shown

Now to use the isbles
(1) Locate the approprinte sales pange thet is displayed on the two lines intitiod bow sales valut and migh sales valuem
(2) The selected range will indicste the proper quariile. i. the bottom 25\%. the lower miode 25\%, the upper midde 252 dr the Sop 25\%.
(3) Dava pertaining to the selectad sales size pange will be in thet quartile

## Stenderd Induetrisl CIessifiettion Definition (S1C 1980):

SIC 5630 = tholesele Lumber and Building Maver is ls
Businesses primeri ir engaged in cealing in lumper. plywood and miliwork; paine. glass and walipaper. and other duilding materisis

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Wholesale Lumber and Building Materials (SIC 563)

[11 these estimates aie based on a sample of businesses reporing seles between $\$ 25,000$ eno $\$ 2,000.000$.
See lable ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Wholesale Lumber and Building Materials (SIC 563)

|  | Total 12 ) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value $\left(\$ 000^{\prime} s\right.$ ) <br> Migh siles value ( $\$ 000$ 's) | $\begin{array}{r} 88 \\ 11 \\ 1 \end{array}$ | $\begin{aligned} & 111 \\ & 229 \end{aligned}$ | $\begin{array}{r} 229 \\ 569 \end{array}$ | $\begin{array}{r} 569 \\ 1.141 \end{array}$ | $\begin{array}{r} 1.141 \\ 1 \\ 1 \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (imes) | 1.6 | 1.4 | 1.4 | 1.5 | 1. 8 |
| Leverage ratios <br> Oebt/equity catio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.6 \\ & 3.3 \\ & 0.6 \end{aligned}$ | 2.9 0.8 0.7 | 1.8 3.6 0.6 | 2.0 2.8 0.7 | 1.3 3.8 0.6 |

111 the ratios represent the everage of patios for each business in the group and cannot de colculated from the figures show in lable 2.
(2) These estimetes er bsed on semple of businesses reporting sales derween \$25.000 and \$2.000,000.

See Toble 1 for symbels and nates

## Definitions:

1. Liquidity retio:

Curient = curent assers / curpent lisbilities
2. U-versge retios:
a) Desplesuiy = poisi i iatilites/equit.
D) Deot rat:o folat liabilifies/toral assers
c) Interest coverage = net profiq interes: expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Wholesale Lumber and Building Materials (SIC 563)

|  | ic:a! ${ }^{\text {a }}$ | $\begin{array}{r} 50+\text { tom } \\ 25 \% \end{array}$ | Lowe: $\pi i d e l e 25:$ | Upoe: middle 25\% | $\begin{aligned} & 108 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. semple (Ho. i Low sales va'ue ( $\$ 000$ 's) tigr sales value isCoc s? | $\begin{array}{r} 124 \\ 11! \end{array}$ | $236$ | $\begin{aligned} & 236 \\ & 505 \end{aligned}$ | $\begin{array}{r} 569 \\ 1.122 \end{array}$ | $1.12 ?$ |
|  | Aveiage (\$000 si |  |  |  |  |
| Operating activities Casn from operations Depreciation Dther | $\begin{array}{r} 23 \\ 10 \\ -17 \end{array}$ | $\begin{aligned} & 1 \\ & 2 \\ & 6 \end{aligned}$ | $\begin{aligned} & 14 \\ & 11 \\ & -3 \end{aligned}$ | $\begin{array}{r} 18 \\ 9 \\ -23 \end{array}$ | $\begin{array}{r} 56 \\ 16 \\ -17 \end{array}$ |
| Dividends | -5 | -2 | -3 | -3 | $-11$ |
| Investment ectivities <br> Disposa! of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 3 \\ -30 \\ -2 \\ 4 \end{array}$ | 2 -6 - | 9 -34 -1 | $\begin{array}{r} 21 \\ -21 \\ 9 \end{array}$ | $\begin{array}{r} 5 \\ -55 \\ -7 \\ 7 \end{array}$ |
| Financing ectivities <br> Increase it long term debt <br> Repayment of long lerm debt <br> Loans from shareholders <br> Repaymen of loans fiom shareholdeis <br> Advances \& loans from government <br> Increase in equity <br> Dectease in equity <br> Dine: | $\begin{array}{r} 15 \\ -9 \\ 6 \\ -9 \\ -9 \\ 4 \\ -2 \end{array}$ | -2 5 -7 | 15 -5 3 -4 - 2 -9 | 9 -7 7 -20 -13 -2 | 35 -18 10 -8 - 2 -4 - |
| Increaseldecresse! in cash equivalonts Cash 8 equivalents-Beqinning of the year Cash \& equivalents - End of the year | $\begin{array}{r} -9 \\ -10 \\ -19 \end{array}$ | 3 3 6 | -5 7 -2 | $\begin{array}{r} -9 \\ -25 \\ -35 \end{array}$ | -15 -25 -46 |

[^19]TABLE 5. Employment changes by size of business. 1984-1987 based on sic cissification in 1987
Quebec. Wholesale Lumber and Building Materials (SIC 563)


[^20]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Wholesale Lumber and Building Materials (SIC 563)

| - | Tetalit | $\begin{array}{r} 80: 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { micdle } 25 \% \end{array}$ | Uppe: midde 25\% | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1385 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Averoge expense \$ <br> Average net piofit (loss) \$ | $\begin{array}{r} 145 \\ 640.282 \\ 591.455 \\ 48.827 \end{array}$ | $\begin{array}{r} 67.069 \\ 65.405 \\ 1.664 \end{array}$ | $\begin{aligned} & 348.551 \\ & 234.022 \\ & 114.529 \end{aligned}$ | $\begin{array}{r} 728.602 \\ 687.423 \\ 41.179 \end{array}$ | $\begin{array}{r} 1.416 .904 \\ 1.378 .970 \\ 37.934 \end{array}$ |
| Businesses reporting e profit (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | 122 640.318 589.142 59.176 | $\begin{array}{r} 63.946 \\ 59.539 \\ 4.407 \end{array}$ | $\begin{aligned} & 344.112 \\ & 217.019 \\ & 127.093 \end{aligned}$ | $\begin{array}{r} 729.470 \\ 673.978 \\ 55.492 \end{array}$ | $\begin{array}{r} 1.423 .745 \\ 1.374 .031 \\ 49.714 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense \$ <br>  | 23 636.283 663.404 -27.121 | $\begin{aligned} & 74.047 \\ & 78.516 \\ & -4.469 \end{aligned}$ | $\begin{array}{r} 390.722 \\ 395.563 \\ -4.841 \end{array}$ | $\begin{array}{r} 724.125 \\ 756.751 \\ -32.636 \end{array}$ | $\begin{array}{r} 1.356 .237 \\ 1.422 .777 \\ -66.540 \end{array}$ |

1985

Mumber of observations in sample
Average sales $\$$
Average expense $\$$
Average net Drotit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales \$
Average expenses
Average net prot:t $\$$

Businesses reporting los: (Mo.)
Average sales \$
Average expense $\$$
Average net loss \$

B0. 169
70.953
9.216
570.48 B
551.592
$+18.856$

58100
580.916
551.658
29.258
556.008
556.008
572.414
572.406
-16.406

0
-
$8 \quad 90.441$
91.365
91.365
-924
,
187.043
179.545
179.545
7.498
215.703
195.964
19.739
153.204
160.161
60.161
-6.957
623. 434
609.729
13.705
652.015
621.848
30.159
516.255
554.279
-48.024
1.391 .307
$1.346,142$
45.165
1.380 .230
1.326.715
53.515
9.454.131
1.473 .852
$-9.729$

1987

| Mumber of observations in sample | 231 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 672.310 | 122.549 | 353.95 | 750.120 | 1.463.376 |
| Average expense \$ | 652.038 | 122.758 | 344.611 | 727.655 | 1.413 .126 |
| Average net Drotit (loss) \$ | 20.272 | -209 | 8.584 | 22.465 | 50.250 |
| Businesses reporting profit (Mo.) | 174 |  |  |  |  |
| Average sales 5 | 667.309 | 111.479 | 358.778 | 737.985 | 1.460.992 |
| Average expense 5 | 632.152 | \$5.968 | 337.893 | 702.961 | 1.391.787 |
| Average net profip\$ | 35.157 | 15.51) | 20.885 | 35.024 | 69.205 |
| Businesees reporting loge (Mo.) | 57 |  |  |  |  |
| Average soles \$ | $693.24 \%$ | 138.023 | 334.613 | 824.165 | 1.476.164 |
| Aversge expense \$ | 733.269 | 160.206 | 366.972 | 878.335 | 1.527.563 |
| Average net loss \$ | -40.028 | -22.183 | -32.359 | -54.170 | -51.399 |

11 These estimates are based on a sample of Dusinesses peporting $\$ 8105$ Deiween 825.000 and $\$ 2.000 .000$
See fable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

|  | Tosalter |  | Bot:om 25: |  | Lower midcle 25\% |  | uncer$\pi \text { ddle } 25 \%$ |  |  | $\begin{aligned} & 780 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No Con sales vaiue 1900 s? 0 gh sa es value scoc s: |  | $\begin{aligned} & 101 \\ & 11 \\ & 11 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 74 \end{array}$ |  | $\begin{array}{r} 74 \\ 646 \end{array}$ |  | 9 |  |  |  |
| Selected expense item | Industiy sue age\{2\} |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporqing businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upoe? middle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Peicent of soles |  |  |  |  |
| Cost of seles | 54.7 | 13.0 | 55.5 | 72.7 | 73.9 | 100.0 | 54.7 | 13.0 | 55.6 | 72.7 | 73.9 |
| Occupency expenses | 8.7 5.2 | 22.1 14.9 | 7.6 4.4 | 3.3 9.0 | 2.7 1.0 | 98.9 96.2 | 8.8 5.4 | 22.1 14.9 | 7.8 4.7 | 3.3 9.0 | 2.8 1.1 |
| Dedieciation Repails 8 maintenance | 5.2 1.0 | 14.9 1.8 | 0.7 | 0.9 | 0.8 | 85.2 | 1.2 | 2.2 | 1.0 | 0.9 | 0.9 |
| Hest. light \% telednone | 1.5 | 3.5 | 1.4 | 0.9 | 0.5 | 96.8 | 1.6 | 3.5 | 1.4 | 1.0 | 0.5 |
| Rent | 0.9 | 1.9 | 1.1 | 0.5 | 0.4 | 49.3 | 1.9 | 6.8 | 2.6 | 0.8 | 0.5 |
| Personnel expenses | 10.1 | 7.2 | 12.7 | 11.3 | 9.2 | 83.2 | 12.2 | 22.0 | 12.9 | 11.3 | 9.4 |
| Financiel expenses | 3.5 | 9.8 | 2.1 | 1.5 | 1.2 | 97.9 | 3.6 | 9.8 | 2.2 | 1.5 | 1.2 |
| Interesi \% bank charges | 2.7 | 7.9 | 1.5 | 0.9 | 0.8 | 84.9 | 3.2 | 11.7 | 1.? | 1.0 | 0.9 |
| Protessiona tees | 0.8 | 1.9 | 0.5 | 0.6 | 0.3 | 78.8 | 1.1 | 4.8 | 0.6 | 0.6 | 0.3 |
| Other expenses | 14.1 | 27.3 | 15.2 | 6.4 | 8.8 | 100.0 | 14.1 | 27.3 | 15.2 | 6.4 | 8.8 |
| Profit (loss) | 8.9 | 20.6 | 8.7 | 4.7 | 4.3 | 100.0 | 8.9 | 20.6 | 6.7 | 4.7 | 4. 3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | $\ldots$ | -•• |

## Symbols

zero or no observalions
-. too smali too be expressed
(1.) no soplicable
$x$ confiosentisl

## Footnotes

(1) These estimates are based on a samp: of businesses reporting $\$ \cos$ between $\$ 25.000$ and $\$ 2.000,000$. Total weigniec expenditure on a given item

(3) Value th each celt a $\frac{\text { Total weighteo axpenditure on given tien }}{\text { Tozal weighted sal of businesses reporting this item of expenditure }}$ for each quatile

This portiph of the table pertains only to the businesses reooting the specific oxpense item fherefore these ratiog ere cat cuted inciviousliy and the to:al will not necessarily equel $100 \%$.

## Motes

Dois are shown Dy Guarpiles mhen bi least 13 of the sampled businesses pepott the specific item
 one quarter of the totai numper of businesses. Within each quariile. the average patio is presthted. For comorison purposes. the high and low vaius of sales are shown

Mow to use the teolez
(11 bocate the appropr ite sales range that is displayed on the iwo lines en ipled bow solps values and "high selos value"
(2) The selected pange will indicare the proper quarile. i. the Dotion 25t, the lower midale 25\%. the upper midde 258 or the 100 $25 \%$
(3) Deta pertaining to the selected seles size range will be in thet Qularile

## Stenderd Industris! CIBstificetion Definition (SIC 1880)

SIC 5711 - Wholesale farm machinery. Equipment and Supplies
Businesses ptimarily engeged in wholesale dea ing in new or useof form machinery, equipment. supplies and parts inis industiy inctuoes businesses f. marily engagec in selling such equipmen oipectiy io farmers as we as those selling lo farm equipmen: dealers. Also incluod are businesses primarily engaged in ine redair of farm mazhinery and eou pment as well as those or marily engoged ip wholesaling garden and lan qracicrs and equipment Wholesale opin machinery and equipmert finciuding elevatingl: wholesale combines. wholesale cpop preparaion macnimery tcleanimg. drying. conoifioningl: wholesate farp culivaiors. seedeps and spieaders. wholesale cairy fart machinepy
 wholesale lay gimders. mixers and cilshers. wholesale farm crop harvesting mactimery, who esale haying machinery. wholesale i. igation equipmen: wholesale farm. crop pianting machinery: wholesale fart and garden oloughs. narpows and tilers, wholesale farm sprayers and dusters. wholesale farm swathers end windrowerg and wholesale farm and garden tractors are also incluced in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Wholesale Farm Machinery. Equipmene and Supplies (Sic 5711)

|  | Totail1) | Bcttom $25 \%$ | Lower $\text { mocle } 25^{\circ}$ | $\begin{aligned} & \text { Loze } \\ & \text { midaie } \leqslant 5 \% \end{aligned}$ | $\begin{aligned} & 900 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (No.) bow sales value '\$000's) Hiph sales value $\left(8000^{\circ}\right.$ s) | $\left.\begin{array}{l} 89 \\ 1 \\ 1 \end{array}\right\}$ | $\begin{aligned} & 11) \\ & 360 \end{aligned}$ | $\begin{aligned} & 350 \\ & 654 \end{aligned}$ | $\begin{array}{r} 664 \\ \times .075 \end{array}$ | $\begin{array}{r} 1.075 \\ 11 i \end{array}$ |
|  | Average ( $\$ 000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and notes receivable | 70 | 16 | 70 | 57 | 134 |
| Inventory | - | - | - | - | - |
| Other current assets | 253 | 75 | 115 | 293 | 517 |
| Total current assets | 323 | 92 | 185 | 350 | 651 |
| Fixed assets | 65 | 26 | 65 | 58 | 110 |
|  | - | - | - | - | - |
| Other assets | 8 | 2 | 1 | 26 | 3 |
| Total essets | 397 | 121 | 251 | 434 | 764 |
| Lisbilities end equity 20 20 20 |  |  |  |  |  |
| Current loans Other curren liabiliqies | 25 | 10 | 20 | 27 | 43 |
| Other current liabiliqies Toiat current iabiliques | 163 | 55 | 87 | 152 180 | 349 |
| Toial current iabilities Mortgages payable | 188 | 64 | 108 | 180 | 392 |
| morgages osyable | 1 | - | - | 3 | 2 |
| Other liabilities | 54 | 29 | 54 | 36 | 95 |
| Total liabilities | 243 | 93 | 162 | 218 | 489 |
| Total equity | 154 | 28 | 89 | 216 | 276 |

$(11)$ Thase estimates are based on sample of businesses reporting sales between $\$ 25.000$ ong $\$ 2.000 .000$
See lable i for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Wholessle Farm Machinery, Equipment and Supples (SiC 5711)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. 1 Low sales value ( $\$ 000{ }^{\prime}$ s) Mion sales value ( $9000^{\prime} \mathrm{s}$ ) | 89 $(1)$ $(1)$ | $11)$ 360 | $\begin{aligned} & 360 \\ & 654 \end{aligned}$ | $\begin{array}{r} 664 \\ 1.075 \end{array}$ | $\begin{array}{r} 1.075 \\ 111 \end{array}$ |
|  | Averape |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.7 | 1.4 | 1.7 | 1.9 | 1.7 |
| Leversge retios ```Debt/equity ratio (times) Incerest coverage ratio (times) Debt ratio (times)``` | 1.6 5.8 0.6 | 3.3 3.1 0.8 | 1.8 4.1 0.6 | 1.0 9.0 0.5 | 1.8 6.1 0.6 |

lll The retios repesent the everage of ratios for each business in the group and cannot be calculated from the figures shown in fole 2

See foble 1 for symbols and noits.

## Definitions:

1. Liquidity ratie:

Curren: = curpene assers $/$ current liabiliqies.

## 2. Levicge fetios:

Debt/equily $=$ total liabilities / equity
D: DeDi ratio = cotal liabilities/ rotal assets
c) Interest coverage $=$ net profit * inceres expense/ inimest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Wholesale Farm Machinery. Equipment and Supplies (Sic 5711)


See iod ? 0 symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic classification in i987
Quebec. Wholesale Farm Machinery. Equipment and Supplies (SIC 5711)


(1) average aboup units ere calcutased by dividing total poyroll by the average annul wage and selary cate os repor ted in the survey of tmploymen: Payroli and mours. Staistics Canada. Catalogue 72-002. Ar average iadour unit could be interpretad os a full-time emp:oyee. Note that the ousiness size groups used ore detaminec ai ihe canaco level, thus if a business hos at leas? 500 emplovees if Canada as a whole bul less than that number in any given province it is shown in the sof ano over group
121 Wefers 10 gus messes reporling no dayroll deductions in the previous yea.
(3) Refers ic ousinesses reporiing ne paypoll deductions in the foliowing year
"Newly reporing" ano "no longer "eporing" businesses ate ossumed to hove been in betivity for six months and the information is adjustad accopdingly

See iasle: for symbols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| - | To:a1:1) | $\begin{array}{r} 50: 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower midde 25\% | Upper midde 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 959 |  |  |  |  |
| Average sales \$ | 439.901 | 65.129 | 158.217 | 409.873 | 9.126.383 |
| Aversge expense $\$$ | 413.024 | 40.773 | 140.879 | 393.450 | 1.076.994 |
| Aversge net profit (loss) \$ | 25.877 | 24.356 | 17.338 | 16.423 | 49.389 |
| Businesses reporting a profit (Mo.) |  |  |  |  |  |
| Aversge sales \$ <br> Average expense $\$$ | 453.728 422.634 | 65.129 40.773 | 156.713 138.717 | 442,539 415,350 | -150.479 |
| Average net profit \$ | 31.094 | 24.356 |  |  | 1.095 .782 54.7 |
| Businesses reporting loss (Mo.) | 5 |  |  |  |  |
| Average sales \$ | 391.421 | - | 199.889 | 314.373 | 660.000 |
| Average expense | 415.903 |  | 203.304 | 329.406 | 715.000 |
| Averape net loss \$ | -24.482 | - | -3.415 | -15,033 | -55.000 |

1986


1987

| Number of observations in sample <br> Avelage saligs <br> Ave:age expense s <br> Averoge ret profi: (loss) \$ | 109 601.564 572.381 29.163 | $\begin{array}{r} 48.222 \\ 38.246 \\ 9.976 \end{array}$ | $\begin{array}{r} 288.325 \\ 270.896 \\ 17.429 \end{array}$ | $\begin{array}{r} 686.211 \\ 652.666 \\ 33.545 \end{array}$ | $\begin{array}{r} 1.383 .498 \\ 1.327 .714 \\ 55.784 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ousinesses reporting profit (Mo.) | 100 |  |  |  |  |
| Average sales | 601.587 | 48.222 | 294.842 | 690.969 | 1.372.316 |
| Average expense \$ | 569.352 | 38.246 | 271.399 | 653.449 | 1.314 .315 |
| Average net drofis \$ | 32.235 | 9.976 | 23.443 | 37.520 | 58.001 |
| Businesses reporting loss (Mo.) | 9 |  |  |  |  |
| Average sales \$ | 673.449 | - | 251.485 | 625.654 | 1.742.208 |
| Average expense \$ | 889,479 | - | 268.048 | 682.873 | 1.757.515 |
| Average net loss \$ | -16.030 | - | -16.553 | -16.219 | -15.307 |

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

See Tsole for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Wholesale Industrial Machinery Equipment and Supplies (S1C 5731)

|  | To:a!11) |  | 50 110m 25: |  | Lower$\text { middie } 25 ;$ |  | Upeer m. ocle 25: |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample No. Low sales value $1 \$ 00 \mathrm{o}$ s tit gt sales value :S00's | $\begin{aligned} & 122 \\ & 111 \\ & 111 \end{aligned}$ |  | $\{1!$ |  | $\begin{array}{r} 138 \\ 337 \end{array}$ |  | $\begin{aligned} & 337 \\ & 646 \end{aligned}$ |  |  | 546 <br> 111 |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% bus } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporing businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} 80 t+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lowe' } \\ \text { middie } \\ 25 \% \end{gathered}$ | Uoder midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tota | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd I } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 49.4 | 38.4 | 45.2 | 57.0 | 55.1 | 86.5 | 57.1 | 53.5 | 53.3 | 60.6 | 59.9 |
| Decupancy expenses | 6.6 1.3 | 8.6 0.7 | 7.9 1.8 | 6.8 1.8 | 3.4 0.9 | 97.6 84.0 | 6.8 1.6 | 8.6 1.2 | 8.3 | 6.8 1.9 | 3.6 1.0 |
| Reoairs \& maintenance | 0.7 | 1.0 | 0.8 | 0.8 | 0.3 | 60.0 | 1.2 | 1.5 | 1.4 | 1.2 | 0.5 |
| Heat. light s telephone | 1.6 | 2.5 | 1. 5 | 1.5 | 0.9 | 83.0 | 1.9 | 2.9 | 2.0 | 1.8 | 1.1 |
| Ren: | 3.0 | 4.5 | 3.7 | 2.6 | 1.3 | 78.4 | 3.8 | 5.2 | 5.6 | 3.0 | 1.7 |
| Personnel expenses | 19.6 | 25.8 | 22.0 | 17.3 | 13.6 | 95.1 | 20.6 | 29.3 | 22.8 | 17.3 | 14.3 |
| Financisl expenses | 2.1 | 3.8 | 2.7 | 1.6 | 1.5 | 96.5 | 2.5 |  |  |  | 1.6 |
| Interest 8 dank charges Protessiona! fees | 1.2 | 1.3 2.5 | 1.6 | 1.0 0.6 | 1.0 0.6 | 83.1 91.3 | 1.5 1.3 | 1.7 | 2.0 1.2 | 9.2 0.7 | 1.1 0.6 |
| Other expenses | 17.0 | 23.3 | 12.5 | 11.5 | 21.7 | 100.0 | 17.0 | 23.3 | 12.5 | 11.5 | 21.7 |
| Ppolit (loss) | 4.9 | 0.1 | 8. 6 | 5.5 | 4.6 | 100.0 | 4.9 | 0.1 | 8.6 | 5.9 | 4.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  |  | $\ldots$ | ... |

## sybols

zero or no obsierveilons
$\therefore$ 200 smell poo De expressed
not ACD (icable

* confidenii


## Pootnotes

(11) These estimetes bre based on somple of businesses reporifo sales Detwen $\$ 25,000$ enc $\$ 2,000,000$ Totol weignied expenditure on a given item

(3) Value in each cell Tota: wighted expendizute on a given item
Total weighted sales of businesses peporiing ihis item of expendiqure $\times 100$ for fach quarpile.
This portion o! the qubl periaing only to the businesses roporing the specific experse ifem. ingrefore inese ratios ar calculateo individus'ly end the soial mll nop necesserily equel $100 \%$

Notes
Data are shown Dy Guartiles when at leas: 13 of the sampled businesses report the specific item
Records were ronkec in escending order accopding qo sales siz. Each quertile li. Dotion 25z, lowe? miodie 258. eic. represents on quatit of qhe total numper of businesses. Within each quertile. the average ratio is prestented. for comparison purposes. ithe high and low values of sales are shown

Mow to use the edble

12 The selectod ange will indicste the proper quertile. i. the botrom 25\%. qhe lower middle 25\%. the upper midde $25 \%$ or the rof 25\%
(3) Data pertaining 0 the selected sales size range will be in thot quartile

## Stanoard induserist Ciessificetion Definision ISIC 1980):

SIC 5731 - Wolesele Industrisi Machinery, Equipmens and Supplies


 farml, wholesale evaing mach. mery lexcept farmi wholesale food anc Deverage processing machinery: wholesaie founory machinery and eaupment. wholesa e no sing rachinery anc equ pment lexcept construct:on and forestryl. wholesale ingustiat furnacgs. kilms and ovens


 seie pulp anc pape: industry machinery; whoiesble inoustrial pumps: wholesole textile indusiries macninery. eaupment and supplies and whelosale werding anc machinery

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

|  | To:a 1 : | $\begin{array}{r} 80:+0 m \\ 25 \% \end{array}$ | Lowe? $\text { midele } 25 \%$ | upper $\text { micde } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample (No.) Low sales value ( $\$ 200$ s) High saies value $1 \$ 000$ 's | $\left.\begin{array}{l} 116 \\ \{1 \\ 11 \end{array}\right\}$ | 11 143 | $\begin{aligned} & 143 \\ & 345 \end{aligned}$ | 345 749 | $\begin{aligned} & 749 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Asseis |  |  |  |  |  |
| Accounts and notes receivable | 88 | 25 | 34 | 85 | 204 |
| Inventory | - |  | - |  | - |
| Other current assets | 104 | 25 | 52 | 95 | 230 |
| Total current assets | 192 | 50 | 96 | 180 | 433 |
| Fixed issets | 39 | 6 | 41 | 53 | 53 |
| Less: Accum. dep. on fixed assets | - | - | - | - | i |
| Other ussets | 8 | 3 | 2 | 5 | 21 |
| Total assets | 238 | 59 | 140 | 238 | 508 |
| Liebilities and eauity 980 |  |  |  |  |  |
| Current loans Other curpent liobilities | 34 84 | 19 21 | 38 | 26 80 | $\begin{array}{r}82 \\ 193 \\ \hline\end{array}$ |
| Toisl current liobilities | 118 | 40 | 47 | 106 | 275 |
| Mortgages dayable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | - | 3 |
| Dther liabilities | 38 | 36 | 35 | 41 | 40 |
| Total lisbilities | 156 82 | 76 -17 | 82 58 | 147 91 | 318 190 |

(I) These estimes ore dased on sample of businesses reporting sales beimeen $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$

See fable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Qubbec. Wholesale Industrisi Machinery Equipment and Supplits (Sic 5731)

|  | Tota (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miodle } 25 \% \end{array}$ | Upoer middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.\} Low sales value ( $\$ 900$ 's) Migh sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 116 \\ & \{1\} \\ & (1) \end{aligned}$ | $\begin{aligned} & 11\} \\ & 143 \end{aligned}$ | $\begin{aligned} & 143 \\ & 345 \end{aligned}$ | 345 749 | 749 111 |
|  | Average |  |  |  |  |
| Liquidity petio Curtent ratio (ilmes) | 1.6 | 1.3 | 2.1 | 1.7 | 1.6 |
| Leverage intios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 1.9 5.4 0.7 | -4.6 2.8 1.3 | 1.4 7.1 0.6 | 1.6 6.6 0.6 | 1.7 4.9 0.6 |



See iable ifor symbols and notes

## Definitions

1. Liquidity ratio:

Current = current assers / current liabilitiss
2. Leverege ritioz:
a) Destequity $=$ total listilities / equity
bl Debt ratio = tolal liadilifies / sotal assers.
c) interesi coverage a net profit ineerest expense / in erest expense

TABLE 4. Statement of changes in financial position for incorporated ousinesses only. 1987
Quebec. Wholesale Industrial Machinery Equipment and Supplies (SIC 5731 )

|  | To:al11 | $\begin{array}{r} \text { E®: } 40 \mathrm{~m} \\ 25^{\circ} \end{array}$ | Lowe: <br> ri.gole $\hat{2} 5 \%$ | Uoder $\pi$ dete 25: | iop 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampe inc. Low sales value isious Migh sales value iscons | $\begin{aligned} & 69 \\ & \vdots 1! \\ & 11 \end{aligned}$ | $\begin{aligned} & 111 \\ & 168 \end{aligned}$ | $\begin{array}{r} 166 \\ 370 \end{array}$ | $\begin{aligned} & 370 \\ & 828 \end{aligned}$ | $8: 8$ |
|  |  |  | average 15000 |  |  |
| Operating activities Cast fiom operations Depreciation Other | $\begin{array}{r} 23 \\ 7 \\ -22 \end{array}$ | 3 1 -8 | $\begin{array}{r} 11 \\ -11 \end{array}$ | 28 8 -41 | 48 14 -27 |
| Oividends | -4 | - | - | -7 | -8 |
| Invesiment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decresse in investment | - ${ }^{2}$ | - 5 | -3 | 1 -6 | -29 |
| Financing activities <br> lncrease in long term debt <br> kedayment of long ierm deb: <br> Loans fiom shatenotoers <br> Redarment of loans from shareholders <br> Lovances $\delta$ loans Prom governmen? <br> ancrease in equily <br> Decrease in equity <br> Other | $\begin{array}{r} 8 \\ -6 \\ 3 \\ -4 \\ 28 \\ 28 \\ -27 \\ \hline \end{array}$ | 8 -3 | -2 2 -2 | 7 -6 4 -3 - - -1 | $\begin{array}{r}22 \\ -14 \\ 1 \\ -9 \\ - \\ 108 \\ -107 \\ \hline\end{array}$ |
| Increase(decrease) in cash soquivalents Cash s equivalents-Beginning of the yetr Cash equivelents - End of the year | -3 -3 | 4 33 37 | -1 6 5 | -16 -1 -17 | 1 -33 -31 |

 only those businesses reporting o statemen of changes
see iable 1 tor sympels and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in i987
Quebec. Wholesale industrial Machinery Equipment and Supplles (Sic 5731)

| Business size expressed in overage labour units (1) | Number of Dusinesses | $\begin{array}{r} \text { Total poyioll } \\ (\$ 000 \text { s) } \end{array}$ | Average lobour units(1) | Changes in number of businesses with poid employmes |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y <br> redorting\{2\} |  |  |
| 1984 |  |  |  |  |  |  |
| Totel | 747 | 146.701 | 6.745 | 89 |  | 65 |
| $\begin{aligned} & \text { less than } 20 \\ & 20.95 \\ & 100 \text {. } 499 \\ & 500 \text { and ove? } \end{aligned}$ | $\begin{array}{r} 584 \\ 130 \\ 31 \\ 2 \end{array}$ | $\begin{array}{r} 59.573 \\ 56.736 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.385 \\ 2.600 \\ 1.400 \\ 360 \end{array}$ | $\begin{array}{r} 79 \\ 8 \\ 3 \\ 1 \end{array}$ |  | 59 6 $\vdots$ |
| 1987 |  |  |  |  |  |  |
| Total | 815 | 190.784 | 6.902 | 87 |  |  |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond ove? } \end{aligned}$ | $\begin{array}{r} 639 \\ 140 \\ 35 \end{array}$ | $\begin{array}{r} 69.277 \\ 79.135 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.519 \\ 2.567 \\ 1.619 \\ 197 \end{array}$ | $\begin{array}{r}78 \\ 8 \\ ! \\ \hline\end{array}$ |  |  |
| (1) Average isoour units are calculated by dividing lotal payroll by the average annual wage and selary rate as reported in the Surver of Emplorment. Daypoli and Hours. Stasistics Canada. Catalogue $92-002$. An average labour unit could be interpreted as a <br>  520 emplovees in canads os a whole but less than inas number in any given province it is shown in the 500 end over group <br> 121 Reters ic Dusinesses reporting no payroll deductions in the drevious year <br> 131 Reters 10 Dusinesses reporting no poyroll dedactions in the following year. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| "Newly reocring" anc "no longe: reporting" businesses are assumed to have deen in activily for six monats ano the information is adjusteo accoroingly |  |  |  |  |  |  |
| See tanie i for symbols ano nores |  |  |  |  |  |  |

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec, Wholesale Industrial machinery Equipment and Supplies (SIC 5731)

| - | Total(1) | Bct:om 25* | Lowe " T. cole 25\% | uDze: $\text { midde } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observetions in sample | 68 |  |  |  |  |
| Average saies \$ | 546.665 | 64. 286 | 240.880 | 615.552 | 1. 265.963 |
| Average expense \$ | 520.995 | 67.462 | 221.117 | 609.807 | 1.185.594 |
| Aversge net Drofit (loss) \$ | 25.670 | -3.176 | 19,743 | 5.745 | 80.369 |
| Businesses reporting aprofit (Mo.) | 56 |  |  |  |  |
| Average sales \$ | 543.903 | 55.643 | 240.138 | 613.869 | 1.265.963 |
| Aversge expense \$ | 507.212 | 51.107 | 220.044 | 572.103 | 1.185 .594 |
| Average net profit | 36,691 | 4.536 | 20.094 | 41.766 | 80.369 |
| Businesses reporting loss (No.) |  |  |  |  |  |
| Aversge sales \$ | 341.912 | 96.760 | 306.477 | 622.500 | - |
| Average expense ${ }^{\text {\% }}$ | 404.316 | 128.912 | 318.530 | 765.500 | - |
| Average net loss \$ | -62.402 | -32.152 | -12.053 | $-143.000$ | - |

1986

| Number of observations in sample | 66 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 512.111 | 134.241 | 260.128 | 484.778 | 1.169 .297 |
| Average expense \$ | 476,404 | 124.254 | 222.315 | 448.071 | 1.110.967 |
| Average net protit (loss) s | 35.707 | 9.977 | 37.813 | 36.709 | 58.330 |
| Businesses reporting profit (Mo.) | 57 |  |  |  |  |
| Average sales \$ | 509.809 | 136.387 | 260.128 | 477.606 | 1.165.116 |
| Average expense ${ }^{\text {a }}$ | 470.772 | 125.723 | 222.315 | 432,482 | 1.102.569 |
| Average net Drofit $\$$ | 39.037 | 10.664 | 37.813 | 45.124 | 62.547 |
| Dusinesses peporting los: (Mo.) | 9 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 618.800 | 86.708 | - | 518.313 | 1.251.378 |
| Averspe expense \$ | 829.572 | 91.952 | - | 520.958 | 1.275.809 |
| Average net loss \$ | -10.772 | $-5.244$ | - | -2.645 | -24.429 |

1987

| Number of observations in sample <br> Average sales $\$$ <br> Average expense g <br>  | 137 525.882 502.395 24.487 | $\begin{array}{r} 86.901 \\ 86.094 \\ 807 \end{array}$ | $\begin{array}{r} 237.825 \\ 221.988 \\ 15.838 \end{array}$ | $\begin{array}{r} 476.830 \\ 451.113 \\ 25.719 \end{array}$ | $\begin{array}{r} 1.305 .970 \\ 1.250 .383 \\ 55.58 ? \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 111 |  |  |  |  |
| Average sales \$ | 524.351 | 95.605 | 236,345 | 469.267 | 1.296.185 |
| Average expense \$ | 485.656 | 83.444 | 206.845 | 424.096 | 1.228.236 |
| Averoge net profit \$ | 38.695 | 12.162 | 29.499 | 45.171 | 67.949 |
| Businesses reporting a losi (Mo.) | 26 |  |  |  |  |
| Average sates $\$$ | 569.950 | 78.024 | 241.145 | 502.202 | 1.458.468 |
| Average expense | 620.500 | 88.796 | 255.924 | 541.749 | 1.595 .530 |
| Average net loss \$ | -50.540 | -10,772 | -14.779 | -39.54? | -137.052 |

[^21]See rable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, wholesale waste Materials (SIC 591)

|  | Tota $1 \%$ |  | $\begin{array}{r} 5 c \cdot 10 m \\ 25 \% \end{array}$ |  | $\text { miode : } 5$ |  | $\begin{aligned} & \text { Upoer } \\ & \text { midsle } 25 ; \end{aligned}$ |  |  | $\begin{aligned} & \text { ic: } \\ & \text { is: } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample inc. Low sales value (sions? High sales vaile (SOCO's) |  | $\begin{aligned} & \text { EQ } \\ & (1) \\ & (1) \end{aligned}$ | $19$ |  | $\begin{array}{r} 73 \\ 197 \end{array}$ |  | $\begin{array}{r} 197 \\ 4 E 6 \end{array}$ |  |  | 486 |  |
| Selected expense iom | Industiy ovelage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Feporing businesses only (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tota. | Botiom 25\% | $\begin{array}{r} \text { Lowel } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UoDer } \\ \text { midele } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Dercent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of soies | 41.9 | 25.5 | 33.4 | 48.0 | 57.6 | 83.4 | 50.3 | 31.6 | 50.6 | 51.4 | 62.5 |
| Occupency expenses | 9.7 | 11.8 | 9.0 | 11.7 | 6.6 | 54.6 | 10.3 | 14.8 | 9.0 | 11.7 | 6.9 |
| Depreciation | 3.8 | 5.2 | 6.2 | 2.6 | 1.5 | 79.6 | 4.7 | 8.3 | 9.2 | 2.7 | 1.6 |
| Repairs 8 maintenance | 2.7 | 4.3 | 1.6 | 2.9 | 2.3 | 68.0 | 4.0 | 6.9 | 3.1 | 3.5 | 3.1 |
| Hest. light s telephone | 1.8 | 2.2 | 0.9 | 3.3 | 1.0 | 87.5 | 2.1 | 2.8 | 1.0 | 3.7 | 1.1 |
| Rent | 1.4 | 2 | 0.2 | 3.0 | 1.9 | 38.6 | 3. 6 | . | 1.5 | 5.3 | 2.6 |
| Personnel expenses | 17.9 | 20.2 | 13.5 | 22.1 | 16.0 | 88.7 | 20.2 | 24. $\frac{1}{}$ | 16.6 | 22.9 | 17.2 |
| Financisl expenses |  |  |  |  |  |  |  |  |  |  |  |
| Interes? 8 bank charges Professional fees | 2. 3 | 2.4 2.6 | 2.5 0.6 | 1. 3 | 0.8 | 79.7 81.6 | 2.5 1.5 | 3.8 3.5 | 3.2 0.7 | 3.7 | 1.0 0.7 |
| Other expenses | 23.4 | 32.1 | 27.0 | 23.7 | 12.5 | 100.0 | 23.4 | 32.1 | 27.0 | 23.7 | 12.5 |
| Profit (loss) | 3.5 | 5.5 | 14.0 | -10.2 | 5.8 | 100.0 | 3.5 | 5.5 | 14.0 | -10.2 | 5.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | . . | $\ldots$ | . . |

## Symbol

zero or no observations
-- 100 small too be expressed
hot apDicacie
$\times$ confidenisl

## Foornotes

11 Inese essimetes are based on e sample of businesses reporiing sales between 825.000 and $32.000,000$ Tozal weighted expendisure on given item

(3) Value in each coll $=\frac{\text { Total weighted expenditure on a given item }}{\text { lotal weighted sales of busimesses reporting this iqem of expenditure }}$ for each quartile.

This portion of the : able pertoins only to the businesses raporting the specific experse iter. Therefore these ratios are calculgted alyividuelly and the lotel will nor necessarily equi $100 \%$.

## Wotes

Data are shown oy quartiles when at least 13 of the sampled businesses repoit the specific item.
 on quarter of the total number of Dusinesses. Wipmin each querite, the average ratio is prestenec for comparison purposes. the high bind low values of sales are shown

## Now to use the sebles


 top $25 \%$
(3) Data derteining 20 the selected sales size range will be in that guartile

## Sesaderd Induterisl CIeseificetion Definition ISIC 1980):

SIC S910 - Wholest waste Materisls
Businesses primarily engaged in aitomodile wrecking and in buying and selling waste meler wals

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Wholesale Waste Materits (SIC 591)

|  | (1) | Bottom 25\% | Lower $\text { midcie } 25 \%$ | UDDe: <br> modele 25\% | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No.) Low saies vaiue $\$ 5000$ s) High soles value ( $\$ 000^{\prime}$ s) | 56 11 $(1)$ | (i) | $\begin{aligned} & 142 \\ & 352 \end{aligned}$ | $\begin{array}{r} 352 \\ 592 \end{array}$ | 592 (1) |
|  |  | Average ( 8000 s) |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 2 | - | - | 9 | - |
| Accounts and notes receivable | 22 | - | 2 | 17 | 68 |
| Inventory | - | 0 | - | 5 | ${ }^{-}$ |
| Other current sssets | 118 | 70 | 59 | 150 | 196 |
| Total current sasets | 140 | 70 | 61 | 167 | 258 |
| Fixed ossets | 71 | 45 | 46 | 35 | 153 |
| Less: Accum. dep. on lixed assets | - | - | , | $\overline{5}$ | 37 |
| Other assets | 11 | - | 1 | 5 | 37 |
| Total insets | 222 | 117 | 107 | 207 | 448 |
|  |  |  |  |  |  |
| Current loans | 12 52 | 19 | 17 | 9 62 | 31 196 |
| Total cuprent liabilities | 64 | 13 | 21 | 71 | 148 |
| Mortpages payable | - | - | - | - | - |
| Long iermi ded | 4 | 12 | ${ }^{2}$ | 27 | ${ }^{2}$ |
| Dther labilities | 52 | 33 | 50 | 27 | 95 |
| Total limbilities | 120 | 58 | 76 | 98 | 246 |
| Total equity | 102 | 59 | 33 | 109 | 202 |

(1) These estimates are based on a sampl of businesses peporing sal es bepwen $\$ 25,000$ and $32,000,000$.

See iabl 1 for 3 ymbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Wholesale Waste Materials (SIC 591)

|  | 10101(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in ssmole (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ s) | $\begin{array}{r} 56 \\ (1) \\ (1) \end{array}$ | $\begin{aligned} & 1 \\ & 142 \end{aligned}$ | $\begin{array}{r} 142 \\ 352 \end{array}$ | $\begin{array}{r} 352 \\ 592 \end{array}$ | $\begin{aligned} & 592 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 2.2 | 5.4 | 2.9 | 2.3 | 1.7 |
| Leverage patios ```Debt/equity ratio (times) lnferest coverage ratio (times) Debe rsico (times)``` | 1.2 1.8 0.5 | 1.0 7.5 0.5 | $\begin{aligned} & 2.2 \\ & 0.9 \end{aligned}$ | 0.9 0.5 | 1.2 6.3 0.5 |

(1) The ratios represent the everage of cetios for each business in the group ond connot be colculated from the figur shown in iole 2
(2) These estimates se besed on sumple of businesses reporting soles beiween 325,000 and $32,000,000$

See Table 1 for symols and notes

## Definitiont:

1. Liquidity potio:

Cuprent = currentassets / current biabilitios
2. Leveruge retios:

1 Dedi/equisy = ectal Satailites/equity
ol Oep ratic = total biatuities/ co:al assers
ci Interest coverage = net profit - incerest expensf / interest experse

TABLE 4. Statement of changes in financtal position for incorporated businesses only. 1987
Quebec. Wholesale Waste Materials (SIC 59i)

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

19 inese est mates are oased on a sample of incopporbred businesses reporting seles between \$25, 000 end $\$ 2,000,000$. Sample count includes on y those Dusinesses reporiing a statement of changes
See iable 1 for symbols and notes.

TABLE 5. Employment changes by size of bustness, 1984-1987 based on SIC ciassification in 1987 Quebec, Wholesale Waste Materials (SIC 591)


(1) Average labour units afe calculated by dividing total payroll by the average annual wage and salary rate os reported in the

Surver of Employment. Payrol: and Hours. Statistics Canade. Catalogue 72-002. An average labout unit could be interpreted as a full-time employee Note that the busitess size groups used are determined at the Conaja level, Thus if a busifess 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 anc over group
12) Refers io Dusinesses reporiing no payroll deductions in the pievious year
(3) Refers io businesses reporiting no payroll deducitions in the following year
"Newly reporting" and "no longer reporging" businesses are assumed to have deen in activity for six monsths anc the information is adjustec accordingly

See fable 1 for symbols ano notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Wholesale Waste Materials (SIC 591)

| - - | Total(1) | $\begin{array}{r} \text { Bot } 80 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | UDDE <br> midde 25\% | $\begin{aligned} & \text { To } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Average sales 5 <br> Average expense $\$$ <br> Averspe net profit (loss) \$ | $\begin{array}{r} 54 \\ 363.137 \\ 349.174 \\ 13.963 \end{array}$ | $\begin{aligned} & 78.788 \\ & 61.993 \\ & 16.795 \end{aligned}$ | $\begin{array}{r} 140.248 \\ 129.872 \\ 10.376 \end{array}$ | $\begin{array}{r} 257.260 \\ 246.880 \\ 10.380 \end{array}$ | $\begin{array}{r} 976.250 \\ 957.950 \\ 18.300 \end{array}$ |
| Businesses reporting eprofit (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 50 \\ 371.849 \\ 354.979 \\ 16.870 \end{array}$ | $\begin{aligned} & 78.788 \\ & 61.993 \\ & 16.795 \end{aligned}$ | $\begin{array}{r} 199.788 \\ 128.542 \\ 11.266 \end{array}$ | $\begin{array}{r} 257.280 \\ 246.880 \\ 10.380 \end{array}$ | $\begin{array}{r} 1.011 .550 \\ 982.500 \\ 29.050 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Averoge sties \$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 508.134 \\ 517.195 \\ -9.061 \end{array}$ | - | $\begin{array}{r} 147.636 \\ 151.263 \\ -3.627 \end{array}$ | - | $\begin{aligned} & 868.632 \\ & 883.127 \\ & -14.495 \end{aligned}$ |


| Number of observetions in semple | 55 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aveioge soies \$ | 222.561 | 34.241 | 66.929 | 126.432 | 662.640 |
| Averape expenses | 212.229 | 25.935 | 64.371 | 123.347 | 639.263 |
| Average net profit (loss) \$ | 9.332 | 8.306 | 2.558 | 3.085 | 23.377 |
| Businesses reporting profit (Mo.) | 51 |  |  |  |  |
| Average sales \$ | 225.460 | 34.241 | 79.723 | 117.700 | 670.176 |
| Average expense \$ | 212.624 | 25.935 | 72.873 | 108.049 | 643.639 |
| Average net profit \$ | 12,836 | 8.305 | 6.850 | 9,651 | 26.537 |
| Businesses reporting loss (Mo.) | 4 |  |  |  |  |
| Averoge soles ${ }^{\text {s }}$ | 240.277 | - | 53.531 | 140.675 | 526.626 |
| Average exdense \$ | 254.683 | - | 55.467 | 148.300 | 560.281 |
| Averoge net loss \$ | -14.406 | - | -1.936 | -7.625 | -33.655 |

1987

| Number of observations in semple <br> Average seles $\$$ <br> Average expense \$ <br> Average net Drofit (loss) s | $\begin{array}{r} 75 \\ 366.232 \\ 355.634 \\ 10.598 \end{array}$ | $\begin{array}{r} 49.913 \\ 45.339 \\ 4.574 \end{array}$ | $\begin{array}{r} 137.013 \\ 118.775 \\ 18.238 \end{array}$ | $\begin{aligned} & 346.245 \\ & 382.356 \\ & -36.111 . \end{aligned}$ | $\begin{array}{r} 931.756 \\ 876.066 \\ 55.690 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting profit (No.) | 57 |  |  |  |  |
| Average sales 5 | 369.524 | 52.984 | 129.979 | 360.957 | 934.175 |
| Average exoense \$ | 337.293 | 43.951 | 105.754 | 340.874 | 858.594 |
| Aversge net profit \$ | 32.231 | 9.033 | 24.225 | 20.083 | 75.581 |
| Businesses raporting losa (Mo.) | 18 |  |  |  |  |
| Averoge sales \$ | 365.489 | 43.660 | 163.372 | 332.345 | 922.579 |
| Average expense $\$$ | 394.906 | 48.167 | 167.570 | 421.548 | 942.337 |
| Average net loss \$ | -29.417 | -4.507 | -4.198 | -89,203 | -19.758 |

[^22]TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Wholesale General Merchandise (SIC 598)



| Selecteo expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOL } \\ & 25 \% \end{aligned}$ |  | Total | Bot 10 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd l } \\ 25 \% \end{array}$ | UDPE miode $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of ssies | 22.4 | -- | -- | - | - | 45.1 | 49.5 | -* | -- | -- | -- |
| Oceupancy expenses | 5.6 | - | - | - | -- | 53.9 | 6.0 | -- | -- | -- | -- |
| Dedraciation | 0.8 | -- | -- | -- | - | 41.8 | 1.9 | -- | -- | -- | -- |
| Repairs 8 maintenance | 1.5 | -- | -- | -- | -- | 33.3 | 4.6 | -- | -- | - | -- |
| Hest, light \& telephone | 2.1 | -- | -- | -- | -- | 56.0 | 3.7 | -- | -- | - | - |
| Rent | 1.2 | -- | -- |  | -- | 45.2 | 2.7 | -- | -- | - | -- |
| Personnel expanses | 15.9 | -- | - | -- | -- | 82.5 | 13.2 | -- | -- | -- | -- |
| Financil expenses |  | -- | -- | -- | -- |  | 3.5 2.2 | -- | -- | -- | -- |
| lnteres: 8 bank charges Prefessional fees | C. 8 | -- | -- | -- | - | 27.0 38.4 | 2.2 2.0 | -- | -- | --- | -- |
| Dither expenses | 26.4 | -- | -- | -- | -- | 100.0 | 26.4 | -- | -- | -- | -- |
| Profit (loss) | 28.4 | -- | - | -- | -- | 95.1 | 29.8 | -- | -- | -- | -= |
| Tota! | 100.0 | -- | - | - | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

## Symole

zero of no observations
-. too small too be expiessed
not applicable
$\times$ confidential

## foctnotes

(1) These ust mases ore besed on semple businesses reporting sotes dermen \$25,000 and \$2.000,000
2) Value in each cell = Torai weighted expenditure on a given item
(2) Value in each cell $=\frac{\text { Toral weighted sales of all businesses in the sample }}{} \times 100$ for each quarile
(3) Value in each cell $=\frac{\text { Tosal weighred expenditure on a given isem }}{\text { losal weighted sales of businesses reporing inis item of expendipurt }} \times$ loo foch auartile

inalvidualy anc the coial w! for necessarily equal $100 \%$
Notes
Dota are shown ty guar: es mhen Er feast 13 of the sampled businesses report the specifit item
 one quarter of the potal numer of businesses. Within each quartile, the average ratio is ofesented. For comprison purposes. the mign and ion values of sales are showf

```
How to use the tables
    (1) Locase the appropribte seles range thop is digpleyed on the two lines entitled low sales value" end onigh sales value"
    (2) The selected ronge will indicste the proper quBriile. i, e. The botrom 25%. ite lower middle 25z. the upper midole 25z or the
    top 25%.
    (3) Onts perisining so the selected soles size ronge will be in that quartile.
```


## Standere Industriel Classifietion Definition (SIC 1880):

Sic 5980 - Wholesele General merchendite
tus nesses pimarly engagec in wholesate dealing in o diversified line of household merchandise of which hatamere. foods. elorhing sporiteg gooos. loys and games ienc to be the mos: important, but no i ine is sulficiently important to constitute a pramy activity

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Wholesale General Merchandise (SIC 598)

|  | To:al(1) | Bot tom 25\% | $\begin{aligned} & \text { Lowe! } \\ & \text { middie } 25 \text { : } \end{aligned}$ | Upoe: $\text { midole } 25^{\circ}$ | Tof 2: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value i 8000 s? High sales vaiue ( $\$ 000$ 's | 14 $(1)$ $(1)$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 0 | -- |  | -- |  |
| Accounts and notes receivable | 20 | - | -. | - |  |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 125 | -- | - | -- | -- |
| Total current assets | $\begin{array}{r}145 \\ \hline 19\end{array}$ | -- | -- | -- | -- |
| Fixed assets Less: Accum. dep. on fixed essets | $\stackrel{-}{-}$ | -- | -- | -. | -- |
| Other assets | 18 | $\cdots$ | - | -* | - |
| Totel escets | 212 | -- | -- | =- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 8 | -- | -- | -- | -- |
| Other current liabilities Total current liabilities | 61 70 | -- | -- | -- | -- |
| Morigages payable | - | -- | -- | -- | -- |
| long term deb? | - | -- | - | -- | -- |
| Other 1, obildies | 31 | -- | -- | -- | -- |
| Total liabilities | 101 | -- | -- | -- | -- |
| Total equity | 111 | -- | -- | -- | -- |

11 These estimates are Dased on sample of businesses reporting sales beiween $\$ 25.000$ and $\$ 2.000 .000$
See table 1 for symbols ano notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Wholesale Genersi Merchand se (SIC 598)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value ( $\$ 000^{4} \mathrm{~s}$ ) High soles value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & 11 \end{aligned}$ |  |  | -- |  |
|  | Average |  |  |  |  |
| Liquidity petio Cuprent retio (times) | 2.1 | - | -- | -- | -- |
| Leverage ratios <br> Debrleavity tatio (times) <br> Interest coverage ratio (timas) <br> Debt ratio (times) | $\begin{aligned} & 0.9 \\ & 4.0 \\ & 0.5 \end{aligned}$ | -- | -- | -- | -- |

111 the potios repesent the everege of retios for each business in the group and connot de calculated from the figures shown in toble ?
121 These estimetes are Desec on semple of businesses reporting sales between $\$ 25.000$ and 82.000 .000 .
See table 1 for symols eno noses

## Definitions

1. Liquidity retio

Current = cuprent assets / current liabi:isies
2. Leverage catios:

- Deer/equity $=$ q.01a liabilities / equity
D) Dect ra: o foral iatilipies/ qotai assets
c) Ineerest coverage $=$ net proti: - interes? expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87 Quebec. Wholesale General Merchandise (SIC 598)

|  | To: 1:11 | $\begin{array}{r} \text { Ectrom } \\ 25 \% \end{array}$ | micatower | U20er ridole 25\% | $\begin{aligned} & i 00 \\ & 250 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samele (No. Low sales value l 5000 s si <br>  | $\begin{array}{r} 5 \\ 11 \end{array}$ |  | - | -- |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cash fram oderations Depreciation Dther | $\begin{array}{r} 31 \\ 6 \\ -28 \end{array}$ | -- | -- | -- | -- |
| Dividends | -69 |  | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of iixeo assets <br> lncrease in investment <br> Decrease in investment | $\begin{array}{r} 14 \\ -16 \\ -9 \\ 34 \end{array}$ | -- | -- | -- | - <br> - |
| Finmencectivities <br> Increase in long term deb: <br> Redaymen: of long term debt <br> boans from shareholders <br> Recarment of loans from shareholdees <br> Aovarces $\&$ toans 1 lom government <br> lncrease in equily <br> Decrease in equity <br> Other | $\begin{array}{r}71 \\ -5 ; \\ 2 \\ - \\ - \\ \hline \\ \hline\end{array}$ | -- -- -- -- -- | -- -- -- -- -- | -- -- -- - -- -- | - <br> - <br> - <br> - |
| Increaseldecreasel in cash \& equivalents Cash s equivelents-Beginning of the year Cash t equivalents - End of the year | -8 45 37 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated dusinesses reporing sales deiween $\$ 25,000$ and $\$ 2,000.000$. Sample count includes
oniy those businesses redo ting a siatement of changes
see Tade 1 for symbols ana noies

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC classification in i9B7
Quebec. Wholesale General Merchandise (SIC 598)


(1) Average bobl units are calculated by divicing total payroll by the average annual wage and solary rate as reported in zhe Survey of Emcloyment. Poypo!l and moups. Statistics Censda. Catalogue $12-002$ An average labour unit coulc be inperpreted as a lull-ime emo:oree Note that the business size groups used are determined ar the Canoda level. Thus if a business has of leas 50 pmolovees in Conaca as a whole but less than thas number in any given province it is showr in the 500 and over group
${ }^{21}$ Re'ers ic businesses repo:ting no paypoli deductions in the pievious year
(3) Refers to busifesses teporting no peypoll deductions in the following veat

- hewiy reporting" and mo longer reporting" businesses are assumed to have ieen in bctivity for six months and the intormation is adus:ec according'y
see ieble ' tor symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985=1987$
Quebec. Wholesale General Merchandise (SIC 598)

|  | iotal(1) | $\begin{array}{r} \text { Bot : } 0 \text { m } \\ 25: \end{array}$ | Lowe: <br> middie 25\% | Uppe: $\text { miodele } 25^{\circ}$ | $\begin{aligned} & \text { Tor } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample | 37 |  |  |  |  |
| Ayerage sales \$ | 159.047 | -- | -- | -- | -- |
| Average expense \$ | 134.595 | -- | -- | -- | -- |
| Averoge net Drofit (loss) \$ | 24.451 | -- | -- | -- | .- |
| Businesses reporting profis (Mo.) | 36 |  |  |  |  |
| Average sales \$ | 158.289 | -- | -- | -- | -- |
| Avelsge expense \$ | 132.215 | -- | -- | -- | -- |
| Average net profit \$ | 26.074 | -- | -- | -- | -- |
| Businesses reporting - loss (No.) | 206.000 |  |  |  |  |
| Average sales $\$$ | 386,000 | -- | -- | -- | -- |
| Average expense \$ Auerage net loss | 388,000 | -- | -- | -- | -- |
| Average net loss \$ | -2.000 | -- | -- | -- |  |

1985

| Number of observations in sample | 26 |
| :---: | :---: |
| Average sales \$ | 171.595 |
| Averape expense \$ | 135.173 |
| Average net profit (loss) \$ | 36.422 |
| Businesser peporting e profit (Mo.) | 22 |
| Average sales \$ | 261.444 |
| Average exdense \$ | 116.914 |
| Average net profit \$ | 144.530 |
| Businusses reporting loss (No.) | 4 |
| Average salus \$ | 175.530 |
| Average expense \$ | 210.378 |
| Average net loss \$ | -34.848 |

1987

| Number of observetions in sample | 38 |
| :---: | :---: |
| Aversge sales \$ | 131.431 |
| Average expense \$ | 108,322 |
| Average net profit (loss) | 23.109 |
| Businesser repopting profit (Mo.) | 30 |
| Average soles 5 | 130.809 |
| Average expense 5 | 102.737 |
| Average net drofit \$ | 28.072 |
| Businesses reporting loes (Mo.) | 8 |
| Average sales ${ }^{\text {S }}$ | 225.640 |
| Average expense 5 | 242.168 |
| Average net loss \$ | -16.528 |

(11) These estinates are based on ample of Dusinesses reporing sales between $\$ 25.000$ and $\$ 2.000,000$.

See table i for symbols and notes

TABLE 1. Selected opersting ratios. in percent of sales. 1987
Quebec. Food (Groceries) Stores (Sic 6011)

|  | Toral: 1 ) |  | Bot tom 25: |  | Lowe!$\text { midole } 25 \%$ |  | Hoper$\text { midale } 25 \text { : }$ |  |  | $\begin{aligned} & \text { TOE } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.l Low saies vaiue (\$000's) High sales value ( 8000 s: | $\begin{aligned} & 474 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 111 \\ & 347 \end{aligned}$ |  | $\begin{aligned} & 347 \\ & 665 \end{aligned}$ |  | $\begin{array}{r} 665 \\ 984 \end{array}$ |  |  | $\begin{aligned} & 984 \\ & 191 \end{aligned}$ |  |
| Selected expense item | Industry averagel2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 ) |  |  |  |  |
|  | Toto | $\begin{array}{r} 80+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UDDer idde 25\% | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |  | Total | Bot 90 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 77.6 | 72.3 | 78.5 | 80.2 | 79.2 | 97.2 | 79.8 | 77.6 | 80.2 | 80.9 | 80.4 |
| Decupancy expenses | 4.8 | 7.3 | 4.3 | 3.9 | 3.8 | 99.9 | 4.8 | 7.3 | 4.3 | 3.9 | 3.8 |
| Depieciation | 1.1 | 1.8 | 1.0 | 0.9 | 0.9 | 89.7 | 1.3 | 2.2 | 1.2 | 0.9 | 1.0 |
| Repai's 8 mainienance | 0.9 | 1.5 | 0.8 | 0.7 | 0.7 | 91.8 | 1.0 | 1.6 | 0.8 | 0.7 | 0.7 |
| Heat. light 8 teleprone | 1.5 | 2.6 | 9. 3 | 1.1 | 1.0 | 97.1 | 1. 5 | 2.6 | 1.4 | 1.1 | 1.0 |
| Rent | 1.3 | 1.5 | 1.3 | 1.2 | 1.2 | 59.5 | 2.2 | 5.5 | 2.0 | 1.7 | 1.6 |
| Personnel expenses | 8.1 | 7.8 | 7.4 | 8.5 | 8.5 | 94.0 | 8.6 | 10.1 | 7.4 | 8.6 | 8. 8 |
| Finmeicl expenses | 1.7 | 2.6 | 2.0 | 1.1 | 1.0 | 94.7 | 1.7 | 3.1 | 2.0 | 1.1 | 1.0 |
| Interest 8 dank charges | 1.2 | 2.0 | 1.4 | 0.8 | 0.7 | 82.9 | 1.4 | 3.0 | 1.6 | 0.8 | 0.8 |
| Protessional tees | C. 5 | 0.6 | 0.6 | 0.3 | 0.3 | 88.9 |  | 0.8 |  |  |  |
| Other expenses | 5.6 | 5.7 | 5.5 | 5.3 | 5.0 | 100.0 | 5.6 | 5.7 | 5.5 | 5.3 | 6.0 |
| Profit \{loss ) | 2.2 | 4.4 | 2.2 | 1.0 | 1.4 | 100.0 | 2.2 | 4.4 | 2.2 | 1.0 | 1.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | - $\cdot$ | . $\cdot$ | $\cdots$ | -•• | $\cdots$ |

## Symbols

- zero or no observations
- $\uparrow 00$ smell too be expressec
not soolicable
$\times$ confioential


## Footnotes

III These estimates fre pased on sample of businesses reporting seles between 325.000 and $\$ 2.000 .000$


 individualiy aco the tetal witt not necessarity equal $100 \%$.

## Notes

Dato are shown Dy quartiles when Bt leas? 13 of the sampled businesses repor: the specific item
hecords were anked im ascencing order according to sales size. Each quariile li e bottom 25\%. lower middie 25t, eic. reprosents one quarter of the total number of businesses within each ourtile. the average ratio is presanted. For comparison purposes. the high and low values of sales ere shown

## how $\$ 0$ use the tibles

(1) Locat the appropriate sales range that is displayed on the two tines entited low sal value" ond ahigh sal value"
12) The selected ronge will indicate the proper outitil. i.e. the bottom 25\%. the lowar midole 25\%. the upper miode 25\% or the $10025 \%$
(3) Onta perzaining to the stuacted sties size pange will be in that quartile

## Stenderd Industriel CIEssificerion Definition (SIC 1HSO):

SIC 6011 - Food IGroceriesl Seores
Businesses primbricy engaged in reteiling o general line of grocerites such as canned and/or frozen foods. piepared meas. irash fruit and
 limited lines of newspapers. magazines. paper producis. soft orims, beer end wine. tocacco products. health anc deaty aids. Mousewares. flowers, pianis ano other non - ocd alicles may de sold. These businesses inctude chain grocery sporms. convenience food lgroceties! stores. corne grocery stores. food lgroceriesi siopes, fetail general foods. retail groceries and supermapkets

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

| Quebec. Food (Groceries) Stores (SIC 6011) |
| :--- | :--- | :--- |

111 These estimetes are based on sample of businesses reporting sales between $\$ 25,000$ and $52,000,000$
See tate i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Food (Grocerles) Stores (SIC E011)

|  | Total(2) | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { midde } 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( 8000 's) High soles vilue ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 374 \\ & 11) \\ & (11) \end{aligned}$ | $\begin{aligned} & (9) \\ & 540 \end{aligned}$ | $\begin{aligned} & 540 \\ & 849 \end{aligned}$ | $\begin{array}{r} 849 \\ 1.131 \\ \hline \end{array}$ | $9.131$ |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (bimes) | 9.5 | 1.4 | 1.3 | 1.6 | 1.5 |
| ```Leversoge rutios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 2.2 2.3 0.7 | 2.6 1.7 0.7 | 2.1 2.2 0.7 | 2.5 2.3 0.7 | 1.9 2.9 0.7 |

(1) The ratios represent the everage of retios for each business in the group and connot be calculated from the figures shown in litole 2 .


See roble ifor symbols and notes.

## Definitions:

1. Liquidity rotio:

Eurrent : curfent assets / current liabilizies
2. teverage retios:
al Det:/equity = rotal i, abilities / equity.
b) Deot ratio = to a al liatilifies / total assets
cl Inserest coversge $=$ net profit inserest expensef interess expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Food (Groceries) Stores (SIC 6011)

|  | Total(1) | $\begin{array}{r} \theta c t+0 m \\ 25 \% \end{array}$ | owe: <br> micdie 25\% | Under midde 25\% | $\begin{aligned} & \text { Yo: } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low saies value : $\$ 000$ s: High sales value $\$ 000$ s) | $\begin{aligned} & 228 \\ & 111 \\ & 111 \end{aligned}$ | $\begin{aligned} & 111 \\ & 510 \end{aligned}$ | $\begin{aligned} & 5.0 \\ & 865 \end{aligned}$ | $\begin{array}{r} 869 \\ 1.142 \end{array}$ | $1.145$ |
|  | Average (\$000's) |  |  |  |  |
| Dpersting activities Cash from operations Dodreciation Dther | $\begin{aligned} & 18 \\ & 10 \\ & -4 \end{aligned}$ | 5 5 -8 | 15 7 -3 | $\begin{array}{r} 6 \\ 10 \\ -3 \end{array}$ | 23 15 -4 |
| Dividends | -3 | - | -5 | -2 | -5 |
| Investment stivities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decresse in investment | $\begin{array}{r} 3 \\ -23 \\ -3 \\ 2 \end{array}$ | -4 -2 1 | 5 -19 -6 2 | 7 -43 -3 2 | 1 -27 -3 2 |
| Financing activities <br> Increase in long term debt <br> Repayment of long tepm debt <br> Loans fom shareholders <br> Redayment of loans from shareholders <br> Advances \& loans tom government <br> increase in equily <br> Decrease in eauly <br> Oiner | $\begin{array}{r}25 \\ -20 \\ 5 \\ -6 \\ - \\ 3 \\ -1 \\ \hline\end{array}$ | 30 -36 4 -4 - 6 | 11 -7 11 -12 - 1 -1 | $\begin{array}{r} 42 \\ -21 \\ 1 \\ -3 \\ 5 \\ 5 \\ -2 \end{array}$ | $\begin{array}{r} 18 \\ -17 \\ 5 \\ -6 \\ - \\ 2 \\ -3 \end{array}$ |
| Incresseldecreasel in cash s equivalents Cash \& equivalents-Bepinning of the year Cash a equivalents - End of the year | -1 5 3 | -2 -4 -6 | -3 7 4 | -2 6 4 | 2 9 10 |

(1) These est:mates are based on a sample of incerporated dusinesses reporting sales beiween $\$ 25,000$ and $\$ 2.000 .000$. Sample count includes only those dusinesses epor:ing a staiement of changes
See ioble 1 for symbols and notes

TARLE 5. Employment changes by size of business, 1984-1987 based on sic classification in i987
Quebec. Food (Grocerles) Stores (SIC 5011)

| Business size expressed in average labour units(:) | Number of businesses | $\left.\begin{array}{rl} \text { Total } \quad \text { byyrol! } \\ & \$ 000 \\ \hline \end{array}\right\}$ | Average labour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reportingiz | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Total | 1.376 | 738.789 | 51.719 | 113 | 77 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.010 \\ 336 \\ 19 \\ 11 \end{array}$ | $\begin{array}{r} 80.080 \\ 171.232 \\ 36.748 \\ 450.729 \end{array}$ | $\begin{array}{r} 6.050 \\ 12.926 \\ 2.777 \\ 29.965 \end{array}$ | $\begin{array}{r} 84 \\ 24 \\ 3 \\ 2 \end{array}$ | $\begin{array}{r} 61 \\ 14 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.285 | 800.228 | 54.642 | 154 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 832 405 40 9 | $\begin{array}{r} 72.199 \\ 230.854 \\ 71.217 \\ 425.958 \end{array}$ | $\begin{array}{r} 5.320 \\ 16.987 \\ 5.244 \\ 27.091 \end{array}$ | 117 31 6 - | $\cdots$ $\cdots$ $\cdots$ |

il) Average laboup units are calculated by dividing total payroll by the average annusl wage ond selary rate as reported in the Survey of Employment. Payioll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a ful:-1ime emp:oyee note thas the business size groups used are derermined at the canade level. Thus if a business has ar least 500 emplovees in Conada as a whole but less than that number in any given piovince it is shown in the 500 ono over group
121 Refe's to Dusinesses reporfing no peyroli deductions in the previous year
(3) Refers to businesses reporting no paypolt aeductions if the following year
"Newly repoting" and mo longer reportirg* businesses ore assumed to have deen in activity for six months and the infopmation is adjusied accora.ngly

See tade 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec, Food (Groceries) stores (S|C 6011)

| - | Total (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25: | Uppe: middle 25:- | $\begin{aligned} & 905 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 3.506 |  |  |  |  |
| Average saies $\$$ | 373.353 | 76.493 | 201.305 | 371.788 | 843.826 |
| Average expense \$ | 363.052 | 70.611 | 193.401 | 359.354 | 828.843 |
| Average net profit (loss) s | 10.301 | 5.882 | 7.804 | 12.432 | 14.983 |
| Businesses reporting profit (Mo.) Average saies $\$$ |  |  |  |  |  |
| average sales <br> Avergge oxpense $\$$ | 366.793 352.246 | 73.972 54.325 | 199.815 188.938 | 370.392 356.961 | 822.998 800.769 |
| Average net profit \$ | 14.547 | 9.647 | 10.877 | 15.431 | 22.233 |
| Businesses reporting toss (Mo.) | 365 |  |  |  |  |
| Averge sales \$ | 404.575 | 84.341 | 210.651 | 382,784 | 940.523 |
| Averso expense \$ | 416.199 | 90.181 | 221.398 | 394.022 | 959.193 |
| Average net loss \$ | -11.624 | $-5.840$ | -10.747 | -11.238 | -18.670 |

1986

| Mumber of observations in sample | 2.365 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ | 411.718 | 104.394 | 239.442 | 407.119 | 895.918 |
| Average expense \$ | 402.704 | 100.742 | 231.319 | 395.970 | 882.786 |
| Gverage ne: Drofit \loss: 5 | 9.014 | 3.852 | 8.123 | 11.149 | 13.132 |
| Businesses reporting a profit (No.) | 2.037 |  |  |  |  |
| Average sales \$ | 407.125 | 106.026 | 240.119 | 405.629 | 876.724 |
| Average expense \$ | 392.756 | 99.295 | 228.274 | 390.446 | 853.008 |
| Average net profit \$ | 14.369 | 6.731 | 11.845 | 15.183 | 23.716 |
| Businesses reporting lozs (Mo.) | 329 |  |  |  |  |
| Average sales $\$$ | 424.082 | 99.535 | 235.987 | 414.306 | 948.499 |
| Average expense \$ | 433.943 | 105.054 | 246.848 | 422.610 | 981.251 |
| Average net loss \$ | -9.86! | -5.519 | -10.881 | -8.304 | -14.762 |

1987
Number of observations in sample
Average sales $\$$
Average expense $\$$
Average net protit (loss) $\$$

Businesses redorting profit (No.l
Average saies $\$$
Averape cxoense $S$
Average net Drofit $\$$

Businassas reporting loss (mo.)
Avarage sales $\$$
Average expense s
Average net loss $\$$
518
694.205
682.924
11.281

392
699.704
679.817
19.887

679.450
650.456
-13.006
189.137
182.890
6.247

208.775
198.562
10.213

135.949
10.443
487.106
475.011
12.095
492.058
476.112
15.946
468.167
470.357
-4.190

| 810.327 | 1.290 .251 |
| ---: | ---: |
| 801.460 | 1.272 .335 |
| 8.867 | 17.916 |
|  |  |
| 809.789 | 1.288 .194 |
| 788.372 | 1.256 .220 |
| 21.417 | 31.974 |
|  |  |
|  |  |
| 811.638 | 1.296 .045 |
| 833.290 | 1.317 .734 |
| -27.652 | -21.689 |

111 These estimates are based on sampl of businesses reporting sales betwen $\mathbf{8 2 5 . 0 0 0}$ and $\$ 2.000 .000$
See Table i fo: sumtols and notes

TABLE 1. Selected operating ratios. in percent Df sales, 1987
Quebec. Food (Specialty) Stores (SIC 6012)

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

Symbols
zero of no observalions

- 200 smblr too de expressed
noq applicable
$x$ confidentia


## Foornotes

111 These estimates are besed on a sample of businesses peporting sales beiween \$25,000 and $\$ 2,000,000$. Tosal weighiec expenciqure on given item


131 Value in each cell $=\frac{\text { Topal weighted expenditure on given iqem }}{\text { Toqat weigheed sales of businesses reporqing this iqem of expendique }}$ for each quatile
This portion of the table pertains only to the businesses reporting the specific expense iqen. Therefore qhese ratios are calcutsted individually and the 10 \& al will not necessetily equel 100 \%

## Motes

Data afe shown by quartiles wher at least 13 of the sampled businasses report the specific ifem
Records were ranked in asconding order according io sales size. Ebch ouartile (i.e. Dottom 25z. Lower micde 25\%. etc. i piestents one querter of the totai number of businesses hithin each quartile, the average patio is oresenta. for comparison purposes. the hign and low values of sales are shown

Mow to use the tebles
(1) Locate the approprite seles pange that is displayed on the iwo lines entitled "Low sates velue" and "high sales velue"
(2) The selected range will indicere the proper quottile, i.e. The boitom $25 z$, the lower middie $25 z$. the upper midde $25 \%$ or the 100 $25 \%$.
(3) Dote perquining 20 qhe selected sales size renge will be in thst quartile.

## Senderd Industriml Clessificetion Oefinition 151619801

## 51E B012-Specility food Stores

Businesses pr:marily engagec in reiail dealing usualty in one lime of food jncluded in this industry ore those reteit bakeries mhich sel maily du chased goods and shops which bake their producis on the premises and sell them over-ine-counter to fina consumers this indusiry includes breac and pastry shops. Dutcher shops. confect onery stores. dairy products stores. deticalessens. Gish and sea food siotes. fruit ang vegeqatie siores. health food stores. ice cream stores, milk stores and specialty food siofes lexcepi qakeoul food seruces

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Food (Specialty) Stores (SIC 6012)

|  | Tota!(1) | Bottom 25\% | Lower midde 25\% | Uoder middle 25: | Tof 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busingsses in sample (Nc.) Low sales value $\$ 000 \mathrm{~s}$ Mign sales value : $\mathrm{SCOO}^{\prime}$ s? | 657 <br> (1) | $\begin{aligned} & (1) \\ & 372 \end{aligned}$ | $\begin{aligned} & 372 \\ & 589 \end{aligned}$ | $\begin{aligned} & 589 \\ & 883 \end{aligned}$ | $893$ |
| Average 13000 s: |  |  |  |  |  |


| 4ssets |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cssh Accounts and notes receivable | 5 | 2 | 2 | 5 | 10 |
| Accounts and notes rectivable Inventory | 5 | 2 | 2 | 5 | 1 |
| Other cupent ossets | 51 | 38 | 47 | 64 | 96 |
| Totsl curient assets | 65 | 40 | 49 | 69 | 105 |
| Fixed ossets | 51 | 26 | 52 | 52 | 75 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other essets | 14 | 9 | 13 | 14 | 20 |
| Total essets | 131 | 75 | 114 | 135 | 201 |
| Liabilitias and equity |  |  |  |  |  |
| Cuprent loans | 7 | 4 | 6 | 8 | 11 |
| Other current liabilities | 32 | 18 | 20 | 34 | 57 |
| Total current liabilities | 40 | 22 | 26 | 42 | 68 |
| Mor*gages Dayable | - | - | - | - | - |
| Long term debit | 4 | 4 | 3 | 4 | § |
| Diner lisbilities | 44 | 23 | 53 | 45 | 55 |
| Total liabilities | 87 | 49 | 82 | 92 | 126 |
| Total equity | 44 | 26 | 32 | 44 | 75 |

\{11 Tnese esimaies are based on samplef businesses reoorting soles beiween $\$ 25.000$ anc $\$ 2,000,000$.
See iate 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
quebec. Food (Specielty) Stores (SIt 6012)

|  | Tot ( 12 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe <br> midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Mign sales value ( $\$ 000$ 's) | 657 <br> (1) <br> (1) | $\begin{aligned} & 19\} \\ & 372 \end{aligned}$ | $\begin{aligned} & 372 \\ & 589 \end{aligned}$ | $\begin{aligned} & 589 \\ & 883 \end{aligned}$ | 883 111 |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.7 | 1.8 | 1.9 | 1.6 | 1.5 |
| Leverage ratios <br> Debt/ecuity rotio (limes) <br> Interest coverage ratio (times) <br> Oebt ratio (times) | $\begin{aligned} & 2.0 \\ & 2.5 \\ & 0.7 \end{aligned}$ | 1.9 1.7 0.7 | 2.5 1.7 0.7 | 2.9 2.9 0.7 | $1 . ?$ 3.1 0.6 |

(1) The ratios represent the overage of retios for each busines in the group ond conce be celculated fom the figures show in table 2

121 These estimenes art besed on semple of businesses reporiing sules beiween 525,000 eno $\$ 2,000,000$.
Sen fable for symbols and notes

## Definitions

1. Liquidity retio:

Cuprent = current assets / cuffens habibities.
2. Leverage ratios:
al Debileauity = tçal bacilities/ eau ty
D) Dedt ratio = lotal litulities/ toia assets
c) Interest coverage a neiprofit inserest expense finterest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Food (Specialiy) Stores (SIC 6012 )

|  | ictal!! | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lowe? $\text { mi cdie } 25^{\circ}$ | $\begin{array}{r} \text { UoDer } \\ \text { midole } 25 \% \end{array}$ | 725 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample No. Low sales value loinc s High saies value 3000 s | $\begin{aligned} & 348 \\ & 111 \\ & 11 \end{aligned}$ | $\begin{aligned} & 19) \\ & 349 \end{aligned}$ | $\begin{array}{r} 349 \\ 608 \end{array}$ | $\begin{aligned} & 506 \\ & 909 \end{aligned}$ | 936 |
|  |  |  | verage $1 \$ 000$ s |  |  |
| Operating ectivities Cash from ocetations Depreciation Dother | 10 9 -4 | $\begin{array}{r} 4 \\ 7 \\ -8 \end{array}$ | $\begin{array}{r} 6 \\ 8 \\ -6 \end{array}$ | $\begin{aligned} & 13 \\ & 10 \\ & \hline \end{aligned}$ | 17 12 -1 |
| Oividends | -4 | -4 | -1 | -3 | -5 |
| Investment activities <br> Disposal of fixed assets <br> Pupchose of fixed assets <br> Incresse in investment <br> Decrease in investment | $\begin{array}{r} 5 \\ -18 \\ -5 \\ 3 \end{array}$ | $\begin{array}{r} 7 \\ -36 \\ -8 \\ 4 \end{array}$ | $\begin{array}{r} 8 \\ -6 \\ -6 \\ 3 \end{array}$ | $\begin{array}{r} 2 \\ -9 \\ -2 \\ 1 \end{array}$ | $\begin{array}{r} 4 \\ -20 \\ -1 \\ 3 \end{array}$ |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans fyon shargholde's <br> Reoarment of loans from shareholders <br> ajoances \& loans from government <br> increase in equily <br> Jecrease in equity <br> Cthe: | 13 -12 2 -5 - - -1 - | $\begin{array}{r}25 \\ -10 \\ -5 \\ - \\ \hline\end{array}$ | $\begin{array}{r} 8 \\ -11 \\ 3 \\ -4 \\ - \\ -1 \end{array}$ | $\begin{array}{r} 11 \\ -13 \\ 2 \\ -6 \end{array}$ | 9 -13 4 -4 - -9 |
| Incresse(deciose) in cash s equivalents Cesh $s$ equivalents-Beginning of the year Cash 8 equivelents - End of the yeer | $\begin{aligned} & -5 \\ & 15 \\ & 10 \end{aligned}$ | $\begin{array}{r} -25 \\ 38 \\ 12 \end{array}$ | $\begin{array}{r} -1 \\ 4 \\ 3 \end{array}$ | 5 5 9 | 1 15 15 |

(11 These estimates are dased on sample of incopporated ousinesses popting sales between $\$ 25.000$ and $\$ 2.000,000$. Sample court inciudes only inose Dusinesses reporiing e slolement of changes.
see toble, for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classiflcation in 1987
Quebec. Food (Specialiy) Stores (Sic 6012)


[^23]TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Food (Specialty) Stores (S|C 5012)

|  | Toia, (1) | Bot tom 25\% | $\begin{aligned} & \text { Lowe! } \\ & \pi \text { idole } 25 \% \end{aligned}$ | Uoder middle 25. | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample Average sales \$ | $\begin{array}{r} 872 \\ 282.600 \end{array}$ | 48.033 | 118.144 | 235.685 | 648.559 |
| Average expense \$ | 253.511 | 46.302 | 108.871 | 225.313 | 633.557 |
| Average net profit (loss) 5 | 9.089 | 1.731 | 9.273 | 10.352 | 15.002 |
| Businesses reporting e profit (Mo.) |  |  |  |  |  |
| Average saies \$ <br> Average expanse 5 | 263.398 250.515 | 49.875 43.529 | 118.382 107.939 | 235.780 222.871 | 649.554 627 |
| Average net Drofits | 12.883 | 6.346 |  |  |  |
| Cusinesser reporting loss (Mo.) | 95 |  |  |  |  |
| Average sales \$ | 259.700 |  | 114.069 | 234.728 | 644.771 |
| Average expense \$ | 269.120 | 50.517 | 124.927 | 245.285 | 655.750 |
| Average net loss \$ | -9.420 | $-5.285$ | -10.858 | $-10.557$ | -10.979 |

1986

| Wumber of observetions in sample | 605 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge sales \$ | 289.967 | 52.065 | 118.606 | 254.273 | 736.925 |
| Average expense \$ | 281.413 | 50.319 | 108.422 | 244.970 | 721.939 |
| Average net protit (loss) \$ | 8,554 | 1.746 | 10.184 | 9,303 | 12.986 |
| Businesses repopting profit (No.) |  |  |  |  |  |
| Average sales | 290.522 |  |  |  |  |
|  | 276.988 13.534 | 44.987 6.356 | 104.223 12.844 | 247.561 13.971 | $711.179$ |
| Businesses reporting loss (Mo.) | 93 |  |  |  |  |
| Averope sales \$ | 290.756 | 53.381 | 130.430 | 231.112 | 748.101 |
| Average expense \$ | 302.598 | 60.035 | 140.679 | 235.704 | 772.974 |
| Average net loss\$ | $-11.842$ | -6.654 | -10.249 | -5.592 | -24.873 |


(1) These estimetes are besec on semple of businesser reporing soles betwen $\$ 25,000$ and $\$ 2,000.000$.

See isble 1 for symuals and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Prescription Drugs \& Patent Medicine Stores (SIC 603)

|  | Totai(1) |  | $\begin{array}{r} 5 c++0 \pi \\ 25: \end{array}$ |  | $\begin{array}{r} \text { lowe! } \\ \text { middie } 25 \% \end{array}$ |  | UDDE:$m i d d i e 25 \%$ |  |  | 10: 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Lon sales va ve (5200's) High sales value (SOOC's) |  | $483$ $(1)$ | $229$ |  | $\begin{aligned} & 220 \\ & 436 \end{aligned}$ |  | $\begin{aligned} & 436 \\ & 820 \end{aligned}$ |  |  | $\begin{aligned} & 820 \\ & 1!1 \end{aligned}$ |  |
| Selected expense tem | Industry average (2) |  |  |  |  | $\left\lvert\, \begin{aligned} & \text { \% Dusi- } \\ & \text { nisses } \\ & \text { reporting } \end{aligned}\right.$ | Reporting businesses only (3) |  |  |  |  |
|  | To:a | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | TOD 25\% |  | Total | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UDDer <br> miodle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sisles | 58.2 | 55.4 | 51.7 | 59.5 | 66.2 | 90.8 | 64.2 | 62.5 | 57.0 | 66.6 | 70.4 |
| Oceupancy expenses | 5.9 | 8.1 | 6.7 | 4.6 | 4.1 | 22.1 | 6.4 | 9.3 | 7.1 | 4.9 | 9.3 |
| Deprectation | 1.1 | 1.3 | 1.5 | 0.8 | 0.7 | 79.3 | 1.3 | 1.8 | 1.8 | 1.0 | 0.9 |
| Repaites mainienance | 0.5 | 0.6 | 0.5 | 0.4 | 0.4 | 75.5 | 0.7 | 1.1 | 0.7 | 0.5 | 0.5 |
| Hest. light 8 telephone | 0.8 | 1.3 | 0.7 | 0.7 | 0.5 | 84.1 | 0.9 | 1.6 | 0.8 | 0.8 | 0.6 |
| Rent | 3.5 | 4.8 | 4.1 | 2.7 | 2.4 | 81.0 | 4.3 | 6.5 | 5.5 | 3.0 | 2.8 |
| Personnel expenses | 10.8 | 7.9 | 12.2 | 11.9 | 11.3 | 89.7 | 12.1 | 9.6 | 13.3 | 13.0 | 12.1 |
| Finencisl expenses | 2.5 | 2.9 | 2.8 | 2.3 | 1.9 | 90.4 |  |  |  | 2.4 |  |
| Interest \% bank charges | 1.1 | 1.6 | 1.2 | 0.7 1.6 | 0.9 | 78.9 83.7 | 1.3 | 2.8 | 1.5 2.0 | 0.8 1.7 | 0.9 1.2 |
| Other expenses | 11.7 | 11.5 | 12.2 | 12.8 | 10.2 | 99.8 | 11.7 | 11.5 | 12.3 | 12.8 | 10.3 |
| Profit (loss) | 10.9 | 14.2 | 14.3 | 8.9 | 8.3 | 99.9 | 10.9 | 14.2 | 14.3 | 8.9 | 6.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | . 。 | ... | . . . |

## Symbol

- 2ero or no observerions
-- ioo small too de expresseo
. not applicable
$\times$ confidential


## Footnoter

(1) These estimates are Dased on semple of businesses reporting sel es berween \$25,000 and 32.000 .000

Totsl weighsec expenditure on given ifem
21 Value in each $c l^{2}=\frac{\text { lotal weighlec expenditufe on given ifem }}{\text { lotal we ghted soies of ali businesses in the sample }} \times 100$ for ench quertile
rota weignted expenditure on given item

Inis portion of the table periains only to the businesses reporing the specific expense itom. Therefore quese ratios are calculated incividusliy and the cotal will not necessarily equal $100 \%$

## Wotes

Data ofe shown by quartiles when at last i3 of the sampled businesses report the specilic ifan
Recoros wite renked in escending order sccording to seles size. Each quertile li, Dotiom 25x, Iower midole 25z, etc. pediesents one quarter of the cota! number of businesses. Hishin each quertile. the averege retio is presented. for comperison purposes, the high snd low values of sales ar shown

## Now to yet the tiblas


 POD $25 \%$
(3) Daze pertsining so she selocted soles size range will be in thet quertile.

## Stenderd Industrinl Clestificetion Definision 15IC 18801:

SIC 6030 - Prescription Drugs End Patent Medicine Stores
Businesses primarily engaged in resait dealing in prescription drugs anc patant or proprietary and herbal medicines sick room supplies. cosmetics and ioiletries

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Prescription Drugs \& Pstent Medicine Stores (SIC 603)

|  | Total! | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | Lowe? middle 25\% | Uppe middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses of sample (No.) Low sales value ( $\$ 5000^{\prime} \mathrm{s}$ ) Migh sales vaiue ( $\$ 000$ s) | $\begin{aligned} & 119 \\ & 111 \\ & 111 \end{aligned}$ | $\begin{aligned} & 11+ \\ & 253 \end{aligned}$ | $\begin{array}{r} 253 \\ 529 \end{array}$ | $\begin{array}{r} 520 \\ 1.019 \end{array}$ | $\begin{array}{r} 1.019 \\ 111 \end{array}$ |
|  | Average ( 8000 s ! |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash $\begin{aligned} & \text { Accounts and notes receivable }\end{aligned}$ | 20 | 11 | 15 | 24 | 31 |
| Inventory | - | - | - |  | - |
| Other curient assets | 210 | 119 | 135 | 251 | 3? |
| Total curient assets | 230 | 129 | 150 | 274 | 352 |
| Fixed assets | 56 | 45 | 35 | 58 | 74 |
|  | - | - | - | - | - |
| Dther assets | 27 | 2 | 9 | 46 | 52 |
| Totel essets | 313 | 177 | 194 | 388 | 488 |
| Liebilities and equity en en ene |  |  |  |  |  |
| Current losns <br> Other current liabilities | 26 106 | 8 75 | 19 61 | 28 106 | 59 183 |
| Total current liabilities | 133 | 82 | 72 | 134 | 242 |
| Mor:gages dayable | - | - | - | - | - |
| Long term deb: | 5 | 4 | 8 | 2 | 4 |
| Other ; abilities | 44 | 36 | 44 | $4 ?$ | 48 |
| Total lisbilities | 182 | 122 | 125 | 184 | 294 |
| Total equity | 132 | 55 | 69 | 205 | 194 |

111 These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See Tale f for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Prescription Drugs \&atent Medicine Stores (SIC E03)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miode } 25 \% \end{array}$ | Upper $\text { middie } 25 \%$ | $\begin{aligned} & \text { To甲 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime}$ s) <br> High sales value $\left(\$ 000^{\prime}\right.$ ) | $\begin{aligned} & 119 \\ & 111 \\ & 11) \end{aligned}$ | $\begin{aligned} & \{1\} \\ & 253 \end{aligned}$ | $\begin{array}{r} 253 \\ 529 \end{array}$ | $\begin{array}{r} 529 \\ 1.019 \end{array}$ | $\begin{array}{r} 1.019 \\ 111 \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.7 | 1.6 | 2.1 | 2.0 | 1.5 |
| Leverage ratios <br> Debtlequity iotio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.4 \\ & 4.9 \\ & 0.6 \end{aligned}$ | 2.2 0.1 0.7 | 1.8 5.0 0.6 | 0.9 7.1 0.5 | 1.5 4.3 0.6 |

(I) The ratios represen the suerage of patios for each dusiness in the group and cennor be eslculoted from the figures shown in foble 2
(2) These estimeses bre based on E semple of businesses reporting seles detweth $\$ 25.000$ and $\$ 2,000,000$.

See Table 1 for symouls and notes.

## Dofinitions:

1. Liquidity ratio:

Guprent = cuprent assets / currens liabilities
2. Leverage retios:
ai Dept/equipy $=$ eotal liabiliqies / equity
D Debr ratio = rotal liabilities/roqs! assess
c) Interest coverage $=$ net protit intepes: expense/ interes: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Prescription Drugs Patent Medicine Stores (SIC 603)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25: | Uoder $\text { middle } 25^{\circ}$ | Tor 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample No.) Low sales value ( 50.00 s) Higt sales value \{\$COC's | $\begin{array}{r} 91 \\ \{ \\ 1 \\ 1 \\ 1 \end{array}$ | $\begin{array}{r} 19 \\ 235 \end{array}$ | $\begin{aligned} & 235 \\ & 5 E 2 \end{aligned}$ | $\begin{array}{r} 562 \\ 1.019 \end{array}$ | $1.015$ $11$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Dedraciation Dther | $\begin{array}{r} 26 \\ 10 \\ -10 \end{array}$ | $\begin{array}{r} -12 \\ 2 \\ -4 \end{array}$ | $\begin{aligned} & 10 \\ & 10 \\ & 14 \end{aligned}$ | $\begin{array}{r} 47 \\ 11 \\ -17 \end{array}$ | $\begin{array}{r} 56 \\ 16 \\ -34 \end{array}$ |
| Dividends | -6 | -14 | - | -2 | -9 |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 2 \\ -25 \\ -7 \\ 4 \end{array}$ | $\begin{array}{r}5 \\ -37 \\ \hline\end{array}$ | -19 | 2 -17 -4 | $\begin{array}{r} 3 \\ -31 \\ -23 \\ 14 \end{array}$ |
| Finencing activities <br> Incresse in tong term debt <br> Repayment of long term debt <br> Loans fiom shareholde's <br> Redayment of loans from shareholders <br> Aovances \& loans from government <br> Increase in equiły <br> Decrease in equity <br> Other | $\begin{array}{r} 19 \\ -10 \\ 10 \\ -4 \\ -1 \\ -1 \\ -1 \end{array}$ | 29 27 -2 | 20 -10 23 | 7 <br> -12 <br> 5 <br> -8 <br>  <br> 5 <br> -4 <br> -2 | 21 <br> $-1 ?$ <br> 1 <br> -7 <br> 1 <br> -1 |
| Increase(decrease) in cash \& equivalents Cash s equivalents-Beginning of the year Cash equivalents - End of the year | $\begin{array}{r} 13 \\ 3 \\ 16 \end{array}$ | -4 37 33 | $\begin{array}{r} 48 \\ -28 \\ 20 \end{array}$ | 12 13 | -11 10 -1 |

19 These estimes are baseo on a sample of incorporated businesses reporqing sates between $\$ 25.000$ and $82,000.000$. 5 ample count incluoes only those businesses reporiing a siaiement of changes
See loble 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 bssed on SIC cisssification in ig87
Qubec. Prescription Drugs $:$ Patent Medicine stores (SIC 603)

| Business size expressed in average labour units(1) | Number of Dusinesses | $\begin{array}{r} \text { Total paycoll } \\ (\$ 000 \text { s) } \end{array}$ | Aversge abour units(1) | Changes in number af businesses with paic employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { eeporting } 2 \text { ) } \end{array}$ | No longer teporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.321 | 154.470 | 13.471 | 145 | 92 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { snd over } \end{aligned}$ | $\begin{array}{r} 1.175 \\ 129 \\ 15 \\ 2 \end{array}$ | $\begin{array}{r} 70.522 \\ 48.212 \\ x \\ x \end{array}$ | $\begin{array}{r} 6.136 \\ 4.173 \\ 2.642 \\ 520 \end{array}$ | 137 $?$ 1 | 83 8 9 |
| 1987 |  |  |  |  |  |
| Total | 1.419 | 217.403 | 16.234 | 195 | . $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.233 \\ 166 \\ 17 \\ 3 \end{array}$ | $\begin{aligned} & 83.914 \\ & 76.863 \\ & 40.465 \\ & 16.161 \end{aligned}$ | $\begin{aligned} & 6.258 \\ & 5.748 \\ & 3.022 \\ & 1.205 \end{aligned}$ | 163 30 2 - | . |

(11) average labour units are calculated by dividing toial payot! by the average annual wage and salary rate as reported in the survey of Emplovment, parioll and Mours. Statistics Cansoa. Caialogue 72-002. An average isbour unit could be inierdieied as e full-ime employee Note thet the business size grouds used are determined of the Canada level. Thus if a business has at least 500 employees in cansod as e whole but less than thas number in any given province it is show in the 500 and over group
12: Kefers 10 businesses repoling no peyroll deduct ons in the previous year
(3) Refers io Dusinesses peporting no payroll deouctions in the following year
"Hewly reocrting" and "no longer reporting" Dusinesses are assumed to have oeen in activity for six months ano the information is adjusted accordingly.

See lgole ifor symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Prescription Drugs \& Patent Medicine Stores (Sic 603)

|  | Total:1) | Bottom $25 \%$ | $\text { miode } 25 \%$ | $\begin{aligned} & \text { UoDe: } \\ & \text { middle } 25 \text { : } \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - |  |  | 1985 |  |  |
| Number of observetions in swmple <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 537 \\ 538.300 \\ 508.417 \\ 29.883 \end{array}$ | $\begin{array}{r} 105.885 \\ 95.514 \\ 10.371 \end{array}$ | $\begin{array}{r} 289.169 \\ 255.549 \\ 23.620 \end{array}$ | $\begin{array}{r} 570.09 ? \\ 521.934 \\ 48.963 \end{array}$ | $\begin{array}{r} 1.188 .050 \\ 1.151 .469 \\ 36.581 \end{array}$ |
| Businesses reporting a profit (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | 498 548.639 511.304 37.335 | $\begin{array}{r} 108.358 \\ 93.602 \\ 14.756 \end{array}$ | $\begin{array}{r} 315.066 \\ 280.147 \\ 34.919 \end{array}$ | $\begin{array}{r} 570.040 \\ 520.882 \\ 49.158 \end{array}$ | $\begin{array}{r} 1.201 .091 \\ 1.150 .584 \\ 50.507 \end{array}$ |
| Businesses reporting loss (No.) <br> Avarage sales $\$$ <br> ©verage expense $\$$ <br> Average net loss $\$$ | 39 507.003 527.949 -20.946 | $\begin{array}{r} 86.960 \\ 110.142 \\ -23.182 \end{array}$ | $\begin{array}{r} 222.627 \\ 228.040 \\ -5.413 \end{array}$ | $\begin{aligned} & 591.838 \\ & 617.972 \\ & -25.134 \end{aligned}$ | $\begin{array}{r} 1.126 .588 \\ 1.155 .641 \\ -29.053 \end{array}$ |
|  |  |  | 1986 |  |  |
| Number of abservations in samole <br> Average sales \$ <br> Average expense $\$$ <br> Average ne: profit (loss) 5 | $\begin{array}{r} 388 \\ 536.669 \\ 500.172 \\ 36.497 \end{array}$ | $\begin{array}{r} 157.756 \\ 142.357 \\ 15.399 \end{array}$ | $\begin{array}{r} 300.223 \\ 274.824 \\ 25.399 \end{array}$ | $\begin{aligned} & 530.531 \\ & 482.883 \\ & 47.648 \end{aligned}$ | $\begin{array}{r} 1.159 .166 \\ 1.100 .625 \\ 57.541 \end{array}$ |
| Businesses reporting profit (wo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 363 \\ 536.638 \\ 495.336 \\ 41.302 \end{array}$ | $\begin{array}{r} 159.169 \\ 140.649 \\ 18.520 \end{array}$ | $\begin{array}{r} 298.892 \\ 270.677 \\ 28.215 \end{array}$ | $\begin{array}{r} 530.510 \\ 481.156 \\ 49.354 \end{array}$ | $\begin{array}{r} 1.157 .982 \\ 1.088 .861 \\ 69.121 \end{array}$ |
| Businesses reporting loss (Mo.I <br> Average sales $\$$ <br> Average expense <br> Average net loss $\$$ | $\begin{array}{r} 25 \\ 542.590 \\ 597.206 \\ -54.616 \end{array}$ | $\begin{array}{r} 145.388 \\ 157.314 \\ -11.926 \end{array}$ | $\begin{array}{r} 332.379 \\ 374.993 \\ -42.614 \end{array}$ | $\begin{aligned} & 531.683 \\ & 580.263 \\ & -48.580 \end{aligned}$ | $\begin{array}{r} 1.160 .900 \\ 1.276 .255 \\ -115.347 \end{array}$ |

1987

Number of observalions in sample Average sales
Average expense $\$$
Average net profit (loss) そे

| 552 |  |
| :---: | :---: |
| 560.917 | 105.454 |
| 518.548 | 98.435 |
| 42.271 | 7.019 |
| 491 |  |
| 56:,069 | 119.480 |
| 508.834 | 98.274 |
| 52.235 | 21.205 |
| 61 |  |
| 589.925 | 70.133 |
| 630.306 | 98.840 |
| -40.381 | -28,707 |

323.912
281.532
622.36
1.191.935

Businesses reporting profit (No.)
Average salas $\$$
Average expense $\$$
Averape nat profits
589.92
630.30
98.840
$-28,707$
375.837
678.119
$-21.956$
368.427
$-78.346$

111 These estimates are besed on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See tible 1 for symbols and notes

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

|  | To:311) |  | $\begin{array}{r} \text { BC: }: 0 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lowe! <br> micte 25\% |  | Uspe! m ode 25: |  |  | $\begin{aligned} & \text { TOE } \\ & 2 E: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Evsinesses in samzle (No.) Lon sales va: Le $\sin (5$ : High sales value ( $\$ 000$ s) |  | $45 ?$ | $\begin{aligned} & 11 \\ & 283 \end{aligned}$ |  | $\begin{aligned} & 289 \\ & 497 \end{aligned}$ |  | $\begin{array}{r} 197 \\ 847 \end{array}$ |  |  | 867 <br> 111 |  |
| Selected expense item | Industry ave age(2) |  |  |  |  | $\begin{aligned} & \text { \# Dusi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on $\mid$ y $(3)$ |  |  |  |  |
|  | Total | $\begin{aligned} & 80: 40 \mathrm{~m} \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & \text { 25\% } \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  |  |  | cent of | sales |  |
| Cost of sales | 58.3 | 49.0 | 56.4 | 61.5 | 65.9 | 89.0 | 65.5 | 59.0 | 63.9 | 67.5 | 70.6 |
| Occupancy expenses | 4.5 | 3.7 |  | 4.5 |  | 90.6 75.8 | 4.9 | 4.5 | 6.2 1.8 | 1.7 |  |
| Cedreciation | 0.9 | 0.9 0.4 | 1.3 0.5 | 0.8 | 0.7 | 75.8 76.9 | 1.2 0.6 | 1.3 0.6 | 1.8 0.6 | 1.0 0.6 | 0.8 |
| Repairs Hest, maintenance Rent | 0.4 0.6 | 0.4 | 0.5 0.7 | 0.5 0.7 | 0.4 | 76.9 81.7 | 0.6 0.8 | 1.6 1.0 | 0.6 0.3 | 0.6 0.8 | 0.5 0.6 |
| Rent ${ }^{\text {R }}$ | 2.5 | 1.7 | 3.2 | 2.5 | 2.4 | 78.4 | 3.1 | 2.7 | 4.4 | 2.8 | 2.8 |
| Personnel expenses | 10.5 | 7.1 | 12.0 | 11.4 | 11.6 | 88.1 | 12.0 | 9.4 | 13.2 | 12.5 | 12.3 |
| Financiol expenses | 2.2 | 2.7 | 2.5 | 1.9 |  |  |  | 3.7 |  |  |  |
| Inierest \& bank charges Piofessionsl fees | 0.8 | 0.9 1.8 | 0.7 | 0.7 1.3 | 0.8 1.0 | 77.7 85.9 | 1.0 1.7 | 1.4 | 0.9 1.9 | 0.8 1.4 | 0.9 |
| Other expenses | 11.3 | 12.3 | 10.6 | 11.5 | 10.8 | 99.8 | 11.3 | 12.3 | 10.7 | 11.5 | 10.8 |
| Profit (loss) | 13.2 | 25.2 | 12.8 | 9.2 | 5.9 | 93.9 | 13.3 | 25.2 | 12.6 | 9.2 | 5.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  |  | $\ldots$ | $\cdots$ |

## Symbols

- zero or no observaitons
- 200 smill 100 be expressed
not spplicable
$\times$ confiden!is)


## potnotes

(1) These estimates ere Desed on sempl of businesses reporiing seles between $\$ 25,000$ and $\$ 2.000,000$
lots! weighted expenditure on given ifen
lotel weighted seles of bll businesses in the sample follo for fach quertile

This portion of the tabe pertains only to the businesses peporting the spetific oxpense item. inepefore these retios ere celculated ind ivioualiy end the $10 \% 81 \mathrm{~m}$ : no: necesser ly equal 100 .

Moter
Date bre shown oy quat iles when at least 13 of the sampleo businesses report the specific iten
 one querter of the lotel numoer of Dusinesses. Within esh quartile, the overage rapio is presented. for comperison purposes, the high and low values of sales are shown

HC to use the teblet

(2) The selected pange will indicste the proper quartile. i.e. the boison 25\%. the lower miode 25\%. the upper niode $25 \%$ or the top 25\%
(3) Dets pertaining to the selected soles size range will be in thet quartile

## Stenderd Industriel CImsificetion Definition (SIC 19801:

## 515 6031 - Pharmacies

 mus: be sold bu: are not necessarily the source of grestest revenue. They moy De secondarily ergaged in selling other lifes such bs cosmerics. toiletries. totscco products. confectionery. stationery. giftware and noverty merchandige. Ihis industry inctudes prestription drug stores. resal pharmsceuticals. prescripicon pharmacies and retail prescriphion medicines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Pharmacies (Sic 6031)


111 These estimates are based on a sample of businesses reporing sales detween $\$ 25,000$ and $\$ 2.000 .000$
See toole ifor symools ond notes

TABLE 3. Financial ratios(1) for incorported businesses only. 1987
Quebec, Phmrmacies (SIC 5031)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales value ( $\$ 000$ 'st <br> High sales value ( $\$ 000$ 's) | $\begin{array}{r} 94 \\ (1) \\ (1) \end{array}$ | $11)$ 257 | 257 718 | $\begin{array}{r} 718 \\ 1.065 \end{array}$ | $\begin{array}{r} 1.065 \\ 111 \\ \hline \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current retio (times) | 1.7 | 2.0 | 2.4 | 1.7 | 1.5 |
| Leverage ratios <br> Debtleauity ratio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.3 \\ & 5.8 \\ & 0.6 \end{aligned}$ | 1.4 9.1 0.6 | $\begin{array}{r} 0.8 \\ 10.1 \\ 0.4 \end{array}$ | 1.3 5.8 0.6 | 1.6 3.2 0.6 |

(1) The detios pepresent the buersge of retios for eech business in the group and cannot de calculetec fiom the figures shown in iable 2 .
(2) Thesi estimotes are besed on semple of businesses reporting sel between $\$ 25,000$ end 82,000,000.

See iable 1 for symbols and notes.

## Definitions:

1. Liquidiey resio

Curtent $=$ curpent assers / curpent Habilities.
2. Levertge retios

Dest/equity : ceral lizbilities / equity
b) Debt patio = totai liatilities / total essets
c) Interest coverage $=$ nei profit interest expense: : feres: expense

TABLE 4. Statement of changes in financtal position for incorporated businesses only. 1987
Quebec. Pharmacies (SIC 6031)

|  | Tota: (1) | $\begin{gathered} \text { Bot } 10 \mathrm{Om} \\ 25^{\circ} \end{gathered}$ | $\begin{aligned} & \text { Loner } \\ & \text { midde } 25 \% \end{aligned}$ | Upper riddle 25: | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (Nc. Lon sales vaiue ( 8000 s) Hot sales value ( 8000 's) | $\begin{aligned} & 73 \\ & 11 \\ & 11 \end{aligned}$ | 111 284 | $\begin{aligned} & 286 \\ & 732 \end{aligned}$ | $\begin{array}{r} 733 \\ 1.184 \end{array}$ | $1.184$ |
|  |  |  | rage is000 |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{aligned} & 35 \\ & 11 \\ & -7 \end{aligned}$ | 9 8 8 | $\begin{array}{r} 26 \\ 9 \\ 4 \end{array}$ | $\begin{array}{r} 49 \\ 12 \\ -15 \end{array}$ | 55 15 -25 |
| Dividends | - 5 | -25 | - | -1 | -8 |
| Investment activities <br> Disposal of tixed assets <br> purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r} 4 \\ -31 \\ -9 \\ 5 \end{array}$ | 10 -58 - | -13 | $\begin{array}{r} 3 \\ -24 \\ -18 \\ 1 \end{array}$ | $\begin{array}{r} 3 \\ -33 \\ -18 \\ 18 \end{array}$ |
| Finencing ectivities <br> Increase ir long term deb? <br> Redayment of long term debt <br> Loans from starenolders <br> Redarment of leans from shareholders <br> Aovances 8 loans drom govermment <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 21 \\ -19 \\ 8 \\ -6 \\ 0 \\ 2 \\ -1 \\ \hline \end{array}$ | 39 -3 -4 -4 - - 4 | 16 -11 28 -6 - 5 | $\begin{array}{r} 9 \\ -10 \\ 7 \\ -5 \\ - \\ 1 \\ -5 \\ -2 \end{array}$ | 22 -18 1 -8 - - -1 |
| Increaseldecreasel in cash s equivalents Cash s quivalents-Beginning of the year Cash t Quivalents. End of the year | $\begin{aligned} & 11 \\ & 12 \\ & 24 \end{aligned}$ | -16 46 29 | $\begin{array}{r} 53 \\ -25 \\ 27 \end{array}$ | $\begin{array}{r} -1 \\ 10 \\ 8 \end{array}$ | 3 26 29 |

111 These estimates are besed on sample incorporaied businesses reporting seles between $\$ 25.000$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0 \text { . Sample count includes }}$ only those eusinesses repoting a staiemen: of changes.
See Toble for symbols mic notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in i987
Quebec. Pharmacies (SIC 6031)

| Business size expressed in averoge labour unitsil! | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units! 1 ) | Changes in number of businesses with paic emoloyeas |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { reporting }(2) \end{array}$ | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Totel | 1.074 | 129.040 | 11.263 | 99 | 70 |
| less than 20 <br> 20-. 99 <br> 100-499 <br> 500 and ovar | $\begin{array}{r} 942 \\ 119 \\ 12 \\ 1 \end{array}$ | $\begin{array}{r} 59.494 \\ 45.063 \\ x \\ x \end{array}$ | $\begin{aligned} & 5.181 \\ & 3.899 \\ & 2.042 \\ & 141 \end{aligned}$ | 96 5 - -8 | $\begin{gathered} 6! \\ 8 \\ 1 \\ \hline \end{gathered}$ |
| 500 and over |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Total | 1.130 | 177.398 | 13.299 | 152 | $\cdots$ |
| less than 20 20-99 | 969 154 | $\begin{aligned} & 69.707 \\ & 70.614 \end{aligned}$ | 5.206 5.281 2.127 | 129 29 | $\cdots$ |
| 100-499 | 13 | x | 2.127 | ? | $\cdots$ |
| 500 and over | 2 | $\times$ | 685 | - | . . |

11. Average laboup unis are calculatej by dividing total paypoll by the average manal wage and salary pate as fopot ted in the Supvey of Employment. Dayroll and hours, Statistics Canada. Catalogue $92-002$ an average labour unit coulo of initroreted as a full-time employee. Note that the business size groups used are derermined at the Canco level. Thus if obusines has at lease 500 employers in canada as whole but less than that number in any given province it is shown in the 500 and over group
1? Fefers to bus:nesses peporting no payroll deductions th the previous year.
(3. Refers io businesses peporting no payroll deठuctions in the foltowing year
 aojustec according!

See iable ; tor symbols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Pharmacies (SIC 6031)

| - | Total! 1 ) | Bot tom 25: | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25: . \end{aligned}$ | $\begin{aligned} & \text { Upse: } \\ & \text { mido e } 25: \end{aligned}$ | $\begin{aligned} & \text { iof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observtions in somple <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 513 \\ 592.942 \\ 560.259 \\ 32.683 \end{array}$ | $\begin{array}{r} 139.712 \\ 123.324 \\ 16.388 \end{array}$ | $\begin{array}{r} 370.117 \\ 335.298 \\ 34.819 \end{array}$ | $\begin{array}{r} 625.580 \\ 578.697 \\ 46.883 \end{array}$ | $\begin{array}{r} 1.236 .360 \\ 1.203 .716 \\ 32.642 \end{array}$ |
| Businesses reporting profit (No.) <br> Aversge soles $\$$ <br> Average expense $\$$ <br> Average nei profit \$ | $\begin{array}{r} 478 \\ 502.360 \\ 563.525 \\ 38.834 \end{array}$ | $\begin{array}{r} 144.278 \\ 122.840 \\ 21.638 \end{array}$ | $\begin{array}{r} 371.704 \\ 335.403 \\ 36.301 \end{array}$ | $\begin{array}{r} 625.680 \\ 578.581 \\ 47.099 \end{array}$ | $\begin{array}{r} 1.257 .779 \\ 1.217 .48 \\ 50.301 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average soles $\$$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 35 \\ 534.024 \\ 558.562 \\ -24.538 \end{array}$ | $\begin{array}{r} 102.310 \\ 128.928 \\ -26.818 \end{array}$ | $\begin{aligned} & 315.358 \\ & 331.707 \\ & -16.349 \end{aligned}$ | $\begin{aligned} & 591.838 \\ & 617.972 \\ & -25.134 \end{aligned}$ | $\begin{array}{r} 1.126 .588 \\ 1.155,68 \\ -29.05 \% \end{array}$ |

1986


1987

| Number of observations in sample | 518 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 612.482 | 160.743 | 382.359 | 682.274 | 1.224.552 |
| Averape expense \$ | 562.707 | 130.584 | 336.203 | 625,587 | 1.158 .372 |
| Average net drofit (loss) \$ | 49.775 | 30.179 | 46.156 | 56.587 | 66.180 |
| Businesses peporting profit (Mo.) | 464 |  |  |  |  |
| Average soles \$ | 610.762 | 161.224 | 383.207 | 682.878 | 1.215.739 |
| Average expense \$ | 553,743 | 124.659 | 335.352 | 621.492 | 1,133.467 |
| Average net profit \$ | 57.019 | 36.565 | 47.855 | 61,386 | 82.272 |
| Businesses reporting loss (No.) | 54 |  |  |  |  |
| Average sales \$ | 621.110 | 156.779 | 349.506 | 571.900 | 1.305. 156 |
| Average expense \$ | 658.752 | 179.287 | 369.038 | 697.705 | 1.388.978 |
| Average ne: loss \$ | -37.642 | -22.508 | -19.132 | -25.806 | -82.822 |

[^24]See iabla itor symbols and motes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Men's Clothing Stores (SIC 6121)

|  | Total(1) |  | EO110m 25: |  | Lowe!$\text { midele } 25 \%$ |  | Upper middle 25: |  |  | $\begin{aligned} & \text { Tor } \\ & 2=: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No.? Low sa:es value 15000 s: Higt sa!es value : 8000 's | $\begin{aligned} & 200 \\ & \{i\} \\ & (i) \end{aligned}$ |  | $\begin{array}{r} \{1\} \\ 82 \end{array}$ |  | ${ }_{2}^{8} \hat{i} \hat{\hat{Q}}$ |  | $\begin{aligned} & 226 \\ & 499 \end{aligned}$ |  |  | $490$ |  |
| Selected expense item | Industry average\{2) |  |  |  |  | $\begin{aligned} & \text { \% Dusi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 ! |  |  |  |  |
|  | Total | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miod } e \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tolal | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Upper mitol 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 54.9 | 37.1 | 57.7 | 62.3 | 61.0 | 96.2 | 57.1 | 42.0 | 60.1 | 62.6 | 51.0 |
| Occupency expenses |  |  |  |  |  | 100.0 | 9. 2 | 11.1 |  |  | T. 6 |
| Dedreciation | 1.5 | 2.3 | 1.2 | 1.4 | 1.2 | 86.1 | 1.? | $3 . ?$ | 1.6 | 1.5 | 1. 2 |
| Repaips \& maintenance | 0.8 | 9.0 | 0.8 | 0.7 | 0.6 | 79.9 | 1.0 | 1.3 | 0.9 | 1.1 | $0 . ?$ |
| Hest. light 8 telepnone Ren : | 1.5 5.4 | 3.4 | 0.9 6.3 | 1.1 5.7 | 0.8 5.1 | 95.8 84.5 | 1.6 6.4 | 3.4 5.6 | 1.0 7.5 | 1.2 6.2 | 0.8 6.0 |
| Personnel expenses | 14.9 | 16.0 | 13.3 | 15.0 | 15.6 | 93.8 | 15.9 | 19.2 | 14.5 | 15.9 | 15.6 |
| Financial expenses | 2. 6 | 3.5 | 2.8 | 2.2 | 2.0 |  |  | 3.6 |  | 2.2 |  |
| Interest 8 bani cha: pes Professiona fees | 1.8 0.8 | 2.4 1.2 | 2.2 | 1.3 0.9 | 1.4 | 88.9 86.3 | 2.0 | 2.4 1.5 | 2.4 0.9 | 1.6 | 1.6 0.6 |
| Other expenses | 15.0 | 32.5 | 11.8 | 8.1 | 9.1 | 900.0 | 15.0 | 32.5 | 11.8 | 8.1 | 9. 1 |
| Profit (loses) | 3.3 | -0.3 | 5.1 | 3.3 | 4.8 | 100.0 | 3.3 | -0.3 | 5.1 | 3.3 | 4.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\ldots$ | . . | . . |  |

```
Symole
- zero or no observarions
-- 100 small 100 be expressed
.. nor soplicable
```

- condidentiol


## footnotes

(1) These estimetes are pased on somple of businesses reporting sales detween \$25,000 and \$2,000,000
12) Value in each cell fotal wighied expendilufe on ogiven item

This portion of the toble perains only to the dusinesses poporing the specific expense isem. Iherefor these falios are colculated individually and the sotal will no necesserily equl $100 \%$

## notes

Dats er shown oy quertiles when at least 13 of the sempled pusinesses report the specific item
 one quarter of the totai numper of Dusinessts. Within each quertile, she average ratio is presented. for conperison purposes, she high and low values of sales ere snown

## How to use the tebles


(2) The selected renge will indicase the prope queptile. i.e. the botom 25\%. the iower midde 25\%, the upper middt 25\% of the IOD $25 \%$
(3) Dete pertsining to the sulected stes size pange will be in thot qubrtile

## Stenderd Industrisl CIEstificetion Onfinition (SIC 19801:

SIC 8121 - Men's Clothing Stores
Busimesses primar y engaged in retail dealing in men's and boys' clothing (except ainleticl and accessories Businestes primpily
 retail men's and beys' ciothing. men's cuspom toilorec clothing. men's retail gloves. haberoashery. ietal men's and Doys' hats and cops. Lefa: men's end boys' hos efy. retsil men's ond Doys' jackers. Tetail men's and boys' neckweaf. mer's clothing stores. fetail mer's furnishings. reiai, mer's and Doys' overcoais. repal men's and boys panis and slacks. retait mer's and boys' shitts. reisil men's and doys' sieep anc lounowes. reisi. men's and Doys' sportswear. teiail mer's and boys' suits. teisil men's and boys' sweaters
 men's and beys clophing are included in this industiy

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Men's Clothing Stores (SIC 6121)

|  | To:ai! 1 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe! $\text { miosle } 25 \%$ | UDCer $\text { middie } 25 \%$ | $\begin{aligned} & \text { To: } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Nc.) Low sales value ( $\$ 000$ 's) High sales value $1 \$ 000$ 's | $\begin{aligned} & 176 \\ & 111 \\ & 111 \end{aligned}$ | 11 193 | $\begin{array}{r} 193 \\ 352 \end{array}$ | 352 638 | $\begin{gathered} € 38 \\ 11 \end{gathered}$ |
|  | Ave:age (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 12 | 5 | 3 | 11 | 29 |
| Accounts and notes raceivabl Inventory | 12 | 5 | 3 | 1 |  |
| Other curient asseis | 149 | 35 | 87 | 173 | 286 |
| Total current assets | 159 | 41 | 90 | 184 | 315 |
| Fixed assets | 36 | ? | 23 | 43 | 70 |
| Less: Accum. dep. on fixed assets | - | - | - | ? | 34 |
| Oiner assets | 14 | 4 | 4 | 12 | 34 |
| Totel assets | 209 | 52 | 116 | 239 | 419 |
| Liebilities and equity |  |  |  | 17 | $4 ?$ |
| Curren: loans <br> Other curcent liabilities | 66 | 16 | 39 | 69 | $3{ }^{\circ}$ |
| Total curtent liabilities | 8 ? | 26 | 51 | 85 | 80 |
| Mortgages payable | - | - | - | - | g |
| Long term dedt | 4 | 1 | 2 | 3 | 9 |
| Other liabilities | 25 | 13 | 15 | 31 | 41 |
| Total lisbilities Total equity | 115 93 | 40 12 | 67 49 | 120 119 | 230 189 |

(1) These estimates are beseo on sample of businesses raporting sal bs between $\$ 25.000$ and $\$ 2.000 .000$.

See table 1 for symbols and motes

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Quebec. Men's Clothing Stores (SIE 6121)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } 25 \% \end{array}$ | UDDer midole $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value $\left(\$ 000^{\prime}\right.$ s) <br> High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 176 \\ & (1) \\ & (1) \end{aligned}$ | 111 193 | $\begin{array}{r} 193 \\ 352 \end{array}$ | $\begin{array}{r} 352 \\ 638 \end{array}$ | $\begin{aligned} & 638 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio Cursent totio (times) | 1.8 | 1.6 | 1.8 | 2.1 | 1.7 |
| Leverage ratios <br> Oebt/equity ratio (times) <br> Interest coverage ratio (times) <br> Oeot patio (times) | 1.2 3.4 0.6 | $\begin{aligned} & 3.2 \\ & 0.8 \end{aligned}$ | 1.4 2.4 0.6 | 1.0 3.8 0.5 | 1.2 5.1 0.5 |

[^25]Se fable ifor symbols and notes.

Definisions:

1. Liquidity pmifo:

Currens = current assets, cuprent liadt:es.
2. beverge retios:
a! Det:/equily : :ota liabilipies / equiqy
al Ce: ca:la : :o:al abilites poral asse:s
-! Soteres: coverage : ne: oroti . inseres: experse ifteres: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Men's Clothing Stores (SIC 5121)

|  | To¢a) (1: | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lowe! } \\ & \text { midole } 25 \% \end{aligned}$ | Uoper middle 25\% | $\begin{aligned} & 705 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samele No. Lom soles value 5000 s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 129 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & 11\} \\ & 193 \end{aligned}$ | $\begin{aligned} & 193 \\ & 352 \end{aligned}$ | $\begin{array}{r} 352 \\ 638 \end{array}$ | $\begin{aligned} & 638 \\ & 111 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Dedreciation Other | 13 7 -5 | $\begin{array}{r} -8 \\ 2 \\ 11 \end{array}$ | -5 | $\begin{array}{r} 19 \\ 6 \\ -8 \end{array}$ | $\begin{array}{r} 40 \\ 13 \\ -17 \end{array}$ |
| Dividends | -10 | -12 | -7 | -4 | -16 |
| Investment activities <br> Disposal of lixec assets <br> Purchase of fixed asseis <br> Increase in investment <br> Docrease in investment | 6 -14 -3 1 | $\begin{array}{r} 18 \\ -1 \end{array}$ | 3 -4 | $\begin{array}{r} 1 \\ -12 \\ -6 \\ 2 \end{array}$ | $\begin{array}{r} 2 \\ -36 \\ -7 \\ -1 \end{array}$ |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> loans from sharenoiders <br> Repayment of loars from shareholders <br> Aovances \& loans from government <br> increase in equi:y <br> Decrease in equily <br> Othe: | 6 -5 8 -6 - 1 -2 | -4 | 1 -8 16 -1 -8 -7 | $\begin{array}{r} 6 \\ -4 \\ 6 \\ -3 \\ - \\ 3 \\ -8 \end{array}$ | $\begin{array}{r} 17 \\ -7 \\ 14 \\ -18 \\ -1 \\ -1 \\ -1 \end{array}$ |
| Increase(decreasel in cash sequivelents Cash s equivalents-beginning of the year Cash s equivalents = End of the year | -3 11 9 | 5 -10 -5 | -5 10 4 | 18 | -14 30 16 |

111 These estimases are dasec on a sample of incorporated businesses reporing sales between 825.000 and 82.000 .000 . Sample count includes only those bus nesses reporting a statment of changes.
see table 1 for symbols sno nores.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in 1987
Quebec, Men's Clothing Stores (SIC 6121)


(11) Average lobour units are calculated by dividing total payroll by the average annual wage and salay fote as reported in the Surver of Emplovment. Dayioll and hours. Siatistics Canado. Catalogue 12-002. An overage lavour unit could be interpreled as a full-time emp oree Note that the business size grouds used ore determined at the conade level. Thus if a businass has at leas? 50 C employes in Cenzce as owhe bu: less then inat number in any given province it is shown in the 500 ond over group
(2) Keters 10 businesses reporting no payioll deductions in the previous year
(3) Keters io businesses reporting no payroll deductions in the following year
mewly peportirg" and "he longer peporing" businesses are assumed io nave been in activify for six months ono the information is adjustec ascordingy

See iatle for symools and notes

TABLE 6. Seiected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Men's Clothing Stores (Sic Ei21)

|  | Total(1) | $\begin{array}{r} 80 \div \pm 0 m \\ 25 \% \end{array}$ | Lowe $\pi \cdot 1 \text { ode } 25^{\prime} \text {. }$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { To5 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 9985 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ | 238.040 |  |  |  |  |
| Average expense $\$$ | 222.504 | 33.279 | $80.061$ | $204.529$ | $572.045$ |
| Averape net profit (loss) \$ |  |  |  |  |  |
| Businesses reporting a profit (No.) Averoge sales | $\begin{array}{r} 172 \\ 244.518 \end{array}$ | 40.387 |  |  | 521.765 |
| Average oxpenses | 226.365 | 31.160 | 80.485 | 213.376 | 580.440 |
| Averoge net profit \$ | 18.153 | 9.227 | 8.586 | 13.474 | 61.325 |
| Businesses reporting loss (Mo.) Averoge sales \$ | 16 178.137 | 45.691 | 67.983 | 178.397 | 420.477 |
| Averape expenses | 184.536 | 47.456 | 72.060 | 182.795 | 435.832 |
| Average nef loss $\$$ | -6.399 | -1.765 | -4.077 | -4,398 | -15.355 |

1985

| Number of observations in sample <br> Average sales <br> Average expense $\$$ <br> Average net profis (loss) \$ | $\begin{array}{r} 73 \\ 333.018 \\ 309.908 \\ 23.110 \end{array}$ | $\begin{aligned} & 75.812 \\ & 66.281 \\ & 12.531 \end{aligned}$ | $\begin{array}{r} 154.086 \\ 144.915 \\ 9.171 \end{array}$ | $\begin{array}{r} 282.255 \\ 277.184 \\ 5.071 \end{array}$ | $\begin{array}{r} 816.920 \\ 751.251 \\ 65.659 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 58 |  |  |  |  |
| Average sales $\$$ | 329.594 | 82.478 | 154.032 | 264,133 | 817.732 |
| Average exdense \$ | 301.333 | 65.402 | 144.584 | 244.497 | 750.849 |
| Aversge net profit \$ | 28.261 | 17.076 | 9.648 | 19.636 | 66.88? |
| Businesses reporting loas (Mo.) | 15 |  |  |  |  |
| Average sales \$ | 320.654 | 66.789 | 160.735 | 304.178 | 750.954 |
| Averoge expensas | 339.040 | 69.165 | 186.341 | 316.729 | 783.925 |
| Average net loss \$ | -18.376 | -2.376 | -25.605 | -12.55 | -32,972 |

1987

| Number of observetions in semple | 213 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales $\$$ | 337.594 | 64,540 | 152.739 | 322.631 | 810.465 |
| Average expense \$ | 322.735 | 62.896 | 143,393 | 313.719 | 770.934 |
| Averse net profit \{loss) s | 14.858 | 1.644 | 9.346 | 8.912 | 39.531 |
| Businesses reporting profit (Mo.) | 174 |  |  |  |  |
| Average sales | 334.364 | 62.539 | 147.959 | 328.125 | 798.832 |
| Average expense $\$$ | 309.738 | 50.985 | 134.825 | 308.453 | 744.687 |
| Average net profit \$ | 24.625 | 11.554 | 13.134 | 19.672 | 54.145 |
| Susinesses reporting loss (Mo.) | 39 |  |  |  |  |
| Average soles \$ | 356.824 | 71.542 | 179.878 | 309.758 | 856.117 |
| Averape expenses | 379.793 | 104.575 | 192.047 | 326.057 | 896.492 |
| Average net loss \$ | -22.969 | -33.033 | -12.169 | -16.299 | -30.375 |



See iste i for symbols eno notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Women's Clothing stores (SIC E131)

|  | Totalil |  | Bo: 10 m $25 \%$ |  | Lower$\text { middle } 25 \%$ |  | Upoer Tidale 25\% |  |  | 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samel (No. bon sales ve ue $1 \$ 000$ si High sales va:ue isinj's | $\begin{aligned} & 358 \\ & 11 \\ & 11 \end{aligned}$ |  | $\begin{gathered} 11) \\ 68 \end{gathered}$ |  | $\begin{array}{r} 68 \\ 152 \end{array}$ |  | $\begin{array}{r} 152 \\ 284 \end{array}$ |  |  | 284 |  |
| Selected expense item | Industry suerage (2) |  |  |  |  | $\begin{aligned} & \text { 2busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { midle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middle } \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 64.1 | 67.5 | 53.0 | 64.8 | 61.2 | 99.4 | 64.5 | 68.2 | 63.0 | 54.8 | 62.1 |
| Decupency expenses | 10.5 | 11.3 | 12.6 | 9.0 | 9.3 | 19.5 | 10.5 | 11.3 | 12.6 | 9.0 | 9.3 |
| Depreciation | 1.2 | 1.3 | 1.1 | 1.2 | 1.4 | 89.8 | 1.4 | 1.5 | 1.4 | 1.2 | 1.4 |
| Repaits 8 maintenance | 0. 8 | 0.8 | 0.9 | 0.9 | 0.7 | 78.6 | 1.0 | 1.1 | 1.1 | 1.1 | 0.9 |
| Heat. light \& teleghone | 1.3 | 1.8 | 1.4 | 1.1 | 0.8 | 91.8 | 1.4 | 2.2 | 1.5 | 1.1 | 0.8 |
|  | 7.2 | 7.4 | 9.2 | 5.9 | 6.4 | 80.8 | 8.9 | 11.6 | 11.0 | 6.8 | 7.2 |
| Personnel expenses | 10.9 | 4.7 | 10.6 | 12.6 | 15.7 | 85.6 | 12.8 | 8.3 | 12.3 | 12.6 | 15.9 |
| Financial expenses |  |  |  |  |  |  | 3.0 2.5 |  |  |  |  |
| Interest 8 bank charges Piofessional fees | 1.9 0.9 | 2.9 | 1.6 1.0 | 1.8 0.8 | 1.3 | 76.2 86.4 | 2.5 1.0 | 4.2 1.8 | 2.4 | 2.1 | 1.6 |
| Other expenses | 9.9 | 11.9 | 11.0 | 7.4 | 9.5 | 100.0 | 9.9 | 11.9 | 11.0 | 7.4 | 9.5 |
| Prolit (loss) | 1.7 | 0.6 | 0.3 | 3.8 | 2.3 | 100.0 | 1.7 | 0.6 | 0.3 | 3.8 | 2.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -•• | - . | - - | . $\cdot$ | ... |

## Srmbols

```
    zero or no osservations
- too smal: q00 de expresse0
    not spplicaole
* confidemtisl
```

Footnoter
(11) These estimetes are besed on semple pusinesses roporing seles beiween $\$ 25.000$ und 32.000 .000
121 Value in each ceil $=\frac{10 \text { at weighteo expenditure on given item }}{\text { Total weighted sales of all businesses in the sample }} \times$ for fach quertile
(3) Welue in each cell: $\frac{\text { Total weighted expenditure on given item }}{\text { lotal weighted sales of businesses reporqing this tiem of expenditure }}$ for fuartile

This poption of the table periains only to the businesses reporting the specific expense item. Ther fore inge ratios er calculaied indiv eue! ly and the iotal mill not necesselily equel $100 \%$.

Motes
Data are shown oy quat ites when at leas: 13 of the sumcled businesses report the specitie item.
 one quarier of the total number of businesses. Within escn quertile. the evertge retio is presented. for comperison purposes. the high and low values of sales are shown

## Now to use the tebles


 TOD $25 \%$
(3) Da: pertaining to the sulucted soles size range will be in that quar ile

## Stenderd Induetrisl Clessificstion Dofinision (S1C 1980):

SIC E131 - Homen © Clothing Stores
Bus messes primarily engaged in reial dealing in women's elothing lexcep: athleicl and accessories. Inciuded ore businesses engaged in ceia women's cioiming anc accessories. reiail when's apparel, reiail women's clothing. reiail womer's coats. women's clothing custom


 women's un ' 0 :ms lexcept athieticl and women's ciothing siores.

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Quebec, Homen's Clothing Stores (SIC 6131)


11 inese estimales are based on sample of businesses reporting sales beiween 325.000 and 32.000 .000
see lable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Homen's Clothing Stores (SIC 6131)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | Uope: <br> middle 25\% | $\begin{aligned} & \text { Yop } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp: (No. Low sales value ( $\$ 000$ 's) High sales value $\{\$ 000$ 's | $\begin{aligned} & 253 \\ & 11 \\ & 11 \end{aligned}$ | 11 152 | 152 229 | 229 415 | $\begin{aligned} & 116 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| biquidity retio Current ratio (times) | 1.4 | 1.1 | 1.6 | 1.7 | 1.4 |
| Leverage ratios <br> Debt/eavity satio \{times) <br> Interest coverape ratio (times) <br> Debt fatio (times) | 2.2 9.8 0.7 | 6.5 0.9 | 2.2 2.3 0.7 | 1.9 2.8 0.7 | 2.0 1.9 0.7 |

(i) The ratios gapresent the gerage of ratios for etach business in the group ono cannot de calculated from the figures shown in table ?
(2) These estinetes ore besed on semple of businesses peperting sial between $\$ 25.000$ and $82.000,000$.

See inble 1 for symbols and notes.

## Definitions:

1. Liquidity retio:

Curpen : cuppent assers / current liabilities.
2. Leverage retios:

Debpiequily = poral liabilisies / equity
(b) Debi ratic = total liabilities/totel assets
c) Interest coverage $=$ net profit interes: expense /inemest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 198t Quebec, Women's clothing Stores (SIC 6131)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lowe? $\text { middie } 25 \%$ | $\begin{array}{r} \text { Uoper } \\ \text { mid } \in 25 \% \end{array}$ | T0: 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| sus nesses ir samzie (Mo.) |  |  |  |  |  |
| Low saes value 500 c s) Hign saies value $\$ 000$ s) | $\begin{aligned} & \text { (1) } \\ & \text { (1) } \end{aligned}$ | (1) 16 | 160 264 | 264 423 | (1) |
|  | Average $\$ 000$ s |  |  |  |  |
| Operating activitias |  |  |  |  |  |
| Cash fram oderations Depreciation | 5 6 | 4 | -4 | 1 4 | 11 |
| Deher | -7 | 8 | 2 | -10 | -27 |
| Dividends | -2 | -4 | -1 | -1 | - |
| Investment activities |  |  |  |  |  |
| Disposal of lixed assets | 1 | - | - | 1 | 4 |
| Purchase of limed asseis | -9 | - | -2 | - 9 | -24 |
| Incrense in investment | -1 | -1 | - | -4 | -1 |
| Decresse in investment | 1 | - | - | - | 3 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Repayment of long term debe | -4 | -1 | -2 | -7 | -6 |
| Loons fiom sharemolders | 5 | - | 3 | -1 | 8 |
| Redayment of loans from shareholders | -2 | -1 | -2 | -1 | -4 |
| Aovances 8 toans from government | - | - | - | - | - |
| dincrease in equity | 3 | - | - | 9 | 2 |
| Decrease in ecuity | - | - | - | - | -1 |
| Other | - | - | - | - | -1 |
| Incieaseldecreasel in cash \& equivalents | -2 | 8 | $-2$ | -1 | -13 |
| Cash s equivalents-Beginning of the rear | 7 | 1 | 1 | 7 | 21 |
| Cash equivalents - End of the yeer | 5 | 8 | -1 | 6 | 7 |

 on: y inose businesses peporting statemen: of changes
see Toble 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in 1987
Quebec, Women's Clathing Stores (SIC 6131)


(1) Average laboup units calculated by dividing lotal payroll by the average manal wage and sitiory tote as roported in the Surver of Employment. Payroll and Hours. Siatissics Canada. Casalogue 72-00? An aver bge labour unit coulo be inserdeted as a futitime emplovee note that the business size groups used are determined at the canade level. Thus it ousiness has at leas? 50 C emoloyees in canade as a whole bus iess than that number in any given province it is shown in the 500 and over group
id Re'ers to Dusinesses reporting mo payroll deductions in the previous yea:
13) Kefers to businesses reoorting no paypoll defuctions in the following yoal
-Wewly repo-qing" and "no longer reporing" Dusinesses are assumed to have deen in activity for six months and the information is adjustec accordingly

See iable i for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Women's Clothing Stores (SIC 6131)

Tota! (i)
Ectiom
5\% Lowe
midole $25 \%$

985

Mumber of observations in sample
Average sales $\$$
Avergge expense $\$$
Aversee net orofit (loss) \$ 220.499

Businesses reporting profit (Mo.)
Avorage sales \$
Averoge expense \$
Aversoe not profit $\$$

Businesses reporting loss (No.)
Aversge sules
Average expense \$
Average net loss

| 286 | 48.224 |
| ---: | ---: |


| 118.991 | 213.210 | 554.706 |
| ---: | ---: | ---: |
| 113.843 | 202.416 | 512.528 |
| 5.148 | 10.794 | 42.178 |
|  |  |  |
|  |  |  |
| 118.748 | 216.525 | 555.185 |
| 107.114 | 203.660 | 506.300 |
| 11.334 | 12.865 | 48.885 |
|  |  |  |
|  |  |  |
| 119.572 | 185.642 | 550.063 |
| 129.181 | 192.080 | 572.943 |
| -9.609 | -6.438 | -22.880 |

1986

| Mumber of observations in sample | 242 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 267.094 | 49.761 | 111.929 | 226,602 | 680.085 |
| Average expense \$ | 254.550 | 49.777 | 100.434 | 218.445 | 649.545 |
| Average net profit (loss) \$ | 12.544 | -16 | 11.495 | 8.157 | 30.540 |
| Businesses reporting profit (Mo.) | 188 |  |  |  |  |
| Average sales \$ | 258.222 | 51.531 | 113.663 | 225.903 | 581.790 |
| Averoge expense \$ | 249.634 | 43.222 | $99.48{ }^{1}$ | 212.033 | 643.819 |
| Average net profit \$ | 18.588 | B. 309 | 14.202 | 13.870 | 37.971 |
| Suginesses reporting loss (No.) | 54 |  |  |  |  |
| Average sales \$ | 261.514 | 4.910 | 100.14: | 228.642 | 669.361 |
| Averape expense $\$$ | 271.594 | 56.635 | 107.049 | 237.140 | 685.552 |
| Average net loss \$ | -10.080 | -8.725 | -6.908 | -8.498 | -16.191 |

1987

| Mumber of observations in sample | 386 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Avelage sales \$ | 235.354 | 51.539 | 110.758 | 199.485 | 579.635 |
| Average expense \$ | 230.864 | 52.750 | 107.987 | 194.917 | 567.803 |
| Average ret Drofit (loss) \$ | 4.490 | -1.211 | 2.771 | 4.568 | 11.832 |
| Businesses recorting profit (Mo.) | 277 |  |  |  |  |
| Average sales $\$$ | 232.788 | 54.413 | 113.945 | 200.488 | 562.306 |
| average expense \$ | 219.223 | 49.090 | 103.577 10.368 | 187.942 12.546 | 536.282 26.024 |
| Average net profit $\$$ | 13.565 | 5.323 | 10.368 | 12.546 |  |
| Businesses repopting loss (Mo.) | 109 |  |  |  |  |
| Average sales $\$$ | 247.371 | 48.087 | 102.539 | 197.111 | 641.748 |
| Average expense \$ | 267.178 | 57.145 | 119.362 | 211.421 | 680.783 |
| Average net loss \$ | -19.807 | -9.058 | $-16.823$ | -14,310 | -39.035 |

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

See table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Clothing Stores n.e.c. (S|C 6141)


## Symoels

zero or no obsepvations
. 200 small too de expressed
nor opplicable
$\times$ conficentisl
Footnotes
(1) These estimstes are besed on somple of businesses reporting sies between 825.000 end $\$ 2.000 .000$

Toisl weighted expendirur on given item
121 Vatue in each celt $=\frac{\text { Total weighto seles of all businesses in the sample }}{x} 100$ for each quartile.
(3) Value in etech cell $=$ Totsil weignted expendirute on given isem
iris portion of the tot pertoins only to the businessms reporting the specitic expense ipen fherefore inese ratios ore cslculatec ind vidusily and the zois! will not necessarily equel 100\%

## Wotes

Deta are shown by quartiles wher at least 13 of the sampled businesses report the specific irem
Recoras wer renked in escending orger sccoroing to seles size. Each quertile li. bottom 25\%, lower miodie 25z. Etc. represthts one quarier of the lotal number of businesses. Within ach quartile, the averge fetio is presented. for compertson purposes. the high and low volues of soles are shown

How to ute the tebles
Il Locet the appropriste soles pange that is displayed on the two lines entit oc "Low soles velue" end omigh sales value"
(2) The selecred renge will indicete the proper quartile. i. the botiom $25 \%$. the lower midde $25 \%$. the upper midd $25 \%$ or the 100 $25 \%$
(3) Date pertoining to the selected seles size ringe wilt de in thot quartile.

Stenderd Industrial Classificetion Definition (SIC 1980):
SIC 614i - Elothing Srores n.e.c.
Sus nesses primarily engaged in reiail dealing in clothing not elsewhere classified or in a combination of men's. women's and childents clcining and sccessor tes includec in this industry are businesses primerily engaged in reqailing tur goods. pelail chiloren's and infanis' clothing. childen's clothing sto:es. reiail childen's soats, compination lmen's. women's and childrem'si clothing storas. retail chiloren s desses, blouses and shicis. family clophing stores. petait fup goods. perail chileren's hosiery. fetail infants and
 reta, chilger's sweaters anz peini chilyen's underwear are alsc included in imis ingustry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Clothing Stores n.e.c. (SIC 6141)

|  | iotal:1] | Botiom 25\% | Lowe: $\text { m dole } 25 \text {; }$ | Upper middle 25\% | To: 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samale (No.) Low sales vaiue ( $\$ 200$ 's) High sales value (\$000's) | 103 11 11 | $\begin{aligned} & (1) \\ & 180 \end{aligned}$ | $\begin{array}{r} 180 \\ 335 \end{array}$ | $\begin{aligned} & 335 \\ & 6!9 \end{aligned}$ | $\begin{aligned} & 619 \\ & \{1\} \end{aligned}$ |
|  | Average ( $\$ 000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts ond notes peceivable | 12 | - | 2 | 17 | 28 |
| Inventory | - | - | - | - | - |
| Other current assets | 137 | 37 | 72 | 137 | 294 |
| Total current assets | 149 | 37 | 75 | 154 | 322 |
| Fixed assets | 35 | 12 | 18 | 32 | 75 |
| Less: Accum, dec. on fixed asseis | - | - | - | 17 | - |
| Other assets | 12 | 1 | 4 | 12 | 30 |
| Total assets | 195 | 50 | 96 | 198 | 427 |
| Lisbilities and equity 210 |  |  |  |  |  |
| Current loans Other current liabiliqies | 23 87 | 10 23 | 12 | 21 53 | 149 |
| Total current liabilities | 90 | 33 | 53 | 75 | 196 |
| Mortgages dayable | - | - | - | - |  |
| Long term debt | 1 | 2 | - | 2 | 1 |
| Deher liabilities | 34 | 13 | 17 | 38 | 68 |
| Total limbilities Total equity | 125 70 | 49 | 70 26 | 114 84 | 265 162 |

If These estimates are obec on a sample of businesses reporing sales detwen 825,000 and 82.000 .000
See iade , for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Clothing stores n.e.e. (SIC 6141)

|  | To:21(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High soles value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 103 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & 11\} \\ & 180 \end{aligned}$ | $\begin{array}{r} 180 \\ 335 \end{array}$ | $\begin{array}{r} 335 \\ 619 \end{array}$ | $\begin{aligned} & 619 \\ & \{1\} \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio Curpont ratio (times) | 1.7 | 1.1 | 1.4 | 2.1 | 1.6 |
| ```Leverege ratios Debt/eavity ratio (times) Inverest coverage satio (times) Debt ratio (times)``` | 1.8 2.9 0.6 | $\begin{array}{r} 13.3 \\ \ddot{0.9} \end{array}$ | 2.7 1.1 0.7 | 1.4 3.4 0.6 | 1.8 4.7 0.6 |

(1) The retios represent the overage of patios for each business in the group and connot be celculeted from the figures show in foble 2 .
12) These estimetes or besed on sample of businesses peporiting soles between $\mathbf{2 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 .}$

Soe lable 1 for symbols and notes.

Definitiens:

1. Liquidity rotio:

Cuprent = curpent assets / curpent liabilities
2. Levereg fatios:
a) Ceot/equisy = rotal lisbilities / equipy
bl Det ratio = rotal lisoilities / total assers
cl Interest coverge $=$ net profit . incerest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, clothing Stores n.e.c. (SIC 6141)

|  | io:ali ${ }^{\text {a }}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? middle 25\% | Uppe: middle $25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses : r sample No Lom sales value $\$ 000$ s 1 Migr sales value $\$ 000$ s |  | $\begin{aligned} & 111 \\ & 222 \end{aligned}$ | $\begin{aligned} & 20 \hat{2} \\ & 30 \hat{3} \end{aligned}$ | $\begin{aligned} & 363 \\ & 657 \end{aligned}$ | 657 111 |
|  | Average ( $8000{ }^{\circ}$ 5) |  |  |  |  |
| Dperating ectivities Cash from ope:ations Depreciation Dther | $\begin{array}{r} 11 \\ 7 \\ -10 \end{array}$ | -8 7 7 | 5 4 -19 | 12 5 -7 | 32 12 -27 |
| Dividends | -4 | - | -6 | -3 | -7 |
| Investment activities <br> Disposal of fixed asseis <br> Puphase of fixed asseis <br> Increse in investment <br> Deciesse in investment | 3 -10 -1 - | 7 -5 | - -7 | -5 | 3 -21 -5 2 |
| Financing ectivitios Increase in long term deb: kepayment of long term debt Loars from sharemolders Repayment of loans from sha: eholdes Aovances \& loans fiom government Increase in equity Decrease in equity Oiner | $\begin{array}{r} 10 \\ -10 \\ 6 \\ -7 \\ - \\ -1 \\ -1 \end{array}$ | $\begin{array}{r}3 \\ -12 \\ -10 \\ - \\ \hline\end{array}$ | 3 -2 4 - - -1 -2 | $\begin{array}{r}21 \\ -17 \\ 3 \\ -10 \\ \hline\end{array}$ | 13 -9 18 -8 - 3 -3 |
| Inciesseldecrease) in cash \& Cquivalents Cash \& equivelents-Beginning of the year Cosh s equivalents - End of the year | -6 -2 -8 | -11 -12 -22 | -12 16 5 | -4 -9 -13 | 1 -8 -7 |


on y inose businesses fepopting starement of changes
see Taole 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-198T based on SiC classification in 1987
Quebec. Clothing stores n.e.c. (SIC 6141)


Ill Average labour units are calculsted by dividing roibl payroll by ine overage onnubl wage ond salary rate as repor ied in the Surver of Employment. Dayroll and Nours. Statistics Canada. Caialogue 72-002 An average labour unit could be interpreted as a 4111. © me emplovee. Note thet the business size groups used are derermined of the conade level thus if obusiness has ai lebst 500 employees in Cansoa es owhole but less than thet number in any given province it is shown in the 500 and over group
(2) Fieters :o Dus nesses eporting no parioll deductions in ine prexious year

131 Reters to businesses reporiting no payroll deductions in the following year
Mewly fepor:ing" ang "no tonger peporting" businesses are assumed go have beer in activity for six months ano the information is bojustiec accoroingly

See tate 1 for symbols and nores

TABLE G. Selected operating characteristies of small businesses by sales quartlle, 1985-1987
Quebec, Clothing Stores n.e.c. (SIC E141)


1985

| Number of observetions in sample 201 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales \$ | 236.483 | 38.819 | 101.724 | 198.132 | 607.255 |
| Average expenses | 230.020 | 32.246 | 97.584 | 191.365 | 598.88 |
| Average ne: profit (lass) \$ | 6.463 | 6.573 | 4.140 | 6.767 | 8.372 |
| Susinesses reporting eprofit (Mo.) | 151 |  |  |  |  |
| Average sales \$ | 239.426 | 39.048 | 106.336 | 195,810 | 616.510 |
| Average expense \$ | 225.189 | 31.000 | 96.535 | 185.460 | 587.759 |
| Average net protit \$ | 14.23? | 8.048 | 9.801 | 10.350 | 28.751 |
| Businesees repopiting - loss (Wo.) | 50 |  |  |  |  |
| Average sales \$ | 233.615 | 37.589 | 90.791 | 212.687 | 593.394 |
| Average expense \$ | 245,731 | 38.929 | 100,073 | 228.378 | 615,542 |
| Average net loss \$ | -12.116 | $-1.340$ | -9.282 | -15.691 | -22.148 |

1987

| Number of observetions in sample <br> Average sales \$ <br> Average expense \$ <br> Averspe net piofit (loss) \$ | $\begin{array}{r} 148 \\ 227.013 \\ 29.631 \\ 7.382 \end{array}$ | $\begin{aligned} & 31.361 \\ & 34.676 \\ & -3.315 \end{aligned}$ | $\begin{array}{r} 69,804 \\ 70,359 \\ -555 \end{array}$ | $\begin{array}{r} 177.947 \\ 170.401 \\ 7.546 \end{array}$ | $\begin{array}{r} 628.940 \\ 603.089 \\ 25.85 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 110 |  |  |  |  |
| Average sales \$ | 223.830 | 29.084 | 61.677 | 169.508 | 635.052 |
| Average expense \$ | 205.459 | 22.049 | 46.437 | 154.118 | 598.932 |
| Average net profit $\$$ | 18.371 | 7.035 | 15,240 | 15.090 | 36,120 |
| Businesses reporting loss (Mo.) | 38 |  |  |  |  |
| Average sales $\$$ | 227.128 | 33.283 | 76.523 | 198.055 | 600.652 |
| Avelage expense \$ | 241.573 | 45,335 | 90.138 | 208.185 | 622, 332 |
| Aveioge net loss \$ | -14.445 | -12.052 | -93.615 | -10.430 | -21.680 |

11 These estimates are based on Bample of businesses raporting sales between 325,000 and $82,000,000$
See iate 1 for sympols ond notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec, fabric and Yarn Stores (SIC 6151)

|  | To:31! 1 |  | $\begin{array}{r} 50: 10 \pi \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lower } \\ & \text { mioc } \in: 5 \% \end{aligned}$ |  | $\begin{aligned} & \text { Upoe: } \\ & m, \text { dole } 25 \% \end{aligned}$ |  |  | For$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eus nesses r same e Mo. Lon sales value Solots H:gh sales vaiue $1 \$ 000$ 's |  |  | $\begin{gathered} 11) \\ 4 ? \end{gathered}$ |  | $\begin{aligned} & 4 \% \\ & 58 \end{aligned}$ |  | $\begin{array}{r} 58 \\ 154 \\ \hline \end{array}$ |  |  | $1 \%$ <br> 11 |  |
| Selectedexpense item | Industiy ave age (2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { X busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}\right.$ | Redol ing businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} 30 t \% 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowe I } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UdDer } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TO0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Decancot soles |  |  |  |  |
| Cost of seles | 59.4 | 85.8 | 54.4 | 62.3 | 55.5 | 95.5 | 62.2 | 65.8 | 67.1 | 52.3 | 55.5 |
| Occupency expenses | 10.5 | 20.5 | 1.9 | 8.0 | 9.3 | 100.0 |  |  |  |  |  |
| Deprecialion | 0.9 | 0.6 | 0.2 | 1.5 | 1.3 | 66.2 70.7 | 1.4 | 1.8 9.3 | 1.5 0.5 | 1.7 | 1.3 0.8 |
| Repaips 8 mainienance | 0.8 | 0.6 | 0.3 | 1.4 | 0.8 | 70.7 91.0 | 2.1 | 1.3 | 0.5 | 1.8 | 0.8 |
| Mest. light steleonone Rent | 1.9 | 3.0 16.3 | 1.1 3.3 | 1.7 3.4 | 1.7 5.6 | 91.0 82.4 | 2.0 8.5 | 17.5 | 1.2 4.4 | 4.5 | 6.5 |
| Personnel expenses | 7.5 | 2.7 | 4.6 | 4. 2 | 17.2 | 66.2 | 11.3 | 10.0 | 6.9 | B. 0 | 18.1 |
| Financial expenses | 3.0 | 4.5 | 1.4 | 3.6 | 2.4 | 94.0 | 3.2 | 5.2 | 1.6 | 3.6 |  |
| interest 5 boank charges | 2.2 | 3.6 | 0.7 | 2.9 | 1.6 | 71.7 | 3.9 | 1. 1 | 2.6 | 3.3 0.7 | 2.0 0.8 |
| Protessidral lees |  | 1.0 | C. 7 |  |  |  |  |  |  |  |  |
| Other expenses | 11.6 | 8.8 | 22.2 | 7.2 | 8.7 | 100.0 | 11.6 | 8.8 | 22.2 | 7.2 | 8. 7 |
| Profit (loss) | B. 1 | -2. 2 | 12.6 | 14.6 | 6.9 | 100.0 | 8.1 | $-2.2$ | 12.8 | 14.8 | 6. 9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | $\ldots$ | - . | - . |

## Symbals

zero or no obseivations

- :oo smatl too be expressed
... no: applicsble
- confiaentibl


## foornotes

(1) These estimates er besed on sample of businesses peporting seles between $\$ 25.000$ end $\$ 2,000,000$ Total weighied expenditure on a given item
$\left(21\right.$ Value in each cell $=\frac{\text { foqal weighted sales of all businesses in the sample }}{} \times 100$ for each quertile
(3) Value in each cell $=\frac{\text { lozs! weighted expenditure on given item }}{\text { Total weighted salas of businesses reporting this item of expenditure }}$

Phis portion of the rable pertains only to the businesses reporting the specific expense item. Therefore these ratios ert calculated individualy and the solal will nop necessari iy equal $100 \%$

## Woter

Oaq are showr by guartiles when at least 13 of the sampled busintsses report the specific item.
 one quer ter of qhe toial number of Dusinesses. Within tach quaplile. the overage ratio is presentec. for comper ison purposes. phe high anc low values of soles are shown

How to une the todles
ll| bocare the appopriate salas range qhat is displayed on the two lines antitled "low solss value" and ahigh salis value"
(2) The selecrec range will indicate the proper guartile. i. the botiom 25\%. the lower middl 25 z , the uppet midde $25 z$ or the IDP $25 \%$
13) Data pertaining to she selected stites side renge will be in that quartile

Stenderd Industriel Clessificetion Definition 1516 19801:
SIC E151 - Fabric and Yern Stores
Businesses primar, ty engaged in requit dealing in yaro goods yarms mo relazed merchandise such as ofy goods and notions stares. tatic stores, perai knitingyarn anc accessories. millenc stopes izextile fabricl, petai piece goods liextile fabricl. retail sewing threac. re:ail textile fabrics. retal yarn goods ltextile fapicl and retailyarn

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Quebec. Fabric and Yarn stores (51C 6159)

|  | Tosal11) | Bot:om 25\% | Lowe: $m \cdot d \delta \text { e } 25 \%$ | $\begin{gathered} \text { UpDe: } \\ \text { middie } 25 \% \end{gathered}$ | Tof $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses it sample (Mo.1 |  |  |  | -- | -- |
|  | Ave:age (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  | -- | - | -- | -- |
| Accounts and notes receivable | 17 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current asseis | 130 | -- | -- | -- | -- |
| Fixed asseis | 25 | -- | -- | -- | -- |
| Less: Accum. ded. on fixed assets | - | - | -- | - | -- |
| Other assets | 11 | -- | -- | -- | -- |
| Total mseta | 183 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 17 | -- | -- | -- | -- |
| Other current liabilities | 45 | -- | -- | -- | -- |
| Total curient iabilities Mortgages payable | 62 | -- | -- | -- | - |
| Long term debt | 1 | -- | - | -- | -- |
| Other liabilities | 34 | -- | -- | -- | -- |
| Total lisbilities | 97 | - | -- | -- | -- |
| Total equity | 86 | - | - | -- | -- |

(11) These estima:es are based on sample of Dusinesses reporting soles between $\$ 25.000$ and 82.000 .000 .

See tas : for symols and notes

TABLE 3. Financtal ratios(1) for incorporated businesses only. 1987
Quebec. Fabric and Yarn siores (SIC 6151)


(1) The ratios represent the bverage of ratios for ench business in the group and connot belculated from the figures shown in table ?
(2) These estinstes are besed on smole of businesses reporting 3 sles between 525,000 and $\$ 2.000 .000$.

See fable I for symols and nates

Definitions:

1. biquidity retio:

Current = current assets / current liabilities
2. Leverage retios:
a) Det:lequ iy $=$ foral lisoilities fecuipy.
b) Debi rapio = 10:al liatilities/ tota assers
c) Interest coverage $=$ ne: plofit - ifiteres? expense / interest expense

TABLE 4. Statement of changes in financial position for incorporsted businesses only. ig87 Quebec. Fabric and Yarn Stores (SIC E151)


111 These estimates are based on a sample of incorporarec businesses tedoring seles opiween $\$ 25.000$ and $\mathbf{1 2 . 0 0 0 . 0 0 0 \text { . Sample count includes }}$ onty those businesses reporting statement of changes.
See table i for sumbols tond notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ig87 Quebec. Fabric and Yarn Stores (SIC E151)


11: Average iabouf umits are calculaied by dividing ioial dayroll by the average annusl wage anc salary pate as ceparted in the Survey of Emcioyment. Payroll and Houps. Siatistics Canoda. Catologue $72-002$. An average iboour unit could be interpreted as a full-lime emplovee Note that the business size groups used are defermined el the Conade level, thus if business has at less? 500 employees in Canada as ahole but less than that number in any given provinct it is shown in the 500 and over group
$\left(\frac{1}{2}\right.$ keiers io busifesses :edorting no poyroll deductions if the previous year
(3) Reters 10 Dusinesses peporting no Dayrolt deductions it ine following year
*Newly reportipe" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is acjusteo accoroing!y

See table 1 for swmols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Quebec, Fabric and Yarn Stores (SIC 6151)

| - | TC:31:11 | sottom $25^{\circ}$ | Lower $\pi \text { ode } 25^{\circ}$ | $\begin{aligned} & \text { Uooer } \\ & \text { mido e } 25: \end{aligned}$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in smmple | 114 |  |  |  |  |
| Avorage sales \$ | 137.804 | 33.225 | 50.781 | 88.068 | 379.143 |
| Average expense 8 | 129.068 | 32.328 | 47.796 | 83.704 | 352.464 |
| Average net profit (loss) \$ | 8.736 | 897 | 2.985 | 4. 364 | 26.699 |
| Businesses repopting profit (Mo.) Average sales $\$$ |  |  |  |  |  |
| Average sales \$ <br> Average expense $\$$ | 138.833 123.763 | 33.460 29.540 | 49.895 42.067 | 86.084 71.875 | 385.892 351.570 |
| Average net Drofit \$ | 15.070 | 3.920 | 7.828 | 14.209 |  |
| Businesses reporting loss (No.) | 16 |  |  |  |  |
| Aveiage sales ${ }^{\text {a }}$ | 131.940 | 32.905 |  | 92.578 | 349.097 |
| Average expense \$ | 141.596 | 36.127 | 63.337 | 110.588 | 356.333 |
| Average net loss \$ | -9.656 | -3.222 | -10.152 | -18.010 | $-7.242$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br>  | 133 146.887 139.682 7.205 | $\begin{array}{r} 30.337 \\ 31.742 \\ -1.405 \end{array}$ | $\begin{array}{r} 63.467 \\ 57.479 \\ 5.982 \end{array}$ | $\begin{aligned} & 99.141 \\ & 91.850 \\ & 7.291 \end{aligned}$ | $\begin{array}{r} 394.609 \\ 377.655 \\ 16.954 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 91 |  |  |  |  |
| Average sales $\$$ | 138,790 | 28.423 | 65.259 | 98.395 | 363.072 |
| Average expenses | 126.540 | 24.674 | 57.107 | 87.914 | 336.466 |
| Average net profit \$ | 12.250 | 3.749 | 8.162 | 10.481 | 26.606 |
| Businesses reporting loss (No.) | 42 |  |  |  |  |
| Are age sales \$ | 190.701 | 33.490 | 55.497 | 101.934 | 571.882 |
| Average expense | 204.569 | 43.386 | 59.116 | 106.586 | 609, 188 |
| Aversge net los5\$ | -13.068 | -9.896 | -3.819 | -4,652 | -37,306 |

1987

| Mumber of observations in smmple | 63 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 130.675 | 31.995 | 50.922 | 97.442 | 342.340 |
| Average experse \$ | 120.667 | 32.801 | 44.632 | 83.181 | 322,054 |
| Averoge net profit (loss) \$ | 10.008 | -806 | 6.290 | 14.26? | 20.286 |
| Businesses reporting profit (Mo.) | 53 |  |  |  |  |
| Averape sales \$ | 134.368 | 31.931 | 51.401 | 98.957 | 355.184 |
| Average expense \$ | 121.855 | 30.673 | 43.938 | 83.366 | 329.442 |
| Average net protit $\$$ | 12.513 | 1.258 | 7.463 | 15.591 | 25.74? |
| Businesses reporting loss (Mo.) | 10 |  |  |  |  |
| Average sales \$ | 107.915 | 32.209 | 47.122 | 73.222 | 279.107 |
| Average expense | 114.007 | 39.973 | 50.150 | 80.221 | 285.683 |
| Average net loss \$ | -8.092 | -7.764 | $-3.028$ | -6.999 | -6.576 |

(11) These estimates are besed on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See iable ; fot symols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Moushold Furniture Stores (S1C 621)

|  | Te:a 1 : |  | $\begin{array}{r} \text { Scttom } \\ 25 \% \end{array}$ |  | Lowe?$\text { m:dcle } 25 \%$ |  | Usce: midele 25: |  |  | $\begin{aligned} & \text { Tci } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Euslmesses la samole ino Low sales value inoto's. Higt sales vaive 18000 s | $\begin{aligned} & 111 \\ & 111 \end{aligned}$ |  |  | $\begin{array}{r} 111 \\ 82 \end{array}$ |  | $172$ | $\begin{aligned} & 172 \\ & 543 \end{aligned}$ |  |  |  | 543 (1) |
| Selected expense item | Industry ave agel2: |  |  |  |  | $\begin{aligned} & \text { ¿busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only |  |  |  | ) |
|  | Total | $\begin{array}{r} 80: 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tot 1 | $80+10 \mathrm{~m}$ 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 49.9 | 25.3 | 43.4 | 58.4 | 72.2 | 89.5 | 55.8 | 39.2 | 44.6 | 60.4 | 72.9 |
| Oceupancy expenses | 9.2 | 14.0 | 10.5 | ?. 8 | 4.7 |  | 9.3 |  |  |  |  |
| Dedreciotion | 2.5 | 6.1 | 1.8 | 1.1 | 0.8 | 92.6 | 2.? | 6.7 3.8 | 2.0 | 1.2 | 0.9 |
| Redairs o ma intenance | 1.4 | 2.2 | 1.5 | 1.0 | 0.8 | 77.9 | 1. 8 | 3.8 3.6 | 1.8 | 1.2 | 0.9 1.0 |
| Heat. light s telephone | 2.3 3.1 | 3.4 2.2 | 2.8 | 1.8 3.8 | 1.0 | 97.2 57.9 | 2.3 4.6 | 3.6 5.4 | 2.9 6.4 | 1.8 | 1.0 2.6 |
| Personnel expenses | 12.9 | 4.1 | 20.1 | 16.7 | 10.9 | 85.8 | 15.0 | 6.8 | 22.7 | 17.7 | 10.7 |
| Finencial expenses | 3.7 | 8.6 | 2.5 |  |  |  |  |  |  |  |  |
| Interes? $\delta$ bank chapges Protessional tees | 3.0 0.7 | 8.1 0.6 | 1.4 | 1.4 | 1.2 | 89.5 80.7 | 3.9 0.8 | 10.3 | 1.9 1.3 | 1.8 0.8 | 1.3 0.4 |
| Other expenses | 15.4 | 27.2 | 13.1 | 13.2 | 8.0 | 100.0 | 15. | 27.2 | 13.1 | 13.2 | 8.0 |
| Profit (loss) | 8.9 | 20.8 | 10.4 | 1.7 | 2.8 | 100.0 | 8.9 | 20.8 | 10.4 | 1.7 | 2.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . | . . | . . |  | . $\cdot$ |

## Sybols

```
    zero or no observations
```

.- 100 smal: toc de expressec
nos spolicable
$\times$ confidential

```
Fotnotes
11 These estimetes are dased on sample of businesses peporting sales beiween \$25,000 and \(\mathbf{3 2 . 0 0 0 . 0 0 0}\)
                    lotal weightec expenoiture of given item
(2) Valu in each colt \(=\) lorat weighted sales of sll businesses in the sample \(x\) po for autile
(3) Value in each cell \(=\frac{\text { lotal wighted expenciture on given irem }}{\text { lotal weighted seles of businesses peporsing this item of expendisure }} \times\) loo esh gutile
    This portion of she sable pertains onty to the Dusinesses reporting the specific expense item. iheretore these ritios ere colculated
    individusily anc the total will not necessarily equsl \(100 \%\)
```


## Motes

Data ape shown oy quaptiles wher at least 13 of the samolec businesses report the specific item
Pecofos were fanked in ascenting order according to sales siz. Each quertile li. e. Doftom 25\%, Iower middle 25\%. Etc. 1 popeserts one quar cer of the rotel number of businesses. Within each gubtile, the average ratio is presented. for comperison purposes, the righ anc low vaives of seles are shown

Now to ute the tides
III locate the appropi are sales pange that is displayed on the two lines entitled tow salus value" and ahigh sales value"
121 The selected range will indicate phe proper queptile, i. the Dotton 25z, the lower midole 25z, the upper midale 25z or the top $25 \%$.
(3) Data perisining to the selecteo sales tize fonge will be in shot querile.

Stenderd Industrisl CIbetificetion Definision (SIC 1880):
SIC 6210. Mouscholo Furniture Stores
 are inciuded in inls indusery group

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Moushold Furniture Stores (SIC 621)

(i1) Inese ostimbes are besed on a sample of businesses reporting saies detween $\$ 25.000$ and $\$ 2.000 .00 \mathrm{C}$.
See table 1 for symbols and noies

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Quebec. Moushold Furniture Stores (SIC 621)

|  | Totel(2) | $\begin{array}{r} \text { Bot \$0m } \\ 25 \% \end{array}$ | Lowe: $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( 8000 's) <br> Mion soles volue ( $\$ 000$ 's) | $\begin{aligned} & 224 \\ & (1) \\ & 11) \end{aligned}$ | $\begin{aligned} & (1) \\ & 199 \end{aligned}$ | $\begin{array}{r} 199 \\ 458 \end{array}$ | $\begin{array}{r} 458 \\ 937 \end{array}$ | $\begin{aligned} & 937 \\ & 19 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current ratio (times) | 1.7 | 1.2 | 1.6 | 2.0 | 1.7 |
| ```Leverege rstios Deot/equity ratio (times) Interest coverage ratio (times) Debt 'atio (times)``` | 9.7 3.0 0.6 | 8.3 0.2 0.9 | 2.8 0.7 | 1.4 4.0 0.6 | 1.6 3.7 0.6 |

(1) The ratios represent the overage of ratios for each business in the group and cannot be calculateo from the figures shown in iable 2 .
(2) These estimates are pased on sample of businesses reporting sales between $\$ 25,000$ and $\mathbf{2 2 . 0 0 0 . 0 0 0}$

See Toble ifor symools and nores.

## Definitiont:

1. Liquidisy ritio:

Current : current assers / current tiabiliqies
2. Levernge retios:

- Deti/equity = 10 tol latuifies / equity
(0) Dect ratio = total liabilies/ total osseis
c) Interes? coverage $=$ nei profip - interest expense/ inverest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Quabec. Houshold Furnizure Stores (SIC 621)

|  | To:a ? 1 ) | $\begin{array}{r} 80:: 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe. <br> m dele 25: | Unee: mode | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eus nesses in samole (Mc. Low sales value (\$000's) Higt sales value iscoo's | $\begin{aligned} & 165 \\ & 1 \\ & 1 i) \end{aligned}$ | $\begin{array}{r} 11 \\ 166 \end{array}$ | $\begin{array}{r} 666 \\ 463 \end{array}$ | $\begin{aligned} & 163 \\ & 970 \end{aligned}$ | $\begin{aligned} & 590 \\ & 111 \end{aligned}$ |
|  |  |  | vorage (\$000 |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 95 \\ 5 \\ -25 \end{array}$ | $\begin{array}{r} -10 \\ 2 \\ -3 \end{array}$ | $\begin{array}{r} 6 \\ 4 \\ -60 \end{array}$ | $\begin{array}{r} 20 \\ 7 \\ -14 \end{array}$ | $\begin{array}{r} 42 \\ 12 \\ -19 \end{array}$ |
| Dividends | -5 | -1 | -2 | -12 | -4 |
| Investment octivities <br> Disposai of fixed assets <br> Purchase of fixed assets <br> increase in investment <br> Deciesse in investment | $\begin{array}{r} 5 \\ -19 \\ -3 \end{array}$ | $\begin{array}{r} 3 \\ -5 \\ -6 \\ - \end{array}$ | -11 2 | $\begin{array}{r} 12 \\ -18 \\ -1 \\ -1 \end{array}$ | 6 -61 -3 1 |
| Financing activities <br> increase in long term deb: <br> Redaymen: of long term sebt <br> Loans "rom shareholders <br> Resaymen: of loans from shareholders <br> sovances $\delta$ loars from government <br> Inclease in equity <br> Decrease in equity <br> Dine: | $\begin{array}{r} 17 \\ -9 \\ 7 \\ -4 \\ 10 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r} 7 \\ -5 \\ 1 \\ -3 \\ - \\ \hline \end{array}$ | $\begin{array}{r} 17 \\ -4 \\ 6 \\ -6 \\ -6 \\ 29 \\ -9 \end{array}$ | $\begin{array}{r} 16 \\ -14 \\ 17 \\ -5 \\ - \\ 2 \\ -2 \\ -2 \end{array}$ | $\begin{array}{r}27 \\ -19 \\ 4 \\ -3 \\ -2 \\ 2 \\ -3 \\ \hline\end{array}$ |
| Increase(decrease) in cash sequivalents Cash sequivalents-Beginning of the yes Cash equivalents - End of the yes? | $\begin{array}{r} -1 \\ -15 \\ -18 \end{array}$ | $\begin{array}{r} -13 \\ -3 \\ -16 \end{array}$ | -18 3 -15 | $\begin{array}{r} 6 \\ -9 \\ -3 \end{array}$ | $\begin{array}{r} 10 \\ -50 \\ -39 \end{array}$ |

11 These estimates are based on a sample of incordorated businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$. Sample count incluoes only inose businesses reporing a statement of chenges
See trole , for symbols anc notes

TABLE 5. Employment changes by size of business, 1984-1987 based on sic classification in 1987
Quebec. Houshold Furniture Stores (SIC 621)

| Business size expressed in average labou: units(1) | Number of businesses | $\begin{aligned} \text { To:at } \\ \\ \\ \left(\$ 0 y 0^{\prime}\right. \\ \hline \end{aligned}$ | Average labour units(1) | Chonges in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { reporting(2) } \end{array}$ | No longe: reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 1.219 | 111.623 | 7.856 | 199 | 103 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-95 \\ & 100-459 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.153 \\ 56 \\ 5 \\ 5 \end{array}$ | $\begin{aligned} & 57.370 \\ & 24.958 \\ & 10.403 \\ & 18.432 \end{aligned}$ | $\begin{aligned} & 4.004 \\ & 1.797 \\ & 1.352 \\ & 1.323 \end{aligned}$ | 197 $?$ $?$ | $\begin{array}{r} 99 \\ 2 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.348 | 156.001 | 9.219 | 190 | - . |
| $\begin{aligned} & 105 s \text { than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.263 \\ 74 \\ 8 \\ 3 \end{array}$ | $\begin{aligned} & 74.664 \\ & 10.016 \\ & 21.846 \\ & 19.475 \end{aligned}$ | $\begin{aligned} & 4.378 \\ & 2.369 \\ & 1.307 \\ & 1.165 \end{aligned}$ | $\begin{array}{r}186 \\ 4 \\ - \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Average tabout units are ediculatec by dividing iotal paytoli by the over oge ennuel wege and solary pie as reported in the

Survey of Employment. Poytoll and Hours. Statistics Canscs. Catalogue 72-002 An average labour unit could de interoreted as a
full-time employee Noie inat the ousiness size groups used are deiermined ar the Canada tevel thus if obusiness has of leas
500 employees in Canada as athole Dut less than that number in any given province it is show in the 500 and over group
(2) Kefers io Dusinesses reporting no peyroll deductions in the previous year

13i Refers io businesses teporting no payroll deductions in the following yesp
"New: reporing" and "no longer reporting" Dusinesses bre assumed to have been in activity for six months and the information is adusted ascorgingly

See pobla ; for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985=1987$
Quebec. Houshold Purniture Stores (SIC 621)

To:aliil |  | Lowe | Upoe: | Top |
| ---: | ---: | ---: | ---: |
| $25 \%$ | micale $25 \%$ | miode $25 \%$ |  |

1985

| Number of observetions in smmple | 228 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 5 | 358.032 | 40.682 | 83.091 | 291.544 | 1.016.810 |
| Average expense $\$$ | 343.609 | 34.169 | 79.592 | 286.046 | 974.627 |
| Average net profit (loss) \$ | 14.423 | 6.513 | 3.499 | 5.198 | 42.183 |
| Businesses reporting profit (No.) | 206 |  |  |  |  |
| Averoge sales $\$$ | 356.925 | 41.791 | 86.205 | 291.395 | 1.008,308 |
| Average expense \$ | 334.048 | 34. 128 | 72.934 | 272.600 | 956.728 |
| Average net profit \$ | 22.877 | 7.663 | 13.271 | 18.995 | 51.580 |
| Businesses reporting lose (No.) | 22 |  |  |  |  |
| Average sales $\$$ | 373.515 | 31.213 | 68,967 | 291.859 | 1.102.022 |
| Average expense s | 403.320 | 34.512 | 109.789 | 314.955 | 1.154.023 |
| Average net ioss \$ | -23.805 | -3.299 | -40.822 | -23.096 | -52.001 |

1986

Number of obsepvetions in sampl
Average sales 5
739
426.736
Average expense $\$$
Average nei protit (loss) $\$$

Businesses reporting orofit (No.)
Average soles $\$$
Average expense g
Average not profit $\$$

Businoses reporting lose (Mo.)
Average sales 5
Averege expensa ?
Aver ege nep loss $\$$
426.736
407.825
18.910
41.633
36.433
97.607
80.513
17.094
320.71
1.225 .794
5.200
45.044
33.192
97. 607
80.513
17.094
334.589
309.276
25.313
1.221 .250
1.173 .133
1.173 .133
48.117

120
424.623
399.029 99.029
25.596
553.818
31.310
48.244
388.622
1.249 .515
1.264 .611
-23.096

1987
Number of observations in sample
Average sales $\$$
Aver age expense 5
Aver age net protit (loss) $\$$
usinesses raporting a profit (Mo.)
Average sales 5
308
391.783
377.183
14.600
42.110
32.387
07. 281
320.716
315.092
1.087 .886
1.053 .970

Aver age expense 5
Average nei profit (loss) \%

Susinesses remorting profit (Mo.)
Average expenses
Averge net profit $\$$

| 248 |  |
| ---: | ---: |
| 396.036 | 41.805 |
| 372.400 | 30.833 |
| 23.596 | 10.972 |
|  |  |
| 60 |  |
| 378.589 | 17.395 |
| 400.449 | 59.281 |
| -21.860 | -19.885 |

111.236
95.581
15.555

139.570
159.778
-90.108
330.136
1.100.966
59.285
-11.885
159.778
301. 398
325.316
1.025.894

Average sales 3
Average expense $\$$
Average net loss 5
$-21,860$
. 0.00
-23.318
33.916

1) These estimaies are based on samplo of Businesses popting soles between 525.000 end s2.000.000

See Table 1 for srmbols ano notes

TABLE 1. Selected opersting ratios. in percent of sales. 1987
Quebec. Furniture. Refinishing and Repair Shop (SIC 6213)

|  | To:31:11 |  | $\begin{array}{r} \text { EOR:0m } \\ 25 \% \end{array}$ |  | Lower <br> midde $25 \%$ |  | Uoce?$\text { midete } 25^{\circ} .$ |  |  | ict |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses is sample ! No. - ow sales value ( $\$ 000$ s) High sates va ue (g000's) | $5:$ <br> (1) <br> (1) |  | $\begin{aligned} & 11 i \\ & 40 \end{aligned}$ |  | $40$ |  | $\begin{array}{r} 71 \\ 152 \end{array}$ |  |  | $160$ |  |
| Selected expense, tem | Industry aversge (2) |  |  |  |  | $\begin{gathered} \text { \% Busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses oniy (3) |  |  |  |  |
|  | Total | $\begin{array}{r} 10+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miodle } \\ 25 \% \end{array}$ | Upoer idde $25 \%$ | $\begin{aligned} & \text { iod } \\ & 25 \% \end{aligned}$ |  | Tot 8 | $\begin{array}{r} \text { Bot40m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uoper } \\ \text { midole } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of siles |  |  |  |  |
| Cost of sales | 28.9 | 4.3 | 32.7 | 38.2 | 36.5 | 79.2 | 36.5 | 20.3 | 37.8 | 38.2 | 36.5 |
| Decupancy expenses | 11.6 | 17.0 | 10.5 | 10.5 |  |  |  |  |  |  |  |
| Dedieciation | 3.8 2.0 | 10.4 | 2.5 | 1.2 | 2.0 | 93.9 72.6 | 4.0 2.7 | 12.4 13.7 | 2.5 | 1.3 2.0 | 2.0 1.3 |
| Repairs s maintenance | 2.0 | 2.9 | 2.2 | 2.0 | 0.9 | 72.6 98.8 | 2.7 3.3 | 13.7 | 2.4 3.9 | 2.0 3.3 | 1.3 |
| meap. Iigni \& ielephone Rent | 3.2 2.6 | 2.9 | 3.9 2.0 | 3.3 4.0 | 2.8 3.4 | 98.8 49.7 | 3.3 5.2 | 3.1 14.0 | 3.9 4.8 | 3.3 5.5 | 2.8 |
| Personnel expenses | 18.1 | 1.9 | 8.9 | 23.9 | 35.7 | 84.5 | 21.5 | 2.4 | 15.1 | 23.9 | 35.7 |
| Financial expenses | 5.8 | 18.1 | 2.5 | 2.1 | 2.3 | 92.? | 6.2 | 18.9 | 3.2 | 2.3 |  |
| Interest \& Dank enarges Profess onat fees | 5.2 0.6 | 18.1 | 2.0 0.5 | 1.2 | 1.3 0.9 | 77.1 65.7 | 6.7 1.0 | 18.1 | 3.7 | 1.6 1.2 | 1.6 0.9 |
| Other expenses | 19.8 | 38.5 | 19.0 | 11.1 | 13.5 | 100.0 | 19.8 | 38.5 | 19.0 | 11.1 | 13.5 |
| Protit (los:) | 15. B | 20.2 | 26.4 | 14.2 | 2.9 | 100.0 | 15.8 | 20.2 | 25.4 | 14.2 | 2.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | . . | $\ldots$ | . . |

## symbols

2ero or 90 observa;ions

+ 200 smill :00 de expresse0
no: applicable
$x$ confloen:is


## ootnotes

111 Thise estimetes are based on sample of businesses roporting salas between 325.000 and 32.000 .000

\{3; value in esch cell 2


This porqion of the thole portains only to the businesses peporing the specific expense item, inerefore these petios bre calculated individubliy end the 10 is 1 wil noi necesserily equal $100 \%$.

## Note:

Deta are shown by duttiles when et least is of the sampled businesses report que specific ilem
 one quarter of the tolal number of bus messes. Within each quartile. the oversge ratio is presented. for comparison purposes. the higt and low values of seles are shown

How to use the iables
(1) Locste the approprite soles range phet is disployed on the two lines enqitled tow seles velue and ahigh seles value"
 rop 25\%
(3) Dati pertaining to the stiected sales size range will be in that quartile.

## Stenderd Industriel Cleseificstion Definition (S16 19801;

SIC 6213. Fupfiture Refinishing sond Repsir Shops
Businesses primariiy angagec in ine repair and refimishing of furnisure such es re:a, i anqigue furniture repaip, pesa t furniture reupholstering. furftiore efinishing ano repair shops. furniture repair. furniture point and varnigh stripping and polishing of furniqure

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. furniture, Refinishing and Repaif Shop (SIC 6213)

| - - | (1) | Bottom $25 \%$ | Lowe $\text { midtle } 25 \%$ | Uppe: $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low sales value ( 8000 's) High sales vaive ( 8000 's) | $\begin{aligned} & 26 \\ & (1) \\ & 11 \end{aligned}$ | -- | -- |  |  |
|  |  | Average (\$000's) |  |  |  |
| Assets |  |  |  |  |  |
| Cosh <br> accounts and notes receivable | 20 |  | -- |  |  |
| accounts and notes receivable Inventory | 20 | -- | -* | -- | -- |
| Other cuprent assets | 41 | -- | -- | -- | -- |
| Total cuprent assets | 62 | -- | -* | -- | - |
| Fixed ossets | 27 | -- | -- | -- | -- |
|  | , | -- | -- | -- | -- |
| Dther sessets | 3 | -- | -- | -- | -- |
| Total esmets | 92 | - | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
|  | 9 40 | -- | -- | -- | -- |
| Total curcent liabilities | 48 | - | -- | -- | -- |
| Mortgages oayable | - | -- | -- | - |  |
| Long term deot | - | -* | -- | - |  |
| Other liabilities | 21 | -- | - | -- | -- |
| Total liabilities | 59 | -- | -- | - | =- |
| Total equity | 23 | -- | - | -- | -- |

(1) Phese estimares are based on sample of businesses pepopting sales betweer $\$ 25.000$ and $\$ 2.000 .000$.

See iable for symols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Furniture, Refinishing end Repair Shop (SIC 6213)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe middle 25\% | $\begin{array}{r} \text { Upper } \\ \text { midde } 25 \% \end{array}$ | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\left(\$ 000^{\circ}\right.$ s) Mign sales value \{ $\$ 000$ 's | 26 $(1)$ $(1)$ | -* | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity itio Curient ratio (times) | 1.3 | - | -- | -- | *- |
| ```Leverage ratios Debtlequity ratio (times) Interest coverage ratio (times) Debt ratio (i,imes)``` | 3.0 1.9 0.8 | -- | -- | -- | -- |

(1) The retios ropresens the muerage of resios for each business in the growo and cannot be caiculated from the figures shown in toble 2 .

Set tole i for symols and notes.

## Definitions:

1. Liquidity retia:

Current $=$ cuppent assets / cuppent liabilities
2. Leverage retios:

Oest/equity $=$ potal biabiliries / equity
bi Debt atio = tatal habilites foral assets.

TABLE 4. Statement of changes in finaneial position for incorporated businesses only. 1987 Quebec. Furniture, Refinishing and Repair Shop (SIC 5213)

|  | Tota ili | Gat:om :5\% | Lower $m \text { odle } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Te } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samole itue. Low sales value ! 50.90 s! Hyt sales velue i\$CO's | $\begin{aligned} & 12 \\ & 1 \\ & 1 \end{aligned}$ | -- | -- |  |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cast irom operstions Deprecis:ion Diner | $\begin{array}{r} -7 \\ 6 \\ -8 \end{array}$ | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| Investment activities Dispossi of fixed ossets Pupchase of fixed ossets lncresse in investment Decrease in investment | $\begin{array}{r} 2 \\ -17 \\ -5 \\ 1 \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in ong term debt <br> Repaymen: of long ierm deb: <br> Loans from sharenolders <br> Redaymen: $0^{s}$ loans from shareholders <br> Advances \& loans irom government <br> lncease in equity <br> Decresse in equity <br> Dther | $\begin{array}{r}17 \\ -12 \\ 3 \\ -1 \\ \hline 5\end{array}$ | - <br> - <br> -- <br> - <br> - <br> - | -- <br> -- <br> -- <br> -- <br> - | - - - - - - - | - <br>  <br> $\therefore$ <br> $\therefore$ <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | -19 5 -14 | -- | -- | -- | -- |

11 These es: mates are basec of a sample of incorpo:otec Dusinesses repo:ting sales berween $\$ 25.000$ ano 82.000 .000 . Sample count incluces oniy these businesses redorting sitement of changes
See tade ! for symbeis and notes

TABLE 5. Employment changes by fize of business, 1984-1987 based on sic classification in i987
Quebec. Furniture, Refinishing and Repair Shop (SIC 6213)


11 Average labour units bre calculated by dividing so:al paypoll by the buerage annual wage and salary rase as reported in phe Survey of Employment. Payroll and Hours. Statistics Cansob. Catalogue $92-002$. An average labout unit could be interpreced as a folleq me employee mote that the Dusiness size groups used are determineo ol the canso level. Thus if ousiness has at leas 500 umployees in canada as a whole bul less than that number in any given province is is shown in the 500 and over group.
12! hefers to ousinesses reporing mo payroll deduct:ons in the prev. ous yeer
13: Refers to ousinesses reporting no payroll deductions in the follawing year
*Newty feporting ano "po tonçer reporing" Dusinesses are assumed to heve been in activity for six manths and the information is acjusted accordinfly

See iable 1 for symbo:s and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Furniture, Refinishing and Repair Shop (SIC 6213)

| - | Total 11 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bowe } \\ \text { miode } 25 \% \end{array}$ | voder $\text { midde } 25 ;$ | Tof 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average ne: profit (loss) s | $\begin{array}{r} 76 \\ 82.031 \\ 73.893 \\ 8.138 \end{array}$ | $\begin{array}{r} 27.964 \\ 21.609 \\ 6.355 \end{array}$ | $\begin{array}{r} 52.254 \\ 44.909 \\ 7.345 \end{array}$ | $\begin{aligned} & 78.082 \\ & 61.542 \\ & 16.540 \end{aligned}$ | $\begin{array}{r} 169.822 \\ 167.510 \\ 2.312 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 70 \\ 72.183 \\ 60.845 \\ 11.338 \end{array}$ | $\begin{array}{r} 28.159 \\ 21.138 \\ 7.021 \end{array}$ | $\begin{array}{r} 52.010 \\ 43.701 \\ 8.309 \end{array}$ | $\begin{aligned} & 78.082 \\ & 61.542 \\ & 18.540 \end{aligned}$ | $\begin{array}{r} 130.482 \\ 118.998 \\ 13.484 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average exoense $\$$ <br> Average net ioss $\$$ | $\begin{array}{r} 6 \\ 101.858 \\ 110.853 \\ -9.185 \end{array}$ | $\begin{aligned} & 25.741 \\ & 25.964 \\ & -1.223 \end{aligned}$ | $\begin{array}{r} 57.623 \\ 71.552 \\ -13.929 \end{array}$ | - | $\begin{aligned} & 221.639 \\ & 234.042 \\ & -12.403 \end{aligned}$ |

1986


## 1987



11 These estimares are based on sample of businesses reporing sales berween $\$ 25.000$ ano $\$ 2.000 .000$.
see ioble 1 tor sumbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Appliance. Television, Radio and Stereo Stores (\$It 622)

|  | To:a!: 1 |  | $\begin{array}{r} \text { Bot }+0 \text { m } \\ 25 \% \end{array}$ |  | Lomer <br> midde 2 ご |  | Jode.modo is: |  |  | $\begin{aligned} & \text { TOD } \\ & 2 E: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sampie ino Low sales value isjon si Migh sales value (scoc's. | $\begin{aligned} & 283 \\ & 1! \\ & 11 \end{aligned}$ |  | $\begin{array}{r} 111 \\ 60 \end{array}$ |  | $\begin{array}{r} 50 \\ 122 \end{array}$ |  | $\begin{array}{r} 122 \\ 351 \end{array}$ |  |  | 35919 |  |
| Selected expense item | Industry average 2 ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on 4 ( 31 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bat } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | UDDer <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Uoper middie 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sates |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 53.1 | 43.5 | 45.1 | 50.1 | 63.6 | 96.0 | 55.3 | 44.7 | 50.3 | 60.1 | 65.1 |
| Decupancy expentes | 9.2 | 12.9 | 10.7 | 8.0 | 5.5 | 98.0 | 9.1 | 14.1 | 10.7 | 8.0 |  |
| Dedreciation | 2.5 | 2.8 | 3.2 | 2.3 | i. 5 | 87.2 | 2.9 | 3.9 | 1.0 | 2.4 | 1.6 |
| Repairs \& maintenance | 1.5 | 1.7 | 2.2 | 1.0 | 0.9 | 70.9 | 2.9 | 3.8 | 3.0 | 9.3 | 1.1 |
| Meat. Iight \% telephone | 2.0 | 3.1 | 2.2 | 1.7 | 1.0 | 90.3 | 2.2 | 4.1 | 2.3 | 1.7 | 1.1 |
| Rent | 3.3 | 5.3 | 3.0 | 3.0 | 2.0 | 70.6 | 4.6 | 8.5 | 4.4 | 4.3 | 2.4 |
| Personnel expenses | 14.7 | 10.0 | 17.0 | 15.0 | 15.3 | 83.9 | 17.5 | 18.2 | 21.3 | 15.9 | 15.5 |
| finencial expenses | 2.3 | 2.8 | 1.9 | 2.6 | 1.8 | 94.9 | 2.4 | 2.9 | 2.2 | 2.6 | 1.8 |
| interest \% bank. charges | $\begin{array}{r}1.3 \\ \hline-9\end{array}$ | $\because ?$ | 1.0 | 1.5 | 1.2 | 82.1 | 1. 6 | 2.3 | 1.3 | $1 . ?$ | 1.3 |
|  | 14.3 | 21.0 |  | 9.1 | 10.7 | 100.0 | 14.3 | 21.0 | 18.8 | 9.1 |  |
| Diher expenses | 14.3 | 21.0 | 16.8 | 9.1 | 10.7 | 100.0 | 14.3 | 21.0 | 18.8 | 9.1 | 10.7 |
| Profit (loss) | 6.4 | 9.8 | 8.5 | 4.3 | 3.1 | 100.0 | 5.4 | 9.8 | 8.5 | 4.3 | 3.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ |  | $\ldots$ | . $\cdot$ | . . |

## Symbol

> zero or no observapions

- 800 smail 100 be expressed
nop applicable
$x$ confioeniicl


## foolnotes

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

121 Value in each celt $=\frac{\text { Total weighied expenditure or given item }}{\text { Total meighied sales of all ousinesses in the sample }} \times$ loo for ech ouartile

 ingividually and the tois will not necessarily mqual 100 z

## Notes

Data are shown by quartiles when at leas? 13 of the sempled businesses report the specific item
 one qubrter of the 10 al mumber of Dusinesses. Within esch ourtite, ihe suersge ratio is presented. For compsison purposes, the high and lom values of sales ere shown

Mow to use the sebles
(1) locate the appropriete teles renge qhat is displeyed on the pmo ines entiqled tow stes viluew and ahigh sales value

121 The selected range mill indicate the proper quartile. i. . the Dotrom 25\%. the lower midole 25\%. she upper midole 25\% or the iop $25 x$
(3) Deta pertaining to the selected soles size renge will be in that quertile.

## Stenderd Industrist Clasesificesion Definition 1SIC 1980):

[^26]TABLE 2. Balance sheet prof lle for incorporated businesses only. 1987
Quebec. Appliance, Television, Radio and Stereo Stores (SIC 622)

| - | Total(1) | Botto 25: | Lowe? miodie 25\% | Uppe: midole $25 \%$ | Top $25^{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole INo. Low sales value 18000 s 1 High sales value ( $5000^{\circ}$ s) | $\begin{aligned} & 222 \\ & 11 \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 92 \end{array}$ | $\begin{array}{r} 92 \\ 223 \end{array}$ | 213 540 | $\begin{aligned} & 540 \\ & (:) \end{aligned}$ |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Assets - |  |  |  |  |  |
| Cash Accounts and notes recuivable |  |  | 5 | 21 | 57 |
| Accounts and notes receivable Inventory | 22 | 4 | 5 | 21 | 57 |
| Other current assets | 96 | 17 | 37 | 91 | 235 |
| Total current assers | 118 | 21 | 42 | 111 | 293 |
| Fixed assets | 32 | 8 | 23 | 22 | 72 |
| Less: Accum, dep. on fixed assets | - | - | - | - | - |
| Other asseis | 9 | 8 | 2 | 8 | 19 |
| Total mesets | 159 | 37 | 67 | 142 | 384 |
| Liebilities and equity ${ }^{\text {en }}$ |  |  |  |  |  |
| Current loans | 14 | $1{ }^{3}$ | 6 20 | 13 |  |
| Other curtent liabllities Toral current liabilities | 56 80 | 12 | 20 | 59 | 143 |
| Toral current labilities morigages parable | 89 | 18 | 26 | - | - |
| Long ferm debt | 2 | 1 | 2 | 3 | 4 |
| Other liabilities | 29 | 12 | 26 | 27 | 50 |
| Total liabilities | 100 | 27 | 54 | 92 | 226 |
| Totel equity | 58 | 10 | 14 | 50 | 157 |

11 inese estimates are based on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000.000$.
See tade, for symols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Appliance, Television. Radio and Stereo Stores (SIC 622)

|  | Tota!(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe $\text { midde } 25 x$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales vaiue ( $8000^{\prime}$ s) | $\begin{aligned} & 282 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 1 \\ 92 \end{array}$ | $\begin{array}{r} 92 \\ 223 \end{array}$ | $\begin{aligned} & 223 \\ & 540 \end{aligned}$ | 540 1.1 |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.7 | 1.5 | 1.6 | 1.8 | 1.7 |
| Leverege retios <br> Oebt/eauity ratio (times) <br> Interest coverage ratio (times) <br> Dobt ratio (times) | 1.7 3.1 0.6 | 2.7 3.5 0.7 | 3.9 1.5 0.8 | 1.8 2.4 0.6 | 1.4 3.7 0.6 |

(1) The ratios represent the overage of rotios for ash business in the group and cannot be calculated from the figures shown in fable 2
(2) These estimates are besed on semple of businesses reporqing sales dequeen $\$ 25.000$ and $\$ 2.000 .000$.

Se imble Ifor symols and notes

Definitions:

1. Liquidity resio:

Current $=$ current assets $/$ current liabilifies.
2. Leverage ratios:
al Debtiequiv : total ligelisies f equity
b) Deot pa:ic = to:al i,athifes/roqat ossets
c) Interes: coverage = ne: profit + interest expense/interest expense

TABLE 4．Statement of changes in financial position for incorporated businesses only， 1987 Quebec．Mppliance，Television，Radio and Stereo Stores（SIC 622）

|  | To：a 113 | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lome： <br> m．dde 25： | Uose <br> ridde 25： | ToF った。 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ．t sari＝1娄｜No Low sales value：Si＝0 5 High sa es va ve Siof s | $\begin{aligned} & 142 \\ & 181 \\ & 1 i 1 \end{aligned}$ | $\begin{gathered} i i \\ B E \end{gathered}$ | $\begin{array}{r} 88 \\ 212 \end{array}$ | $\begin{aligned} & 6: 2 \\ & 538 \end{aligned}$ | $538$ |
|  |  |  | Average 18000 s： |  |  |
| Operating activities Casn from oderations Depreciation Other | $\begin{array}{r} 8 \\ 8 \\ -3 \end{array}$ | 2 2 -1 | $\begin{array}{r} -5 \\ 7 \\ -3 \end{array}$ | $\begin{array}{r} 6 \\ 7 \\ -4 \end{array}$ | $\begin{aligned} & 28 \\ & 16 \\ & -5 \end{aligned}$ |
| Dividends | －3 | －1 | － | $-3$ | －6 |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed esseis <br> Incresse if investmen？ <br> Decrasse in investment | $\begin{array}{r} 6 \\ -19 \\ -2 \\ \hline \end{array}$ | 1 -4 -2 -2 | $\begin{array}{r} 19 \\ -31 \\ \\ \hline \end{array}$ | $\begin{array}{r} 3 \\ -9 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r} 2 \\ -31 \\ -3 \end{array}$ |
| Financing activities <br> Increase in long term debt <br> Rodoyment of lang term cebt <br> boans from sharenolders <br> Repayment of loans from shareholders <br> Advances ô loas tiom govepment <br> ！ncpesse if eabity <br> Decrease in eauty <br> Other | $\begin{array}{r} 8 \\ -5 \\ 9 \\ -5 \\ - \\ \hline \\ \hline \end{array}$ | $\begin{array}{r} 3 \\ -1 \\ -2 \\ -2 \end{array}$ | $\begin{array}{r} 7 \\ -2 \\ 24 \\ -8 \\ -8 \end{array}$ | 8 -6 4 -2 - - -1 | 13 -9 5 -18 -8 2 -1 2 |
| Increaseldecresse）in cash fequivalunes Cash \＆equivelents－Beginning of the yet Cash s squivelents－End of the year | 3 | 1 -1 | $\begin{aligned} & ? \\ & 8 \end{aligned}$ | 3 3 | 3 1 3 |

I？Inese espimetes are osseo or a sample of incorporatec businesses reporting sales between $\$ 25$ ．O20 and $\$ 2.000 .000$ ．Sample count incluoes only those Dusinesses pporif cig sieiement of changes
sef lable f for symoc＇s and notes
 Quebec．Appliance．Television．Radio and Stereo Stores（SIE 522）

| Business size expressed in averoge loour units（1） | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units（1） | Chsnges in number of businesses with doid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly eoor*ing(2) | No Ionger reporting（3） |
| 1984 |  |  |  |  |  |
| Total | 1.817 | 97.225 | 6.887 | 373 | 229 |
| $\begin{aligned} & 1015 \text { than } 20 \\ & 20=99 \\ & 100 \text {. } 499 \\ & 500 \text { ond ove } \end{aligned}$ | $\begin{array}{r} 1.775 \\ 36 \\ 3 \\ 2 \end{array}$ | $\begin{array}{r} 54.821 \\ 14.165 \\ x \\ x \end{array}$ | $\begin{array}{r} 4.500 \\ 1.015 \\ 102 \\ 1.270 \end{array}$ | $\begin{array}{r} 368 \\ ! \\ ! \end{array}$ | $224$ |
| 1987 |  |  |  |  |  |
| Totel | 1.979 | 147.532 | 8.877 | 297 | ．． |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} \quad 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.915 \\ 57 \\ 4 \\ 3 \end{array}$ | $\begin{array}{r} 81.926 \\ 28.549 \\ 7.532 \\ 29.525 \end{array}$ | $\begin{array}{r} 4.838 \\ 1.687 \\ 450 \\ 1.902 \end{array}$ | $\begin{array}{r}292 \\ 5 \\ \hline\end{array}$ | ． |


survey of Endioyment．Payro：l and hours．Siatistics canad．Calalogue $92-002$ an average labour unit collo be inierpreited as a
full－time employee note that the business size groups used are determined at the Canade level thus if business has at least
500 employees in C anada as a whole but less than thet number in any given province it is shown in the soo and over group．
（2）Fefers to susinesses eporting no daypoll oeduc：ons in ine previous year
（3）Refers to businesses reporting no paypoll deductions in the following year
＂wewly peporeng＂and mo onger reporting＂businesses are assumed ic have been in octivity fat s．x monins and the ifformation is
adjusied accoro ingly
Set isole 1 to symocis ano notes

TABLE 6. Selected operating characteristics of smail businesses by sales quartlie, 1985-1987
Quebec. Appliance. Television. Radio and stereo stores (Sic 622)

| - | Totalil) | $\begin{aligned} & 80 t t o m \\ & 25 \% \end{aligned}$ | Lowe: <br> m:dole 25\% | Upper midole 25: | $\begin{aligned} & \text { Top } \\ & 25 \text {. } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales \$ | 242.840 | 39.500 | 79.859 | 181.236 | 670.763 |
| Average expense \$ (loss) | 232.945 | 31.494 | 69.750 | 181.246 | 649.278 |
| Average net protit (loss) \$ | 9.895 | B,006 | 10.099 | -10 | 21.485 |
| Businesses reporting eprofit (Mo.) | 255 |  |  |  |  |
| Average sales \$ | 249.111 | 38.382 | 81.162 |  |  |
| Averspe expense $\$$ Averoge net profit $\$$ | 232.430 | 30.492 | 67.402 | $159.820$ | $671.905$ |
| Averoge net profit \$ | 16,581 | 8.890 | 13.750 | 10.192 | 33.881 |
| Susinesses reporting loss (Ho.) |  |  |  |  |  |
| Average sales 8 <br> Average expense \$ | $\begin{aligned} & 212.982 \\ & 231.658 \end{aligned}$ | 41.295 | 73.854 80.531 | 215.184 245.327 | 521.593 |
| Average expense $\$$ Average net loss $\$$ | $\begin{array}{r} 231.658 \\ -18.676 \end{array}$ | 46.771 -5.476 | 80.631 | 246.327 -31.143 | 552.903 -31.310 |

1986

| Number of observetions in sample | 27.183 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 8 sverage expense $\$$ | 271.686 262.309 | 40.833 43.843 | 73.430 62.900 | 166.405 159.937 | 806.066 782.554 |
| Average net profit (loss) s | 9.375 | -3.010 | 10.530 | 5.468 | 23.512 |
| Businesses reporting profit (No.) | 157 |  |  |  |  |
| Average sales \$ | 283.046 | 39.968 | 75,736 | 964.561 | 851.917 |
| Average expense s | 262.707 | 31.756 | 62.622 | 140.079 | 816.372 |
| Average net profit \$ | 20.339 | 8. 212 | 13.114 | 24.482 | 35.545 |
| Susinesses reporting loss (Mo.) | 25 |  |  |  |  |
| Average sales | 233.002 | 42.682 | 60.720 | 174.140 | 654.464 |
| Average expense \$ | 262.021 | 59.689 | 64.433 | 243.225 | 670,738 |
| Average net loss \$ | -29.019 | -27.007 | $-3,713$ | -69.085 | -16.274 |

1987

Number of observations in sample
Average sales
Average expense Average net profit (loss) S

Businesees peporting profit (Mo.)
Average sales $\$$
Averape expense \$
Average net prolit $\$$

Businesses roporting lose (No.) Aversge sales
Aversoe expense $\$$
Aversog net loss 5
268.5 268.6
258.2 258.285
10.318
43.716
38.225
89.534
83.534
82.528
7.006
87.445
75.770
42.16
35.93
B. 22
42.238
45.747

45,747
-3. 509
282. 822
-15,026
258.921
268.92
251.900
17.02 267. 85

67,798
-
9


| 202.152 | 739.015 |
| ---: | ---: |
| 196.111 | 716.289 |
| 6.041 | 22.734 |
|  |  |
|  |  |
| 206.628 | 737.444 |
| 191.988 | 703.905 |
| 14.642 | 33.539 |
|  |  |
|  |  |
| 187.063 | 746.242 |
| 210.017 | 773.202 |
| -22.954 | -26.960 |

(11) Pnese estimetes are Desed on a sample of businesses reporting sales beiween 525.000 and $\$ 2.000 .000$

See lable, for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Appliance. Television, Radio \& Stereo Stores (SIC 6221)

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

## Symols

- zero or no ooservarions
- toc small loo de expressed
not appl+cable
- conl cenizis


## Feotnotes

(1) These estimates aro bisec on a sample of Dusinesses reporting saies detween \$25.000 sen $\$ 2.000 .000$
lotal weignted expendive on given item


This portion of the toble pertains only to the businesses reporting the specific expense ipen, Therefore these ratios bre calculated individuliy and the toial will not necessarily eous $100 \%$

## Motes

Data se shown by qua: ities when at leas: 1 ? of the samplod businesses report the specitic inem.
hecords were panked in oscending order according so salies size. Each guartile li.e. Dotion 25\%. lower midote 25\%, elc. represents one qusier of the totat number of businesses. Within each quatilie. the overage ratio is presented. for comparison pupposes. the nigh gno lot values of sales are shown

## Mow te use the toble

(1) locate the aporopr! be se ies range that is displaved on the two lines ensipled low salos value" and "Migh sales value"
 $10025 \%$
(3) Dota pertaining so the selected sales size range wil! be in that quartile

Stenderd Induetrie! Clessificetion Definition 1516 19801:
SIC E221 - Applimen, ielevition. Rodio and stereo Stores
Businesses pi imar iy engaged in ietail dealing in housenold appliances. radios, felevision seis and sound equipment. these businesses fociude reteil poriat e nouseholc air condiloners. apoliance, radio. qelevision and steres spores, fetail household aopliances, retail nousehoto laundry diers. retail household food zreparation appliances. retail housenold floor and rug care appliances. retail househola freeze.s. retas housetold hair driers. cetail householakitchen appliances. retail microwave and convention ovens, retail househcld ranges istoves: reta I househola teft perarots, reia l householo seming machines. petai housenold stoves. retbil housenold vacculm clearers and retail housghold washing machines

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Appliance. Television, Radio stereo Stores (SIC 5221)

|  | 7otal(1) | Bettom $25 \%$ | Lower midole 25: | Upoer $\text { mocle } 25:$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No.) Low sales vaiue 8000 's) H.g. sales value ( $\$ 000$ 's) | $\begin{aligned} & 63 \\ & (1) \\ & (1) \end{aligned}$ | $123$ | $\begin{array}{r} 123 \\ 223 \end{array}$ | $\begin{aligned} & 223 \\ & 488 \end{aligned}$ | $\begin{aligned} & 188 \\ & (1) \end{aligned}$ |
|  | Aversee (\$000) 5 ! |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  | 4 | 23 | 82 |
| Accounts and notes receivable inventory | 28 | 1 | 4 | 23 | 82 |
| Other cuptont assers | 92 | 31 | 48 | 73 | 210 |
| Total curtent assers | 120 | 32 | 52 | 96 | 282 |
| Fixed assets | 32 | 15 | 15 | 20 | 78 |
| Less: Accum. deo. on fixed assets | 10 | 6 |  | 8 | 22 |
| Other assets | 10 | 6 | 5 | 8 | 22 |
| Totel meets | 162 | 53 | 72 | 124 | 392 |
|  |  |  |  |  |  |
| Current loans | 15 62 | 11 | 12 23 | 12 68 | 29 141 |
| Total current liabilities | 76 | 15 | 35 | 80 | 170 |
| Mortgages dayble | - | - | - | - | - |
| Long term deb? | 3 | 5 | 2 | 3 | 4 |
| Oenct liabilities | 25 | 12 | 15 | 17 | 56 |
| Totel liebilities | 105 | 32 | 53 | 100 | 230 |
| Total equity | 57 | 21 | 15 | 24 | 162 |

11f inese estimates are jeseo on sample of dusinesses reporting seles bermen 825.000 and $\$ 2.000 .000$.
See table 1 for symools and notes

TABLE 3. Financial ratios(1) for incorporeted businesses oniy. 1987
Quebec. Appliance, Television, Radio stereo Stores (51E 5221)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Udper midde $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 9000 's) Hign sales value ( $3000^{\prime}$ s) | $\left.\begin{array}{l} 63 \\ (1) \\ 11 \end{array}\right)$ | 11 123 | 123 223 | $\begin{aligned} & 223 \\ & 488 \end{aligned}$ | $\begin{aligned} & 488 \\ & 11) \end{aligned}$ |
|  | Averse |  |  |  |  |
| Liquidity fatio Curpent iatio itimes\} | 1.6 | 2.1 | 1.5 | 1.2 | 1.7 |
| Leverage ratios ```Deot/equity ratio (times) Interest coverage ratio (times) Oebt catio (times)``` | 1.8 3.3 0.6 | 1.5 0.8 0.6 | 2.7 0.7 | $\begin{aligned} & 4.2 \\ & 2.5 \\ & 0.8 \end{aligned}$ | 1.4 5.1 0.6 |

(11) The ratios represent the average of fatios for each business in the group and cannot be calculated from the figur shown in iable 2 .

121 These estimates er based on smple businesses peporing sales between 325.000 and $\$ 2.000 .000$.
See Toule i for symols and notes.

## Definitions:

1. Liquidity ratio:

Current $=$ current asseis / Eurient liboilities
2. Leverage retios:

```
    al Debr/eouliy = tatal Habiliqies / equiqy
    D) Dedr ravio = qutal lionilisies/ qolal assets
    cl Interest coverage = net profit . interest expense/ inserest expense
```

TABLE 4. Statement of changes in financial position for incorporated bustmesses only, 1987
Quebec, Appliance, Television, Radio 8 Stereo Stores (SIC 6221)

|  | Tetalis | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { lowe: } \\ & \pi \text { : ठडle it: } \end{aligned}$ | $\begin{aligned} & \text { UDDE: } \\ & \text { miode } 25: \end{aligned}$ | $\begin{aligned} & 102 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble iNo.l Lom sales value 9000 s High saies valué iscia's | $\begin{aligned} & 34 \\ & 11 \\ & 1 \end{aligned}$ | $\begin{aligned} & 19 \\ & 135 \end{aligned}$ | $\begin{aligned} & 135 \\ & 188 \end{aligned}$ | $\begin{aligned} & 188 \\ & 488 \end{aligned}$ | 488 |
|  |  |  | Sverage (\$000's: |  |  |
| Opersting activities Cash from operations Depreciation Other | $\begin{array}{r} 13 \\ 7 \\ -2 \end{array}$ | $\begin{array}{r} -1 \\ 1 \\ 14 \end{array}$ | $\begin{array}{r} -13 \\ 5 \\ -13 \end{array}$ | $\begin{array}{r} 10 \\ 5 \\ -6 \end{array}$ | 4 16 -3 |
| Dividends | -6 | -12 | - | - | $-10$ |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncrease in investment <br> Decresse in investment | $\begin{array}{r} 4 \\ -13 \\ -2 \\ 1 \end{array}$ | 6 -1 | $\begin{array}{r} 11 \\ -20 \\ \hline 5 \end{array}$ | 1 -4 | $\begin{array}{r}\text { a } \\ -33 \\ -9 \\ \hline\end{array}$ |
| Financing activities <br> Incsease in long term debt <br> Reoayme: of tong term deb: <br> Loans from shareholde:s <br> Kepayment of loans from shareholders <br> Advances 8 loans from government <br> lngrease in equity <br> Decrease in equ ty <br> Other | $\begin{array}{r} 9 \\ -7 \\ 4 \\ -6 \end{array}$ | $\begin{array}{r} -1 \\ 14 \\ -14 \end{array}$ | $\begin{gathered} 16 \\ -6 \\ -3 \\ - \\ - \\ - \\ -1 \end{gathered}$ | 6 -8 -8 -4 - -1 | $\begin{array}{r}18 \\ -10 \\ 2 \\ -3 \\ - \\ - \\ \hline\end{array}$ |
| increase(decresse) in cash \& equivalents Cash s equivelents-Beginning of the rear Cash \& equivalents = End of the rear | $\begin{array}{r} 3 \\ -9 \\ -6 \end{array}$ | $\begin{array}{r} 6 \\ -3 \\ 3 \end{array}$ | $\begin{array}{r} -20 \\ -2 \\ -22 \end{array}$ | -7 -7 | 16 -19 -3 |

 onty inose Dus nesses repoiting a stament of changes
fee isel i for symools and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in isa7 Quebec. Applisnce. Televislon, Radio stereo Stores (SIC 5229)


[^27]TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Appliance, Television, Radio Stereo stores (SIC 6221)


1985

| Mumber of observations in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 60 \\ 288.657 \\ 274.772 \\ 13.885 \end{array}$ | $\begin{array}{r} 37,156 \\ 33,423 \\ 3.733 \end{array}$ | $\begin{aligned} & 82.810 \\ & 71.669 \\ & 11.241 \end{aligned}$ | $\begin{array}{r} 259.592 \\ 248.376 \\ 11.216 \end{array}$ | $\begin{aligned} & 774.970 \\ & 745,620 \end{aligned}$ $29.350$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 53 |  |  |  |  |
| Average sales \$ | 283.731 | 34.939 | 83.293 | 266.254 | 750.427 |
| Averape expense \$ | 269.033 | 27.615 | 71.847 | 251.904 | 716.736 |
| Averape net drofit \$ | 16.698 | 7.294 | 11.446 | 14.360 | 33.691 |
| Ousinesses reporting loss (No.) | 7 |  |  |  |  |
| Average sales | 339.277 | 42.368 | 61,760 | 215.981 | 1.037 .000 |
| Average expense $\$$ | 347.037 | 47.005 | 61.823 | 225.318 | 1.054 .000 |
| Average net loss \$ | -7.760 | -4.637 | -63 | -9.337 | -17.000 |

1986

| Mumber of observations in smple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit lloss) $\$$ | $\begin{array}{r} 53 \\ 278.806 \\ 265.946 \\ 12.860 \end{array}$ | $\begin{array}{r} 50.107 \\ 46.732 \\ 3.375 \end{array}$ | $\begin{array}{r} 68.044 \\ 60.468 \\ 7.575 \end{array}$ | $\begin{array}{r} 161.704 \\ 144.655 \\ 17.049 \end{array}$ | $\begin{array}{r} 835.369 \\ 811.929 \\ 23.440 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting aprofit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 43 \\ 308.229 \\ 289.614 \\ 18.615 \end{array}$ | $\begin{array}{r} 41.507 \\ 31.911 \\ 9.596 \end{array}$ | $\begin{array}{r} 67.202 \\ 57.331 \\ 9.874 \end{array}$ | $\begin{array}{r} 163.233 \\ 145.049 \\ 18.184 \end{array}$ | $\begin{array}{r} 960.973 \\ 924.165 \\ 36.808 \end{array}$ |
| Businesses peporting loss (Mo.) <br> Average sales \$ <br> Averoge expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 183.736 \\ 192.239 \\ -8.503 \end{array}$ | $\begin{aligned} & 56.464 \\ & 57.685 \\ & -1.221 \end{aligned}$ | $\begin{array}{r} 74.775 \\ 85.532 \\ -10.757 \end{array}$ | $\begin{array}{r} 129.229 \\ 136.292 \\ -7.063 \end{array}$ | $\begin{aligned} & 474.477 \\ & 489.445 \\ & -14.959 \end{aligned}$ |

1987

(11) These estimates of based on a smple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$.

See Table for symbols and noies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Television, Radio \& Stereo Stores (SIC E222)


## Syebols

zero or no observaiions

- too small too be expressed
no: apolicatie
- contidential


## Footnotes

(1) These esilmates are based on a sample of dusinesses repopiing sal es beiween \$25,000 snd \$2,000,000
2) Value in each ceil $=\frac{\text { Total weighted expendique on given iqem }}{\text { Topal weighted sales of all businesses in the sample }} \times 100$ for ach auartite

31 value in eech cell
Tozal weighted expenditupe on given ite

This portion of the sable pertains only to the businesses peporting the specific expense item. Therefore these ratios ore calculated individulty and she totat will hor necessarily equel $100 \%$

## Moter

Data are shown by quatilies when at least 13 of the sampled busimesses feport the specific isam
Recoros were ranked in ascending arder bccording to sales size Eech quarqil (i. e. bottom 25\%. lower middle 25\%. etc.) pepresents one quarter of the iotal mumber of businesses. Within each oustile. the over ege ratio is presented. for comparison purposes. the high anc low values of sales re shown

## how to use the tables


 100252
(3) Deta pertining to the selected seles size ronge will be in thet quertile.

## standerd industrial Clessificetion Definition ISTC 19801:

SIC E222 - Television. Redio and Stereo Stores
Businesses prambily ingaged in petall dealing in television and racio peceiving sers and sound equipment Such stores may be secondarily engaged ir selling fecopos. tapes. musical insirumen:s and parts for ielevis on and radio seis and stereo equipment as wel! as some reparing of such equiomen? Inc ucec te ousinesses ergagec in reisii home camputers. petail loud speakers: rersil housenold iadio receiving sets; reitil sound eoummen. componenis and parts. reqai mousehold stereo pecord players; retal household tape olayers ano recorers: refail petepnones: lelevision and fadic stores. Pelevision, padio and stereo stores: letail ielevision sets. retal funers and amp: ifiers and retsil videe reccigers

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Television, Radio \& Stereo Stores (SIC 6222)

|  | 70:81! 1 ) | $\begin{array}{r} \text { Sot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe: middle 25\% | Uper $\text { midele } 25^{\circ}$ | $\begin{aligned} & \text { To: } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{aligned} & 113 \\ & \{1 \\ & \{1\} \end{aligned}$ | $\begin{aligned} & 11 \\ & 147 \end{aligned}$ | $\begin{array}{r} 47 \\ 358 \end{array}$ | $\begin{array}{r} 368 \\ 746 \end{array}$ | $\begin{aligned} & 946 \\ & 111 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | 20 | 56 |
| Accounts and notes receivable | 24 | 4 | 14 | 20 | 56 |
| Inventory | - | $\because$ | - | - | - |
| Other current assets Total current assets | 130 | 15 | 68 | 155 | 271 327 |
| Total current ussets Fixed assets | 154 | 19 | 82 35 | 174 33 | 327 66 |
| Fixed essets <br> Less: Accum. deD. on fixed assets | 37 | 11 | 35 | 33 | 66 |
| Less: Accum. ded. on fixed assets Other assets | 13 | 99 | 3 | 14 | 18 |
| Totel sests | 204 | 48 | 119 | 221 | 411 |
| Lisbilities and equity |  |  |  |  |  |
| Current loans Other current iabilities | 20 | 5 23 | 38 | 26 67 | 36 162 |
| Total current lisbilities | 94 | 29 | 4. | 93 | 198 |
| Moitgages payable | - | - | - | - | - |
| Long ierm debt | 2 | , | 5 | 3 | 4 |
| Other lisbilities | 41 | 24 | 50 | 41 | 45 |
| Totel lisbilities Total equity | 136 68 | 54 -5 | 97 22 | 138 83 | 247 164 |

(1) These estimares rebesed on a sample of businesses peporting sales beiween $\$ 25,000$ and $\$ 2,000.000$

See Thole ifor sympols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Television, Radio \& Stereo Seores (SIC 6222)

|  | Tots $\(2)$ | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe r <br> midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High saies value ( 8000 's) | $\begin{aligned} & 113 \\ & (1) \\ & 11) \end{aligned}$ | (1) | $\begin{array}{r} 147 \\ 368 \end{array}$ | $\begin{array}{r} 368 \\ 746 \end{array}$ | $\begin{aligned} & 746 \\ & \langle 1\rangle \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.6 | 0.7 | 1.7 | 1.9 | 1.7 |
| Leverage retios <br> Debtleauity ratio (times) <br> interest coverage râtio (times) <br> Debt istio (times \} | 2.0 2.6 0.7 | -9.9 1.5 1.1 | 4.4 1.4 0.8 | $\begin{aligned} & 1.7 \\ & 2.5 \\ & 0.6 \end{aligned}$ | 1.5 3.3 0.6 |

[^28](2) These essimases are based on sample of businesses reporting seles detween $\$ 25.000$ and $\$ 2.000 .000$.

Sae teble i for symbols and notes.

Definitions:
f. Liquidity retio:

Current = curtent essess/current liabilities
2. Lever age retios:

```
Oebtiequiqy = soral liabilities / equity.
```

bi Debr ratio = tozal habilities / total assets
cl Inveres: coveroge $=$ ner protit - interess expense/ intepest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Television, Radio \& Stereo Stores (S1C 6222)

| - |  | $\begin{array}{r} \text { Boitom } \\ \text { 25: } \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { midd } 25 \% \end{aligned}$ | Lippe: midole 25\% | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sambie (No. Lom sales vaiue is200 si High sates vaive ( 8000 's) | $\begin{aligned} & 80 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11\} \\ & 149 \end{aligned}$ | $\begin{aligned} & 147 \\ & 39: \end{aligned}$ | $\begin{array}{r} 391 \\ 746 \end{array}$ | $\begin{aligned} & 748 \\ & 111 \end{aligned}$ |
|  |  | Aversge (\$000's) |  |  |  |
| Opersting activities Casn from oderations Deprectation Oiner | $\begin{array}{r} 9 \\ 10 \\ -4 \end{array}$ | $\begin{array}{r} -13 \\ 2 \\ \hline \end{array}$ | 12 9 -6 | $\begin{aligned} & 12 \\ & 10 \\ & -1 \end{aligned}$ | $\begin{array}{r} 24 \\ 18 \\ -10 \end{array}$ |
| Dividends | -2 | - | -2 | $-1$ | -6 |
| Investment activisies <br> Disposal of fixed asseis <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 11 \\ -28 \\ -1 \end{array}$ | $\begin{array}{r} 39 \\ -49 \\ -3 \\ \hline \end{array}$ | -16 | 2 -9 | 2 -30 -2 - |
| Financing ectivities <br> Increase in long term cebt <br> Repayment of lang term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances 8 loans from government <br> lncrease in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 9 \\ -4 \\ 17 \\ -10 \\ - \\ 1 \\ -1 \\ 1 \end{array}$ | $\begin{array}{r} 2 \\ 50 \\ -1 \end{array}$ | $\begin{array}{r}6 \\ -2 \\ 9 \\ -11 \\ 0 \\ \hline\end{array}$ | 8 -6 3 -23 | $\begin{array}{r} 12 \\ -9 \\ 6 \\ -5 \\ - \\ 3 \\ -1 \\ 3 \end{array}$ |
| Incresseldecresse) in cash \& equivelents Cash \& quivelents-Beginning of the year Cash \& equivalents - End of the yeer | 8 -2 6 | $\begin{aligned} & 25 \\ & -3 \\ & 23 \end{aligned}$ | 2 -1 2 | -5 -3 -8 | 9 -1 8 |

(1) These espimates are dased on sample of incolporaiec dusinesses reporing sales between $\$ 25.000$ ano $\$ 2,000,000$. 5ample count includes only those dusinesses reoori.ing a statement of changes
5e Toole I for symbols and notes

TABLE 5. Employment changes by fize of business. 1984-1987 based on SIC classification in i987
Quebec. Television, Radio Stereo Stores (SIC 6222)

|  |  |  |  | Changes in num with pol | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in averege labour units 11 | Number of businesses | $\left.\begin{array}{rl} \text { Total paypoll } \\ (\$ 000 \text { g } \end{array}\right)$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ : \text { popo: ing }(2) \end{array}$ | No longer reporting(3) |
| 1384 |  |  |  |  |  |
| Totsi | 786 | 56.142 | 4.004 | 190 | 115 |
| $\begin{aligned} & \text { 1es3 than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 759 \\ 23 \\ 2 \\ 2 \end{array}$ | $\begin{array}{r} 30,373 \\ 7.635 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.192 \\ 548 \\ 94 \\ 9.270 \end{array}$ | $\begin{array}{r} 186 \\ 3 \\ 1 \end{array}$ | $\begin{array}{r}112 \\ 3 \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 845 | 90.079 | 5.508 | 128 | . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 804 \\ 37 \\ 1 \\ 3 \end{array}$ | $\begin{array}{r} 39.166 \\ 17.995 \\ x \\ x \end{array}$ | $\begin{aligned} & 2.342 \\ & 1.061 \\ & .203 \\ & 1.902 \end{aligned}$ | 124 4 - | $\cdots$ $\cdots$ $\cdots$ |

[^29]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Television, Radio Stereo Stores (SIC 6222)


1985


1986

| Mumber of observetions in sample <br> Average sales $\$$ <br>  <br> Average net profit (loss) \$ | 80 349.792 340.582 9.110 | 38.234 49.883 -11.649 | $\begin{array}{r} 81.915 \\ 71.984 \\ 9.931 \end{array}$ | $\begin{array}{r} 296.426 \\ 289.258 \\ 7.168 \end{array}$ | $\begin{array}{r} 982.593 \\ 951.602 \\ 30.991 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 69 |  |  |  |  |
| Average sales \$ | 361.097 | 36.076 | 82.536 | 349.278 | 976.499 |
| Aversge expense \$ | 340.703 | 25.412 | 71.733 | 329.755 | 935.900 |
| Average net profit \$ | 20.394 | 10.664 | 10.803 | 19.513 | 40.599 |
| Businesses reporting e loss (Mo.) | 11 |  |  |  |  |
| Average sales $\$$ | 335.594 | 40.746 | 63.092 | 226.662 | 1.011 .874 |
| Average expense \$ | 355.201 | 78.375 | 79.592 | 235.789 | 1.027.048 |
| Average net loss \$ | $-19.607$ | -37.629 | -16.500 | -9.127 | -15.174 |

1987

(11) Inese estimazes are dased on a sample of Dusinesses reporifing soles betwesn $\$ 25.000$ and $\$ 2.000 .000$ Seit table 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Appliance. Television, Radio \& Stereo Repair Shops (SIC 6223)

|  | Totail1 |  | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Lowe: } \\ & m \text { odo e } 25 \% \end{aligned}$ |  | $\begin{aligned} & \text { UDDe } \\ & \text { micol } 25 \% \end{aligned}$ |  |  | "e: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samfle No. Low sales value $\$ 9.6$ s Higr sales vaive $\$ 900$ s | $\begin{aligned} & 64 \\ & 11 \\ & 11! \\ & \hline \end{aligned}$ |  | $\begin{array}{r} 11 \\ 5 ? \end{array}$ |  | $\begin{aligned} & 52 \\ & 82 \end{aligned}$ |  | $\begin{array}{r} 82 \\ 124 \end{array}$ |  |  | $122$ |  |
| Selecied expense item | Industiy average 2 ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting Dusinesses only 3 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Upoer middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lowe: midde $25 \%$ | UDDe: miod $25 \%$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percant of sales |  |  |  |  |
| Cost of soles | 37.4 | 26.3 | 32.4 | 37.4 | 52.5 | 89.5 | 41.8 | 29.2 | 40.1 | 43.0 | 52.5 |
| Occupancy expenses | 11.0 | 16.2 | 10.7 | 10.0 | 7.6 | 97.6 | 11.3 | 18.0 | 10.7 | 10.0 |  |
| Dedreciation | 3.2 | 5.8 | 2.3 | 2.8 | 2.0 | 85.5 | 3.7 | 8.3 | 2.3 | 3.5 | 2.2 |
| Repaits 8 maintenance | 1. 6 | 1.4 | 1.3 | 2.3 | 1.5 | 64.2 | 2.6 | 2.7 | 2.5 | 3.1 | 1.9 |
| Mast. light of telephone | 2.4 | 3.6 | 2.3 | 2.3 | 1. 6 | 90.5 75.9 | 2.7 5.0 | 6. 5 8. 8 | 2.6 5.7 | 2. 3 | 1.7 |
| Ren: | 3.8 | 5.4 | 4.9 | 2.5 | 2.4 | 75.9 | 5.0 | 6. 8 | 5.7 | 4.3 | 3.1 |
| Personnel expenses | 20.3 | 10.4 | 17.8 | 28.2 | 24.2 | 81.1 | 25.0 | 19.4 | 22.2 | 31.7 | 24.2 |
| Financial expenses | 2.2 | 3.4 | 2.3 | 1.6 | 1.6 | 90.1 | 2.5 | 3.8 | 2.8 | 1.8 | 1.6 |
| Interes: 6 Dant tharges | 1.3 | 2.0 | 1.5 | 0.8 | 1.0 | 79.2 | 1.7 | 2.3 | 2.0 | 1.1 | 1.3 |
| professional fees | 0.9 | 1.4 | 0.8 | 0.8 | 0.6 | 81.0 |  | 1.7 | 1.2 |  | 0.6 |
| Other expenses | 18.5 | 29.7 | 21.5 | 15.9 | 7.8 | 100.0 | 18.5 | 29.7 | 21.5 | 15.9 | 7.8 |
| Profit (loss) | 10.6 | 14.2 | 15.2 | 7.0 | 5.3 | 100.0 | 10.8 | 14.2 | 15.2 | 7.0 | 6.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | . . | $\cdots$ | . $\cdot$ |  |

## symbol.

zero or no opservas ons

- 100 small toc be experseot
not applicable
- confidentio


## Footnotes

111 These estimetes ar based on sample of businesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$ lotal weighted expanciture on a given itmm


This portion of the table perteins only to the businesses reporting the specific expense iqem. Therefore these patios er calculated individu! ly and the iose will nos necessarily equal $100 \%$

Notes
Data are shown Dy quartiles when a: least i3 of the sampled businesses report the soecific item
Recoros were ranked in oscending or of tocording to sales size. Each quartile li. bostom 25y, lower midde 25\%. etc. represents one quarter of the lotol mumeer ct busimesses. Within esch oubrite the verage patio is preseriec. for comparison purposes. the high and low vilues of sales are shown.

## Now to use the tebles


121 The selectec range will indicate the proper quartile. i.e. the botion $25 \%$. the lower nidde $25 \%$, the upper miode $25 \%$ of the iop 25\%
(3) Data pertaining to the selected sales size pange will be in thet qubrtile.

## Standard Industrisl Clessificapion Definition (5IE 1980):

[^30]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Appliance. Television, Radio \& Stereo Repair Shops (Sic 6223)

|  | Toral:1) | Bot 40 m 25\% | $\begin{aligned} & \text { Lowe! } \\ & m . a c \in 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upee? } \\ & \text { midole? } \end{aligned}$ | $\begin{array}{r} T 00 \\ \\ \hline 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No |  |  |  |  |  |
| Low sales vaiue (SC00's) | (1) | -- | -- | -- | -- |
| High sales vaiue ( 8000 's) | (1) |  |  |  |  |
|  | Average (8000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | F | -- | - | - | -- |
| Accounts and notes receivable | 13 | -- | -- | -- | -- |
| inventory | - | -- | -- | -- | -- |
| Opher curfent assers | 52 | -- | -- | -- | -- |
| Total cuptent assets | 64 | -- | -- | -- | - |
| Fixed asseis | 24 | -- | -- | - | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 4 | -- | - | -- | -- |
| Total eseets | 92 | - | -- | -- | -- |
| Lisbilities and equityCurrent loans |  |  |  |  |  |
| Current loans Diher current liabilities | 4 26 | -- | -- | -- | -- |
| Total curfent liabilities | 30 | -- | -- | -. | -- |
| Mo: igages dayable | - | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Othe: liacilities | 17 | -- | -- | -- | -- |
| Totel lisbilities | 48 | -- | - | -- | -- |
| Total equity | 44 | =- | - | -- | -- |

$(1)$ These estimates besed on a sample of businesses peporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See Tabie 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Appliance, Television. Redio Stereo Repair Shops (SIC 6223)


(1) The fatios represent the average of potios for each business in the group and cannot be calculated trom the figures shown in toble a

Ste isble 1 for symbols and notes

## Definitione:

1. biquidity rotio:

Curpent = curpent assets / current liabibites
2. Levertof ratios:
) Debt/equity = toial liabilities / equity

c) Interest coverage = net profi? interest bxpense/ interest expense

TABLE 4. Statement of changes in financiel position for incorporated businesses only. 1987
Quebec. Appliance. Television, Radio \& Stereo Repair Shops (SIC 6223)


 only those Dusinesses eporiing o sitrement of erianges.
see iecte ifor symbols and noses.

TABLE 5. Employment changes by size of business, 1984-1987 based on SiC classification in 1987
Quebec, Appllance, Television. Redio Stereo Repair Shops (SIC 6223)

|  |  |  |  | Chariges in number with De | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressec in average labour units?! | Number of businesses | Tctal $\begin{array}{r}\text { paypoll } \\ (\$ 000 \text { s })\end{array}$ | Average labour units(1) | Now 1 y esporting (2) | No longer - eporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 838 | 21.430 | 1.393 | 113 | 62 |
| $\begin{aligned} & \text { less thar } 20 \\ & 20=99 \\ & 100=4 \$ 5 \\ & 500 \text { over over } \end{aligned}$ | 637 | $x$ $x$ | $\begin{array}{r} 1.379 \\ 23 \end{array}$ | 113 | E1 |
| 1987 |  |  |  |  |  |
| Totel | 585 | 28.250 | 1.625 | 92 | -.. |
| less than 20 <br> 20-99 <br> 100-499 <br> 500 and over | 678 | $\begin{array}{r} 24.913 \\ 3.337 \end{array}$ | $\begin{array}{r} 1.433 \\ 192 \end{array}$ | 92 | $\cdots$ $\cdots$ $\cdots$ |

[^31]TABLE 6. Selected operating characteristics of smali businesses by sales quartile, 1985-1987
Quebec, Appliance, Television, Radio \& Stereo Repair Shops (SIC 6223)


1985

| Mumber of observations in sample Average sales $\$$ Average expense $\$$ Average net profit (loss) $\$$ | 76 123.951 112.588 11.373 | $\begin{array}{r} 35.608 \\ 26.768 \\ 8.840 \end{array}$ | $\begin{aligned} & 51.505 \\ & 41.103 \\ & 10.402 \end{aligned}$ | $\begin{aligned} & 88.218 \\ & 71.180 \\ & 17.038 \end{aligned}$ | $\begin{array}{r} 320.512 \\ 311.302 \\ 9.210 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 71 |  |  |  |  |
| Avarage sales \$ | 118.526 | 35.590 | 51.443 | 87.826 | 299.245 |
| Average axpense \$ | 106.260 | 25.624 | 40.272 | 69.219 | 288.925 |
| Average net profit \$ | 12.266 | 8.966 | 11.171 | 18.607 | 10.320 |
| Businesses reporting - loss (Mo.) | 5 |  |  |  |  |
| Average sales $\$$ | 246.913 | 37.953 | 52.769 | 93.930 | 803.000 |
| Average expense 5 | 255.595 | 45.565 | 58.091 | 99,725 | 819.000 |
| Average net loss $\$$ | -8.682 | -7.612 | -5.322 | $-5.795$ | -16,000 |

1986

| ```Mumber of observetions in sample Average sales $ Average experse s Average net profit (loss) $``` | $\begin{array}{r} 50 \\ 140.316 \\ 133.068 \\ 7.248 \end{array}$ | $\begin{array}{r} 39.575 \\ 39.487 \\ 88 \end{array}$ | $\begin{aligned} & 65.711 \\ & 51.756 \\ & 13.955 \end{aligned}$ | $\begin{aligned} & 99.223 \\ & 84.444 \\ & 14.779 \end{aligned}$ | $\begin{array}{r} 356.755 \\ 356.584 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales <br> Average expense $\$$ <br> Average ne: Drofit $g$ | 45 134.232 114.921 19.311 | $\begin{array}{r} 37.849 \\ 31.964 \\ 5.885 \end{array}$ | $\begin{aligned} & 65.768 \\ & 51.643 \\ & 14.125 \end{aligned}$ | $\begin{aligned} & 99.318 \\ & 84.271 \\ & 15.047 \end{aligned}$ | $\begin{array}{r} 333.994 \\ 291.804 \\ 42.190 \end{array}$ |
| ```Businesses reporting loss (Mo.) Average sales $ Averoge exdense $ Average net loss $``` | $\begin{array}{r} 5 \\ 158.105 \\ 206.300 \\ -48.195 \end{array}$ | $\begin{array}{r} 13.621 \\ 57.122 \\ -13.501 \end{array}$ | $\begin{aligned} & 58.299 \\ & 66.270 \\ & -7.971 \end{aligned}$ | $\begin{array}{r} 88.813 \\ 103.495 \\ -14.582 \end{array}$ | $\begin{array}{r} 441.687 \\ 598.311 \\ -156.624 \end{array}$ |

1987

| Wumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net Drolit \{loss) \$ | $\begin{array}{r} 71 \\ 142.226 \\ 132.108 \\ 10.118 \end{array}$ | $\begin{array}{r} 34.604 \\ 28.140 \\ 6.464 \end{array}$ | $\begin{aligned} & 64.314 \\ & 53.771 \\ & 10.543 \end{aligned}$ | $\begin{array}{r} 108.491 \\ 100.512 \\ 7.979 \end{array}$ | $\begin{array}{r} 361.493 \\ 346.010 \\ 15.483 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average expense $s$ <br> Average net profit $\$$ | $\begin{array}{r} 60 \\ 141.898 \\ 128.478 \\ 13.420 \end{array}$ | $\begin{array}{r} 35.104 \\ 28.152 \\ 6.952 \end{array}$ | $\begin{aligned} & 63.265 \\ & 51.304 \\ & 11.951 \end{aligned}$ | $\begin{array}{r} 110.858 \\ 95.599 \\ 11.259 \end{array}$ | $\begin{array}{r} 358.363 \\ 334.856 \\ 23.507 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Average sales 8 <br> Aversge expense 5 <br> Average ne: loss \$ | 11 141.902 150.678 -8.776 | $\begin{array}{r} 27.546 \\ 27.967 \\ .421 \end{array}$ | $\begin{aligned} & 73.762 \\ & 75.989 \\ & -2.227 \end{aligned}$ | $\begin{array}{r} 91.938 \\ 105.892 \\ -14,954 \end{array}$ | $\begin{aligned} & 374.351 \\ & 391.855 \\ & -17.504 \end{aligned}$ |

III These estimases based on a sample of businesses reporing sales between $\$ 25,000$ and $\$ 2.000 .000$.
See ibde 1 dor symbots and notes

TABLE 1. Selected operating rattos. in percent of sales, 1987
Quebec. Automobile (New) Dealers (SIC 8391)

|  |  |  | $\begin{array}{r} 80 t \% \\ 25^{\circ} \end{array}$ |  | one. <br> ricole $25^{\circ} \%$ |  | Upoer $\pi$. Ade $25 \%$ |  |  | $\begin{aligned} & \text { Tce } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nesses a sameie (No. Lon sales value $\$ 800$ 's) high saies value (\$000's | $\begin{array}{r} 82 \\ \text { (i) } \\ \text { (i) } \\ \hline \end{array}$ |  | $\begin{aligned} & 111 \\ & 122 \end{aligned}$ |  | $\begin{array}{r} 122 \\ 328 \end{array}$ |  | $\begin{aligned} & 328 \\ & 880 \end{aligned}$ |  |  | $886$(11) |  |
| Selecied expense item | induspry averoge(2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { M busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}\right.$ | Reporting busimesses only ( 3 ) |  |  |  |  |
|  | To:al | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe: } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | To:al | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowef } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of enies | 63.1 | 12.5 | 87.8 | 72.3 | 71.1 | 75.8 | 82.1 | 12.5 | 87. 8 | 11.9 | 75.7 |
| Occupency expenses | 5.6 | 15.2 | 3.4 | 2.7 | 2.5 | 99.3 | 5.6 | 15.2 | 3.1 | 2.8 | 2.5 |
| Depreciation | 2.9 | 11.1 | 0.9 | 0.1 | 0.4 | 75.3 | 3.8 | 14.0 | 1.3 | 0.2 | 0.5 |
| Redairs 8 maintenance | 1.0 | 0.1 | 1.4 | 1.3 | 1.2 | 73.0 | 1.4 | 0.8 | 1.7 | 1.3 | 1.3 |
| Meas. ligtas i cophone | 0.6 | 0.3 | 1.0 | 0.6 | 0.5 | 84.7 | 0.8 | 0.8 | 1.0 | C.? | 0.5 |
| Ren! | 9-1 | 3.7 | - | 0.6 | 0.4 | 54.5 | 2.0 | 3.7 | C. 6 | 1.1 | 0.7 |
| Personnel expenses | 3.3 | 1.1 | 1.2 | 5.1 | 5.9 | 61.9 | 5.4 | 5.2 | 3.4 | 5.6 | 5.9 |
| Financial expenses | 3.1 | 8.0 | 2. 3 |  |  |  |  |  |  |  |  |
| lneerest 8 bank chorges Professiona iees | 1.1 | 0.5 7.4 | 1.7 0.6 | 0.8 0.3 | 1.2 0.3 | 82.7 85.5 | 1.3 2.3 | 0.7 7.4 | 2.3 0.8 | 1.0 | 1.3 0.3 |
| Other expenses | 28.7 | 83.3 | 5.8 | 17.0 | 17.8 | 100.0 | 28.7 | 83.3 | 5.8 | 17.0 | 17.8 |
| Profit (loss) | -3.8 | -20.1 | -0.4 | 1.8 | 1.2 | 100.0 | -3.8 | -20.1 | -0.4 | 1.8 | 1.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | - . | $\ldots$ |  |  |

Syebols
zero or nc observations
$\therefore \quad \$ 00$ smell $\$ 00$ o expressed
not apDl, cacle
$\times$ conficenqiol

## Foornoter

111 Inese es?imates are oasec on samplof ous inesses reporiing sales between 525.000 end $\$ 2.000 .000$. Total weightea expenditure or given item

(3) Value in each cell $s$ iosal weighied expendiure on given ien

This pop:ion of the table pertains onty to the businesses peporting qhe specific experse iqem. Therefore these petios ere calculated individuelly and the totel will not necesserily equal $100 \%$

## Notes

Data are shown by quartiles when at last 13 of the sampled businesses peport the specific item
Records were ranke in ascending order accopding to seles size. Each quartile l. botzam 25\%, lower miode 25z. etc. represents one quarter of the total numper of Dusinesses Hithin each quertile. qhe average ptio is presented. For comparison purposes. the migt and lom values of salus are shown.

## How so use the tables

(11) Locare the appropriste sales range that is displayed on the two lines entiqled low sales volue" and ahigh sales value"
(2) The selected enge will indicare the proper quartile. i. the boitom 25\%, the lower midel $25 \%$, the upper midel $25 \%$ or the top 258
131 Date pertaining to the selbcted selts size rangemill be in thot quertile

Standerd Industrisl CImsificetion Definition (S1C 1880):
SIC 631才 Automobile (Newl Dealers
Businesses primarily engagec in reqail debling in new autonobiles. These businesses are usubly odereteo under ofacioty fronchise ard hove cepar men ts engaged ip phe sale of used cers. parts ond accessories. motor venicle repaics and often include service station fecilifes

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Automobile (New) Dealers (SIC 6311)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe? $\text { midcle } 2 \Xi^{\circ}$ | UDDe: $\text { miodie } 25$ | Tof $25^{\circ}$. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low sa:es vaiue (\$000's) High sales value ( $\$ 000$ 's) | 66 $(1)$ $(1)$ | 191 139 | $\begin{aligned} & 139 \\ & 390 \end{aligned}$ | $1.169$ | $\begin{array}{r} 1.967 \\ (1) \end{array}$ |
|  | Average [ 9000 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash and nopes receivable | 8 | $i$ | 2 | $\overline{7}$ | 20 |
| Accounts and notes receivable Inventory | 8 | - | - | - | - |
| Opher current assets | 161 | 72 | 115 | 148 | 309 |
| Total current assets | 168 | 73 | 117 | 155 | 321 73 |
| Fixed sssets | 45 | - | 67 | 40 | 13 |
| Less: Accum. dep. on fixed assets Other assets | 57 | 133 | 67 | 3 | 36 |
| Totel essets | 271 | 206 | 251 | 197 | 430 |
| Limbilities and equity |  | - | 17 | 32 | 100 |
| Current loans liabilities | 64 | 3 | 58 | 46 | 146 |
| To:a! curren: liabilities | 101 | 3 | 74 | 78 | 246 |
| Mortgages dayade | - | - | 7 | - | - |
| Lons term deb: | 2 | - | 36 | 33 | 82 |
| Other lisbilities | 40 |  |  |  |  |
| Total liabilities | 143 | 11 | 117 | 110 | 329 |
| Total equity | 127 | 196 | 134 | 87 | 101 |

(1) inese estimates are desed on stmple of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$
see "atle for symbols anc no:es

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987
Quebec, Automobile (New) Deelers (SIC 5311)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | Upoer $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 66 \\ & (1) \\ & (1) \end{aligned}$ | 11 139 | 139 390 | $\begin{array}{r} 390 \\ 1.967 \end{array}$ | $\begin{aligned} & 1.167 \\ & 19 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Cuptent retio (times) | 1.7 | 28.5 | 1.6 | 2.0 | 1.3 |
| Leverege ratios <br> Oebt/equity retio (times) <br> Interest coverage tatio (times) <br> Deb tatio (times) | 1.1 1.5 0.5 | $\begin{aligned} & 0.1 \\ & 0.1 \end{aligned}$ | 0.9 0.5 0.5 | 1.3 3.0 0.6 | 3.2 1.6 0.8 |

(1) ine retios pepresent the overage of refios for each business in the group and cannot be calculated from the figures shown in isble 2 .
(2) These estimstes bre besed on esemple of businesses peorting ssles between $\mathbf{3 2 5 . 0 0 0}$ ond $\$ 2.000 .000$

Set ibble i for symbols and notes

## Definitions:

1. Liquidity retio:

Curpent $=$ cuprent assets / current |isbilities
2. Leverage ratios:

- Detplequity $=10:$ a fatitities / ealiy
D) Depi ratio : total liabilities total assets
c) inferest coversge $=$ nes profit interest expense $/$ inseress expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Automoblle (New) Dealers (SIC 6311)

|  | Total! 1 | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25: \end{array}$ | Lowe midcle 25: | UDDE: <br> midde $25 \%$ | Tos 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample iNo. Bu saies value i\$00C $s$. Hign sa'es value scoc's) | $\left.\begin{array}{l} 4! \\ 1! \\ 1 \end{array}\right\}$ | $\begin{aligned} & 111 \\ & 328 \end{aligned}$ | $\begin{array}{r} 328 \\ 833 \end{array}$ | $\begin{array}{r} 833 \\ 1.405 \end{array}$ | $1.465$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Dperting activities Cast: from operations Depreciation Other | $\begin{array}{r} 8 \\ 6 \\ -14 \end{array}$ | $\begin{array}{r} 8 \\ 8 \\ 24 \end{array}$ | $\begin{array}{r} 6 \\ 2 \\ -24 \end{array}$ | $\begin{array}{r} 16 \\ 5 \\ -19 \end{array}$ | 4 -31 |
| Dividends | -3 | -8 | - | -1 | -2 |
| linvestment activities <br> Disposa of lixed asseis <br> Purchose of fixed assets <br> Increase in investment <br> Decrease in investment | 1 -13 - | $\begin{array}{r}1 \\ -30 \\ \hline\end{array}$ | -2 | $\begin{array}{r}-8 \\ \hline\end{array}$ | -14 |
| Finencing ectivities <br> Incresse in lang term det* <br> Fecayment of lang term debt <br> Loans ", om shareholders <br> Kedarment of loans fiom sharenolders <br> tovances 8 loans from government <br> inciease in eaulty <br> Deciease in equity <br> Other | $\begin{array}{r} 4 \\ -6 \\ 1 \\ -7 \\ - \\ 10 \\ -1 \\ - \end{array}$ | 2 -2 -4 | $\begin{array}{r}-1 \\ -2 \\ -2 \\ \hline 12\end{array}$ | $\begin{array}{r} 5 \\ -10 \\ 1 \\ -9 \\ 7 \\ 7 \\ -3 \end{array}$ | 7 <br> -9 <br> 3 <br> -12 <br>  <br> 18 |
| Increase(decrease) in cash \& equivalents Cash s equivalents-Beginning of the year Cash \& equivalents - End of the year | $\begin{aligned} & -13 \\ & -22 \\ & -34 \end{aligned}$ | $\begin{aligned} & -28 \\ & -28 \\ & -28 \end{aligned}$ | $\begin{array}{r} -9 \\ -14 \\ -23 \end{array}$ | $\begin{array}{r} -15 \\ 10 \\ -5 \end{array}$ | -25 -56 -81 |

11 These estimates are desec on sample of incordorateo dusinesses reporting sales beiween $\$ 25.000$ ane $\$ 2,000.000$. $\$$ ample count incluoes
oniy those Dusinesses poporing a siarment of changes
See ioble, foisymbo is and notes
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification th i987
Quebec. Automobile Deslers (SIC



 fulfithe employee Mose thet the Dusiness size groups used ore delermined at the Canada level thus if obusiness has at last 500 emplovees in Canade as whole bu: less than thas number in eny given province it is shown in the 500 and over group
(2) Reiers to ousinesses reporting no payroll deductions in the p:ev. ous year.
(3) Reters 10 businesses peportifg no payroll deductions in the following year
"Newly redorifg" and "no longer reporting" businesses are assumec to nove deen in activity for six months and the information is acjustec accorcingly

See tadie i for sympols ara notes

TABLE 6. Selected operating charactertstics of small businesses by sales quartile, 1985-1987
Quebec, Automobile (New) Dealers (SIC 6311)

| - | Tota: (1) | Bottom 25\% | $\text { midole } 25 \%$ | Vocer $\pi \cdot d d \in 25 \%$ | $\begin{aligned} & \text { TOC } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 66 \\ 782.154 \\ 770.748 \\ 11.406 \end{array}$ | $\begin{array}{r} 276.190 \\ 276.239 \\ -49 \end{array}$ | $\begin{array}{r} 473.026 \\ 468.905 \\ 4.121 \end{array}$ | $\begin{array}{r} 799.931 \\ 777.021 \\ 22.910 \end{array}$ | $\begin{array}{r} 1.579 .469 \\ 1.550 .828 \\ 18.641 \end{array}$ |
| ```Susinesses reporting profit (No.) Average sales $ Average expense $ Average ner Diofits``` | $\begin{array}{r} 188 \\ 792.508 \\ 767.797 \\ 24.731 \end{array}$ | $\begin{array}{r} 315.121 \\ 299.017 \\ 16.104 \end{array}$ | $\begin{array}{r} 475.175 \\ 456.696 \\ 18.479 \end{array}$ | $\begin{array}{r} 803.940 \\ 778.734 \\ 25.206 \end{array}$ | $\begin{array}{r} 1.575 .796 \\ 1.536,660 \\ 39.136 \end{array}$ |
| Businesses reporting a loss (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 18 \\ 756.370 \\ 778.418 \\ -22.048 \end{array}$ | $\begin{aligned} & 242.242 \\ & 256.376 \\ & -14.134 \end{aligned}$ | $\begin{aligned} & 468.061 \\ & 497.114 \\ & -29.053 \end{aligned}$ | $\begin{array}{r} 727.620 \\ 746,123 \\ -18.503 \end{array}$ | $\begin{array}{r} 1.587 .556 \\ 1.814 .058 \\ .26 .502 \end{array}$ |

1986

| Nunber of observations in sample | 56 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 928.952 | 225.78! | 449.936 | 1.247.66\% | 1.792 .431 |
| Average expense \$ | 921.729 | 221.594 | 444.092 | 1.231.502 | 1.789.726 |
| Average net Drofit (loss) \$ | 7.223 | 4.187 | 5.844 | 16.159 | 2.705 |
| Businesses reporting eprofit (Mo.) | 42 |  |  |  |  |
| Average saies \$ | 889.061 | 201.239 | 412.747 | 1.158.039 | 1.784 .220 |
| Average expense 5 | 868.997 | 190.689 | 396,374 | 1.118.570 | 1.770 .356 |
| Average net drolits | 20.064 | 10.550 | 16.373 | 39.469 | 13.864 |
| Susinesses roporting loss (Wo.) | 14 |  |  |  |  |
| Average sales \$ | 1.017 .351 | 276.995 | 516.276 | 1.469.172 | 1.806.961 |
| Average expense \$ | 1.037 .484 | 286.088 | 529.214 | 1.510 .627 | 1.824,005 |
| Averoge ne: loss \$ | -20.133 | -9.093 | -12.938 | -41.455 | -1?.044 |

1987

Number of observations in semple Average sates $\$$
Averape expense \$
Average net profit (loss) s

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

Susinesses reporting loss (Mo.)
Sver oge sales $\$$
Aver age exponse $\$$
Average net loss $\$$

### 608.323 . 104

### 504.834

6.834
3.489
92.030
10.304
122.094
112.860
617.606
600.129
17.479
.72

32
523.864
682.416
50.939
64.729

64,729
-13.798
$-18.552$
249.25
248.327

930
261.464
254.541
6.923
231.477
239.275
239.275
-7.798
.
(1) These estimares are based on sample of businesses reporting $\$$ ales betmeen $\$ 25.000$ and $\$ 2.000 .000$ See tade for symbois ano nores

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Automobile (Used) Dealers (SIC 6312)


Symbole

- zero or no observaitions
- Loc small too de expressed
no: apcitcable
$x$ confidential


## Footnotes

19 These estimeres are besed on sample of Dusinesses reporting sales between $\$ 25.000$ and 82.000 .000 lotal we ghsec expenaiture on o given izem
12) Value in each cell $=\frac{100}{} \times 100$ for each quartile
3) Velue in sach cell, lotel weignted expenditur on a given item

This portion of the table peptains only to the businesses reporqing the specific expense inem. Therefore these ratios ere colculoted indivioublly and the lota! will not necesserily equal 100 z

## Note

Dats afe shown by quartiles when at least i3 of the somplad businessas reporp the specific item
Records were ranked in ascending order becording to soles size. Each quariile fi. bottom 25\%. Iower middie 252. ett represents one guarter of the total number of businesses. Within each quatile, the byerge ratio is presented. for comparison purposes. the high and low values of sales aro shown

## How to use the tibles

```
I% Locate the aporop, bte selos range tha? is displayed on the two lines entitled wom seles value" end *Migh seles value*
(2) The selected range will indicote the proper qustile, i. . the bottom 25x. the lower middle 25%. the upper midole 25s or the
    200 25%
```

(3) Desa pertuining to the selected seles size iange will be in thet quartile

Stenderd Industrist CIssificetion Definition (SIC 1980):

```
SIC 5312 - Automobil (Usedl Deslerg
Businesses primarily engagec in reiail dealing in used cers Such yusinesses may De seconderily engaged in selling new cars
```

ard egl.pme?

TABLE 2. Baiance sheet profile for incorported businesses only. 1987
Quebec, Automobile (Used) Dealers (SIC 5312)


111 these estimates are basec on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See Tade i for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Automoblle (Used) Deelers (S|c 6312)

|  | Total(2) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe? } \\ & \text { midd } 25 \% \end{aligned}$ | UpDe: midol 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ s) | $\begin{aligned} & 126 \\ & 11\} \\ & 111 \end{aligned}$ | 11 174 | $\begin{aligned} & 174 \\ & 457 \end{aligned}$ | $\begin{aligned} & 457 \\ & 937 \end{aligned}$ | $\begin{aligned} & 937 \\ & 11) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current ratio (times) | 2.8 | 3.0 | 1.7 | 2.3 | 3.3 |
| Leverege retios <br> Deot/equity retio (times) <br> Interest coverage ratio (times) <br> Debe ratio (times) | 0.8 2.8 0.4 | 2.2 1.9 0.7 | $\begin{aligned} & 4.8 \\ & 0.6 \\ & 0.8 \end{aligned}$ | 1.1 4.0 0.5 | 0.5 3.0 0.3 |

(1) The potios fepresent the berage of retios for each ousiness in the group and cannot be colculated from the figures shown in teble 2
(2) These estimetes ore besed on sample of businesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$.
see lobl ifor symbols and notes

Definitions:

1. Liquidity retio:

Cupres: = current assets / cuptert habilities
2. Leverege retios:
al Dect/equ ty = ectal 1 iabillies / eculty
b) Dedt eatic $=$ to:al lisbitities/total assets
c) interest coverage = net profit - inierest expense / interes: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Automobile (Used) Dealers (S|C 8312)

|  | Torail | $\begin{array}{r} \text { Bo: } 0 \text { O } \\ 25 \% \end{array}$ | Lower miodle $25 \%$ | UDoe: $\text { modie } 25^{\circ}$ | $\begin{aligned} & T C D \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole ino. Low sales vaiue $\operatorname{sio} \mathrm{s}$ : 4tsh sales vatue $3 C 20^{\circ}$ s | $\begin{aligned} & 80 \\ & 1 \\ & 11 \end{aligned}$ | $\begin{aligned} & 1 \\ & 174 \end{aligned}$ | $\begin{aligned} & 174 \\ & 465 \end{aligned}$ | $\begin{array}{r} 465 \\ 984 \end{array}$ | 98. 1. |
|  | Avelape 18000 's |  |  |  |  |
| Dperating ectivities Cash from odelations Depreciation Other | $\begin{array}{r} 13 \\ 6 \\ -24 \end{array}$ | $\begin{array}{r} 5 \\ 2 \\ -27 \end{array}$ | -1 2 -1 | 15 3 -23 | $\begin{array}{r} 32 \\ 15 \\ -47 \end{array}$ |
| Dividends | -2 | - | - | -4 | $-3$ |
| Investment activities <br> Disposal of fixed assets <br> Puichase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 27 \\ -22 \\ -57 \\ 42 \end{array}$ | 2 - 3 | 9 -5 | 2 -8 | $\begin{array}{r} 92 \\ -73 \\ -227 \\ 166 \end{array}$ |
| Financing ectivitios <br> increase in lang ierm debt <br> Redayment of long term debt <br> Loans from shareholdets <br> Redayment of lcans liom shargholders <br> hicuances \& loans irom gevernment <br> increase in eau ir <br> Decrease in equliy <br> Oiner | $\begin{array}{r} 9 \\ -5 \\ 6 \\ -3 \\ - \\ 9 \\ - \\ -2 \end{array}$ | $\begin{array}{r}10 \\ -1 \\ - \\ -3 \\ - \\ - \\ \hline\end{array}$ | $\begin{array}{r}3 \\ -6 \\ 2 \\ \hline\end{array}$ | 10 -9 9 -9 - -1 | 15 -5 13 -5 - 27 -1 -11 |
| Increase(decrease) in cash equivalents Cash s equivalents-Beginning of the year Cash s equivalents - End of the rear | $\begin{array}{r} -4 \\ 45 \\ 41 \end{array}$ | -9 -6 -15 | 2 -31 -29 | -6 27 21 | $\begin{array}{r} -4 \\ 189 \\ 185 \end{array}$ |

(1) These estimetes ore based on a somple of incorporaiec Dusinesses reporting sales between $\$ 25$, 000 anc $\$ 2.000 .000$. $\$$ enple count includes
only those Dusinesses reporting statement of changes
Sef iatele, for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification tn 1987
Quebec, Automobile Dealers
(Sic

| Business size expressed in average labour units(1) | Number of businesses | Toia | $\begin{gathered} \text { payroll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{gathered}$ | Average labour units(1) | Changes in number of pusinesses with of id mployees |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Newly |  |  |
| 1984 |  |  |  |  |  |  |  |
| Tosel | 1.490 |  | 463.228 | 21.131 | 230 |  | 137 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-\$ 9 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.150 \\ 310 \\ 30 \end{array}$ |  | $\begin{array}{r} 134.043 \\ 255.805 \\ 63.380 \end{array}$ | $\begin{array}{r} 6.138 \\ 12.109 \\ 2.884 \end{array}$ | $\begin{array}{r} 196 \\ 27 \\ \hline \end{array}$ |  | $\begin{array}{r} 125 \\ 10 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |  |  |
| Totel | 1.719 |  | 710.060 | 28.446 | 210 |  | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.284 \\ 399 \\ 36 \\ - \end{array}$ |  | $\begin{array}{r} 166.691 \\ 433.340 \\ 110.029 \end{array}$ | 6. 695 <br> 17.353 <br> 4.398 | $\begin{array}{r} 996 \\ 12 \\ 2 \end{array}$ |  | . $\quad$ ' |
| I1) Averge labour units afe calculated by dividing toial dayroll by the overage annual wage and salary rate as faported in the Survey of Emelorment. Parpol' ang hours. Statistics Canada Caraloque 72-002 an average labour unit coula be interpred as a <br>  500 employees in candod as whole but less than the number in any given province it is shown in the 500 and over group <br> (2) Reters 10 bus nesses eporting no payroll deductions in the previous year. |  |  |  |  |  |  |  |

-Newly repor! ing" and "no longe" reotring" businesses beressumec tc nave deen in activity for six mongs and the informbion is adjustec accoraingly

Sbe fable 1 for symbols anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Automoblle (Used) Dealers (SIC 6312)

| - | ictal! | $\begin{gathered} \text { Bot:om } \\ 25 \% \end{gathered}$ | Lowe? $\text { midale } 25 \%$ | Uppep $\text { midole } 25 \%$ | $\begin{aligned} & \text { Tog } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observstions in sample <br> Average sales \$ <br> Average mpense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 243 \\ 460.173 \\ 446.745 \\ 13.428 \end{array}$ | $\begin{array}{r} 59.862 \\ 58.928 \\ 934 \end{array}$ | $\begin{array}{r} 206.067 \\ 198.546 \\ 7.521 \end{array}$ | $\begin{array}{r} 482.264 \\ 465.235 \\ 17.029 \end{array}$ | $\begin{array}{r} 1.092 .500 \\ 1.064 .269 \\ 28.231 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Aversge expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 214 \\ 464.806 \\ 44.482 \\ 19.324 \end{array}$ | $\begin{array}{r} 64.623 \\ 58.055 \\ 6.568 \end{array}$ | $\begin{array}{r} 216.116 \\ 204.237 \\ 11.879 \end{array}$ | $\begin{array}{r} 480.018 \\ 460.970 \\ 19.048 \end{array}$ | $\begin{array}{r} 1.098 .466 \\ 1.058 .667 \\ 39.799 \end{array}$ |
| Businesses peporting loss (Mo.) <br> Average sales \$ <br> Averspe expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 29 \\ 59.458 \\ 472.926 \\ -13.472 \end{array}$ | $\begin{aligned} & 51.594 \\ & 60.649 \\ & -8.849 \end{aligned}$ | $\begin{array}{r} 182.574 \\ 185.239 \\ -2.685 \end{array}$ | $\begin{array}{r} 532.886 \\ 561.339 \\ -28.153 \end{array}$ | $\begin{array}{r} 1.070 .760 \\ 1.084 .684 \\ -13.924 \end{array}$ |


|  | 1986 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Wumber of observations in sample | 198 |  |  |  |  |
| Average sales \$ | 407.977 | 80.276 | 197.571 | 403.659 | 950.400 |
| Average expense \$ | 401.583 | 85.848 | 184.705 | 404.124 | 931.656 |
| Aversge net profit (loss) \$ | 6.394 | -5,572 | 12.866 | -465 | 18.744 |
| Businesses ruporting profit (Mo.) | 167 |  |  |  |  |
| Average sales \$ | 400.006 | 75.251 | 193.967 | 415,673 | 915.132 |
| Averoge expense \$ | 384.518 | 63.650 | 178.389 | 404.408 | 891.613 |
| Average net prolit \$ | 15.488 | 11.591 | 15.578 | 11.265 | 23.519 |
| Businesses reporting lose (Mo.) | 31 |  |  |  |  |
| Aversge sales \$ | \$75.739 | 82.276 | 246.214 | 372.606 | 1.201.861 |
| Aversge exoense $\$$ | 496.294 | 84.679 | 269.948 | 103.391 | 1.217 .157 |
| Average net loss $\$$ | -20.555 | -12.403 | -23.734 | -30.785 | -15.296 |

1987

| Mumber of observations in sample | 232 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 489.593 | 71.210 | 190.830 | 440.787 | 1.175.445 |
| Average expense \$ | 459.060 | 67.076 | 185.840 | 432.651 | 1.149 .674 |
| Average net Drofit (loss) \$ | 10.533 | 4.134 | 4.090 | 8.136 | 25.771 |
| Businesses reporting profit (Mo.) | 173 |  |  |  |  |
| Average saies \$ | 477.245 | 74.394 | 202.809 | 459.777 | 1.171.999 |
| Average expense \$ | 457.514 | 66.806 | 192.368 | 437.607 | 1.133 .277 |
| Average net profit $\$$ | 19.731 | 7.588 | 10.443 | 22.170 | 38, 722 |
| Businesses reporting loss (Mo.) | 59 |  |  |  |  |
| Average sales \$ | 454.720 | 60.043 | 169.776 | 101.481 | 1.187.580 |
| Average expense \$ | 468.711 | 68.026 | 177.001 | 422.395 | 1.207.420 |
| Average not loss \$ | -13.991 | -7.983 | -7.225 | -20,914 | -19.840 |

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

See table for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Gasoline Service Stations (SIC 5331)


## Sywbols

zero of observations
.- 100 smal :00 be expressed
not mplicate
$\times$ con 1 , oentisi

## footnotes

(1) Ihese eseinstes ape based on sample of businasses teporiing sales deiween 325,000 end $\$ 2.000,000$

Total weighted expenditure on egiven item

(3) Value in each cell
$\qquad$
lotal weighied sales of ousinesses reporting this item of expenditure
 indivigually and the 10 tal wit not mecessarily equal $100 \%$

## Notes

Lata are show by Quertiles when of test $1 \$ 04$ the sampled Dusinesses peport the specilic ifem
 one quarter of the tote! number of businesses. Within esch quartile. the average retio is presented. For concarison purposes. the high and low veiues of sales be shown

How to use the tebles

(2) The selected range wit indicate the proper quartile. i. .he ootrom 25\%. the lower midde 25\%, the upper midde 25 . or the $100 \quad 25 \%$
131 Data pertaining to the selected sales size range will do in that quatille.

Stenderd Industrisl CIEsificesion Definition ISIC 19801:
SIC 6331-Gesoline Service stitions
Businesses primerily engaged in retall dealing in gasoline. lubricalimg oils gnd greases.rfnciuged in ehis industry are firms primarily
 gasoline serv:ce siations. retail gasolime. molor vehicles lubrication services and self-serve gasoline slations

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Gasoline Service stations (SIC 6331)

| - | Total:1) | $\begin{gathered} \text { Bet tom } \\ 25 \% \end{gathered}$ | Lowe! $\text { midole } 25 \%$ | Vooer $\text { middle } 25 \%$ | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NC. Low saies value ( $\$ 000$ 's) Hign sales value ( $\$ 000$ 's) | 470 11 $(1)$ | $\begin{aligned} & 191 \\ & 431 \end{aligned}$ | $\begin{array}{r} 431 \\ 729 \end{array}$ | $\begin{array}{r} 729 \\ 1.096 \\ \hline \end{array}$ | $\begin{array}{r} .095 \\ 111 \end{array}$ |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash $\begin{aligned} & \text { Accounts and notes receiveble }\end{aligned}$ | 14 | 7 | 14 | 17 | 18 |
| Inventory | 14 | - | 14 | 17 | 18 |
| Other current assets | 56 | 25 | 51 | 56 | 88 |
| Total current assets | 70 | 36 | 66 | 73 | 106 |
| fixed assers | 66 | 50 | 90 | 46 | 78 |
| Less: Accum. dep. on fixed ossets | - | - | $\overline{7}$ | 5 | 1 |
| Other assets | 7 | 6 | 9 | 5 | 11 |
| Totel essets | 143 | 91 | 162 | 125 | 195 |
| Liebilities and equity , \% , \% , \% |  |  |  |  |  |
| Current Joans | 7 | 6 | $?$ | 7 |  |
| Other current liabilities | 39 | 19 24 | 51 57 | 35 42 | 50 |
| mortgages payable |  | 2 | 5 | , | - |
| Long term debi | 1 | 1 | 1 | 2 | $!$ |
| Other liabilities | 50 | 49 | 65 | 34 | $5 i$ |
| Total liabilities | 97 | 74 | 123 | 78 | 112 |
| Total equity | 47 | 17 | 39 | 47 | 83 |

$(1)$ These estimates are based on stampte of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$
See tade 1 for symbols and notes

TABLE 3. Fimancial ratios(1) for incorporated businesses only. 1987
Quebec, Gasoline Service Stations (SIC 6331)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middi } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 0000^{\circ}$ s) | $\begin{aligned} & 470 \\ & (1) \\ & (1) \end{aligned}$ | $(1)$ | 431 729 | $\begin{array}{r} 729 \\ 1.096 \end{array}$ | $1.096$ |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current cotio (times) | 1.5 | 1.5 | 1.1 | 1.7 | 1.8 |
| Leverage ratios <br> Debtiequity ratio (times) <br> Interes: coverage retio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.1 \\ & 3.0 \\ & 0.7 \end{aligned}$ | 4.3 0.9 0.8 | 3.2 1.8 0.8 | 1.7 3.7 0.6 | 1.4 5.1 0.6 |

11) The retios represent the over age of rotios for each business in the group and cannot be calculated from the figures shown in foble 2
(2) These estimetes ere besed on sanple of businesses reporing ssles between 325.000 end 52.000 .000

See intic ifor symols and notes.

## Definitions:

1. Liquidity retio:

Current $=$ cu:rent assers/ current liobilities
2. Leverige retios:

```
Debs/equifr = :cia labiliqies / equity
bl Deb: rat, = {otal llabilities/total assets
cl Interes: coverage z net profit " interest expense/ interest expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Gisoline Service Stations (SIC 6331)

|  | Total! | $\begin{array}{r} 6 c t+0 m \\ 25 \% \end{array}$ | LOWE m. هcle 25: | $\begin{aligned} & \text { Upce: } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & 70= \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. samsie :No. Low sales value (Sujg $s$ ) High sales value $1 \$ 200$ 's | $\begin{aligned} & 25 E \\ & 11) \\ & 11 \end{aligned}$ | $411$ | $\begin{aligned} & 431 \\ & 723 \end{aligned}$ | $\begin{array}{r} 923 \\ 1.096 \end{array}$ | $1.056$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating ectivities Cash from oderations Depreciation Other | $\begin{array}{r} 11 \\ 7 \\ -8 \end{array}$ | -1 4 -6 | $\begin{aligned} & 6 \\ & 8 \\ & 1 \end{aligned}$ | 11 7 -3 | 28 10 -1 |
| Dividends | -2 | -1 | -1 | -2 | -5 |
| 【nvestment ectivities <br> Disposa of fired assets <br> Purchase of fixed assets <br> increase in investment <br> Ducrease in investment | $\begin{array}{r} 7 \\ -17 \\ -1 \\ -1 \end{array}$ | $\begin{aligned} & 18 \\ & -6 \\ & -1 \end{aligned}$ | $\begin{array}{r} 1 \\ -15 \\ i \end{array}$ | 1 -13 -1 | 7 -34 -2 3 |
| Finsmeing activities <br> Increase in long term debt <br> Repayment of long term deb: <br> Loans from shareholders <br> Repayment of loans from shareholders <br> tovances 8 loans tiom government <br> increase in quily <br> Decrease in equity <br> Diner | $\begin{array}{r} 10 \\ -10 \\ 3 \\ -3 \\ - \\ 1 \\ -i \end{array}$ | $\begin{array}{r} 8 \\ -12 \\ 2 \\ -2 \\ \hline 2 \end{array}$ | $\begin{array}{r} 7 \\ -7 \\ 3 \\ -4 \end{array}$ | 8 -6 4 -3 - -2 -2 | $\begin{array}{r} 16 \\ -15 \\ 4 \\ -3 \\ \hline 2 \\ 2 \\ -2 \end{array}$ |
| Increaseldec ease) in cosh \& equivalents Cash \& equivalents-Beginning of the year Cash 8 equivalents - End of the year | $\begin{array}{r} 3 \\ 9 \\ 12 \end{array}$ | 4 -1 3 | $\begin{gathered} -1 \\ 11 \\ 10 \end{gathered}$ | 2 12 14 | 7 15 22 |

(1) Phese estimates are osto on sample of incorporsied businesses reporting sales biteen $\$ 25.000$ and $\$ 2.000,000$. Sample count inciudes oniy those bus nesses reporting a sistammt of changes
see ioble ifor symbols ano noties

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciassification tn 1987
Quebec. Gssoline Service Sterions (S|C 5331)

| Business slze expressed in average tobour uni is(1) | Number of Dusinesses | $\begin{array}{r} \text { Total } 28 y r o l l \\ \\ (\$ 000 \text { s } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reportingi2) | No Ionger teporting(3) |
| 1984 |  |  |  |  |  |
| Total | 3.359 | 156,836 | 13.586 | 447 | 310 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-95 \\ & 100-455 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.329 \\ 23 \\ 2 \\ 5 \end{array}$ | $\begin{array}{r} 136.189 \\ 6.639 \\ x \\ x \end{array}$ | $\begin{array}{r} 11.792 \\ 577 \\ 18 \\ 1.199 \end{array}$ | $\begin{array}{r} 44 \\ 3 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 303 \\ 6 \\ 9 \\ - \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 3.406 | 181.373 | 15.223 | 516 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.352 \\ 47 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 157.646 \\ 15.413 \\ x \\ x \end{array}$ | $\begin{array}{r} 13.225 \\ 1.297 \\ 534 \\ 167 \end{array}$ | 506 9 1 | $\cdots$ |

(1) Averoge labour units ore calculaled by dividing totol poyfolt by the average annul wage and solary tote as reported in the Survey of Employment. Payroll and Mours. Statistics Cansor. Catelogue 72-002. An average tabou unit coulo de inierpleteo as a bult-ime emplovee mote that the business size groups used ore delemined at the conede levei. Thus if absiness hes of least 500 employees in canado as a whole but less than that number in any given province it is 5 hown in the 500 and over group
(2) Reters to susinesses raporting no payrall deductions in the previous year
(3) Gefers to pusinesses reporting no payroll deductions in the following yea:
 adjusted accordingly
see tatie 1 for symbals and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Gasoline Service Stations (Sic s33i)

|  | Torz:11 | Bol 10 m 25\% | Lower $\text { miode } 25 \%$ | Upoer midde 25: | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 1.838 |  |  |  |  |
| Average sales $\$$ | 522.905 | 66.582 | 270.982 | 571.859 | 1.182.197 |
| Average expense g | 510.76 \% | 56.118 | 261.748 | 560.092 | 1.165 .085 |
| Average net profic (loss) \$ | 12.144 | 10.464 | 9.234 | 11.767 | 17.112 |
| Businesses fecorting a profit (Mo.) |  |  |  |  |  |
| Average sales \$ | 520.700 504.663 |  |  |  | $1,172,166$ |
| Average expense ${ }^{\text {a }}$ ( Average net profit | 504.663 16.037 | 52.105 13.296 | $\begin{array}{r} 255.845 \\ 12.051 \end{array}$ | $561,173$ | 1.149.527 |
| average ne: profits |  | 13.296 | 12.061 | 16.154 | 26.639 |
| Businesses reporting loss (Mo.) | 167 |  |  |  |  |
| Averoge saies \$ | 536.703 | 74.873 | 291.732 | 539.796 | 1.240.409 |
| Average expense \$ | 548,744 | 84.276 | 301.574 | 553.750 | 1.255.375 |
| Average nei loss \$ | -12.04 | -9.403 | -9.842 | -13.954 | -14.966 |

1986

| Number of observetions in sample | 1.347 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles \$ | 44.642 | 43.332 | 142.518 | 468.377 | 1.124.239 |
| Average expense \$ | 433.080 | 35.385 | 131.673 | 457.341 | 1.107.920 |
| Average net prefit (loss) \$ | 11.562 | 7.947 | 10.945 | 11.036 | 16,319 |
| Businesses reporting profit (Wo.) | 1.220 |  |  |  |  |
| Average soles S | 44.466 | 44.044 | 143,170 | 459.937 | 1,142.714 |
| Average expense \$ | 431.183 | 31.853 | 128.902 | 443.535 | 1.120 .442 |
| Average net protit \$ | 16.283 | 12.191 | 14.268 | 16.402 | 22.272 |
| Businesses reporting eloss (Mo.) | 127 |  |  |  |  |
| Average sales \$ | 429.910 | 40.054 | 139.027 | 505,937 | 1.034,620 |
| Averoge expense \$ | 441.831 | 51.649 | 149.720 | 518.776 | 1.047 .180 |
| Average net loss \$ | -11.921 | -11.595 | -10.693 | -12.839 | -12.560 |


|  | 1987 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in sample | 1.010 |  |  |  |  |
| Average saies \$ | 594.474 | 108.291 | 346.586 | 694.666 | 1.228.351 |
| Average expense $\$$ | 580.343 | 100.622 | 335.448 | 580.256 | 1.205.047 |
| Average net profit (loss) \$ | 14.131 | 7. 569 | 11.138 | 14.410 | 23.304 |
| Susinesses reporting epofit (Mo.) | 873 |  |  |  |  |
| Average soles \$ | 500.058 | 104.954 | 352.274 | 700.940 | 1.242 .063 |
| Averoge expense $\$$ | 580.433 | 92.153 | 335.931 | 680.027 | 1.213 .559 |
| Average net profips | 19,625 | 12.801 | 16.283 | 20.913 | 28.504 |
| Businesses reoorting loss (Mo.) | 137 |  |  |  |  |
| Average sales \$ | 563.116 | 123.822 | 320.220 | 670.262 | 1.138.158 |
| Average expense \$ | 575.790 | 140.029 | 332.933 | 681.143 | 1.149 .054 |
| Average net loss \$ | -12.674 | -16.207 | -12.713 | -10.881 | -10.896 |

(1) These estimates ere Dased on somple of Dusinesses reporting soles between $\$ 25.000$ and 82.000 .000

See iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Tire. Battery. Parts and Accessories Stores (SIC 6342)

|  | Tota: ${ }_{\text {a }}$ |  | $\begin{aligned} & \text { Bot } 10 \mathrm{~m} \\ & 25 \% \end{aligned}$ |  | Lower$m: \text { odie } 25 \%$ |  | $\begin{aligned} & \text { Upce: } \\ & \text { midole } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & i c! \\ & i=0 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No. Low sales value $£ 50$ es Hign sales va:ue (\$00n's |  | 151 111 11 | (i) |  | $\begin{array}{r} 121 \\ 265 \end{array}$ |  | $\begin{aligned} & 265 \\ & 610 \end{aligned}$ |  |  | 610111 |  |
| Selacted expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3) |  |  |  |  |
|  | Total | $\begin{array}{r} B 0+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowel } \\ \text { middle } \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 61.2 | 58.4 | 57.3 | 63.7 | 65.4 | 100.0 | 61.2 | 58.4 | 57.3 | 63.7 | 65.4 |
| Occupency expenses | 9.5 | 16.7 | 9.9 | 6.8 | 4.8 | 99.8 | 3.5 | 16.9 | 9.9 | 6.8 | 4.8 |
| Depreciation | 2.6 | 4.4 | 2.8 | 2.1 | 1.3 | 89.3 | 3.0 | 6.1 | 3.2 | 2.1 | 1.4 |
| Repairs \& moirtenonce | 3.0 | 6.4 | 2.7 | 1.8 | 0.8 | 86.6 | 3.4 | 10.4 | 2.8 | 1.9 | 1.1 |
| Heat. light 8 telephone | $1 . \mathrm{B}$ | 2.1 | 2.6 | 1.1 | 1.2 | 95.5 | 1.8 | 2.3 | 2.6 | 1.2 | 1.2 |
| Rent | 2.1 | 3.8 | 1.7 | 1.8 | 1.3 | 54.0 | 3.3 | 10.0 | 2.3 | 2.6 | 1.7 |
| Personnel expenses | 12.4 | 2.9 | 14.2 | 16.6 | 15.9 | 78.9 | 15.7 | 9.2 | 16.9 | 16.6 | 16.2 |
| Financis 1 expenses | 3.0 | 1. 2 | 3.6 | 2.1 | 2.0 |  |  |  |  |  |  |
| Interes: \& bank charges Professional fees | 2. 0 | 2.8 1.5 | 2.5 | 1.8 0.6 | 1.4 | 84.3 99.6 | 2.5 | 3.6 1.8 | 3.7 1.0 | 1.9 0.6 | 1.5 0.6 |
| Other oxpenses | 8. 3 | 9.5 | 9. 3 | 6.7 | 7.8 | 100.0 | 8.3 | 9.5 | 9.3 | 6.7 | 7.8 |
| Profit (loss) | 5.5 | 8. 3 | 5.7 | 3.9 | 4.1 | 100.0 | 5.5 | 8.3 | 5.7 | 3.9 | 4.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . $\cdot$ | $\ldots$ | . . | $\ldots$ |

## Sytuols

zero or no ooservetions

- \$00 smelt 800 de expisssed
not e00 icsole
$x$ conficenzisl


## footnotes

(i) These estimeres are desed on a sampl of businesses reporiing sales berween 825.000 and 82.000 .000
(2) Value in eact cell= Poial weighzed expenditure on given item

inis po-tion of the table periains onty to the businesses reporting the specific expense item fherefore these ratios are colculated individus! ly and the total will not necesserily equal $100 x$

Motes
Dats are shown oy cuartiles when as least 13 of the samplad businesses rupori phe specific iram
Records were ranked in ascending order according to sales size. Each quartite li. Dottom 25\%. Iower midele 25x. elc. represenis one Gubrter of pho tota number of businesses. Within esh quertile, the everge ratio is presensed. for comparison purposis, the high ond low values of sales are shown

## How so use the tables


 top 252
(3) Date pertaining to the setected sales size range will be in that quartile

Stenderd Industrisl Cicssificstion Definition 1 SIC 1980):

S1C 6342. Tirt, Battery. Parts mid Aceessorits Stores

 industry incluses the fcilowing types of retsil operations: retail suromotive batreries. reitil butomotive parts and accessories, felail automotive casseties anc 8-prack qape recorders. peiail mopor vehicle radios lincluding $C$. B. or Grst. fetail motar vehicle stereos. petsil motor vehicle sape oecks ano retail pires anc rubes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Tire, Battery, Parts and Accessories Stores (SIC 6342)

|  | Total:11 | $\begin{aligned} & \text { Bottom } \\ & 25: \end{aligned}$ | Lawe miode ?5: | Under Tidde 2E: | Tod 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 129 \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ | $\begin{array}{r} 11 \\ 259 \end{array}$ | $\begin{aligned} & 259 \\ & 475 \end{aligned}$ | $\begin{aligned} & 475 \\ & 800 \end{aligned}$ | $\begin{aligned} & 800 \\ & 11! \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 54 | 17 | 23 | 59 | 192 |
| Inventopy | 5 | 1 | 2 | 5 | 112 |
| Other curcent essets | 140 | 32 | 97 | 149 | 270 |
| Total curcent assets | 194 | 49 | 120 | 209 | 382 |
| Fixed assets | 76 | 26 | 47 | 84 | 141 |
|  | - | - | - | - | - |
| Other assets | 8 | 2 | 5 | 6 | 21 |
| Total msaets | 278 | 77 | 171 | 298 | 544 |
|  |  |  |  |  |  |
| Current loans | 33 88 | 16 24 | 37 | 27 93 | 80 165 |
| Total current liabilities | 115 | 40 | 44 | 120 | 246 |
| Mortgages dayable | - | - | - | - | - |
| Long term debt | 2 | 1 | 2 | , | 4 |
| Other liabilities | 54 | 29 | 35 | 53 | 94 |
| Totel lisbilities | 171 | 70 | 81 | 173 | 344 |
| Totel equitr | 108 | 7 | 90 | 125 | 200 |


See table 1 for symbals and nores

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987 Quebee, Tire, Bettery, Parts and Accessorles Stores (SIC 6342)

|  | Total(2) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (5000's) Mign sales value ( 9000 s) | $\begin{aligned} & 129 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11) \\ & 259 \end{aligned}$ | $\begin{aligned} & 259 \\ & 675 \end{aligned}$ | $\begin{array}{r} 475 \\ 800 \end{array}$ | $\begin{aligned} & 800 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| biquidity ratio <br> Curient ratio (times) | 1.7 | 1.2 | 2.7 | 1.7 | 1.6 |
| Leverage iatios <br> Deb:lequity rotio (times) <br> Interes: coverage tatio (times) <br> Oebt ratio (times) | 1.6 3.3 0.6 | $\begin{array}{r} 10.0 \\ 0.7 \\ 0.9 \end{array}$ | $\begin{aligned} & 0.9 \\ & 4.3 \\ & 0.5 \end{aligned}$ | $\begin{aligned} & 1.4 \\ & 3.9 \\ & 0.6 \end{aligned}$ | 1.7 3.8 0.8 |

ll The petios peppesent the averoge of ratios for each ousiness in the group end connot be colculateo from the figures shown in table 2
121 These estimetes bre baseo on semple of businesses peporting sales between $\$ 25,000$ ond $\$ 2.000 .000$
Set Tabl 1 for symools and nopes

Definitions:

1. Liquidity retio:

Current $=$ cuprens assets fourpen: 11ablities
2. Leversge ritios
al Det: fequity = iciāl i: at:it:es / eau:iy
b Deb; ratic = qotal 1 acitites / iotal assers


TABLE 4. Statement of changes in financial position for incorporatad businesses only, 1987
Quebec. Tire, Battery. Parts and Accessories Stores (SIE 6342)

|  | -otal 11 | $\begin{array}{r} 50+t 0 \pi \\ =5 \% \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { midoie } 25 \% \end{aligned}$ | Upper m: odle 25* | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample No . Low sales val ve ( $\$ 000$ s) High saies vaiue $\$ 5000$ s. | $\begin{aligned} & 92 \\ & 11 \\ & 1! \end{aligned}$ | $\begin{aligned} & 11 \\ & 255 \end{aligned}$ | $\begin{array}{r} 259 \\ 475 \end{array}$ | $\begin{aligned} & 475 \\ & ? .59 \end{aligned}$ | 759 11 |
|  | Qverage ( $\$ 000$ 's) |  |  |  |  |
| Operating activities Cosh from operations Dedieciation Other | $\begin{array}{r} 23 \\ 11 \\ -8 \end{array}$ | $\begin{array}{r} 6 \\ 7 \\ 11 \end{array}$ | $\begin{array}{r} 18 \\ 7 \\ -21 \end{array}$ | $\begin{array}{r} 31 \\ 11 \\ -15 \end{array}$ | 35 18 -8 |
| Dividends | -7 | -5 | -1 | -8 | -12 |
| Investment ectivities <br> Disposal of fixed assess <br> Purchase of lixed assets <br> Increase in investment <br> Decrease in investment | 5 -35 -2 2 | 7 -9 -2 3 | -19 -1 | 5 -56 -1 | 5 -53 -6 6 |
| Financing activities <br> lncrease in long term deot <br> Redayment of long term geb: <br> Loans 4 Pom sharehoiders <br> Repaymen: of loans from sharenolders <br> Acvances \& loans from government <br> increase in equity <br> Decrease in equity <br> Dine? | $\begin{array}{r} 23 \\ -13 \\ 4 \\ -6 \\ -1 \\ -4 \end{array}$ | $\begin{array}{r} 3 \\ -10 \\ 4 \\ -12 \\ \hline 2 \end{array}$ | $\begin{array}{r} 13 \\ -6 \\ 2 \\ -3 \end{array}$ | $\begin{array}{r} 32 \\ -15 \\ 2 \\ -1 \end{array}$ | 41 -21 5 -8 - 2 -14 -2 |
| Increaseldecrease) in cash \& equivelents Cash sequivalents-Beginning of the year Cash savivalents - End of the year | -7 -7 | $\begin{array}{r} ? \\ -1 \\ 6 \end{array}$ | $\begin{array}{r} -10 \\ 14 \\ 3 \end{array}$ | -15 24 3 | -9 -36 -45 |

i) These estimates are based on a sample of incorporated businesses reporting $\$$ ales between $\$ 25,000$ end $\$ 2.000,000$. Sample count includes only hose businesses reporting sqaqement of changes.
see table 1 for symbols ano notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic ciassification in igB7
Quebec, Tire. Batiery. Parts and Mceessorles Stores (SIC 6342)


[^32]ENewly peforting" ano "no longer reporting" businesses aie assumed to have been in bctivity for six months and the informat or is acjusted according'v.
see latie i for symbois and nozes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Tire, Battery, Parts and Accessories Stores (sIC 6342)

| - | Totaill | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{array}{r} \text { upper } \\ \text { migale } 25 \% \end{array}$ | TOE 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in semple Average sales \$ | 158 423.069 | 68.220 | 204,163 |  |  |
| Average expense $\$$ | 398.805 | 59.548 | 196.602 | 396.171 | 942.897 |
| Average net profit (loss) \$ | 24.264 | 8.672 | 7.561 | 22.359 | 58,467 |
| Businesses reporting profit (Mo.) Average sales $\$$ |  |  |  |  |  |
| Average sales Average expense 9 | 427.015 387.433 | 71.500 61.394 | 199.693 186.780 | 428.545 401.592 | 1.008 .322 939.955 |
| Averoge nei profit \$ | 29.582 | 10.105 | 12.913 | 26.953 | EB. 359 |
| Businesses reporting loss (No.) | 16 |  |  |  |  |
| Average sales \$ | 387.841 | 42. 228 | 225.127 | 346.482 | 937.527 |
| Average expense 8 | 403.642 | 44.925 | 242.669 | 357,173 | 969,802 |
| Average net loss \$ | -15,801 | -2.697 | -17.542 | -10,69 | -32.275 |

1986


1987

| Number of observations in smmple <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 166 \\ 428.643 \\ 410.215 \\ 18.428 \end{array}$ | 56.318 52.532 3.986 | $\begin{array}{r} 171.105 \\ 162.041 \\ 9.064 \end{array}$ | $\begin{array}{r} 481.726 \\ 442.237 \\ 19.489 \end{array}$ | $\begin{array}{r} 1.025 .422 \\ 984.050 \\ 41.372 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 149 |  |  |  |  |
| Avarage sales \$ | 432.583 | 52.699 | 169.492 | 456.152 | 1.051.987 |
| Average expense \$ | 406,675 | 46.270 | 155.691 | 431.450 | 993.290 |
| Averoge net profit \$ | 25.908 | 6.429 | 13,801 | 24.702 | 58.697 |
| Businesses reporting a loss (Mo.) | 23 |  |  |  |  |
| Average sales \$ | 419.250 | 67.813 | 196.942 | 492.965 | 919.479 |
| Average expense \$ | 446.426 | 72.079 | 263.740 | 502.687 | 947.19? |
| Average net loss \$ | -27.175 | -4,466 | -66.798 | -9.722 | -27.718 |

11 These estimetes are based on a sample of Dusinesses reporting sales between $\$ 25,000$ ano $\$ 2,000,000$.
See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Garages (General Repairs) (S|C 6351)


## Symbols

- zero or no odservations
.. 200 small 100 be expressed
not soolicasle
$\times$ confidential


## Foorneres

111 inese estimeres ere based on sample of businesses reporting sales belween 825.000 and $\mathbf{2 2 . 0 0 0 . 0 0 0}$
121 Value in each cell $=\frac{\text { Totel weighted expendigure on given isem }}{\text { iotal weignted saces of all ousinesses in the sample }} \times 100$ for fech quertile.

This portion of the qable pertains only po the businesses reporing the specific expense iten. Thepefore these iotios ter colculared ingividually and the $80: 01 \mathrm{~m} \mid 1$ not nacesserily equal 1002

## wotes

Data are shown Dy quariiles when a: least 13 of the sempled businesses pepor: the soecific ipem
 one quarter of the to:al number of dusinesses. Within each ouarite the overage ratio is presented For comperison purposts. the high and low values of sales are shown

## How so use the tables


121 The selected range will indicate the proper quertile, i, the pottom 25\%, the lower midde 25\%, the upper midale 25\% or the 100 $25 \%$
13) Date perteining to the selected sales size renge will be in thei querile

## Stenderd Industriel CIbesificetion Definition (SIC 1980):

```
SIC 6351 - Gormges lGenersl Repuirg)
Bus nesses primari y engageo in general mechanical and electrical pepairs io motor vehicies. Garbges may be seconoarily engaged in
selling gasolime ang lupicating meqor venicles These businesses include motor venicle general repairs
```

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Garages (General Repairs) (Sic 6351)

|  | Toie:11 | 50: 10 m 25\% | $\begin{aligned} & \text { Lowe! } \\ & \text { midale 25: } \end{aligned}$ | UDDe: $\operatorname{midole} 25 \%$ | Tor 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No. Low sales value $\$ 000^{\circ}$ s! High sales value $\left(3000^{\prime}\right.$ s | $\begin{aligned} & 51 \\ & (1) \\ & (i) \end{aligned}$ | $\begin{aligned} & 111 \\ & 118 \end{aligned}$ | $\begin{array}{r} 118 \\ 236 \end{array}$ | $\begin{aligned} & 235 \\ & 475 \end{aligned}$ | 475 19 |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  |  | 23 | 50 |
| Accounts and notes receivable | 22 | 5 | 8 | 23 | 50 |
| Inventory Other current assets | 50 | 12 | 27 | 50 | 112 |
| Total curiont assets | 72 | 17 | 35 | 73 | 162 |
| fixed assets | 47 | 27 | 24 | 47 | 87 |
| Less: Accum. deo. on fixed osseis | ; | - | - | - | - |
| Other assets | 7 | 1 | 8 | 4 | 16 |
| Total mests | 126 | 44 | 67 | 125 | 265 |
| Lisbilities end equity $0^{\text {a }}$ |  |  |  |  |  |
| Current toans | 10 | ${ }^{2}$ | 9 19 | 12 | 17 |
| Total curtent liabilites | 47 | 16 | 27 | 53 | 9 9 |
| Morigages dayable | - | - | - | - | - |
| Long ie.m debt | 1 | - | - | 2 | 1 |
| Cther liabilities | 26 | 16 | 22 | 26 | 42 |
| Total limbilities | 74 | 31 | 49 | 80 | 135 |
| Total equity | 52 | 13 | 18 | 44 | 131 |

(1) These estimates are based on sample of businesses raporiing sales beiween $\$ 25,000$ and $\$ 2,000,000$ See Table 1 for symools and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Garages (Gencral Repsirs) (Sic 5351)

|  | Fotal(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | 15 (1) (1) | $\begin{aligned} & 11) \\ & 118 \end{aligned}$ | $\begin{aligned} & 118 \\ & 235 \end{aligned}$ | $\begin{array}{r} 236 \\ 475 \end{array}$ | $\begin{aligned} & 475 \\ & 1 \\ & 1 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio <br> Cuprent rotio (times) | 1.5 | 1.1 | 1.3 | 1.4 | 1.8 |
| Leverage ratios <br> Debileauity itio (times) <br> Interest coverage ratio (times) <br> Dedt ratio (times) | 1.4 4.0 0.6 | 2.4 2.4 0.7 | 2.7 1.5 0.7 | 1.8 3.5 0.6 | 1.0 5.8 0.5 |

(1) The rotics represent the average of ratios for mach business in the group ond cannot be colculatod from the figures shown in fable 2 .

Ste isole lop symbols and noies

## Definitions:

1. Liquidisy rasio:

Current : current assees / current liabilisies
2. Leversge ritios:

Debs/equity = toial labilities/eolity
Deb: 「8ito = q0i81 l acilifies / iotel assers
c) Interes? coverage $=$ net Drofit inter it expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Garages (General Repairs) (Sit 6351)

|  | To:3:11) | $\begin{gathered} \text { Botrom } \\ 25^{\circ} \end{gathered}$ | $\begin{array}{r} \text { Lawe: } \\ \text { midd: e } 25: \end{array}$ | Uoper $\text { midd } e 25^{\circ}$ | $\begin{aligned} & \text { TOE } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eisinesses ir, sample (No. tom sales value $i 5000$ s) Higo sales value ( $\$ 000$ s) | $\begin{aligned} & 102 \\ & 111 \\ & 11 \end{aligned}$ | $\begin{array}{r} 1 \\ 122 \end{array}$ | $\begin{aligned} & 122 \\ & 227 \end{aligned}$ | $\begin{aligned} & 227 \\ & 457 \end{aligned}$ | 457 $1!$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating ectivities Cash from operotions Dedrec ation Other | $\begin{array}{r} 18 \\ 6 \\ -6 \end{array}$ | $\begin{array}{r} 30 \\ 3 \\ -3 \end{array}$ | -1 | $\begin{array}{r} 15 \\ 8 \\ -9 \end{array}$ | 30 11 -12 |
| Dividends | -2 | -1 | -1 | $-2$ | -4 |
| Investment activities <br> Disposal of tixed assets Pupchase of ixed assets Incresse in investment Oecrease in investment | 2 -10 - | -4 | -2 | -10 | - $\begin{array}{r}28 \\ -1\end{array}$ |
| finmeing activities <br> Increase in lang term dabt <br> Redayment of iong term debt <br> Loans from shareholders <br> Regayment $\mathrm{c}^{*}$ loans from shareholders <br> Advances 8 toans from government <br> lncrease in equify <br> Decrease in equity <br> Other | 5 -7 3 -9 | 2 -3 -21 | -1 -3 | 9 -9 5 -6 -6 | 12 -14 4 -7 - -1 |
| Increaseldecrease) in cash \& quivelents Cash \& equivalents-beginning of the rear Cash of equivalents - End of the yest | -1 8 7 | $\begin{array}{r} 7 \\ 15 \\ 22 \end{array}$ | $\begin{array}{r} -6 \\ -5 \\ -11 \end{array}$ | 12 12 | -2 11 12 |

(1) These estimates are dased on sample of incorporated dusinesses reporing sales between 325.000 and $32,000.000$ somple count includes
only those businesses reporting a sterement of changes
see Table 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in i987
Quebec. Garages (General Repairs) (\$1C 5351)


191 average ladour units se calculated by dividing $20: 51$ paypoll by the gverage annubl wage and selary rate as reported in the
Survey of Emplorment. Payroll and moups. Sialistics Canada. Catalogue 72-002. An ave:oge labour unit could be interpreted as a
full-time emplovee Note thet the Dusiness size groups used ore deiermined of the Canado level. Thus it o business hes of least
500 employees in Lanace as whole but less inar that number in ony given province it is shown in the 500 and over group
(2) Reters to businesses repoliing no payroll decuctions in the previous year
(3) Refers to businesses leporting no payroll decuctions if the following year
"Mewly reporting" and "no longe "eporting" Dusinesses are assumec to nave deen if activity for six morins anc the intormation is odjusted accordingly

See Table 1 for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Garages (Generai Repairs) (Sic 6351)

| - | To:a:(1) | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe: } \\ \text { miodie } 25 \% \end{array}$ | Unoe: <br> ridde 25: | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in somple <br> Average saies $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 630 \\ 207.089 \\ 193.091 \\ 13.998 \end{array}$ | $\begin{array}{r} 42.629 \\ 34.553 \\ 8.076 \end{array}$ | $\begin{aligned} & 81.220 \\ & 58.492 \\ & 12.728 \end{aligned}$ | $\begin{array}{r} 148.571 \\ 133.248 \\ 15.323 \end{array}$ | $\begin{array}{r} 555.934 \\ 536.071 \\ 19.853 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average soles $\$$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 586 \\ 207.137 \\ 189.586 \\ 17.551 \end{array}$ | $\begin{aligned} & 42.607 \\ & 32.376 \\ & 10.231 \end{aligned}$ | $\begin{aligned} & 82.303 \\ & 68.058 \\ & 14.245 \end{aligned}$ | $\begin{array}{r} 147.928 \\ 129.941 \\ 17.987 \end{array}$ | $\begin{array}{r} 555.710 \\ 527.969 \\ 27.741 \end{array}$ |
| Businesses reporing loss (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 44 \\ 205.365 \\ 214.584 \\ -9.295 \end{array}$ | $\begin{aligned} & 42.773 \\ & 48.577 \\ & -5.804 \end{aligned}$ | $\begin{aligned} & 67.437 \\ & 74.015 \\ & -6.578 \end{aligned}$ | $\begin{array}{r} 154.292 \\ 162.636 \\ -8.344 \end{array}$ | $\begin{aligned} & 556.959 \\ & 573.109 \\ & -16.150 \end{aligned}$ |


| Number of observetions in samole | 343 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 192.531 | 41.592 | 79.707 | 155.913 | 492.912 |
| Averape expense \$ | 178.828 | 34.730 | 88.192 | 138.912 | 472.678 |
| Averape net piofit \{loss) \$ | 13.903 | 6.882 | 11.515 | 17.001 | 20.234 |
| Businesses reporting profit (Mo.) | 313 |  |  |  |  |
| Average sales \$ | 192.981 | 41.732 | 80.556 | 160.278 | 189.358 |
| Average expense \$ | 176.435 | 33.392 | 66.393 | 140.486 | 465.468 |
| Average net profit \$ | 16.546 | 8.340 | 14.163 | 19.792 | 23.890 |
| Businesses reporting a loss (No.) | 30 |  |  |  |  |
| Average sales \$ | 187.929 | 40.700 | 75.229 | 112.890 | 522.896 |
| Average expense \$ | 194.467 | 43.276 | 77.677 | 123.401 | 533.513 |
| Average net loss \$ | -6.538 | -2.576 | -2.448 | -10.511 | -10.617 |

1987

| Wumber of observetions in sample | 325 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 211.756 | 43.046 | 96.327 | 167.769 | 539.88 \% |
| Average expense \$ | 196.764 | 35,548 | 84.164 | 153.915 | 513.428 |
| Average net profit (loss) \$ | 14.992 | 7.498 | 12.163 | 13.854 | 26.453 |
| Businesses reporting profit (Mo.) | 287 |  |  |  |  |
| Average sales \$ | 214.743 | 44,348 | 94.418 | 168.773 | 551.432 |
| Average expense \$ | 196.493 | 35.842 | 79.949 | 151.248 | 518.932 |
| Average net profit | 18.250 | 8.505 | 14.469 | 17.525 | 32.500 |
| Businesses reporting loss (Mo.) | 39 |  |  |  |  |
| Average sales \$ | 192.701 | 29,152 | 108.425 | 161.389 | 471.838 |
| Average expenses | 198.793 | 32.414 | 110.885 | 170.864 | 481.008 |
| Average net loss \$ | -6.092 | -3.262 | -2. 460 | -9.475 | -9.170 |

[^33]TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Paint \& Body Repair Shops (Sic 6352)

|  | -0:3:11, |  | $\begin{array}{r} \text { BCt } 10 \% \\ 25 \% \end{array}$ |  | Lowe!$\text { miodie } 25:$ |  | Uoper <br> midde $25 \%$ |  |  | 720250 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sama!e (No. Low seles value ( $\$ 000$ 's) High sales vaiue ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 124 \\ & 11 \\ & 11 \end{aligned}$ |  |  | $\begin{array}{r} 11) \\ 49 \end{array}$ | $\begin{array}{r} 49 \\ 108 \end{array}$ |  | $\begin{aligned} & 108 \\ & 184 \end{aligned}$ |  |  | $\begin{aligned} & 16: \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industiy average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only i i |  |  |  |  |
|  | Total | Bot 40 m 25\% | $\begin{array}{r} \text { Lowe i } \\ \text { middle } \\ 25 \% \end{array}$ | Upper miode 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middit } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Purcent of sales |  |  |  |  |
| Cost of stiss | 37.1 | 33.7 | 38.0 | 36.7 | 39.8 | 88.2 | 42.1 | 43.9 | 41.9 | 41.8 | 41.0 |
| Decepency expenses | 11.3 3.5 | 13.0 4.2 | 13.7 4.5 | 10.1 2.8 |  | 100.0 92.9 | 11.3 3.8 | 13.0 4.9 | 13.7 4.7 |  |  |
| Depreciation | $\begin{array}{r}3.5 \\ \hline .5\end{array}$ | 4.2 1.0 | 4. 5 2.8 2. | 2.8 1.6 | 2.5 1.3 | 92.9 73.1 | 3.8 2.1 | 4.9 2.7 | 4.7 2.8 | 2.9 1.6 | 2. 1.6 |
| Repairs \& moinfenance Heat. light \& teleohone | 1.5 3.3 | 4. 1.8 | 2. 3.4 | 1.6 3.1 | 1.3 | 73.1 98.1 | 2.1 3.3 | 2. ${ }^{4.8}$ | 2.8 3.4 | 1.8 | 1.6 2.0 |
| Rent | 3.0 | 2.9 | 3.5 | 2.7 | 2.9 | 53.0 | 5.7 | 7.1 | 7.5 | 5.4 | 3.9 |
| Personnel expenses | 20.7 | 3.4 | 18.1 | 25.5 | 34.8 | 88.5 | 23.3 | 6.4 | 18.4 | 25.5 | 34.8 |
| Financiel expenses | 3.0 | 3.7 | 3.1 | 3.1 | 1.9 | 87.5 | 3.1 | 5. 9 | 3.6 | 3.2 | 2.0 |
| Interest 8 bank charges | 2.0 | 2.8 | 2.0 | 2.1 | 1.2 | 57.4 | 3.0 | 6.1 | 3.5 | 2.4 | 1.6 |
| Protessional fees | 1.0 | 0.9 | 1.4 | 0.9 | 0.7 | 77.4 | 1.2 | 2.2 | 1.5 | 1.1 | C. 8 |
| Other expenses | 15.9 | 23.9 | 14.5 | 15.2 | 10.2 | 100.0 | 15.9 | 23.9 | 14. 5 | 15.2 | 10.2 |
| Profit (loss) | 12.1 | 22.3 | 12.1 | 9.5 | 4.9 | 100.0 | 12.1 | 22.3 | 12.1 | 9.5 | 4.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | - . | . $\cdot$ | . . |

## Symbols

zero of no observailons

- 100 smbil 100 de expressed
nor applicable
* conticentiol


## footnotes

11 These estimates are based on sample of businesses reporting seles between 825.000 end $\mathbf{3 2}, 000.000$
(2) Value im ench ceil $=\frac{\text { lopal whighted expenditure on given item }}{\text { lotel weighied sales of all businesses in the sample }}$ foo for each quariile
(3) Value in each cell $=\frac{\text { loqal weighted expenditure on given itan }}{\text { lotel weighted sales of businesses peporting inis item of expenditure }}$ for fach quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. iherefore these patios ere catculatad individubly anc the 20 ts will not necesstily equs 100 k .

## Notes

Dota are shown Dy qua: tilas when at least 13 of the sanpled bus inesses peport the specific item.
 on querter of the cote number of businesses. Wishin each quertile. the aver age ratio is presenteo. for comoerison purposes, the high and low values of sales are shown.

## Now to ust the tebles


(2) The selected range will indicate the proper quertile. i.e. the Dotrom 25\%. the lower middt 25\%. the upper midot 25\% or she top 252
(3) Dois pertaining to the selfcted sales sizt range will be in that ouertile

## Senderd Industrial Clessificetion Definition (SIC 1980):

SIC E352 - Point end Body Repoirs
Businesses primar ly engaged in peoaifing ondor repainting motor vehicle bodies. fenders ono doors businesses in phis fouspy mey
 siraigriening anc the pain:.ng of motor venicles are businesses aiso included ir inis industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Paint \& Body Repair Shops (Sic 6352)

|  |  | $\begin{array}{r} \text { Bo: } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { mioule } 25 \%$ | Uppe midole 25: | $\begin{aligned} & 70 \% \\ & 25^{\circ} . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value : $\$ 000$ 's) High sales value ( $8000^{\circ}$ s) | $\begin{aligned} & 63 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11 \\ & 119 \end{aligned}$ | $\begin{aligned} & 1: 9 \\ & 200 \end{aligned}$ | $\begin{array}{r} 200 \\ 395 \end{array}$ | $\begin{aligned} & 395 \\ & 19 \end{aligned}$ |
| Average ( 5000 's |  |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 20 | 4 | 9 | 24 | 43 |
| Inventory | 20 | - | - | - | - |
| Other current asseis | 35 | 28 | 14 | 32 | 64 |
| Total current assets | 55 | 33 | 23 | 56 | 107 |
| Fixed assets | 49 | 64 | 21 | 33 | 74 |
|  | - | - | - | - | 16 |
| Other assats | 5 | $\dagger$ | 2 | - | 16 |
| Totel essets | 108 | 28 | 46 | 89 | 197 |
|  |  |  |  |  |  |
| Current loans Other cupiert liabilities | 26 | 15 | 5 16 | 25 | 21 51 |
| Total current liabilites | 35 | 18 | 21 | 28 | 72 |
| Mortgages dayable | - | - | - | - | - |
| Long term deb: | - | - | 12 | 1 | - |
| Other 1 abilities | 35 | 51 | 12 | 31 | 45 |
| Total liabilities | 70 | 69 | 32 | 59 | 117 |
| Total equity | 39 | 29 | 13 | 30 | 80 |

19 These estimates are based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2.000 .000$.
Set lacie for symoois and notes

TABLE 3. Financial ratios(1) for incorporated businessas only, 1987
Quebec, Paint \& Body Repair Shops (SIC 6352)

|  | Total(2) | $\begin{array}{r} 80 \pm 80 m \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | $\begin{aligned} & \text { UDDer } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus inesses in sample (No. Low sales value ( $\$ 0000^{\circ}$ s) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{r} 53 \\ (1) \\ (1) \end{array}\right)$ | $\begin{aligned} & 11 \\ & 119 \end{aligned}$ | $\begin{aligned} & 119 \\ & 200 \end{aligned}$ | $\begin{aligned} & 200 \\ & 395 \end{aligned}$ | $\begin{aligned} & 355 \\ & (1) \end{aligned}$ |
|  | Averape |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.6 | 1-8 | 1.1 | 2.0 | 1.5 |
| Leverage ratios Debl/equity ratio (times) Interesi coverage ratio (times) Debt rapio (times) | 1.8 5.0 0.6 | 2.4 2.6 0.7 | 2.5 3.4 0.7 | 2.0 6.7 0.7 | 1.5 5.2 0.6 |

[^34]See Toble 1 for symbols and notes.

## Definisions:

1. Liquidisy retio:

Current z current assets / cuprent liabilities.
2. Leverage ritios:

```
Der:/equ:iy = ic:al /iap,liq.es / eauity
Dest rato = ioia! llabilities / total assels
lnterest coverage = net profiq . interes: expense/ interest expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Paint s Body Repair Shops (SIC 6352)


19 These estimates are desec on somple of incordorbiec businesses reporing sales detween $\$ 25,000$ end $\$ 2,000,000$. Sample count includes only those Dus nesses reporsing o slotment of changes.
see toble for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Quebec. Peint sody Repalir Shops (SIC 6352)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Tote! peyrol! } \\ (\$ 000 \text { s) } \end{array}$ | Averope laboup units(1) | Changes in number of businesses with pe id mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } \\ \text { reporting(2) } \end{array}$ | No Ioneer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.625 | 59.756 | 3.923 | 289 | 143 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 520 \text { anc over } \end{aligned}$ | $\begin{array}{r} 1.616 \\ 10 \end{array}$ | $\begin{array}{r} 56.042 \\ 3.714 \end{array}$ | $\begin{array}{r} 3.680 \\ 243 \end{array}$ | 287 $?$ | $143$ |
| 1987 |  |  |  |  |  |
| Tot 1 | 1.690 | 83.372 | 4.628 | 265 | $\ldots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20.99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.668 \\ 22 \end{array}$ | $\begin{array}{r} 74.334 \\ 9.038 \end{array}$ | $\begin{array}{r} 4.127 \\ 501 \end{array}$ | 280 5 - | $\cdots$ $\cdots$ $\ldots$ |

Ill Average labour units are calculated by dividing total payroll by the everage onnual wage and salary pate as peported in the Surver of Employment. Paypoli ano Mours. Stalispics Canada. Catalogue $72-002$ An average labour unit could de interpreted as a full-time employee Nore that the business size groups used ape determined ot the Canada level. Thus if obusiness hes at least 500 empiovees if Candoa as a whole bup less than that number in ony given province it is show in the 500 ond over group.
121 Refers to Dusinesses reporing no Dayroll deductions in the previous year
(3) Refers to Dusinesses reporting no peyroll deductions in the following year
"Newly reporting" and "no longer poporting" Dusinesses are assuned is have beer in activity for six monins and the information is ad;ustec ascordingit

See rable ifor symbots and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Paint \& Body Repair Shops (SIC 6352)

|  |  | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe? $\text { midde } 25^{\circ}$ | Unpe: <br> middle 25\% | Tor |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of coservations in sample | 251 |  |  |  |  |
| Average sales \$ | 150.944 | 36.854 | 69.252 | 130.192 | 367.478 |
| Average expense \$ | 134.065 | 26.660 | 55.713 | 115.819 | 338.067 |
| Average net profit (loss) \$ | 16.879 | 10.194 | 13.539 | 14.373 | 29.419 |
| Businesses reporting profit (No.) | 244 |  |  |  |  |
| Average sales \$ | 151.624 |  |  |  |  |
| Averape expense $\$$ | 134.347 | 26.338 | $55,331$ | $116.009$ | $339.710$ |
| Average net drofits | 17.277 | 10.629 | 13,842 |  |  |
| Businesses reporting loss (No.) | 7 |  |  |  |  |
| Avorage sales \$ | 104.539 | 34.142 | 73.912 | 103,362 | 206.739 |
| Average expense $\$$ | 109.278 | 36.422 | 78.128 | 104.496 | 220.067 |
| Average net loss \$ | -4.739 | -280 | -4.216 | -1.134 | -13.328 |

1585

| Mumber of observetions in sample <br> Average sales \$ <br> Average experse $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 127 \\ 138.557 \\ 126.007 \\ 12.550 \end{array}$ | $\begin{array}{r} 31.588 \\ 22.427 \\ 9.161 \end{array}$ | $\begin{array}{r} 50.899 \\ 53.615 \\ 7.284 \end{array}$ | $\begin{array}{r} 130.577 \\ 118.614 \\ 11.963 \end{array}$ | $\begin{array}{r} 331.162 \\ 309.371 \\ 21.791 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Avorage sales $\$$ <br> Averoge expense $s$ <br> Average net profit $\$$ | $\begin{array}{r} 115 \\ 140.832 \\ 126.075 \\ 14.757 \end{array}$ | $\begin{array}{r} 39.588 \\ 22.427 \\ 9.161 \end{array}$ | $\begin{aligned} & 60.277 \\ & 49.477 \\ & 10.800 \end{aligned}$ | $\begin{array}{r} 132.483 \\ 118.130 \\ 14.353 \end{array}$ | $\begin{array}{r} 338.980 \\ 314.264 \\ 24.716 \end{array}$ |
| Businesses coporting lose (Mo.) <br> Average sales $\$$ <br> Average expenses <br> Averoge net loss \$ | $\begin{array}{r} 12 \\ 141.852 \\ 150.730 \\ -8.878 \end{array}$ | - | $\begin{aligned} & 63.034 \\ & 57.826 \\ & -4.792 \end{aligned}$ | $\begin{array}{r} 109.568 \\ 123.947 \\ -14.379 \end{array}$ | $\begin{array}{r} 252.955 \\ 260.418 \\ -7.463 \end{array}$ |

1987

| Mumber of observetions in smple <br> suerage sales $\$$ <br> Average expense s <br> Averoge net Drofit (loss) $\$$ | $\begin{array}{r} 143 \\ 164.093 \\ 150.263 \\ 13.830 \end{array}$ | $\begin{array}{r} 37.349 \\ 28.678 \\ 8.871 \end{array}$ | $\begin{aligned} & 78.052 \\ & 66.467 \\ & 11.585 \end{aligned}$ | $\begin{array}{r} 139.390 \\ 123.641 \\ 15.949 \end{array}$ | $\begin{array}{r} 401.581 \\ 382.667 \\ 18.914 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (Mo.) | 127 |  |  |  |  |
| Average soies 8 | 170.105 | 37.415 | 79.687 | 141.100 | 422.220 |
| Average expense $\$$ | 153.115 | 2B. 178 | 65.569 | 122.049 | 396.662 |
| Average net profit \$ | 16.991 | 9.237 | 14,118 | 19.051 | 25.558 |
| Businesees reporting tose (Mo.) | 15 |  |  |  |  |
| Average sales \$ | 134.357 | 35.481 | 67.823 | 124.488 | 309.637 |
| Average expense $\$$ | 141.255 | 37.045 | 72.085 | 135,571 | 320.318 |
| Average net loss \$ | -6.898 | -1.564 | -4.262 | -11.083 | -10.681 |

11 These estimates are besed on sample of businesses reporting saies between $\$ 25,000$. 0 o $\$ 2.000 .000$.
See table 1 for symbels and nores

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, General Stores (SIC 5412)

|  | Totall1 |  | $\begin{array}{r} \text { Bot } 90 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lawer$\text { midde } 25 \%$ |  | Uppe:$\text { midde } 25 \%$ |  |  | ior$25^{\circ}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (Po.) Low sales value $\$ 300 \mathrm{C}$ s) High sales vaive $\$ 000$ 'si | $\begin{array}{r} 85 \\ 1 \\ 1 \end{array}$ |  | $\begin{aligned} & 11) \\ & 146 \end{aligned}$ |  | $\begin{aligned} & 146 \\ & 36 E \end{aligned}$ |  | $\begin{aligned} & 368 \\ & 690 \end{aligned}$ |  |  | 630 |  |
| Selocted expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on $\mid$ y ${ }^{\text {i }} 3$ ! |  |  |  |  |
|  | Total | Bottom 25\% | Lower midde 25\% | Under idole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower midde 25\% | $\begin{array}{r} \text { Uopet } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sates |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 81.6 | 85.5 | 80.4 | 82.1 | 78.5 | 99.5 | 82.0 | 85.5 | 10.4 | 82.1 | 80.3 |
| Occupency expenses | 4.4 | 7.1 | 4.0 | 3.1 | 3.5 | 57.7 | 4. 5 | 7.9 | 4.0 | 3.1 | 3.5 |
| Depreciation | 0.8 | 0.5 | 1.1 | 0.8 | 1.0 | 79.3 | 1.0 | 1.5 | 1.2 | 0.8 | 1.0 |
| Repairs \& maintenance | 1.7 | 4.5 | 1.2 | 0.7 | 0.8 | 88.1 | 1.9 | 5.0 | 1.6 | 0.7 | 0.8 |
| Heat. lights telephone | 1.2 | 1.1 | 1.6 | 1.2 | 1.0 | 97.7 | 1.3 | 1.2 | 1.6 | 1.2 | 1.0 |
| Rent | 0.6 | 1.1 | 0.1 | 0.5 | 0.8 | 31.7 | 1.9 | 6.6 | 0.4 | 1.5 | 1.4 |
| Personnel expenses | 6.7 | 1.8 | 5.7 | 8.7 | 10.2 | 78.8 | 8.5 | 6.8 | 6.8 | 8.7 | 10.2 |
| Financial expenses | 1.4 | 2.3 | 1.2 | 1.2 | 1.1 | 94.7 | 1.5 | 2.6 | 1.3 | 1.3 | 1.1 |
| Interest \& band charges | 1.1 | 2.0 | O. 8 | 0.8 | 0.9 | 78.5 | 1.4 | 2. 3 | 1.15 | 1.2 | 0.9 |
| Protess.ana. lees | 0.3 |  |  | 0.4 |  |  |  |  |  |  |  |
| Other expenses | 4.1 | 4.5 | 4.6 | 2.9 | 4.4 | 97.7 | 4.2 | 5.0 | 4.6 | 2.5 | 4.4 |
| Profir (loss) | 1.8 | -1.2 | 4.0 | 2.0 | 2.2 | 100.0 | 1.8 | -1.2 | 4.0 | 2.0 | 2.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - . | . . | $\ldots$ | $\cdots$ |

## Syobols

```
    zero or mo observetions
-- loo small 100 de expressed
    not applicable
* confidential
```

footnotes
(1) These estimates best on b sample of businesses reporting seles between $\$ 25,000$ and 82.000 .000

121 Value in each cell $=\frac{\text { lotal weighied expenditure on agiven item }}{\text { lotal weighted sales of all businesses in the sample }} \times$ loo for och gubrtile

This gortion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculatod individublly and the total will mot necessarily qual $100 \%$

## Motes

Dots are shown oy Quartiles wher at least 13 of the sumpleo businesses report the specific ivem
 one quarter of the lotal number of businesses. Within each quertile, ine ever age patio is presented. For comparison purposes. the migh and low values of sales are shown.

How to use the tables

(2) The selacted range will indicase the proper quartile, i. the bottom 25\%. the lower midde 25\%, the upper midol $25 \%$ of the top $25 \%$.
131 Date pertaining to the selected stits size range will be in ther quertile.

## Stenderd Induetriel Clessificstion Definision (S1t 1980):

Slc 6412 - Enerel Stores
Businesses primar ly engeged in retail dealing in o genergl ine of merchandise on bon-departmental dasis. the most imporiant of which is booc 0ther meichandise sold usubliy includes ready-to-wed apparel. poiletries, cosmetics hardware. farm supplies and housewares. Businesses may be sescrivec as. country general siores and genersi siores

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. General Stores (SIC 6412)

|  | Tc:al(1) | Bot:0m 25\% | Lowar $\text { ridole } 25 \%$ | UDDE midele 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $\$ 000$ 's) High saies value ( $\$ 2000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 54 \\ & (1) \\ & (1) \end{aligned}$ | 111 388 | 388 642 | $\begin{array}{r} 642 \\ 1.170 \end{array}$ | $1.170$ |
|  | Average ( $8000{ }^{\circ}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 39 | 10 | 20 | 41 | 81 |
| Inventory | - | - | - | - | - |
| Other cuitent assets | 165 | 98 | 89 | 183 | 279 |
| Total current ossets | 204 | 108 | 109 | 234 | 360 |
| Fixed assets | 61 | 42 | 26 | 71 | 108 |
| Less: Accum, dep. on fixed assets | - | - | - | - |  |
| Other assets | 15 | 1 | 7 | 16 | 34 |
| Total ussets | 280 | 151 | 142 | 321 | 502 |
| Lisbilities end equity |  |  |  |  |  |
| Current loans <br> Other current liabilities | 28 62 | 25 17 | 13 33 | 31 67 | 43 130 |
| Total curtent liabilities | 90 | 43 | 46 | 98 | 173 |
| Mortgages payable | - | - | - | - | - |
| Long teit debt | 4 | - | - | 11 | 3 |
| Other liabilities | 48 | 51 | 22 | 42 | 81 |
| Totel lisbilities | $142$ | 93 | 68 | 151 | 257 |
| Totel equity | $138$ | 57 | 74 | 170 | 246 |

(1) These esimates ape based on sample of businesses reporting sales beiween $\$ 25,000$ and $82.000,000$
see iate 1 for symools and notes

TABLE 3. Financial retios (1) for incorporeted businesses only. 1987
Quebec. Eenerel Stores (SIC E412)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Hoper middle 25\% | $\begin{aligned} & \text { ToO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ :) Migh eales value $\left(\$ 000^{\circ}\right.$ s) | $\begin{aligned} & 54 \\ & (1) \\ & \text { (1) } \end{aligned}$ | 11 388 | 388 642 | $\begin{array}{r} 642 \\ 1.170 \end{array}$ | $1.170$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current retio (times) | 2.3 | 2.5 | 2.4 | 2.4 | 2.1 |
| ```Leverage patios Debticquity ratio (times) lnterest coverage patio (times) Debt ratio (times)``` | 1.0 2.7 0.5 | 1.6 0.7 0.6 | 0.9 2.9 0.5 | 0.9 3.5 0.5 | 1.0 3.2 0.5 |

It The repios pepresent the averge of ratios for each businass in the group and cannot be catculated from the figures shown in table 2 . (2) These pstimetes ere based on sample of businesses reporting soles between 325,000 ond $\mathbf{3 2}, 000,000$.

See ratul for symbols and notes.

## oefinitions:

1. Liquidity retio:

Cuprent = curpent assets/cupent bidebilities
2. Leversge pitios:
a) Dez:/equity = poial liabliizies / equity
D) Deb: ratio $=$ qoiat liabiliqies/ qoial assets.
c) Intefes: coverage $=$ mi profi . inieresi expense / interesi expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. General Stores (S:C 6412)

(1) These estimates ar Dased on a sample of incorpo:ated Dusinesses reporting sales beimeen $\mathbf{\$ 2 5}, 000$ ond $\mathbf{8 2 . 0 0 0 . 0 0 0 \text { . Somple count includes }}$ only those busintsses coporing statement of changes
see inole 1 for symbols end notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SiC ciassification in i987
Quebec. General Merchandise stores (SIC 541)

| Business size expressed in averoge labour unitsili | Number of businesses | $\begin{array}{r} \text { Total } \left.\begin{array}{r} \text { Dayrol } \\ \\ \$ 000 \\ \text { s } \end{array}\right\} \end{array}$ | Average labour units(1) | Changes in number of businesses with dald employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New iy redortingl2 | No longer teporting(3) |
| 1984 |  |  |  |  |  |
| Total | 736 | 476.510 | 42,884 | 85 | 78 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 692 \\ 25 \\ 7 \\ 12 \end{array}$ | $\begin{array}{r} 25.733 \\ 11.05 \\ 13.705 \\ 426.017 \end{array}$ | $\begin{array}{r} 2.315 \\ 977 \\ 1.234 \\ 38.358 \end{array}$ | $\begin{array}{r} 83 \\ 1 \\ 1 \end{array}$ | $\begin{aligned} & 74 \\ & 4 \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Totel | 793 | 548.859 | 44.243 | 104 | ... |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 735 \\ 39 \\ 7 \\ 12 \end{array}$ | $\begin{array}{r} 29.589 \\ 16.256 \\ 13.395 \\ 489.69 \end{array}$ | $\begin{array}{r} 2.380 \\ 1.301 \\ 1.074 \\ 39.488 \end{array}$ | $\begin{gathered} 98 \\ 4 \\ 1 \\ 1 \end{gathered}$ | $\ldots$ $\ldots$ $\ldots$ |

If herege tabour unis or calculated by dividing iotal payroll by the overage annul wage and salary rate as reporied in the
 full-time moloyee Note inat the Dusiness size groups used are determiney at the canger level. Thus if o business has af leas? 500 employees in canada as whole out less than atat number in any given province it is shown in the 500 and over group
(2) heters io Dusinesses reporting no bayioll deduetions in the provious yeat
(3) Reters to businesses peporing no Dayroll deduetions in the following year
"Nmwly reporting" and "no longer reporfing" Dusinesses are assumed io nove been in activity tor six months and the intormation is adjusieo acceroingly

See iat it for symbo's and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, General Stores (SIC 6412)

|  | Toial(1) | $\begin{array}{r} 80 \pm 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe P $\text { middle } 25 \%$ | Ubpe! midole $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample Averape sales $\$$ | 106 368.767 |  |  |  |  |
| Average expense $\$$ | 357.044 | 56.272 | 160.461 | 335.356 317.470 | 893.971 |
| Average net profit (loss) \$ | 19,723 | 3.941 | 2,694 | 17.886 | 22.372 |
| Businesses reporting profit (Mo.) | 379.95 |  |  |  |  |
| Average sales \$, | 379,754 |  | 184.366 | 335.515 | 938.255 |
| Average expense $\$$ Average net profit \$ | 363.247 16.507 | $\begin{array}{r} 53.303 \\ 7.575 \end{array}$ | 172.443 11,923 | 317.227 18.288 | 910.014 28.241 |
| Businesses peporting loss (Mo.) | 322.11 |  |  |  |  |
| Averape sales \$ <br> Average expense \$ | 322.122 330.041 | 59.031 61.548 | 130.879 142.227 | 327.817 329.005 | 770.759 |
| querage net loss s |  | -2.517 |  |  |  |

1986

| Number of observations in sample | 100 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 488.604 | 85.304 | 230.816 | 480.367 | 1.157 .927 |
| Average exoense \& | 475.320 | 81.843 | 219.344 | 463.841 | 1.135 .250 |
| Average ne: profit \|loss) 5 | 13.284 | 3,461 | 11.472 | 16.526 | 21.677 |
| Businesses reporting a profit (Mo.) | 85 |  |  |  |  |
| Average sales $\$$ | 489.523 | 91.236 | 226.400 | 468.613 | 1.171.842 |
| Average expense \$ | 471.972 | 81.765 | 213.158 | 447.876 | 1.145 .090 |
| Aversge net profit\$ | 17.551 | 9.471 | 13.242 | 20.737 | 26.752 |
| Businesses peporting loss (Mo.) | 15 |  |  |  |  |
| Average sales \$ | 491.792 | 68.910 | 266.324 | 553.405 | 1.078.528 |
| Average expense \$ | 499.998 | 82.05 ? | 269.090 | 563.012 | 1.085 .803 |
| Average net loss \$ | -8.206 | $-13.147$ | -2.766 | -9.637 | -7.275 |

1987

| Number of observations in sample <br> Average soles \$ <br> Average expense $\$$ <br> Averoge net profis \{loss) \$ | 92 500.679 488.935 11.744 | $\begin{array}{r} 79.793 \\ 78.079 \\ 1.714 \end{array}$ | $\begin{array}{r} 259.476 \\ 249.018 \\ 10.458 \end{array}$ | $\begin{array}{r} 489.124 \\ 481.036 \\ 8.088 \end{array}$ | $\begin{array}{r} 1.174 .322 \\ 1.147 .608 \\ 26.714 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausinesses peporting profit (No.) | 72 |  |  |  |  |
| Averoge sales ${ }^{\text {s }}$ | 509.973 | 103.080 | 258.371 | 510.279 | 1.168.162 |
| Average expense \$ | 490.302 | 95.520 | 244.25? | 491.952 | 1.129.480 |
| Average net profit \$ | 19.671 | 7.560 | 14.114 | 18.327 | 38.682 |
| Businesses reporting lost (Mo.) | 20 |  |  |  |  |
| Averoge soles \$ | 688.461 | 52.470 | 255.134 | 434.095 | 1.201.144 |
| Average expense \% | 503.623 | 57,696 | 277.709 | 452.640 | 1.226.528 |
| Average net loss \$ | - 95.162 | -5,146 | -19,575 | -18.545 | -25.384 |

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

See table tor symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec, Other General Merchandise Stores (SIC 6413)

|  | 90:a ill |  | $\begin{array}{r} 30: 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | $m \text { ot e } 25 \%$ |  | Uover$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { iof } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samale (Mo.) Low sales value $(3000$ s) High saies value ( 8900 's) |  | (1) | 111 |  | $\begin{array}{r} 87 \\ 178 \end{array}$ |  | $\begin{array}{r} 178 \\ 333 \end{array}$ |  |  | $332$ |  |
| Selected expense item | industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { pedorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd } 10 \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Botrom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { 10p } \\ & 25 \% \end{aligned}$ |
|  | Dercent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 71.2 | 65.4 | 67.3 | 73.8 | 76.7 | 98. 3 | 72.4 | 70.4 | 67.3 | 73.8 | 76.7 |
| Occupency expenses | 6.9 1.2 | 10.2 1.1 | 6.6 0.8 | 6.5 2.1 | 4.8 0.9 | 100.0 80.4 | 6.9 1.5 | 10.2 2.0 | 6.6 1.0 | 6.5 2.3 | 4.8 0.9 |
| Repairs \% maintenance | 1.0 | 0.8 | 0.9 | 1.2 | 0.9 | 75.7 | 1.3 | 1.3 | 1.4 | 1.7 | 0.9 |
| Hest. lignt telephone | 1.1 | 0.9 | 1.5 | 1.2 | 1.0 | 90.0 | 1.3 | 1.1 | 1.6 | 1.3 | 1.0 |
| Rent | 3.6 | 7.1 | 3.3 | 2.0 | 2.1 | 67.9 | 5.3 | 8.8 | 4.8 | 4.6 | 2.9 |
| Personnel expenses | 7.6 | 2.8 | 10.2 | 8.2 | 9.4 | 78.9 | 9.7 | 5.2 | 12.3 | 10.3 | 9.6 |
| Finencial expenses | 1.3 | 0.7 | 2.0 | 1.2 | 1.5 | 85.6 | 1.6 | 1.0 | 2.0 | 1.7 | 1.5 |
| interest 8 bank charges Professional fees | 0.8 0.6 | 0.6 0.2 | 0.9 1.1 | 0.6 0.6 | 1.0 0.5 | 73.0 | 1.7 | 0.9 0.3 | 1.2 | 1.0 0.8 | $\begin{aligned} & 1.1 \\ & 0.5 \end{aligned}$ |
| Other expenses | 7.3 | 11.9 | 6.6 | 5.1 | 6.0 | 100.0 | 7.3 | 11.9 | 6.6 | 5.1 | 6.0 |
| Profit (loss) | 5.6 | 9.0 | 7.2 | 5.2 | 1.6 | 100.0 | 5.6 | 9.0 | 7.2 | 5.2 | 1.6 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | ... | . . | - . |

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zero or no abservetions

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## Footmotes

(1) These estimates are based on sample of businesses reporling sales between \$25,000 $\mathbf{0 n 0} \mathbf{\$ 2 , 0 0 0 . 0 0 0}$ Fois meighied expenditure on given item

(3) Yalue in each cell $=\frac{\text { loqal weighqed expendipure on given iten }}{\text { Toqsi weighted sates of businesses reporting this item of expenditure }}$ for ech oustila.

> This portion of the toble pertains only to the businesses reporting the specific expense item. Therefore these ratios are celculated individutly ong the soial will not necessarily quol $100 \%$.

## Motes

Deta are shown by guspiles when at leasi 13 of the sampled businasses febort ine specific item
Pecords were ranked in ascending order according to sales size. Eech querqile li. Lotsom 25z, lower midde 25z, erc. represents one quarter of the rotal number of businesses. Within each quertile, the average patio is presented. For comparison purposes. the high and low vilues of soles or shown

How to ute the teblos

 top $25 \%$.
(3) Osto pertaining to the stlected sales size range will be in thet quertile.

## Stenderd Industrisi clessificetion Definition isic 19801:

SIC 6413 - Dther General Merchmonde Spores
Businesses primaraly engegec in retol debling in a general tine of merchandise on a non-cepartmental besis including ready-to-mear
 where one commodity line accoumts for more than soz of toial pevenue. General merchandise siopes lexcept depariment siores end general siorest. mail order offices of department stores and varieiy siores are included in this industry

(1) These estinstes are based on a sample of businesses peporting sales beiween $\mathbf{1 2 5 , 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 . 0 0 0}$.

See iable for symols and no:es

TABLE 3. Financial ratios (1) for incorporated businesses on 9 . 1987
Quebec, Opher Generel Merchandise Stores (SIC 6413)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | UDDe? middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low soles value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 48 \\ (1) \\ -\quad(1) \end{array}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity plio Current ratio (times) | 1.7 | -- | -- | -- | - |
| Leverage ration ```Deb:/equity ratio (times) Inzerest coveroge ratio (times) Debt letio (times)``` | 1.6 3.4 0.6 | -- | -- | -- | -- |

(1) The rasios represent the average of ratios for each dusiness in the group and cannot be calculated from the figures shown in fable 2

121 Ihese es imetes ere besed on semple of businesses peporing sales betwen $\$ 25,000$ and 82.000 .000
See foble for symbols and notes

## Definitions:

1. Liouidity retio:

Cuprent = curpent assers / current liabilities
2. Leverage retios:

* Detr/equi?y : sotal babilities / equity
b) Debt ratio = total liabilities/ total assets
c) Interes coverage a net profit thtepest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Other General Merchandise Stores (SIC 6413)

| . | To:ali! | $\begin{array}{r} \text { Bo } 10 \mathrm{~m} \\ 25: \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { midde } 25 \% \end{aligned}$ | UDpe? <br> midele 25. | $\begin{aligned} & 100 \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samele ific. Low sates value isond s! High sales value ignoc s) | $\begin{aligned} & 30 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{array}{r} 111 \\ 94 \end{array}$ | $\begin{array}{r} 94 \\ 317 \end{array}$ | $\begin{aligned} & 317 \\ & 935 \end{aligned}$ | $\begin{aligned} & 533 \\ & 11! \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Deprecistion Other | $\begin{array}{r}3 \\ 7 \\ \hline 7\end{array}$ | 4 | $\begin{array}{r} -27 \\ 2 \\ 47 \end{array}$ | 15 8 -9 | 45 15 -8 |
| Dividends | -1 | - | - | -1 | -4 |
| Investment ectivilies <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investmen: <br> Decrease in investment | $\begin{array}{r} 22 \\ -17 \\ -2 \end{array}$ | -19 | $\begin{aligned} & 47 \\ & i \\ & i \end{aligned}$ | -14 -1 | $\begin{array}{r} 4 \\ -49 \\ -5 \\ 1 \end{array}$ |
| Finencing ectivities <br> Increase in long term debt <br> Redayment of long term oebt <br> Loens from shereholde's <br> Redarment of loans from shareholders <br> Advances 8 loans from government <br> Incresse in equipy <br> Decrease in oquity <br> Other | $\begin{array}{r} 8 \\ -10 \\ 1 \\ - \\ - \\ -1 \\ \hline \end{array}$ | 8 -3 3 | -12 | 8 -7 1 -1 - 2 -1 | 21 <br> -11 <br> 4 <br> - <br> - <br> -5 |
| Increaseldecreasel in cosh 8 equivalenta Cash s quivalents-Beginning of the year Cash equivalents - End of the year | 27 -9 18 | -3 2 -1 | 57 -9 49 | -18 -18 | 7 -4 3 |

ill These estimates are besed or sample of incorporated Dusinesses reporting sales between \$25.000 enc \$2.000.000. Sonde count oncluces only those businesses reporting a statement of changes
see Toble i for symols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassificetion in ig87
Quebec, Generil Merchandise Stores (SiC 641)

|  |  |  |  | Changes in numb with Doi | of Dusinesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in -verage labour units(1) | Number of bus.nesses | Total payral! $(5000 \mathrm{~s})$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longe reporting! 3 |
| 1984 |  |  |  |  |  |
| Totel | 736 | 475.510 | 42.884 | 85 | 78 |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { 99 } \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 692 \\ 25 \\ 7 \\ 12 \end{array}$ | $\begin{array}{r} 25.733 \\ 19.051 \\ 13.709 \\ 426.017 \end{array}$ | $\begin{array}{r} 2.315 \\ 977 \\ 8.234 \\ 38.358 \end{array}$ | $83$ | $74$ |
| 1987 |  |  |  |  |  |
| Totel | 793 | 548.859 | 44.243 | 104 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { nd over } \end{aligned}$ | $\begin{array}{r} 735 \\ 39 \\ 7 \\ 12 \end{array}$ | $\begin{array}{r} 29.589 \\ 16.256 \\ 13.395 \\ 489.619 \end{array}$ | $\begin{array}{r} 2.380 \\ 1.301 \\ 1.074 \\ 39.488 \end{array}$ | $\begin{array}{r} 98 \\ 4 \\ 1 \\ 1 \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units calculoted by dividing total payroli by the everge annuai wage and solary pate as reported in the Survey of Employment. Dayroll and Houps. Statistics canada, tatalogue 72-002. An averege labour uniq could be imterpreted as o fullotime employee. Mote thet the business size gioups used are oeverminod at the canade guel. ihus if a business has et leas 500 employees in canaor as athole but less then thet number in eny given province is is $\$$ hown in the 500 end over group
(2) Reiers 20 Dus, nesses repoting no payroll deductions in the previous year
(3) Refers to businesses reporting no payioll deductions in the following year
"Newly reporing" ano "no longer peporting" businesses are assumed to have deen in octivity fot six months and the intormation is odjusted accordingly.
see iable 1 to symbols ana notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Other General Merchandise Stores (SIC 6413)

| Total(1) Bottom | Lower | Uppe: | miode $25 \%$ |
| ---: | ---: | ---: | ---: |$\quad$ middle $25 \%$


| Number of observetions in smaple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net piofit (loss) \$ | $\begin{array}{r} 120 \\ 378.793 \\ 364.678 \\ 14.115 \end{array}$ | $\begin{array}{r} 50.443 \\ 53.248 \\ 7.195 \end{array}$ | $\begin{array}{r} 138,138 \\ 132.448 \\ 5.690 \end{array}$ | $\begin{array}{r} 288.849 \\ 273.48 \\ 13.411 \end{array}$ | $\begin{array}{r} 1.029 .743 \\ 999.578 \\ 30.165 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ```Busin Average sales $ Averape expenses Average net piofit $``` | $\begin{array}{r} 105 \\ 380.582 \\ 363.425 \\ 17.956 \end{array}$ | $\begin{aligned} & 52.582 \\ & 51.592 \\ & 10.990 \end{aligned}$ | $\begin{array}{r} 140.491 \\ 132.790 \\ 7.629 \end{array}$ | $\begin{array}{r} 289.080 \\ 274.840 \\ 14.250 \end{array}$ | $\begin{array}{r} 1.030 .246 \\ 994.480 \\ 35.766 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 15 \\ 356.688 \\ 365.858 \\ -9.180 \end{array}$ | $\begin{aligned} & 51.673 \\ & 60.038 \\ & -8.363 \end{aligned}$ | $\begin{array}{r} 122.878 \\ 130.154 \\ -7.276 \end{array}$ | $\begin{array}{r} 226.228 \\ 235.496 \\ -9.268 \end{array}$ | $\begin{array}{r} 1.025 .974 \\ 1.037 .786 \\ -11.812 \end{array}$ |


| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense \$ <br> Average net p:ofit lloss: $\$$ | $\begin{array}{r} 87 \\ 449.653 \\ 442.914 \\ 6.739 \end{array}$ | $\begin{array}{r} 88.585 \\ 87.257 \\ 1.328 \end{array}$ | $\begin{array}{r} 234.077 \\ 238.257 \\ -4.180 \end{array}$ | $\begin{array}{r} 464.247 \\ 449.513 \\ 14.734 \end{array}$ | $\begin{array}{r} 1.011,701 \\ 996.629 \\ 15.072 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses peporting profit (Mo.) <br> Average sales \$ <br> Averoge expense \$ <br> querage net profit $\$$ | $\begin{array}{r} 71 \\ 430.556 \\ 413.834 \\ 16.722 \end{array}$ | $\begin{array}{r} 84.547 \\ 78.700 \\ 5.847 \end{array}$ | $\begin{array}{r} 206.708 \\ 189.966 \\ 16.742 \end{array}$ | $\begin{array}{r} 463.613 \\ 448.074 \\ 15.539 \end{array}$ |  |
| Businesses peporting a loss (Wo.) <br> Average sales $\$$ <br> Averoge expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 16 \\ 529.880 \\ 558.989 \\ -29.101 \end{array}$ | $\begin{aligned} & 104.203 \\ & 120.356 \\ & -16.153 \end{aligned}$ | $\begin{aligned} & 254.059 \\ & 299.158 \\ & -27.099 \end{aligned}$ | $\begin{array}{r} 482.967 \\ 499.991 \\ -9.024 \end{array}$ | $\begin{array}{r} 1.258 .292 \\ 1.332 .418 \\ -64.126 \end{array}$ |

1987

(1) Phese estimates ape based on sample businesses peporqing sales between $\$ 25.000$ and $82.000,000$.

See table 1 for symbols ano noies

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Florist 5hops (SIC 6521)

|  | Totalil |  | $\begin{array}{r} \text { Bo: } 10 \pi \\ 25: \end{array}$ |  | Lower$\text { middl } 25 \%$ |  | Uoper$\text { midde } 25 \%$ |  |  | $\begin{aligned} & 70 c \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample imo. Low sales value ( $\$ 000$ s) Hign sales value $\mathrm{SOOC}^{\mathrm{s}}$ : | $\begin{aligned} & 49 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  | -- |  |  |  |  |  |
| Selucted expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onlyi 3 i |  |  |  |  |
|  | Totel | $\begin{array}{r} \text { Bot } 40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Unoer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ |  |  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lowe! } \\ \text { midole } \\ 25 \% \end{array}$ | Upper <br> mi 80 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 43.7 | -- | -- | -- | -- | 92.3 | 53.8 | - | -- | -- | - |
| Occupency expenses | 14.0 | - | -- | -- | - | 93.9 | 15.0 | -- | - | -- | -- |
| Depreciation | 1.8 | -- | -* | -- | -- | 82.8 | 2.2 | -- | -- | -- | -- |
| Redairs 8 mainienance | 2.1 | -- | -* | -- | -- | 87.2 | 2.4 | - | -- |  | -- |
| Meat. light \& telephone Rent | 3.4 6.7 | -- | -- | -- | -- | 91.7 81.9 | 3.7 8.2 | -- | -- | -- | -- |
| Personnel expenses | 15.8 | -- | = | -- | -- | 81.7 | 20.6 | - | -- | -- | - |
| Finenciel expenses | 2.9 | -- | -- | -- | - | 93.6 | 3.1 | -- | -- | -- |  |
| Iriterest í bank charges | ?. 8 | -- | - | -- | - | 74.7 83.8 | 2. 1.3 | -- | -- | -- | -- |
| Other expenses | 21.1 | -- | -- | -- | - | 100.0 | 21.1 | -- | -- | -- | - |
| Protif (loss) | -4. 5 | -- | -- | -- | - | 100.0 | -4.5 | -- | - | -- | - |
| Total | 100.0 | - | - | -- | - | 100.0 | $\ldots$ | -- | - | -- | -- |

## \$ymols

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## Footnotes

11) These estimates are based on sample of businesses peporting sales between 525,000 and $52.000,000$

Voisl weighied expenditure on given item
foral weighted sales of eli busimesses in the sample $x$ lop for each ouertile.

This portion of the qable dertains only to the businesses roporting the specific expense item. therefore these retios efo calculatac individually and the toisl will not necesserily equas 100z.

## Motes

Dats ce show by quartiles when at least 13 of the sompled businesses roport the specific item
 one quariep of the total number of businesses. Hithin each quartila. the overege patio is presentec. For comporison purposes. the high anc low values of salas are shown

Nom to use the tables

121 the selecteo range will inoicate the proper quertile. i. the bottom 25\%. the Iower midol $25 \%$, the upper midole $25 \%$ or the top $25 z$
(3) Data perteining to the selacted sales size range will be in that quatila

Stenderd industriel EIEseificetion Definition (\$1C 1880):
SIC 6521 - Florist Shops
Businesses primar: ly engaged in retail oeeling in cut flowers. potted plants and the iike lhese businesses mey be seconderily engeged in
 reisil fresh fiowers and wreaths ere also included in ihis indusiry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebee, Florist Shops (SIC 6521)

|  | Total 11 | $\begin{array}{r} \text { Bottom } \\ 25: \end{array}$ | Lower $\text { m.00 } 25 \%$ | Upper m deie 25: | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales väiue (\$000'si <br> High sa:es value ( $80000^{\circ}$ s | 28 19 19 | -- |  | -- | -- |
|  | Aversge ( 5000 's) |  |  |  |  |
| Assets |  |  | -- | -- | -- |
| Cash | 12 | -- | - | -- | .- |
| Accounts and notes receivable Inventory | 12 | -- | - | -- | -- |
| Dther current assets | 42 | -- | -- | -- | -- |
| Total curcent assets | 54 | . | - |  |  |
| Fixed assets | 24 | - | -- |  | - |
| Less: Accum. deo. on fixed assets | 22 | -- | -- | -. | *- |
| Other assets | 22 | -- | -- | -- |  |
| Totel ussets | 99 | -- | - | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 34 | =- | -- | -- | -- |
| Tota! current liabilities | 39 | - | -- |  |  |
| Mortgages parable | - | "- | -- | -- | -- |
| Long te:m oebt | 4 | -- | -" | -- | -- |
| Dther liabilities | 22 | -- | -- | -- | -- |
| Total liabilities | 55 | - | - -- | -- | -- |
| Total equity | 34 | -- | - | -- |  |

(1) These estimeres are based on a sample of Dusinesses reporting sales beiween $\$ 25,000$ and $\$ 2.000 .000$.

See Tabie iforsymbo's and notes

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987
Quebec, Florlst Shops (SIC 6521)

|  | T0:01(2) | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | midower | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value $1 \$ 000$ 's | $\begin{gathered} 28 \\ (1) \\ (1) \end{gathered}$ |  |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Curient ratio (times) | 1.4 | -- | -- | -- | -- |
| Leverage retios <br> Dedtiequity ratio (times) <br> Interest coverage ratio (times) <br> Oebt iatic (times) | 1.9 2.9 0.7 | -- | -- | -- | -- |

III The ratios represent the overege of rotios for bach business in the group and cannot be celculated from the figures shown in fable 2 (2) These estimates are based on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.

Set ioble ifor symbols and notes.

## Definitions:

1. Liquidity retio:

Cuprent a curren: asseis / current liabilities.
2. Leverege retios:
s) De:t/equir = 101a: 1,abilites / equipy.
D) Det: "atic = sotal , ablities / qoial asseis
c) Interest coverage $=$ net profit . inierest expense / inserest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Flofist Shops (SIC 6521)


111 These estimetes are deseo on sample of incordoioted dusinesses teporting sales between 825.000 ano 22.000 .000 Sample count incluoes only fhose businesses pedoring a stotemen : of changes.
see itble i for symols ano notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Quebec. Florlst Shops (SIC 6521)

|  |  |  |  | Chonges in number of businesses with pid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in averoge !abour units(1) | Number of businesses | $\begin{array}{r} \text { Toza } \left.\begin{array}{r} \text { paypoll } \\ (\$ 000 \\ \hline \end{array}\right) \end{array}$ | Average labour units(l) | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer <br> reporting(3) |

1984

| Totel | 580 | 20.361 | 1.811 | 115 | 88 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| less than 20 | 675 | 18.075 | 1.608 | 115 | 67 |
| $20-99$ | 4 | $\times$ | 195 | - | - |
| 100-493 | 1 | $\times$ | 8 | - | 1 |
| 500 and over | - |  | - | - | - |

1987

| Tote! | 178 | 27.177 | 2.224 |
| :---: | :---: | :---: | :---: |
| less than 20 | 765 | 22.350 | 1.829 |
| $20=99$ | 9 | 3.505 | 287 |
| $100=499$ | 3 | 1,322 | 108 |

[^35]TABLE 6. Selected operating characteristics of smali businesses by sales quartile. $1985-1987$
Quebec, Florist Shops (SIC 6521)

|  | Total(1) | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe! } \\ & \text { m dule } 25 \% \end{aligned}$ | Unoe? $\text { midole } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net Drofit lloss: \$ | $\begin{array}{r} 289 \\ 135.470 \\ \therefore 22.292 \\ 3.178 \end{array}$ | $\begin{array}{r} 37.950 \\ 32.503 \\ 5.347 \end{array}$ | $\begin{aligned} & 65.622 \\ & 58.021 \\ & 7.601 \end{aligned}$ | $\begin{array}{r} 102.034 \\ 99.887 \\ 2.147 \end{array}$ | $\begin{array}{r} 338.272 \\ 298.555 \\ 37.817 \end{array}$ |
| ```Businesses reporting a prolit (No.) Average sales $ Average expense $ Average nei profit $``` | 262 $: 36,578$ 121.415 15.163 | $\begin{array}{r} 37.955 \\ 29.865 \\ 8.090 \end{array}$ | $\begin{array}{r} 66.060 \\ 57.598 \\ 8.462 \end{array}$ | $\begin{array}{r} 103.164 \\ 97.524 \\ 5.640 \end{array}$ | $\begin{array}{r} 335.132 \\ 300.67 \\ 38.460 \end{array}$ |
| Businesses reporting loss (No.) <br> Average soles $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 27 \\ 91.362 \\ 97.791 \\ -5.429 \end{array}$ | $\begin{array}{r} 37.936 \\ 41.184 \\ -3.248 \end{array}$ | $\begin{aligned} & 60.145 \\ & 63.311 \\ & -3.166 \end{aligned}$ | $\begin{array}{r} 98.922 \\ 106.396 \\ -7.474 \end{array}$ | $\begin{aligned} & 168.444 \\ & 180.272 \\ & -11.825 \end{aligned}$ |
|  |  |  | 1986 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense <br> Average net prolit (loss) \$ | $\begin{array}{r} 51 \\ 134.805 \\ 130.883 \\ 3.923 \end{array}$ | $\begin{array}{r} 48.818 \\ 40.196 \\ 8.622 \end{array}$ | $\begin{array}{r} 86.764 \\ 82.611 \\ 4,153 \end{array}$ | $\begin{array}{r} 127.278 \\ 128.189 \\ -903 \end{array}$ | $\begin{array}{r} 276.364 \\ 272.545 \\ 3.819 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 38 \\ 122.445 \\ 114.362 \\ 8.083 \end{array}$ | $\begin{array}{r} 48.559 \\ 39.100 \\ 9.459 \end{array}$ | $\begin{array}{r} 85.284 \\ 79.087 \\ 6.197 \end{array}$ | $\begin{array}{r} 124.292 \\ 129.843 \\ 2.449 \end{array}$ | $\begin{array}{r} 231.646 \\ 217.416 \\ 14.230 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 159.555 \\ 166.412 \\ -8.857 \end{array}$ | $\begin{aligned} & 52.455 \\ & 55.578 \\ & -3.123 \end{aligned}$ | $\begin{array}{r} 98.688 \\ 110.990 \\ -12.302 \end{array}$ | $\begin{array}{r} 133.300 \\ 140.963 \\ -7.663 \end{array}$ | $\begin{aligned} & 345.775 \\ & 358.117 \\ & -12.342 \end{aligned}$ |

1987

| Number of observetions in sample | 61 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 154.032 | 44.792 | 73.610 | 130.788 | 406.938 |
| Average expense \$ | 150.055 | 46.539 | 73.031 | 129.472 | 391,179 |
| Average net profit (loss) \$ | 3.977 | - 1.747 | 579 | 1.315 | 15.759 |
| Businesses reporting a profit (Mo.) | 47 |  |  |  |  |
| Average sales \$ | 179.048 | 48.839 | 72.591 | 135.571 | 459.192 |
| Average expense \$ | 168.12? | 4.706 | 63.905 | 129.624 | 434.271 |
| Average net profit \$ | 10.921 | 4.133 | 8.686 | 5.947 | 24.921 |
| Businesses reporting loss (No.) | 14 |  |  |  |  |
| Average soles \$ | 126.149 | 27.074 | 74.624 | 122.288 | 280.609 |
| Average expense \$ | 138.218 | 54.565 | 82.104 | 129.200 | 287.002 |
| Average net loss \$ | -12.069 | -27.491 | -7.480 | -6.912 | -6.393 |

(19) These espimates are besed on sample of Dusinesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

Set table 1 for symbols anc notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Hardware Stores (SIC 6531)

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

## Symbole

* zero of no odservations
.- too small toc de expressed
nop apolicatie
$\times$ confidentis


## Pootnotes

11 These estimates are based on sample of businesses reporting sales between 325,000 and $38,000,000$
(2) Value in each cell = hotal weled expenciture on given item

This portion of the table pertains onty to the businesses peporting the specific expense item. Therefort these ratios ere celculatod indiviqually and the total will not necessarily equal $100 \%$

Motes
Dot arc showt Dy quartiles when at lest 13 of the sampled busimesses report phe specilic item
 one quarter of the totel numper of businesses. within esch quartile, ihe suerage ratio is presented. for comporison purposes. the high and low values of sales are shown.

How to use the tables

 100 25\%
13) Dats pertoining to the selucted sales size range will be in that quatile

Stenderd Industrial Claseificetion Definition (SIC 1980):
SIC 6531 - Mardwere Stores
Businessas primarily engaged in reqil dealing if any combination of the bas ic lines of hardware. such as hand and powe tools. builder naroware, fastene?s. elecirical ano plumb.ng supelies these businesses may be seconotily engaged in letailing housewaras. electict
 supplies. retal! fasieners lexcept clothingl. retoil furniqure ang gabinei fiqqings. petail hand acge tools. hardware stopes. fatail mechanics' measuring toois. letal mechanice; tools. reiail nails. retail plumbing supplies and reiail dower driven hand tools.

TABLE 2. Balance sheet proftle for incorporated businesses only. 1987
Quebec. Hardwar Stores (SIC 6531)

(1) These estimates are based on sample of businesses reporting saies between $\mathbf{1 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$
see pable, for symbols and noies

TABLE 3. Finencial ratios(1) for incorporated businesses only, 1987
Quebec, Mardware Stores (SIC 6531)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinasses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's | $\begin{aligned} & 132 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & (1) \\ & 125 \end{aligned}$ | $\begin{array}{r} 125 \\ 335 \end{array}$ | $\begin{array}{r} 335 \\ 760 \\ \hline \end{array}$ | $\begin{aligned} & 760 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity petio <br> Current ratio (times) | 2.2 | 2.0 | 2.1 | 2.3 | 2.2 |
| Levertor patios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt patio (times) | 1.1 2.9 0.5 | 1.7 <br> 0.6 | $\begin{aligned} & 1.6 \\ & 1.9 \\ & 0.6 \end{aligned}$ | $\begin{array}{r} 1.2 \\ 2.9 \\ 0.5 \end{array}$ | 1.0 4.1 0.5 |

(1) The fotios represent the overage of potios for esch business in the group ond cannot be calculsted from the figures shom in fable 2 . (2) These estimeres ore bused on semple of businesses peporing ssles beiween $\$ 25.000$ and $\$ 2.000 .000$

See Toble 1 for symbols and notes.

Definitions:

1. Liquidiry rexie:

Current = cuprent assets / Curfen: liabibities
2. Leverage retios:
a) Debt/equity = toial /labilities / equity
b) Sebe ratio = ictal liabilities/ toral assets
c) Interest coverage $=$ net profit - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Hardware Stores (SIC 6531)

|  | Total(1) | $\begin{array}{r} \text { Ecttom } \\ 25 \% \end{array}$ | Lowe? m.ode 25\% | Upder midde 25: | $\begin{aligned} & \text { 7ct } \\ & 25: . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample Na. Lon sales value ( $\operatorname{sinc} \mathrm{s}$ ) thigh salgs value $(\$ 000$ 's) | $\begin{array}{r} 94 \\ 19 \\ 11) \end{array}$ | $\begin{aligned} & 11 \\ & 125 \end{aligned}$ | $\begin{array}{r} 125 \\ 322 \end{array}$ | $\begin{array}{r} 322 \\ 756 \end{array}$ | 75 |
|  | Ave:age ( 8000 C ) |  |  |  |  |
| Dperating ectivities Cash from operations Dedreciation Other | $\begin{array}{r} 18 \\ 5 \\ -10 \end{array}$ | -24 4 3 | 4 2 -5 | 24 5 -15 | $\begin{array}{r} 53 \\ 13 \\ -\quad-18 \end{array}$ |
| Dividends | -1 | - | - | -7 | -7 |
| lnvestment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | 4 -11 -2 1 | -13 -1 | 2 -4 | $\begin{array}{r} 2 \\ -6 \\ -2 \\ -2 \end{array}$ | 11 -26 -6 2 |
| Finencing activities <br> Increase in long term debt <br> Redayment of long term debt <br> Loans from sharenolde's <br> Recayment of loans from stareholders <br> iovances \& loans from government <br> Incerase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 10 \\ -12 \\ 3 \\ -4 \\ - \\ - \\ -8 \end{array}$ | $\begin{array}{r}8 \\ -1 \\ \hline 1\end{array}$ | 1 -4 5 -2 | $\begin{array}{r} 7 \\ -9 \\ 2 \\ -4 \\ - \\ -i \end{array}$ | 25 -32 3 -7 - 2 -29 1 |
| Increase(decrease) in cash s equivalents Cast s equivalents-beginning of the year Cash \& equivalents - End of the year | $\begin{array}{r} -9 \\ -19 \\ -27 \end{array}$ | -24 -9 -25 | -1 -17 -18 | $\begin{array}{r} -3 \\ -11 \\ -14 \end{array}$ | -16 -40 -56 |

 only those businesses reporting staiement of enarges.
See ioble for sympo's mo notes.

TABLE 5. Employment changes by eize of business, 1984-1987 besed on sic classification in ig87
Quebec. Hardware, Paint, Glass and Wallpaper Stores (SIC 653)

| Business size expiessed in avecage labour unils(l) | Number of businesses | $\begin{array}{r} \text { Total gaypol) } \\ \left(8000^{\prime} 5\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 1.222 | 108.629 | 8.387 | 155 | 108 |
| $\begin{aligned} & \text { less itsen } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 1.177 \\ 42 \\ 2 \\ 9 \end{array}$ | $\begin{array}{r} 57.95 ? \\ 17.691 \\ x \\ x \end{array}$ | $\begin{array}{r} 4.499 \\ 1.316 \\ 2.32 \\ 2.330 \end{array}$ | $15!$ $\vdots$ 0 | 106 $!$ $\square$ |
| 1987 |  |  |  |  |  |
| Totel | 1.321 | 149.532 | 9,203 | 178 | . . . |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100.899 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.263 \\ 54 \\ 2 \\ 2 \end{array}$ | $\begin{array}{r} 75.632 \\ 27.980 \\ x \\ x \end{array}$ | $\begin{array}{r} 4.741 \\ 1.696 \\ 269 \\ 2.497 \end{array}$ | $\begin{array}{r}173 \\ 4 \\ \hline\end{array}$ | $\ldots$ $\ldots$ $\ldots$ |

(1l Average labour units are calculatad by dividing total paypoll by the overage annual wage and salary pate as ieported in the Surver of Employment. Payrall and hours. Siatistics Canaca. Calalogue 72-002 An average iobour unit could de inierpreieo as a full-time emploype. Note the? the dusiness size groups used are deiermined al the Conace level, Thus it a dusiness has at leas? 500 emplovers in cenods as ahole but less than that number in any given province it is shown in the 500 and ovel group.
12) Fefers 10 ousinesses eporting ne paypoll deouctions in the previous year

131 Retets io businesses reporting no paytoll deductions in the following year
*mewly reporfing" and mo lenger reporting" businesses are assumed to hove been in activity for six months and the information is ajusted accordingiy

See tate : for symbols ano nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebee, Hardware Stores (SIC 5531)

| - | Totalil | $\begin{array}{r} B 0:: 0 \pi \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe } \\ & \text { micole } 25 \% \end{aligned}$ | Upe: midde 25: | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample <br> Average sales \$ <br> Average expense 5 <br> Average net piofit (loss) \$ | $\begin{array}{r} 214 \\ 316.157 \\ 307.793 \\ 8.354 \end{array}$ | $\begin{array}{r} 68.847 \\ 65.982 \\ 2.885 \end{array}$ | $\begin{array}{r} 144.851 \\ 148.388 \\ -3.537 \end{array}$ | $\begin{array}{r} 277.434 \\ 266.996 \\ 10.438 \end{array}$ | $\begin{array}{r} 773.497 \\ 749.807 \\ 23.690 \end{array}$ |
| Businesses reporting eprofit (Wo.) <br> Average sales \$ <br> Average expenses <br> Average net profit $\$$ | $\begin{array}{r} 182 \\ 320.665 \\ 304.419 \\ 16.248 \end{array}$ | $\begin{array}{r} 72.914 \\ 64.467 \\ 8.147 \end{array}$ | $\begin{array}{r} 949.850 \\ 141.816 \\ 8.034 \end{array}$ | $\begin{array}{r} 272.806 \\ 255,784 \\ 16.022 \end{array}$ | $\begin{array}{r} 787.088 \\ 754.608 \\ 32.480 \end{array}$ |
| Busintsses reporting loss (No.) <br> Averoge sales \$ <br> Average oxpense \$ <br> Average net loss $\$$ | $\begin{array}{r} 32 \\ 297.438 \\ 312,592 \\ -15.954 \end{array}$ | $\begin{aligned} & 6: .802 \\ & 68.806 \\ & -5.804 \end{aligned}$ | $\begin{aligned} & 137.069 \\ & 158.697 \\ & -21.548 \end{aligned}$ | $\begin{array}{r} 292.308 \\ 299.808 \\ -7.502 \end{array}$ | $\begin{aligned} & 898.574 \\ & 723,338 \\ & -24.764 \end{aligned}$ |


|  | 1986 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of otservations in smmple | 232 |  |  |  |  |
| Average sales \$ | 344.355 | 55.559 | 140.455 | 308.735 | 872.669 |
| Ave:age expense \$ | 329.073 | 55.363 | 133.500 | 301.695 | 825.674 |
| Average net profit (loss) \$ | 15.282 | 236 | 6.855 | 7,040 | 45.995 |
| Businesses reporting profit (No.) | 188 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 350.096 | 52.066 | 140,683 | 322.087 | 885.546 |
| Average expense \$ | 327.245 | 42.461 | 131,325 | 307.401 | 827,794 |
| Average net Drofis \$ | 22.851 | 9.605 | 9.358 | 14.686 | 57.752 |
| Buginesses reporting lose (Mo.) | 44 |  |  |  |  |
| Avelape sales \$ | 313.794 | 60.110 | 138.513 | 276.019 | 780.533 |
| Average expense \$ | 330.829 | 72,082 | 153.014 | 287,715 | 810.505 |
| Average net loss \$ | -17.035 | -11.972 | -14.501 | -11,696 | -29.972 |

1987

| Mumber of observations in sample | 177 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 426.487 | 81.207 | 172.214 | 386.060 | 1.066.468 |
| Average expense $\$$ | 409.285 | 81,898 | 160.926 | 377.185 | 1.017 .131 |
| Average net protit (loss) \$ | 17.202 | -691 | 11.288 | 8.875 | 49.337 |
| Businesses reporting profit (No.) | 149 |  |  |  |  |
| Average salos S | 438.945 | 99.382 | 177,120 | 394,96: | 1.084.317 |
| Average expense s | 412.297 | 84.563 | 160.452 | 377,322 | 1.026.852 |
| Average net profit $\$$ | 26.648 | 14.819 | 16.668 | 97.639 | 57.465 |
| Buslnesses reporting - loss (Mo.) | 28 |  |  |  |  |
| Average sales \$ | 371.989 | 65.307 | 156.508 | 357.236 | 908.105 |
| Average expense \$ | 387.408 | 79.567 | 152.443 | 376.741 | 930.880 |
| Average net loss\$ | -15.619 | -14.260 | -5.935 | -99.505 | -22.775 |

11 These estimetes are dased on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$
See iatle $\uparrow$ for symbe!s and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Sporting Goods Stores (S1E 6541)

|  | Total(1) |  | $\begin{array}{r} \text { Sot: } 0 \text { m } \\ 25 \% \end{array}$ |  | bower$\text { micde } 25 \%$ |  | Under$\text { middele } 25 \%$ |  |  | $\begin{aligned} & 10 c \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eesinesses in sample ino. Low sales value i $\$ 000 \mathrm{~s}$ : High sales value $1 \$ 000$ 's | $154$ <br> (1). |  | $\begin{array}{r} (1) \\ 89 \end{array}$ |  | $\begin{array}{r} 86 \\ 278 \end{array}$ |  | $\begin{aligned} & 278 \\ & 537 \end{aligned}$ |  |  | 537 <br> (1) |  |
| Selected expense item | Inoustry averagel? |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Uode: miode 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toyal | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | Uoder midole $25 \%$ 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 63.4 | 63.1 | 65.8 | 61.4 | 63.4 | 94.8 | 66.9 | 76.1 | 67.0 | 51.4 | 65.0 |
| Decupency expenses Dedreciolion | 6.5 1.8 | 4.8 2.3 | 7.8 2.0 | 7.6 1.6 | 5.9 1.3 | 95.8 85.4 | 6.8 2.1 | 5.9 4.3 | 7.8 2.2 | 7.6 1.6 | 5.9 1.3 |
| Recoits \& mainionance | 1.0 | 0.5 | 1.1 | 1.7 | 0.6 | 71.8 | 1.4 | 1.0 | 1.6 | 2.3 | 0.6 |
| Hest, light 8 talephone | 1.0 | 1.4 | 1.2 | 0.9 | 0.6 | 83.1 | 1.2 | 2.1 | 1.4 | 1.0 | 0.7 |
| Rent | 2.8 | 0.7 | 3.5 | 3.1 | 3.3 | 71.7 | 3.9 | 1.7 | 4.3 | 4.3 | 3.9 |
| Personnel expenses | 11.2 | 6.0 | 13.5 | 12.5 | 12.4 | 89.9 | 12.5 | 9.1 | 13.9 | 13.0 | 12.5 |
| Financiel expenses | 2.3 | 2.1 | 2.5 | 2.4 | 2.2 | 96.7 | 2.4 | 2.3 | 2.6 | 2.5 | 2.2 |
| Interes: S bank charges | 1.6 | 1.4 | 1.6 | 9.7 | 1.7 | 87.9 | 1.8 | 2.0 | 1.8 | 1. 8 | 1.9 |
| Protessional tees | 0.9 | 0.7 | 0.9 | 0.7 | 0.5 | 87.3 |  | 1.1 |  |  |  |
| Other expenses | 12.6 | 17.0 | 9.3 | 12.6 | 11.8 | 100.0 | 12.6 | 17.0 | 9.3 | 12.6 | 11.8 |
| Profit (loss) | 3.5 | 6.9 | 1.1 | 3.4 | 4.3 | 100.0 | 3.9 | 6.9 | 1.1 | 3.4 | 4. 3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | -•• | $\cdots$ | $\ldots$ | -•• |

## Symbol:

zero or no coservations
-. too small too be expressed
no: spolicable

- confidenilal

Footnotes
11 These estimates bre bssed on semple of businesses peporing seles between $\$ 25,000$ sic $\$ 2,000,000$.
2. Value in each cell $=\frac{\text { Tois } 1 \text { weighted expenditure on biven item }}{\text { Total weighted ssies of all businesses in the semple }} \times 100$ for each quartile.
(3) Volue in each cell $\frac{\text { Total weighted expenditufe on aivan tem }}{\text { lotal weighied sales of businesses reporting this item of expencitura }} \times 100$ for moch quartile

Ihis pertion of the iatle pertaims only to the businesses reporting the specific expense item. Therefore phese pitios are celculated indivioully and ine iotal wit mo: necesserily equal 100\%

Wotes
Date ste show by quartiles when at ieast 13 of the sampled businesses report the specitic ilem.
Records were fonked in escending order according io seles size. Esch quartile (i.e. Dotion 25z. Iomer midde 25z, elc. feptesents one querter of the totel number of Dusinesses. Wishin bech quartile, the overage ratio is presented. For comparison purposes. the high and low values of sties are shown

Now to use the tebles

 top 25\%
(3) Dete perstining to the selectec sales size ronge will be in inc? gusigile

Stenderd Industrial CIsesificetion Definition (SIC 1980):
SIt 6541 - Sporting Goods Stores
Businesses pr marily engaged in retail dealing in sporiing goods. playground and gymasium auipmen, Businesses may be described by
 equipment. retail bowling equipment. retal camping equipment lexcept tent irileisl. petail sporis and 4 ishing lackle. peteil fooiball equipmsnt, retsil golf equipment, retal nockey equipment. retail hunting equipmemi. tettil playground equipment. eetail skitng equipmens retail soccer equipment. Pepal sofioall equipment, sporting goocs stores, retail tennis cauipment. and reiail frach ano field eavipment

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Sporting Goods Stores (SIC 6541)

|  | To:a11) | $\begin{array}{r} 80:: 0 \pi \\ 25 \% \end{array}$ | Lowe? $\text { middle } 25 \%$ | Uocer midde $25 \%$ | $\begin{aligned} & 760 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | 134 |  |  |  |  |
| Low sales va ue (\$000's) | (1) | (1) | 152 | 343 672 | 572 |
| High sales value ( $\$ 000 \mathrm{~s}$ ) |  | 152 | 343 | 672 | (1) |
|  | Average (\$000's) |  |  |  |  |


| Assets | - | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts and notes receivable | 14 | 7 | 3 | 11 | 37 |
| laventory | - | - | - | - | - |
| Other current assets | 175 | 25 | 75 | 192 | 401 |
| Total curcent assets | 190 | 31 | 78 | 203 | 438 |
| Fixed assets | 33 | 1 | 24 | 27 | 77 |
| Less: Accum. ded. on fixed assets | - | - | - | - | - |
| Oiner essets | 41 | 53 | 3 | 5 | 105 |
| Total assets | 284 | 86 | 106 | 235 | 621 |
| Liebilities and equity |  |  |  |  |  |
| Current loans | 35 | 4 | 22 | 28 | 83 |
| Diner current lisbilities | 96 | 79 | 30 | 77 | 200 |
| Total current liabilities | 131 | 83 | 51 | 105 | 283 |
| Mortgages payable | - | - | - | - | - |
| Lang term debt | 3 | - | 5 | 1 | 8 |
| Other liabilities | 55 | 5 | 30 | 52 | 128 |
| Total liabilities | 189 | 88 | 86 | 158 | 415 |
| Total equity | 75 | -2 | 20 | 77 | 201 |

(1) These estimates are based on sample of businesses reporting sates betmeen $\$ 25,000$ end $\$ 2,000,000$

See Table 1 for symbots and notes

TABLE 3. Ftnancial retios(1) for incorporeted businesses only, 1987
Quebec, Sporting Goods Stores (SIC 6541)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25 \% \end{aligned}$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. i Low ssles vatue (19000's) Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 134 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & 11\} \\ & 152 \end{aligned}$ | $\begin{array}{r} 152 \\ 343 \end{array}$ | $\begin{array}{r} 343 \\ 672 \end{array}$ | 672 111 |
|  | Aversge |  |  |  |  |
| Liquidity patio Cuprent iatio (times) | 1.4 | 0.4 | 1.5 | 1.9 | 1.5 |
| Leverage ratios <br> Debtlequity ratio (times) <br> Interest coverage tatio (times) <br> Debt ratio (imes) | 2.5 3.5 0.7 | $\begin{array}{r} -40 . ? \\ 4.9 \\ 1.0 \end{array}$ | 4.3 2.9 0.8 | $\begin{aligned} & 2.1 \\ & 3.1 \\ & 0.7 \end{aligned}$ | 2.1 3.9 0.7 |

11) The ratios represent the overge of potios fop eoch business in the group and canot be colculated from the figures shown in table 2 .
(2) These estimetes are based on o senpla of businmsses poporting 501 es betwen $\$ 25,000$ snd $\$ 2.000,000$.

See lable i for symbols and notes.

Defimitiont:

1. Liquidity ratio:

Gurpent $=$ curpent assets / currene liabilities
2. Leverage potios:

Dedi/equity = total 1 atilities / equity
b) Deb: raito = ioial tiasilities/total assets.
c) interes: coverage $=$ net orofis + interes: expense / inferes? expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only, 1987
Quebec. Sporting Goods Stores (SIC 6541)

|  | To:al(1) | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | Lower $\text { midde } 25 \%$ | Upfe! $\text { miod:e } 25:$ | 705 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samale (No.! Lom sales value $\$ 000$ s: High sales value ( 8000 's | $\begin{aligned} & 105 \\ & 111 \\ & 11 \end{aligned}$ | $\begin{aligned} & \text { (1) } \\ & 148 \end{aligned}$ | $\begin{aligned} & 148 \\ & 343 \end{aligned}$ | $\begin{aligned} & 349 \\ & 691 \end{aligned}$ | $691$ |
|  | Average (\$000's) |  |  |  |  |
| Operting activities Cash fram operations Oepreciation Other | $\begin{array}{r} 22 \\ 7 \\ -15 \end{array}$ | $\begin{array}{r} 9 \\ 1 \\ 25 \end{array}$ | 17 8 - | $\begin{array}{r} 16 \\ 4 \\ -28 \end{array}$ | 45 15 -56 |
| Dividends | -7 | - | -8 | -2 | -19 |
| Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 2 \\ -15 \\ -24 \\ 13 \end{array}$ | -7 -75 51 | 1 -12 | $\begin{array}{r} 5 \\ -18 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 3 \\ -30 \\ -19 \\ \hline 1 \end{array}$ |
| Financing activities <br> Increase in long term deb: <br> Repaymen: of tang term deb: <br> Loans from shareholders <br> Repayment of laans fiom sharehalders <br> Advances \& loans from government <br> lncrease in ecuipy <br> Decrease in equity <br> Othe: | $\begin{array}{r} 11 \\ -6 \\ 7 \\ -5 \\ - \\ 9 \\ -1 \\ 1 \end{array}$ | $\begin{array}{r} 13 \\ -5 \\ -13 \end{array}$ | 3 -1 1 - - 2 -2 | $\begin{array}{r} 18 \\ -7 \\ 10 \\ -2 \\ - \\ - \\ -1 \\ 5 \end{array}$ | 10 -12 19 -6 -8 34 -3 -1 |
| Incresse(decrease) in cash \& equivalents Cash squivalents-Beginning of the year Cash s equivalents - End of the year | -2 -14 -15 | 5 -2 3 | 8 -14 -6 | $\begin{array}{r} 1 \\ -36 \\ -35 \end{array}$ | -21 -1 -23 |

11 These estimaies bre obseo on s sample of incorporeiec businesses reporting sales between 225.000 and $\$ 2.000$. 000. Semple count includes only those businesses repo'ting a statement of changes.
See Table i for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in i987
Quebec, Sporting Goods Stores (SIC 6541)


(9) Average labour units sie colculated by dividing total poytoll by the average annual wage and solary rete as reported in the Survey of Employmen. Payrall ano hours. Statistics Canada. Catalogue 72-002. An average labour unit coulo de interpteted es a fult-1ime employee. Note that the business size gioups used are determined ot the cande tevel. Thus if business has at least 500 employes in Canad as a whole but less than that number in any given province it is snown in the 500 and over group.
(2) Reters to Dusinesses reporting no payioll geductions in the previous year
(3) Reters to businesses tepcring no payroll deductions in the following year
-Newly peporting" and "no longer reporting" businesses are assumed ic have been in activity for six months and the information is adjusted accorcingiy

See table 1 for symuls and nozes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Sporting Goods Stores (SIC 6541)

| - | Tcta (1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { midde } 25$ | Upper mide $25^{\circ}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Munber of observetions in sample | 174 |  |  |  |  |
| Average sales ${ }^{\text {d }}$ | 274.504 |  |  |  |  |
| Average expense \$ |  | 32.935 | $103.311$ | $245.411$ | $668.122$ |
| Aveiage net profit (loss) \$ | 12.559 | 5.764 | 2.761 | 25.664 | 16.048 |
| Businesses reporting profit (Mo.) | 146 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 285.457 | 40.979 | 99.821 | 275.042 | 725.026 |
| Average expense s | 266.824 | 29.707 | 93.950 | 247.771 | $695,066$ |
| Average net Drolit $\$$ | 18.843 | 11.272 | 5.871 | 27.271 | $30,960$ |
| Businesses reporting lass (Mo.) | -28 |  |  |  |  |
| Average sales $\$$ | 221.163 | 32.771 | 122.756 | 186.221 | 542.893 |
| Averoge expense \$ | 234.694 | 41.327 | 128.308 | 194,93? | 574.205 |
| Average net loss \$ | -13.531 | -8.556 | $-5.542$ | -8.716 | -31.312 |

1986

| Number of observations in smmple <br> Average sales \$ <br> Average expense $\$$ <br> Average net Frofit (loss) \$ | $\begin{array}{r} 153 \\ 265.674 \\ 261.576 \\ 4.098 \end{array}$ | $\begin{aligned} & 41.398 \\ & 42.951 \\ & -1.553 \end{aligned}$ | $\begin{aligned} & 88.385 \\ & 90.693 \\ & -2.308 \end{aligned}$ | $\begin{array}{r} 239.664 \\ 241.538 \\ -1.874 \end{array}$ | $\begin{array}{r} 693.249 \\ 671.121 \\ 22.128 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses peporting profit (Mo.) | 110 |  |  |  |  |
| Average sales \$ | 282,301 | 44.654 | 90.619 | 254.888 | 739.042 |
| Average expense $\$$ | 264,335 | 41.904 | 80.756 | 241.747 | 692.933 |
| Average net Dfofit \$ | 17.966 | 2.750 | 9.863 | 13.141 | 46.109 |
| Businegees reporting lose (Mo.) | 43 |  |  |  |  |
| Average soles | 234.880 | 38.529 | 84.894 | 217.376 | 598.719 |
| Average expense \$ | 254,354 | 43.873 | 106.219 | 241.233 | 626.092 |
| Average net loss \$ | -19.474 | -5.344 | -21.325 | -23.857 | -27,373 |

1987


181 These estimates are basec on samp of Dusinesses reporing soles beimeen $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$
See tole , for symbo's and noies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Musical Instrument and Record Stores (SIC 555)


| Selected expense item | Industry overagel? |  |  |  |  | $\begin{aligned} & \text { \& busi- } \\ & \text { nesses } \\ & \text { repoyting } \end{aligned}$ | Reporting businesses onlr( j̀) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Uode? miodle | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of enes | 54.2 | -- | $\cdots$ | -- | -- | 100.0 | 54.2 | -- | -- | -- | -- |
| Dccupancy expenses | 10.3 | -- | -- | -- | -* | 100.0 | 10.3 | - | -- | -- | -- |
| Dopreciation | 1.9 | -- | -- | - | -- | 94.1 | 2.1 | -- | -- | -- | - |
| Repairs 8 mainienonce | 1.9 | -- | -- | =- | - | 86.3 | 2. 1 | =- | =- | -- | -- |
| Hest, I ight 8 telephone | 2.1 | -- | -. | -- | -- | 96.2 89.8 | 2.2 | -- | -- | -- | -- |
| Rent | 4.4 | -- | -- | -- | -- | 89.8 |  | -- | -- | =- | -- |
| Personnel expenses | 16.8 | -- | - | ** | -- | 78.3 | 21.5 | -- | -- | - | -- |
| Financial expenses | 2.8 | -- | -- | - | -- | 100.0 | 2. 8 | -- | -- | -- | - |
| Interest \& bank charges | 1.8 | -- | -- | -- | -- | 85.4 91.0 | 2.1 | -- | -- | -- | -- |
| Protessiona fees | 1.0 | -- | -- | -- | -- | 91.0 | 1.1 | -- | -- | -- | - |
| Other expenses | 9.2 | -- | - | -* | - | 100.0 | 5.2 | -* | -- | -- | -- |
| Profit (loss) | 6.7 | -- | -- | -- | - | 100.0 | 6.7 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | - | -- | -- |

## Symbols

- zero or no obstervaiions
- too small toc be Expressed
noi appliceble
$x$ contidential


## footnotes

11: These estimetes are based on sample of businesses reporing sel bs betwien $\$ 25.000$ and 52.000 .000
21 Value in each cell $=\underline{l o t a l}$ weighecexpencilure on given isem
(3) Value in esh $C$ (1) $=\frac{\text { Total weighted soles of businesses repopting this item of expenditure }}{}$ for ile

This portion of the table pertains only to the businesses reporting the soecific expense item. Therefore these ratios se calculated individualiy and the toial will not recessarily equal 100\%

## Motes

Dise fre shown Dy quaptiles wher of least 13 of the sampled businesses repopt the specific item
Records wer panked if ascending order according to sbles size. Each quprtile li. botzom 25\%. lower midole 25z, etc l repesents one querter of the io:al numper of ous nesses. Within each quarite. the buer age ratio is presented. for comparison Dupposes, the high and low vilues of sales art shown

## How to use the tebles

ll Locate the apprapribie soles renge thet is displayed on the two lines entited low soles value" and "Migh sales value
 top 258
(3) Deta pertaining to the sel ectad sites size range will be in that quartile

## Stendard Industriet Clessificetion Definition (SIC 1880):

SIC E550. Musicel Instrument and Record Stores
Gusinesses primarity engaged in reibil dealing in musicel instruments, shete music, recoros and tapes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Musical instrument and Record Stores (SIC 655)

|  | 10:8119 | Bottom 25 . | Lowe: $\text { midde } 25 \%$ | UDDE. $\text { modole } 25 \%$ | TOD : 5 : |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) | 37 |  |  |  |  |
| Low saies value i\$000 s) | (1) | -- | -- |  |  |
| High sales value 19000 sl | (1) |  |  |  |  |
|  | Average ( 8000 s) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | - | -- | - |  |  |
| Accounts and notes receivable | 15 | -- | - | -- | -- |
| Inventofy | - | - | -- |  |  |
| Other current assets | 107 | - | - | -- |  |
| Total curient assets | 122 | - | -- | -- |  |
| Fixed assets | 19 |  | -- | -- |  |
| Less: Accum. dep. on fixed ossets | 13 | -- | - | -- |  |
| Other assets | 13 | -- | ** | -- | -- |
| Total ussets | 154 | -- | -- | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Opher cuprent liabilities } \\ & \text { Ople }\end{aligned}$ | 19 59 | -- | -- | -- | -- |
| Total curtent liabilities | 78 | -- | -- | -* | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term deb? | 2 | -- | -- | - | -- |
| Othes I iabilities | 28 | -- | -- | -- | -- |
| Total liabilities | 107 | -- | -- | -- | -- |
| Total equity | 47 | -- | -- |  | -- |

(1) These estimates are besed on sampl of businesses peporting sales between \$25.000 and $\$ 2.000 .000$.

See table i for symbols and notes

TABLE 3. Financial rattos(1) for incorporated businesses only, 1987
Quebee, Muslcel Inserument and Record Stores (Sic 655)

|  | Tots) (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | Udper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ino. 1 Low sates value ( 8000 's) High sales value ( 8000 s) | $\begin{array}{r} 37 \\ 11 \\ 111 \end{array}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity petio Current retio (times) | 1.6 | - | -- | - | - |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Oebt latio (times) | 2.3 1.9 0.7 | -- | -- | -- | -- |

Ilf The retios represent the average of patios for each business in the group and connot be celculeted from the figures shown in table 2
121 These estimetes are besto on semple of businesses reporting sol between $\$ 25.000$ and \$2.000,000.
See rable 1 for symools and notes

Definitions:
१. Liquidity retio:

Current $=$ curcent assets / current liabilities
2. (everege retios:

Dept/equliy = totei fiabilities/equity.
b) Deti gaice zotal liatiliqies total assers
c) Interes: coverage $=$ ne: profit interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Musical instrument and Record Stores (SiC 655)

| - | Total: 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe? } \\ & \text { midole } 25 \% \end{aligned}$ | Uppe: <br> micde. $25 \%$ | $\begin{aligned} & \text { To } \\ & i 5: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samole iNo.. Lom saies value $1 \$ 000$ s) High sales va ue (\$000 s) | $\begin{aligned} & 19 \\ & 19 \\ & 19 \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Casn trom oderations Deprecistion Other | 8 6 -9 | -- | -- | -- | -- |
| Dividends | -1 | - | -- | - | -- |
| Investment ectivities Disposal of fixed assets Purchase of lixed assers lncrease in investment Decrease in investmen? | $\begin{array}{r} 8 \\ -10 \\ -8 \\ -8 \end{array}$ | -- | -- | - $=$ | -- |
| Finseing ectivities <br> Increase in long term debt <br> Repayment of lang term debt <br> Loans from shareholders <br> Recayment o! loens from sharehalders <br> Aovances $\delta$ loans tion government <br> Increase in equity <br> Decrease in couity <br> Othe: | $\begin{array}{r} 1 \\ -6 \\ 6 \\ -9 \end{array}$ | -- | -- | -- | - |
| Increase(decrease) in cash equivalents Cash s quivalents-Beginning of the year Cash o equivalents - End of the year | $\begin{array}{r} -4 \\ -8 \\ -11 \end{array}$ | -- | -- | -- | -- |
| (1) These estimetes ore besed on sample of only inose businesses reporting a statemen seg tate for symbols and notes. | porated b changes. | rting | 1weer \$25.000 | 000.000 Sample |  |

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Quebec. Musical Instrument and Record Stores (SIC 555)
Susiness size expressed in
average labour uniqsil)
(1) Aversge labour units are calculbtec by dividing qoial poypoli by phe oversge annusi wage and salary rote os reported in the

full-time employee. Note that the business si2t groups used are derermineo at phe canada levei. ihus it a business has at least
500 emclovees in Canada as sole but less than thot humber in eny given province it is shown in ine 500 and over group.
121 Reters to Dusinesses reporting no payroll deductions in the previous yeer
(3) Refers to businesses reporting no payroll deductions in the following year

Newly ceporting" and "mo ionger feporting" Dusinesses are assumed qo have been ip activity for six months and the informotion is ad;usied accoroing y
see tabie 1 for symools and noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Musical instrument and Record Stores (SIC 655)


1985

| Mumber of observations in sample | 39 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape soles \$ | 233,396 | -- | -- | -- | -- |
| Average expense \$ | 226.944 | - |  | -- |  |
| Averope net profit (loss) \$ | 6.452 | -- | -- | -- |  |
| Businesses reporting apofit (No.) | 32 |  |  |  |  |
| Averoge sales \$ | 215.769 | -- | -- | -- |  |
| Average expenso \$ | 201.747 | -- | -- | -- |  |
| Average net profit \$ | 14.022 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | . 7 |  |  |  |  |
| Average sales \$ | 337.450 | -- | -- | - | -- |
| Average expense \$ | 348.133 | -. | -- | - | - |
| Average net loss \$ | -10.683 | -. | -- | -. | -- |



1987

| Number of observetions in sample | 47 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {d }}$ | 248,481 | -- | -- | -- | -- |
| Average expense \$ | 241.986 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 6.495 | -- | - |  | -- |
| Businesses reporting profit (Mo.) | 35 |  |  |  |  |
| Average sales \$ | 238.752 | -- | -- | -- | -- |
| Average expense \$ | 223.722 | -- | -- | - | -- |
| Average net drofit \$ | 15.040 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 12 |  |  |  |  |
| Averoge sales 5 | 308.017 | - | -- | -- | -- |
| Average expense 5 | 325.974 | -- | -- | -- | -- |
| Average net loss\$ | -19.957 | -- | -- | -- | -- |

[^36]TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Jewellery Stores (SIC 6561)


Symbols
zero or no observarions

- \$00 small too be expressed
no: applicable
$\times$ confiontial


## footnotes

111 These estimases se desed on a semple of businesses reporting sies between \$25,000 end \$2.000.000.
iotal weighied expend. ture on a given item
(2) Value in est cell $=\frac{\text { Togat weighted sales of all businesses in the sample }}{} \times 100$ for esch austile.

131 Velue in each cell $=\frac{\text { Total weighted expenditure on given itam }}{\text { Total weigheed saies of businesses reporting this tem of expenditure }}$ for each auarile
This portion of the table pertains only to the businesses peporing the specific expense isen. Therefore these ratios ere calculated individually and the rotal will noq necesserily equai $100 \%$.

## Notes

Deia are shown by quariles when at leasi ij of the sampled businesses pepoit the specific ittmi
Recoros were ranked in ascending opder according to sales size. Each quarlile li.e. Dotiom 25z, lower middle 25\%, etc. fepesents one querter of the $10: 81$ number of businesses. Within est quarite, the average ratio is presented for comparison purposes, the high and low values of sates are shown

How to ust the sobles
(1) Locate the appropriate soles range that is displayed on the two lines entitled Low sbles value" bnd migh sales volue"
(2) Fhe selected ronge will indicate the proper quartile, i.e. the bottom 25\%, the tower midale $25 \%$, the upper midde $25 \%$ or the $10025 \%$
(3) Dote pertaining to the selected soles size range will be in that quartile.

## Standerd Industrisl Clestificetion Definition (SIC 1980):

SIC 6561 - dewtlery Stores
Businesses primarily engage in pelail dealing in new jewellery. Many such businesses have opariment engaged in watch. clock and fewellery.epar: Busimesses engaged in reiail costume jewellery. cus rom jeweliery. petail precious merai flatware and nollow wore. reiail jewellery, retal precious meial jewellery, retail precious stone jewellery and petail watches and clocks are also inctuded in this noustry.

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Quebec, Jewellery Stores (Sic 6561)

|  | Total (!) | $\begin{array}{r} B 0:: 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { mido e ewer } 25 \%$ | UDEE $\text { miode } 25:$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Elsinesses it sample iNo. Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ s) | 52 11 11 | $\begin{aligned} & 11 \\ & 139 \end{aligned}$ | $\begin{aligned} & 139 \\ & 227 \end{aligned}$ | $\begin{array}{r} 227 \\ 345 \end{array}$ | 345 |
|  | Average ( $8000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  | - |  | 2 | 27 |
| Accounts and notes receivable | 9 | 2 | 2 | 2 | 27 |
| Inventory | 158 | 31 | 109 | 168 | 313 |
| Total current assets | 16 ? | 32 | 112 | 170 | 341 |
| Fixed assets | 48 | 8 | 26 | 47 | 108 |
| Less: Accum, dep. on ixed assets | - | - | - | - | - |
| Dther assets | 16 | - | 25 | 20 | 18 |
| Total estets | 231 | 40 | 163 | 236 | 467 |
|  |  |  |  |  |  |
| Current loans | 19 | 8 | 20 | 9 | 39 |
| Other current liabilities | 68 | 20 | 42 | 57 | 146 |
| Total current liabilities | 87 | 28 | 62 | 65 | 185 |
| Mo:tgages payable | - | - | - | - | - |
| Long term cebt | 2 | $\dagger$ | - | 1 | 7 |
| Dother liabilities | 44 | 12 | 18 | 55 | 85 |
| Total limbilities | 133 | 41 | 80 | 122 | 278 |
| Total equity | 98 | -1 | 83 | 115 | 190 |

111 Inese estimates are based on a sampte of businesses reporting soles beiween 825.000 and $82.000,000$.
See lable 1 for symbois and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec, Jewellery seores (SIC 6561)

|  | Tota 1 2 ) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miodle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { midole } 25 \% \end{array}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 52 \\ & (1) \\ & 11) \end{aligned}$ | $\begin{aligned} & 11 \\ & 139 \end{aligned}$ | $\begin{array}{r} 139 \\ 227 \end{array}$ | $\begin{array}{r} 227 \\ 345 \end{array}$ | 345 $(1)$ |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.9 | 1.2 | 1.8 | 2.6 | 1.8 |
| ```Leverage retios Debt/equity ratio (times) lnterest coverage ratio (times) Debt ratio (times)``` | 1.4 2.8 0.6 | $\begin{array}{r} -32.6 \\ 1.0 \end{array}$ | 1.0 2.7 0.5 | $\begin{aligned} & 1.1 \\ & 4.9 \\ & 0.5 \end{aligned}$ | 1.5 3.3 0.6 |

(1) The ratios represent the ovgraga of ratios for ebh business in the group and connot be calculatad from the figures shown in table 2 .
(2) These estimates ar based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See iable 1 for symbols and notes

Befinitions:

1. Liquidity ritio:

Current $=$ current assets / current liabilities
2. Leversge retios:
a) Uedr/equity $=$ total liabilites/equity
b) Debt ratio = total liablites/to:al assets
c) Interest coverage $=$ net profit interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Jewellery stores (SIC 6551)


(1) These estimetes are dased on a sampte of incorporateo dusinesses peporting sales detween $\$ 25.000$ ano $\$ 2.000 .000$. Sample count includes only those Dusinesses ieporting a siotenen? of changes.
See roble i for symbols and noies.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987
Quebec, Jewellery Stores (SIC 5551)



| 1987 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 306 | 51.127 | 4.322 | 137 | , |
|  |  |  | 2.317 | 134 | - |
| 20-99 | 19 | 5.362 | 453 | 2 | $\ldots$ |
| 100-499 | 2 | x | 138 | , | . |
| 500 and ove? | 2 | K | 1.414 | - | . |

(1) Average boour units are calculated Dy dividing tota paypoll Dy the byerage annual wage and solary rate bs reported in the

Survey of Employmen? Paypolt and Hours. Sisiistics Canoda. Cetalopue $72-002$. An average lebour unit could de interpreted as a
full-time employee. Note that the business size groups used ore determined at the Conace level. Thus if a business tias at letsi
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 80 Dusinesses reporting no paypoli decutions in the previous year
(3) Fefers to businesses reporting no payroll oeductions in the tollowing year
mewly reporting" ong "nc longer repo ting" businesses are assumed to nave been in activity for six mongt and the intormation is adjusied accordingly.

See table, for symods and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec, Jewellery Stores (SIE 6561)

|  | To:al(1) | Bottom $25 \%$ | Lower <br> midde 25\% | Upper midde 25: | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales \$ | $146.708$ |  | 83.895 | 134.069 | 316.370 |
| Average expense \$ | 139.996 | $46.319$ | 78.061 | 127.4 : 3 | 308.191 |
| Aversge net drofit (loss) \$ |  |  | 5.834 | 6. 656 | 8.179 |
| Businesses reporting profit (Mo.) | 238 |  |  |  |  |
| Average sales \$ | 14.4.757 | 53.817 | 80.776 | 126.063 | 318.370 |
| Aversore expense \$ | 132,183 | 45.989 | 71.884 | 112.403 | 298.476 |
| Average net profit \$ | 12.574 | 7.828 | 8.912 | 13.650 | 19,894 |
| Businesses reporting a loss (Mo.) |  |  |  |  |  |
| Average sales $\$$ | $145.428$ |  |  |  |  |
| Average expense \$ Average net loss $\$ 0$ | 181.299 -35.871 | 49.073 -7.598 | 96.928 | $162.548$ | $\begin{array}{r} 416.547 \\ -122.611 \end{array}$ |


| Number of observations in sample | 59 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 145.784 | 35.859 | 73.217 | 120.972 | 353.087 |
| Average expense \$ | 139.299 | 35.996 | 58.019 | 114,842 | 338.337 |
| Average net profit (lossi \$ | 6.485 | -137 | 5.198 | 5.130 | 14.750 |
| Businesses reporting a profit ( No. ) | 46 |  |  |  |  |
| Average sales \$ | 154.081 | 40.857 | 78.608 | 125.170 | 371.687 |
| Average expense \$ | 138.199 | 27,924 | 68.323 | 113.919 | 342.598 |
| Average net profit \$ | 15.890 | 12,933 | 10.285 | 11.251 | 29.089 |
| Businesses peporting a loss (No.) | 13 |  |  |  |  |
| Average soles \$ | 123.838 | 34.022 | 58.458 | 114.250 | 288.612 |
| Average expense \$ | 196.509 | 38,963 | 67.987 | 116.319 | 323.566 |
| Average net loss \$ | -12.671 | -4,941 | -8.719 | -2.069 | -34.954 |

1987

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 85 \\ 215.770 \\ 203.442 \\ 12.328 \end{array}$ | $\begin{array}{r} 31.726 \\ 32.041 \\ 6.685 \end{array}$ | $\begin{array}{r} 82.254 \\ 76.993 \\ 5.261 \end{array}$ | $\begin{array}{r} 172.992 \\ 163.544 \\ 8.548 \end{array}$ | $\begin{array}{r} 569.907 \\ 541.089 \\ 28.818 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 71 \\ 237.036 \\ 218.509 \\ 18.527 \end{array}$ | $\begin{array}{r} 40.075 \\ 32.605 \\ 7.470 \end{array}$ | $\begin{aligned} & 81.885 \\ & 68.562 \\ & 13.323 \end{aligned}$ | $\begin{array}{r} 177.517 \\ 162.667 \\ 14.850 \end{array}$ | $\begin{array}{r} 648.667 \\ 610.202 \\ 38.465 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 14 \\ 135.005 \\ 140,748 \\ -5.743 \end{array}$ | $\begin{aligned} & 25.452 \\ & 26,487 \\ & -1,035 \end{aligned}$ | $\begin{array}{r} 82.992 \\ 93.834 \\ -10.842 \end{array}$ | $\begin{array}{r} 162.367 \\ 165.447 \\ -3.080 \end{array}$ | $\begin{array}{r} 269.208 \\ 277.224 \\ -8.016 \end{array}$ |

(1) These estimates are based on a sample of businesses repor:ing sales between 825,000 and $\$ 2,000,000$

See table : for symbols anc notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Toy, Mobby, Novelty and Souvenir Stores (SIC 658)

|  | Total! 1 ) |  | Bet tom$25 \%$ |  | Lowermidole 25\% |  | Uoper <br> miodle 25: |  |  | $\begin{aligned} & 10= \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole ino Low sales value 9000 s: <br> 4igh sales va:ue is00e's | $\begin{aligned} & 111 \\ & 111 \\ & \hline \end{aligned}$ |  | $\begin{array}{r} 11! \\ 63 \end{array}$ |  | $\begin{aligned} & 62 \\ & 95 \end{aligned}$ |  | $\begin{array}{r} 90 \\ 183 \end{array}$ |  |  | 183 |  |
| Selected expense item | Industry average(2) |  |  |  | ToD $25 \%$ | $\left\lvert\, \begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporing } \end{aligned}\right.$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | To:al | Bo:tom 25\% | Lower midde 25\% | Upper iddle 25\% |  |  | Total | Bot\$om $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middfe } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UDDQ } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 56.2 | 54.1 | 53.7 | 57.5 | 59.4 | 99.9 | 56.2 | 54.1 | 53.7 | 57.5 | 59.6 |
| Decupancy expenses | 13.6 | 13.3 | 21.5 |  |  | 99.9 | 13.6 | 13.3 | 21.5 |  | 9.8 |
| Deprecistion | 2.0 | 3.7 | 1.8 | 1.4 | 1.1 | 84.5 | 2.4 | 4.2 | 2.7 | 9.5 | 1.5 |
| Repairs 8 mointerance | 1.3 | 3.5 | 0.8 | 0. 8 | 0.5 | 80.4 | 1.6 | 4.0 | 1.0 | 1.1 | 0.6 |
| Heat, light \& telephone | 2.0 | 2.7 | 2. 6 | 1. 5 | 1.1 | 94.2 69.5 | 2.1 | 3.1 | 2.6 | 1.6 | 1. 2 |
| Rent | 8.3 | 3.5 | 16.2 | 5.2 | 6.8 |  | 11.9 | 7.8 | 18.3 | 8.8 |  |
| Personnel expenses | 13.4 | 6.6 | 15.4 | 14.7 | 15.9 | 86.5 | 15.5 | 10.1 | 19.5 | 14.? | 15.9 |
| Finmeial expenses | 3.1 | 2.8 | 3.2 | 4.1 | 2.3 | 94.2 | 3.3 | 2.8 | 4.0 | 4.1 | 2.3 |
| Interest 8 barik charges | 2.3 | 2.2 | 2.4 | 3.2 | 1. 6 | 83.0 | 2.8 | 2. 3 | 4.2 1.3 | 3.4 | $1 . ?$ |
| Protessional lees |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 10.7 | 16.8 | 8.2 | 11.0 | 8.1 | 100.0 | 10.7 | 16. 8 | 8.2 | 11.0 | 8.1 |
| Protip (loss) | 3.0 | 6.4 | -1.8 | 3.5 | 4.5 | 100.0 | 3.0 | 6.4 | -1.8 | 3.9 | 4. 5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | $\ldots$ | . . | ... |

## Symbols

zero ar no observaiions

- Soo small too be expressed
not applicabie
x confidential


## Foornotes

(11) These ostimates are based on a sample of businesses reporting seles beiween $\$ 25,000$ end $\$ 2.000 .000$ lotal weighted expenditure on given, tum
12 Velue in esch cel $=\frac{100}{}$ for esch quartile
(3) Value in eacn cell = Total weighted expenditure on a given item

This portion of the table pertains only to the unsinesses reporting the specific expense ifen. Therefore these ratios are calculated individuatly and the rotal will not necessarily equ⿻l $100 \%$

## Motes

Das are snown by quartiles when ar least 13 of the sampled businesses report the specific item
Recoros were penked in ascending ordep according to sales size. Each quartile li. botiom 25t. Iower middi 25z. etc. represents one querter of the total number of Dusinesses. Within each quartile. the average ratio is presented. For comor ison durposes. the high and lom values of sales are shown

How to use the tables
(1) Locte the eppropriate sales range the: is displayed on the two lines en it led "tow sales velue" and nhigh sales value"
(2) The selected range will indicote the proper quipile, i.e. the bottam 25\%, the lower widdie 25\%. the upper midde 25z op the ion $25 \%$
431 Doto perteining to the selecteo sales size range will be in that guartile.

Standerd industrial CIassification Definition (SIC 1980):
SIL E580 - Tey, Hobby, Novelty and Souvenir 5tores
Businesses primarity engaged in retai dealing in toys, hoboy supplies. gifts, novelties and souvanirs

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Toy. Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Tetal(1) | $\begin{array}{r} \text { Bet tom } \\ 25 \% \end{array}$ | Lowe r $\text { midde } 25^{\circ}$ | Upper $\text { midcle } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in satole (No. Low sales value 18000 's: High sales vaiue ( $\$ 000$ 'si | $\begin{array}{r} 54 \\ \{1\} \\ i 1 \end{array}$ | 711 | 77 189 | 189 377 | $\begin{aligned} & 377 \\ & 11\} \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | 6 | 1 | 1 | i | 18 |
| Accounts and notes receivable | 6 | 1 | 1 | - | 18 |
|  | 103 | 27 | 33 | 100 | 233 |
| Toial cutrent asseis | 109 | 28. | 34 | 102 | 250 |
| Fixed assets | 25 | 21 | 4 | 15 | 80 |
| Less: Accum. deo. on fixed assets Dther assets | 10 | 2 | $\overline{7}$ | 8 | 19 |
| Total essets | 143 | 51 | 45 | 124 | 330 |
| Listilities and equity |  |  |  |  |  |
| Other current liabilities | 49 | 23 | 15 | 50 | 101 |
| Total curient liabiliqies | 63 | 29 | 22 | 65 | 128 |
| Mortgages payable | 6 | ? | - | 5 | - |
| Long term debt | 35 | 2 | 12 | 37 |  |
| Other l abilities | 35 | 29 |  |  |  |
| Total liabilities | 103 | 60 | 34 | 106 | 206 |
| Total equity | 40 | -9 | 11 | 18 | 123 |

(1) These estimates are besed on a sample of businesses reporiting sales between $\$ 25.000$ ano $\$ 2,000.000$

See table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec, Toy, Hobby, Novelity and Souvenir Stores (SIC 658)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 54 \\ (1) \\ (1) \end{array}$ | (1) | $\begin{array}{r} 77 \\ i 89 \end{array}$ | 189 377 | $\begin{aligned} & 377 \\ & 11\} \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity patio Current ratio (times | 1.7 | 1.0 | 1.6 | 1.6 | 2.0 |
| Leverege ratios <br> Debilequity patio (times) <br> Interest coverage ratio \{times) <br> Debt rotio (times) | 2.6 2.5 0.7 | -6.9 1.2 | 3.2 0.8 | 5.9 4.2 0.9 | 1.7 3.9 0.6 |

(1) The ratios represent the gveroge of ratios for abch business in the group and cannot de colculatar from the figures shown in table 2

121 These estimetes are besed on sample of businesses reporing sales between $\$ 25,000$ ind $\$ 2,000,000$

See Table for symols and nates.

Definitions:

1. Liquidity ratio:

Current = cuprent assets / current liabilities
2. Leverage petios:

Debtfeatiy = total 1 abilifes i equity
ol Dett ratio = total itabilifies/total assets
c) Interest coverage * net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only. 1987
Quebec. Toy. Hobby. Noveliy and Souvenir Stores (SIT 658)


(1) These हैtimates are dased on a sample of incorporated Dusinesses eporting sales detween $\$ 25.000$ and $\$ 2.000 .000$. Sample count includes on y those businesses riporting o statement of changes
See iable 1 for symbols and notes

TABLE 5. Employment changes by size of bustness, 1984-1987 based on sic classification in ig87
Quebec. Toy. Hobby. Novelty and Souvenir Stores (S|t 658)

|  |  |  |  | Changes in num with Deid | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Tots: paycoll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average labour units(l) | $\begin{array}{r} \text { Newly } \\ \text { reporting( } \end{array}$ | No lange reporting(3) |
| 1984 |  |  |  |  |  |
| Tots 1 | 1.006 | 31.343 | 2.578 | 238 | 152 |
| $\begin{aligned} & 1 \text { ess thar } 20 \\ & 20-99 \\ & 100 \text { - } 459 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 986 \\ 13 \\ 7 \end{array}$ | 29.869 4.339 <br> 5.135 | $\begin{array}{r} 1.783 \\ 356 \\ 437 \end{array}$ | $23 ?$ | $15!$ |
| 1987 |  |  |  |  |  |
| Total | 1.079 | 38.358 | 2.114 | 210 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.064 \\ 10 \\ 4 \\ 1 \end{array}$ | $\begin{array}{r} 27.107 \\ 5.190 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.971 \\ 382 \\ 306 \\ 155 \end{array}$ | 210 | \# $\quad \cdots$ |

(i) Averge labour uniss are calculbied by dividing total payroll by the overage annual wage ond salary rete os reported in the Surver of Employment. Payroll ano nours. Statistics Canade. Catalogue 72-002. An averbge labour unit could be interpreted es a fult-ime employee mote that the business size groups used ore derermined at the conmda level. Thus il obusiness has of least 500 emplovees in Canades as whole dut less than that number in any given provinct it is showh in the 500 and over group.
121 Refers to businesses reporiing no payroll deductions in the previous year
(3) Refers $i 0$ Dusinesses reporiing no payroll deduc:ions it the following year
"Mewly ropo: ting" and "no lonģer feporqing" Dusiresses are assumed to have been in activisy for six monins and the information is adjus:ed accordinģ:y

See table i for symools and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Quebec. Toy, Hobby. Novelty and Souvenir Stores (SIC 658)


1985

| Number of observitions in sample Average sales $\$$ | $\begin{array}{r} 133 \\ 165.292 \end{array}$ | 35.773 | 63.103 | 121.166 | 441.127 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge expense $\$$ | 160.068 | 32.560 | 60.207 | 115.433 | 432.072 |
| Average nei drofit lloss) 5 | 5.224 | 3.213 | 2.896 | 5.733 | 9.055 |
| Businesses reporting profit (No.) | 113 |  |  |  |  |
| Average sales \$ | 160.824 | 35.435 | 59.304 | 121.696 | 426,860 |
| Average expense 5 | 151.965 | 28.299 | 51.919 | 114.506 | 413.136 |
| Average net profis \$ | 8.859 | 7.136 | 7. 385 | 7,190 | 13,724 |
| Qusinesses reporting loss (No.) | 20 |  |  |  |  |
| Average salas \$ | 204.954 | 36.733 | 69.387 | 114.879 | 598.817 |
| Average expense \$ | 221.592 | 44.645 | 73.917 | 126.433 | 641.372 |
| Average ne: loss \$ | -1E.538 | -7.912 | -4.530 | -11.554 | -42.555 |

1988

(1) These estimares are based on ample of businesses reporting sales derwen $\$ 25,000$ anc $\$ 2.000,000$

See Tatle for symbols ano notes

TABLE i. Selected operating ratios, in percent of sales, 1987
Quebec. Gift. Novelty and Souvenir Stores (SIC 6582)

|  | ic!al) |  | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ |  | Lower$\text { moole } 25 \%$ |  | UDDe! <br> miade 25: |  |  | Crs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in game ino. Low sales va ue (sic: el Hign saies value (\$000 s) | $\begin{array}{r} 62 \\ 11\} \\ (1) \end{array}$ |  | $\begin{array}{r} 11! \\ 59 \end{array}$ |  | $\begin{aligned} & 5 \$ \\ & 80 \end{aligned}$ |  | $\begin{array}{r} 80 \\ 218 \end{array}$ |  |  | 21811 |  |
| Selected expense tem | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses anly ( 31 |  |  |  |  |
|  | Total | $\begin{array}{r} 8 \circ \&+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lome: } \\ \text { midcie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80 \div+0 m \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Uooer } \\ & \text { mide } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Fercent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 54.6 | 54.5 | 54.9 | 49.8 | 60.0 | 99.9 | 54.7 | 54.5 | 54.9 | 49.9 | 60.0 |
| Dccupency expenses | 14.0 | 15.2 3.9 | 19.8 2.8 | 13.3 | 1.8 | 29.9 | 14.0 | 15.2 | 19.8 3.3 | 13.3 | 8. 8 |
| Depreciution Repairs $\%$ maintenance | 2.2 1.6 | 3.9 | 2.8 0.7 | 1.1 | O. 0 | 84.8 | 2.8 1.9 | 4.6 | 3.3 1.0 | 1.9 | 0.7 |
| Heat, light s telephone | 2.2 | 2.9 | 2.3 | 2.4 | 1.1 | 95.0 | 2.3 | 3.4 | 2.3 | 2.4 | 1.2 |
| Rent | 8.0 | 4.3 | 13.9 | 8.6 | 5.8 | 65.3 | 12.2 | 8.2 | 21.1 | 12.6 | 7.9 |
| Personnel expenses | 15.1 | 6. 6 | 13.6 | 21.9 | 16.5 | 91.1 | 16.6 | 10.5 | 13.6 | 22.0 | 16.5 |
| Financial expenses | 3.3 | 2.8 | 4.7 | 3.9 | 1.8 | 100.0 | 3.3 | 2.8 | 4.7 | 3.9 | 1.8 |
| inceres: 8 Dank charges | 2.5 | 2.1 | 3.8 | 3.2 | 1.2 | 88.4 | 2.9 | 2.3 | 3.8 | 4. 2 | 1.3 |
| Protessiona lees | 0.7 | 0.7 | 1.0 | 0.7 | 0.6 | 76.4 | 1.0 | 1.3 | 1.4 | 0.8 | 0.6 |
| Other expenses | 11.5 | 16.7 | 11.3 | 10.6 | 8.0 | 100.0 | 11.5 | 16.7 | 11.3 | 10.6 | B. 0 |
| Profit (loss) | 1.5 | 4.2 | -4.3 | 0.6 | 4. 8 | 100.0 | 1.5 | 4.2 | -4. 3 | 0.6 | 4.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -•* | . $\cdot$ |  | - . | . . |

## Symol:

zero o no ooservations

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$\times$ confidential


## Footnoter

(1) These estimates are besed on semple of businesses reporing sales between $\$ 25.000$ and $\$ 2.000 .000$
(2) Value in each cell $=\frac{\text { iorol weighted expendiqure on o given irem }}{\text { Toral weignted sales of all businesses in ine sample }} \times 100$ for each quertile.
13) Value in eech cell $=\frac{\text { Toral weighted expenditure on given item }}{\text { Po:al weighted sales of busingsses reporting shis irem of expenditure }} \times 100$ for each quertile.

This portion of the toble peptains oniy to the businesses reporing the specific expense item. Therefore these ratios ore culculated ingivioutily ano the sora. will not necessarily equas $100 \%$

## Notes

Data are show by quatiles when at least 13 of the sampled dusinesses peport the specific item
 one querter of the cotal number of businesses. Within each quartile. The averoge relio is presented. For compsison purposes. the high and low values of seles te shown

## How to use the tebles

(11) Locate the oppropriate seles pange that is displayad an the two lines entisled "low salus value" and "Migh sales value"
(2) The selected range will indicate the proper quartile, i.e. the bottom 25\%. the lower midde 25\%. the upper miode $25 \%$ or the 100 $25 x$
(3) Dote pertaining to the selected seles size range will be in that quertile.

## Standma Industriml Clestifiestion Definition (515 1980):

## SIC 6582 . Gift. Noveley and Souvenir Spores

Businesses permarily engaged in peqail dealing in gifts novelty merchandise and souvenirs such as peiail carvings and artcrafe petai handicraf: ceramics re:alt seasonat and hoiday decoraiions. reiail mandiciaft decoupage. retail eskine carvings. retait gift wiap supplies. giti snops. reia: nandefofied gooos inovelies, souvenirst, joke shops. retail handicraft macrame, petail handicratt metalmork, refail noveliy merchandise. reitil handeraft poriery and reiail souvenirs

TABLE 2. Balance sheet profile for incorporated bustnesses only, 1987
Quebec. Gift. Novelty and Souvenir Stores (SIC 6582)

(1) These estimates are based on a samplof businesses reporting sales Detween 525.000 and $\$ 2.000,000$

See Table i for symbols and noles

TABLE 3. Financiai ratios(1) for incorporated businesses only, 1987
quebec. Gift. Novelty and Souvenir stores (SIC 6582)

|  | Totel(2) | $\begin{array}{r} \text { Bot } 70 \mathrm{Om} \\ 25 \% \end{array}$ | Lowe: <br> middie $25 \%$ | Upper <br> midde $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\left\{\begin{array}{l} 4\} \\ (1) \\ (1) \end{array}\right.$ |  | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity patio Curcent rapio (imes) | 1.7 | -- | -- | -- | -- |
| ```Leverage patios Deot/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 2.7 2.4 0.7 | -- | -- | -- | -- |

(1) The ratios represent the averoge of ralios for each ousiness in the group ano connot be calculated from the figures snown in toble 2 , (2) These estinetes ere besed on sample of businesses reporing seles between 825,000 sind 82,000,000.

See ind: 1 for symbols and notes

## Definitions:

1. biquidity retio:

2. Levertge refios:

t. Dett ralic = total liabilifies / total assets
c) interest coverage $\bar{z}$ net protit interest expense $/$ interest expense.

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1987
Quebec, Gift, Novelty and Souvenir Siores (SIC 5582)

|  | Total11; | Bottom 25\% | Lowe midele 2E: | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { To0 } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samfle ina.l Low sales value $\$ 3000 \mathrm{~s}$ High sales vaiue $1 \$ 000$ s | $\begin{aligned} & 25 \\ & 1! \\ & 1! \end{aligned}$ | -- | -. | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cast from odections Depreciation Other | 7 6 -4 | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | -5 -1 - | -- | -- | - <br> - <br> - | -- |
| Finencing activities <br> Inciease in long term deot <br> Repaymer: of long ferm debi <br> Loans from sherehotders <br> Repayment of loans from shameholders <br> Advances 5 loans from government <br> increase in ecuity <br> Decrease in equity <br> Ditrer | $\begin{array}{r} 12 \\ -13 \\ 3 \end{array}$ | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | $\square$ <br> - <br> - | -- -- -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cashs equivalents - End of the year | 4 -10 -6 | -- | -- | -- | -- |

111 inese estimates bee tased on a sample of incorporated businesses reporiting sales between $\$ 25,000$ and $\$ 2,000,000$. Somple count incluous only those Dusinesses reporting staiement of chenges
see Tadie i for symbols ano notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC clessification in 1887
Quebec, Gift, Novelty and Souvenir Stores (SIC 5582)


(1) Average ispout units are calculated by dividing 10 ial paypoll by the avarage annual wage and salary pate as reported in the

Survey of Employment Payroll and Kours. Siatistics Canads. Cataloque $72-002$ an average iabour unit could de inierpreted as a
full-ife employee Note that ihe business size groups used are determined ot the Canada level thus if business has at least
500 emoloyees in Canode as ahole but iess than that number in any given province it is snown in the 500 and over group
(2) Reters to businesses reporting nc payroll deductions in the previous year

13: Reters to Dusinesses reporting no payroll dequctions in the following year
"hewly reporine" and "nd longet reporting" businesses are assumed to have been in activily for six monith and the information is adjustec accorcingly

See Tabie 1 for symeols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Gift. Novelty and Souvenir Stores (SIC 6582)

|  | iotal(1) | Bottom 25: | Lower $\text { midole } 25 \%$ | Upeer <br> midde $25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple Average soles 5 | 106 167.648 |  |  |  |  |
| Average sales $\$$ <br> Averope expense $\$$ | 167.648 161.651 | 38.906 35.086 | 67.925 65.357 | 125.083 120.258 | 438.677 425.891 |
| Aversge nei diofit (loss) \$ | 5.997 | 3.820 | 2.558 | 4.825 | 12,785 |
| Businesses reporting eprofit (No.) | 90 |  |  |  |  |
| Averoge soles $\$$ | 170.143 | 39,518 | 66.483 | 125.071 | 448.499 |
| Averoge expense ${ }^{\text {s }}$ | 161.159 | 33.813 | 56.938 | 119.660 | 434.225 |
| Average net profits | 8.984 | 5.705 | 9.545 | 6.411 | 14,274 |
| Businesses reporting a loss (Mo.) | 1318 |  |  |  |  |
| Average sales \$ | 131.984 | 35.588 | 69.387 |  |  |
| Average expense | 135.334 | 41.987 | 73.917 | 126.433 | 315,000 |
| Average net loss \$ | -7.370 | -6.399 | -4.530 | -11.554 | -7.000 |

1986

| Mumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br>  | $\begin{array}{r} 114 \\ 109.215 \\ 102.323 \\ 6.892 \end{array}$ | $\begin{array}{r} 30.274 \\ 24.480 \\ 5.794 \end{array}$ | $\begin{aligned} & 38.013 \\ & 43.261 \\ & -5.248 \end{aligned}$ | $\begin{array}{r} 73.243 \\ 67.812 \\ 5.431 \end{array}$ | $\begin{array}{r} 295.331 \\ 273.738 \\ 21.593 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 13 |  |  |  |  |
| Average sales \$ | 109.397 | 30.398 | 37.351 | 70.818 | 299.019 |
| Avorage expense \$ | 97.159 | 22.159 | 30.538 | 61.402 | 274.528 |
| Average net profit $\%$ | 12.238 | 8,229 | 6.813 | 9.416 | 24.491 |
| Businesses raporting loss (Mo.) | 31 |  |  |  |  |
| Average sales \$ | 98.315 | 29.954 | 38.274 | 81.772 | 243.261 |
| Average expense \$ | 107.917 | 30.433 | 48.292 | 90.352 | 262.589 |
| Average ne? loss \$ | -9.602 | -479 | -10.018 | -8.580 | -19.328 |

1987

| Mumber of observations in mamol Average sales $\$$ Averoge expense $\$$ Average net Diofit (loss) $\$ 8$ | 72 186.831 180.234 6.397 | 41.617 40.690 927 | $\begin{array}{r} 67.604 \\ 67.817 \\ -213 \end{array}$ | $\begin{array}{r} 120.660 \\ 120.499 \\ 169 \end{array}$ | $\begin{array}{r} 516.643 \\ 491.930 \\ 24.73 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 56 |  |  |  |  |
| Average sales \$ | 190.524 | 35.559 | 67.405 | 123.424 | 535,709 |
| Average expense \$ | 176.398 | 30.388 | 57.655 | 110.982 | 506.567 |
| Average net profits | 14.126 | 5.171 | 9.750 | 12.442 | 29,142 |
| Businesses reporting lose (Mo.) | 18 |  |  |  |  |
| Average sales \$ | 149.290 | 48.855 | 57.858 | 116.532 | 363.915 |
| Average expense \$ | 160.801 | 53.001 | 80.817 | 134.709 | 374.678 |
| Average net loss | -11.519 | -4.146 | -12.959 | -18.177 | -10.763 |

[^37]TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec, Second-Hand Marchandise Stores, n.e.c. (SIC 6591)


5ymocls

- zero or no observaicions
-- too stail 100 de expiessed
not applicable
* confidertial


## footnotes

(1) These estimetes or based on a sample of businesses repo: ting soles berween $\$ 25.000$ and $\$ 2.000 .000$
(21 Welue ie each cell $=\frac{\text { Total weighied expenditure on given item }}{\text { Total weighted seles of all Dusinesses in she sample }} \times 100$ for each quartile
(3) Value in eacn cell
$\frac{\text { Total weigntec expenditure on given item }}{\text { Tolal weighted sales of businesses reporting inis item of expenditure }} \times 100$ for each quertile

This portion of the iable perbins only 10 the Dusinesses rmporting the specific expense it therefore thest istios are calculateo ind widualy and the potal will not necesserily equol $100 \%$.

Wotes
Data are show by quarties when at leas? 13 of the sampled businesses report the specific item
Aecores were ranked in ascending order according to seles size. Each austile (i. botiom 25\%. lower midele 25\%. .tc. represents one oubrier of ine totai number of businesses. Within each quartile. the overoge ratio is presentec. For comparison purposes, ithe high and low velues of sales bre shown.

How so use the tables
19 locaie the aporopribie sales range that is displayed on the two lines ensitlod "low sales volue" ond "Migh sales value"
(2) The selecied range will indicate the proper quartile. i. the botton $25 z$. the lower midole $25 z$. the upper midel $25 z$ or the top $25 \%$
(3) Data pertaining to the selected soles size range will be in thot quartile.

## stenderd Industrisel Classification Definition (516 1880):

5165591 - Second-Hand Merchandise Stores n.e.c
Businesses ptimar y engaged in retait dealing in used merenandise. not elsewhere classified. Pawnsnops are included in this industry inis coustry incledes reiail anfiques. fetal usec applances reiail used books. retail used clothing. retail used crockery, retoll usec furniqure, telail used glasswate and china. reial usec jewellery. refail used musical instrumenis. pawnshops and retail secononanc meicharcise

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Second-Hand Merchandise Stores, n.e.c. (SIC 5591)

(1) These espimates are based on a sample of businestes reporting sales deiween $\$ 25.000$ and $\$ 2.000 .000$.

See fable i for symbols anc notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Second-Mand Marchand se Stores. m.e.c. (SIC 5591)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value (\$000's) <br> High sales value $\left\{\$ 000^{\circ}\right.$ s) | $(11)^{3}$ |  |  |  |  |
|  | Average |  |  |  |  |
| Liquidity retio Current etio (times) | 3.2 | -- | - | -- | -- |
| Leverege ratios <br> Debtlequity retio (times) <br> Interest coverage ralio \{times) <br> Debt istio (times) | $\begin{array}{r} 0.7 \\ 16.9 \\ 0.4 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the averoge of patios for each business in the group and cennot be colculated from the figures shown in fable 2

12 ihese estinstes se besed on sumple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.
See table 1 for symools and notes

## Definitiont:

1. Liquidity tetio:

Cureent $=$ current essets / current liabilisies
2. Leveringe retios:
a) Dees/equity $=$ sotal liabilities / equipy
ol Deet ratio = iotal liatilites / total assets
c) Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Second-Mand Marchandise Stores, n.e.c. (SIC 5591)

 only those tuslifesses eporing siatemen: of Enanges.
see Ta0i i for symosis and noies.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic classification in i987
Quebec. Second-Mand Marchandise Stores. n.e.c. (SIC 5591)

| Business size expressed in overage labour anits(1) | Number of Dusinesses | $\left.\begin{array}{r} \text { Toial oayroll } \\ (\$ 000 \text { s } \end{array}\right\}$ | Average labour units(1) | Changes in number of businesses with poid employes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newiy reporting (2) | No longe? eporting(3) |
| 1984 |  |  |  |  |  |
| Total | 217 | 4.993 | 386 | 57 | 23 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-459 \\ & 500 \text { and over } \end{aligned}$ | 216 | $x$ <br> $\times$ <br> $\times$ | 365 21 $=$ | 57 <br> - | $\begin{gathered} 22 \\ 1 \\ - \\ - \end{gathered}$ |
| 1987 |  |  |  |  |  |
| Tois 1 | 224 | 7.209 | 499 | 59 | . . |
| $\begin{aligned} & \text { Tess then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $22 \%$ 3 - | $\begin{aligned} & 5,937 \\ & 1,272 \end{aligned}$ | $\begin{array}{r}402 \\ 97 \\ \hline\end{array}$ | 59 | $\cdots$ |

(1) Average soour units are calculatec by dividing total payroll by the average annual wage and salary rate as reported in the

Suiver of Employment. Paypoll and Hours. Siaristics Cansoa. Caralogue 72-002 An average isbour unit could be interpieted as e full-time employee Note that the ousiness sige groups used are oetermined at the Concoo leve inus if ousiness hos at leas? 500 employees in canadas a whole but less thar that number in any given province it is shown in the 500 and over group.
121 Refers ic Dusinesses rezorting no dayioll deauctions in the previous year
(31 Reters io businesses rexorting no payrall decuctions in the following year
"Newly repofting" and "no longer peporting" businesses are assumed to nave oeen in acrivity for six months and the information is sojusied accoroingly
see intile for symbots and noses

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Second-Hand Marchandise Stores, n.e.c. (SIC 6591)


1985

| Number of observations in sample | 27 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 112.628 | - | -- | -- | - |
| Average expense \$ | 101.379 | - | - | -- | -- |
| Average net profit (loss) \$ | 11.245 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 21 |  |  |  |  |
| Average sales \$ | 112.296 | -- | -- | -- | -- |
| Average expense $\$$ | 98.542 | -- | -- | -- | -- |
| Average net profit $\$$ | 13.754 | -- | -- | -- | -- |
| Businesses reporting a loss (Mo.) | 6 |  |  |  |  |
| Average sales 8 | 98.248 | - | - | -- | -- |
| Average expense \$ | 114.837 | -- | -- | -- | -- |
| Average net loss \$ | $-16.589$ | -- | -- | -- | -- |


| Number of observetions in sample | 19 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 107.333 | $\cdots$ | -- | -- |
| Average expense \$ | 96.003 | -- | -- | -- |
| Averoge net profit (loss) \$ | 11.330 | -- | -- | -- |
| Businesses reporting profit (No.) | 15 |  |  |  |
| Average sales | 107.64 | - | -. | -- |
| Average expense \$ | 95.237 | - | -- | -- |
| Average net profit | 12.404 | =- | -- | -- |
| Qusinesses reporting loss (Mo.) | 3 |  |  |  |
| Average soles | 122.419 | -- | -- | - |
| Rverage expense \$ | 136.225 | -- | -- | -- |
| Average net loss\$ | -13.806 | -- | -- | -- |

(1) These estimetes are based on sample of businesses reporing sales between $\$ 25,000$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$

See table : for symbors one noles

TABLE 1. Selected opersting ratios. in percent of sales. 1987
Quebec, Vending Machine Operators (SIC 6911)

|  | Total:1) |  | $\begin{array}{r} \text { Bo::0m } \\ 25 \% \end{array}$ |  | Lawe ! migole 25: |  | UDpe? <br> miodle 25: |  |  | $\begin{aligned} & 908 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sampie (Mo.) <br> Low sales vaiue i $\$ 000$ s! <br> High salas value $\$ 0000^{\circ}$ | $\begin{aligned} & 12 \\ & 11 \end{aligned}$ |  | -- |  | -- |  | -- |  |  | - |  |
| Selected expense item | Industiy avetage(z) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting Dusinesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { tower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upder } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sules | 76.3 | -- | -- | -- | - | 100.0 | 76.3 | -- | -- | -- | -- |
| Oceupency expenses | 7.1 | -- | -- | -- | - | 100.0 | 7.4 | -- | -* | -- | -- |
| Dedreciation | 3.6 | -- | -- | - | -- | 78.9 | 4.5 | -. | -- | -- | -- |
| Redaips \& maintenance | 0.1 | - | - | -- | -- | 50.7 | 0.9 | - | -- | -- | -- |
| Hest. lignt s ialedrone | 2.2 | -- | - | -- | -- | 86. 4 | 2. 2 | -- | -- | -- | -- |
| Personnel expenses | 9.2 | -- | - | -- | -- | 98.3 | 9.3 | -* | -- | - | -- |
| Finencial expenses | 2.5 | -- | -- | -- | -- | 98.3 |  | - | -- | -- | -- |
| interest $\delta$ Dank charges Prolessional fees | 1.7 0.8 | -- | -- | -- | -- | 98.3 70.4 | 1.7 1.2 | -- | -- | -- | -- |
| Diher expenses | 9.2 | -- | -- | -- | -- | 100.0 | 9.2 | -- | -* | -- | -- |
| Protit (loss) | -4.5 | -* | -- | -- | -- | 100.0 | -4. 5 | -* | -- | -- | -- |
| Tote: | 100.0 | -- | -- | -- | - | 100.0 |  | -- | -- | -- | - |

## Symols

zero or no observarions
-. 100 small too oe expresseo
..nop applicable
$\times$ confidential

```
Foornotes
(1) Inese estimares er based on sample of businesses reporting sales berween 325.000 and 52.000 .000 . lotal weighted expenditure on agiven item
```



```
131 Vilu in each col Totar weignied expenditure on aguan izen \(\times 100\) for each quartile.
inis doilion of the tedle pertans onty to the businesses reporing the specific expense ilen. Therefort these intios er celculated individualty ano the cotal will not necessarily mual ionz
```


## Notes

Dess are shown by quartiles when af least 13 of the sampled businesses feport the specific ifem
Records wer ranked in ascending order according to sales size. Each quartile li. botion 25\%. Iower miode 25z, eic. 1 represents one quarter of the tetal number of businesses. Hithin each quarthe. the average ratio is presented. for comparison purposes. the migh and low values of seles ere shown
How to use the tables
11 Locate the apropriate sates range that is displaybo on the two lines entizled "ow sales value" and anigh sales value"
 10p $25 \%$
(3) Deta pertaining to the selected seles size ringe will be in that quartile

## Standerd Industrial EItessificesion Definition (SIC 1980)

## S1C 5911 - Vending Machine Opereers

Bus nesses pimar. iy engeged if eisil dealing using coin-operated vending machines ro dispense b veriety of products lncluoeo are Deverage vendimg maz-lof ode'aiors. ciggrelte vending machine operatcrs. Con fectionery vending machine oderalors. food vending machine operalors ang re:al mon-store venaing machine merchandise

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Quebec, Vending Machine Operators (SIC 6941)

|  | To1a11) | $\begin{gathered} \text { Botiom } \\ 25: \end{gathered}$ | Lowe: m.dele 25: | Unde? midole 25: | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample (No.) Low sales vaiue $1 \$ 000$ s) High sales value $(\$ 000$ s) | $\begin{array}{r} 5 \\ (11)^{5} \\ 11{ }^{2} \end{array}$ | -- | -- | -- | -- |
|  | Aveiage ( 8000 's) |  |  |  |  |
| Assets - . - |  |  |  |  |  |
| Cash |  | -- | -- | - | -- |
| Accounts and notes receivable Inventory | $!$ | -- | -- | -- | -- |
| Other current assets | 62 | -- | -- | -- | -- |
| Total cuprent assers | 63 | - | -- | -- | -- |
| Fixed assets | 12 | - | -- | -- |  |
| Less: Accum. dep. on fixed assets | - | - | - | --- |  |
| Other assets | - | -- | -- | . |  |
| Totel assets | 74 | -- | -- | -- | -* |
| Limbilities and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities }\end{aligned}$ | 36 26 | -- | -- | -- | -- |
| Total curpent liabilities | 62 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | - | -- |  |
| long ierm debi | 8 | -- | -- | -- | -- |
| Other liobilities | 8 | -- | -- | -- | -- |
| Totel liebilitics | 70 | - | -- | - | -- |
| Totsl equity | 5 | - | -- | -- | -- |

(11 these estimates are besed on a sampie of Dusinesses repor:ing sales deimeen $\$ 25.000$ and 32.000 .000
See tatile for symbc:s and notes

TABLE 3. Financial rattos(1) for incorporated businesses only, 1987
Quebec, Vending Machine Operators (Sic 6911)

|  | Total(2) | $\begin{array}{r} 80 t+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { midole } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Lo sales value ( $5000^{\circ}$ s) High sales value $(\$ 000$ 's) | (1) ${ }^{5}$ | -- |  | -- |  |
|  | Average |  |  |  |  |
| Liquidity cetio Current ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverage ratios <br> Oebt/equity retio (times) <br> Interest coveroge ratio (times) <br> Debt potio (times) | $\begin{array}{r} 15.3 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

111 The retios represent the merage of retios for each dusiness in the group and cennot be calculated from the figures shown in table 2
(2) Inese estimstes are besed on sempl of businesses reporting sales butween $\$ 25,000$ and $\$ 2,000.000$.

See isole i for symbols and notes.

Definitions:

1. Liquidity rerio:

Gupren = current asseis / current labilities
2. Lever age feitios:
a) Detileauiqy = ecial iabilipies/equity
t) Dest ABio = icia: liotilities/total assets
c) Jnierest coverage z net profit interesi expense / inierest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Vending Macnine Dperators (Sic 6911)

| Topalll! |  | $\begin{array}{r} \text { BC: } 20 \mathrm{~m} \\ 25: \end{array}$ | $\begin{array}{r} \text { Lome: } \\ \text { midde } 25^{\prime} . \end{array}$ | Upzer $\text { modie } 25 \%$ | Tof 25* |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampe No. Lon sales value \$ive s: Migh sales value ispon's | $(1)$ |  | -- | -- | - |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operting metivities Cash from oders:ions Depreciation Other | $\begin{array}{r} -31 \\ 7 \\ -37 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | - | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of 4 ixed assers <br> Increase in investment <br> Decesese in investment | -14 | -- | -- | -- | -- |
| Fingncing activities <br> Increase in long term debt kecayment of long term debt Loars from shareholders kepayment of loans from shareholders Lovances \& loans from governmien? dacrease in equity Decrease in equity Opher | $\begin{array}{r} 1 \\ -2 \\ -6 \\ -6 \end{array}$ | -- <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | -- - - - - -- -- | - <br> - <br> - <br> - <br> - |
| Increase (decresse) in cesh \& equivelents Cash s equivalenis-beginning of the yea Cash s equivalents - End of the year | $\begin{array}{r} -82 \\ 27 \\ -55 \end{array}$ | -- | -- | -- | - |

(11) These estimates are basec on sample of incorporatec dusinesses repoiting sales deiween s25.000 ano sz. 000.000 . 5amole count inciudes only those businesses roporiing a siatement of changes
See foble i for symbols and notes
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC elassification in 1987
Quebec, Vending Machine Operators (SIC Esi1)


(11) Average labour units are calculsted Dy dividing total poyroll by the aver age annul wage and salary rete as reportad in the
survey or Emp'oyment. Foyroli ano hours. Siasisics Cando. Catologue i2-002 An aver age labour unit could be interpreted ss o fult-ime employee mate that the busimess size graups used are determined at the canade level inus if a business has titast 500 emplovees in Canoor os whole but less than that number in anv given province it is show in the 500 and over group
(2) Refers io Dusinesses eporing no payioll deductions in the previous year

131 Refers is businesses ripo i, rg no paypoll deductions in in following ypar
"newly peorting" and "nc longer reporting" Dusinesses tere assumed to have been in activity for six months and the onformetion is ad!usiec accoldingly

See iable i for sumbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Vending Machine Operators (SIC 6911)

| - | Te:al:1) | $\begin{array}{r} \text { Bettom } \\ 25 \% \end{array}$ | Lower $\text { mdde } 25 \%$ | Ucper <br> mide:e $25 \%$ | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in smole |  |  |  |  |  |
| Average sales \$ | 332.223 | -- | -- | -- | -- |
| Averspe expense \$ | 328.696 |  | -- | - | -- |
| Aversge net protit (loss) \$ | 3.607 | - | -- | -- | -- |
| Businesses reporting a profit (Mo.) Average sales $\$$ | 368.099 |  |  |  |  |
| Averoge sales \$ <br> Average expense $\$$ | 368.099 | - | -- | -- | -- |
| Average expense $\$$ Aversge net profit $\$ 8$ | 349.155 18.944 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | 4 |  |  |  |  |
| Aversge sales ${ }^{\text {s }}$ | 254.169 | -- | $\cdots$ | -- | -- |
| Average expense \$ | 275,516 | -- | -- | -- | -- |
| Average net loss \$ | -21,347 | -- | -- | -- | -- |



## 1987

Number of observations in smaple
Average sales s
Average expense $s$

| 173.0155 <br> 185 | - | 71.618 | 135.135 | 311.294 |
| :---: | :---: | :---: | :---: | :---: |
| 172.727 | - | 67.899 | 134.876 | 315.405 |
| 289 | - | 3,719 | 1.25? | -4.111 |
| 41 |  |  |  |  |
| 220.966 | - | 109.879 | 136.135 | 116.883 |
| 205.978 |  | 93.238 | 134.878 | 389.818 |
| 14.988 | - | 16.641 | 1.257 | 27.065 |
| 14 |  |  |  |  |
| 120.272 | - | 56.055 | - | 184.488 |
| 141.816 | - | 57.599 | - | 225.041 |
| -21.544 | - | -1.536 | - | -49.553 |

11 These estimares are based on sample of businesses repoling sales detween $\$ 25.00 \mathrm{C}$ and $\$ 2,000,000$
See itule, for symouls motes

TABLE , Selected operating ratios, in percent of sales, 1987
Quebec, direct Sellers (SIC 6921)

|  | Sc.al 19] |  | $\begin{array}{r} 50: 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lowe. midde $25^{\circ}$. |  | Unoer$\text { m. dole } 25 \%$ |  |  | Too 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Busiriesses in samole inc. Low sales value 15000 s H .gh sales value 15000 's | $\begin{aligned} & 139 \\ & 111 \\ & 11 \end{aligned}$ |  | (1) |  | $\begin{array}{r} 86 \\ 100 \end{array}$ |  | $\begin{array}{r} 100 \\ 155 \end{array}$ |  |  | $198$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { ieporting } \end{aligned}$ | Reporting businesses only $\{3$ \} |  |  |  |  |
|  | Total | Bo? tom $25 \%$ | $\begin{array}{r} \text { Lowe } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uooer } \\ \text { midole } \\ 25^{\circ} \end{gathered}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Tosal | $\begin{array}{r} 801+0 \text { m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pereent of soles |  |  |  |  |
| Cost of sules | 50.7 | 13.8 | 51.4 | 62.9 | 73.6 | 65.5 | 77.3 | 70.4 | 70.5 | 78.9 | 82.8 |
| Occupancy expenses |  |  |  | 4.1 | 2.6 0.8 | 918.6 | 5.4 | 9.5 | 5.1 | 4.2 | 2.6 |
| Oediaciation Repaips o mointenance | 2.0 1.9 | 3.7 3.3 | 1.9 1.4 | 1.8 1.7 | 9.8 | 77.6 57.0 | 2.6 3.4 | 7. 7 | 3.4 2.1 | 2.0 3.3 | 2.0 |
| Heap. light \& teiopione | 0.1 | 0.1 | 0.8 | 0.4 | 0.2 | 53.6 | 0.7 | 0.4 | 1.4 | 0.7 | 0.3 |
| Rent | 0.9 | 2.4 | 10 | 0.1 | 0.3 | 34.0 | 2.7 | 5.2 | 2.1 | 0.4 | 1.1 |
| Personnel expenses | 3.9 | 5.4 | 4. 5 | 3.0 | 2.6 | 62.9 | 6.2 | 7.4 | 11.3 | 5.1 | 3.3 |
| Financial expenses | 1.2 | 2.0 | 1.6 | 0.3 | 0.3 | 72.8 | 1.7 | 2.5 | 2.8 | 1.1 | 0.5 |
| lnieres? 8 bank crarges Protessiona! tees | 1.0 0.2 | 1.6 0.4 | 1.4 | 0.7 | 0.2 | 50.5 58.7 | 1.9 0.4 | 2.8 0.6 | 4.9 0.5 | 1.3 0.3 | 0.4 |
| Other expenses | 22.8 | 33.7 | 22.1 | 20.9 | 14.6 | 100.0 | 22.8 | 33.7 | 22.1 | 20.3 | 14.6 |
| Profit (loss) | 16.2 | 35.5 | 15.3 | 8. 2 | 5.2 | 99.9 | 16.2 | 35.5 | 15.3 | 8.2 | 6.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | - | . $\cdot$ | $\ldots$ | . . |

## Symbols

zero or no opsepverions
$=$ \&oo sma! 100 be expresseo
AOt aDDlicable

* confiontic|


## Footnotes

111 inese estimates are baseo on sempte of businesses reporting seles between 825.000 end 52.000 .000


Fhis portion of the table pertains only to qhe businesses reporting the specific expense iqem, Thereforb these ratios are calculated ind: idually and the toiat will nop necesserily equal $100 \%$.

Notes
Deta are snown $b \forall q u s i$ i ies wher at least 13 of the sompled businesses repori the specific item
 one querter of phe coral number of businesses. Within each quartile the overege rafio is presenteo. For comparison purposes. the $h$, an and low values of sales are snown

## How to ust she tebles

(1) Locete the appropriate seles pange that is displayed on the two lines antirled low sates value gnd ehigh sales value
(2) The selected range will indicate the ppoper guartile. i. e. the botiom 25\%. the lower midde 25\%, the upper middie 25\% or the top 25 z
(3) Deta pert责ining to the selected sales size range will be in shat quertile

## Stenderd Indutric: Clessificetion Definition (SIC 1880):

51C 5921 - Direct Sellers
Businesses nrimar, iv engaged in reta. dealing in a variety of products such as dairy products. beverages. cosmetics and kitchenware by means of ie epncme goo - $10-000^{\circ}$ canvassing or carties arranged in customers. homes. Mail-order houses are included here. Direct ma marketing oderators. direct personal retailing operators. direct selling of merchandise. door-to coor petailing of merchandise. petal food and beverbe home delivery mail order nouses nome de:ivery newspopers. direct sales non-store retailing party plan merchancistag and rete, tephone se.i.ng of merchandise are included here.

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Quebec, Direct Sellers (SIC E921)

(i) inese estimares are besed on sample of ousinesses reporiing sales between $\$ 25,000$ and $\$ 2,000.000$

See Tabr 1 for symbols and nozes

TABLE 3. Financtal rattos(1) for incorporated businesses only. 1987
quebec, Direce Sellers (SIC 6921)

|  | Total (2) | $\begin{array}{r} 8 \circ t 10 m \\ 25 \% \end{array}$ | Lower middle 25\% | UpDe: middle $25 \%$ | TOO |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low seles value $\left(\$ 000^{\prime}\right.$ s) <br> Migh sales value ( $\$ 000$ 's) | 11 $(1)$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 0.2 | -- | -- | -- | -- |
| Leverage ratios <br> Debtlequity patio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 7.2 \\ & 8.4 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the overage of patios for esch business in the group end cennot de calculateo from the figures shown in ioble

Soe Table i for symools and noiss

## Definitions:

1. biquidity retio:

Current = curpent assets / curren* liabiliqies
2. Leveroge retios:

```
Deb;/equiity = lotal liabilifies / equily
Nett rat:0 = iotal iabililies / lota, 8ssets
interest coverage = net profit - interest expense / interesi expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Direct Sellers (SIC 6921)


only thost Dusinesses reporiing o statement of changes
see iadie for sympols and notes.

TABLE 5. Employment changes by size of business, i984-1987 based on SIC classification in i987
Quebec. Direct Sellers (Sic 6921)


 Surver of Employment. Parfoll and Mours. Stotistics Canaca. Calaloges 92-002 an average labcur unit could de interpreied as a full-q me emplovee. Nole thap the business size groups used are determined at ine Canade level, thus if obsiness has at least 500 employees in canada as a whole but ess than that number in any given province it is shown in the 500 and over group
$(2)$ Reters io Dusinesses teporting no dayroli deductions in the previous vear
131 hefers to businesses reporting no payroll deductions in the following year
"Newly repoptirg" and "no longer reporing" businesses are assumed to have been in activity for six months and the information is adjustec accoic:rgly

See fode i for symools ana notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Direct Sellers (SIC 6921)

| - | To:al! 1 ! | Bottom 25\% | $\begin{array}{r} \text { Lowe: } \\ \text { micole } 25 \% \end{array}$ | UoDe: <br> midole $25 \%$ | iof |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 507 |  |  |  |  |
| Average sales \$ | 139.148 | 35.037 | 73.613 | 133.624 | 314.317 |
| Average expense \$ ${ }^{\text {Average net prof it (loss) \$ }}$ | 126.982 | 25,568 | 66.005 | 121.659 | 294,696 |
| Average net profit (loss) \$ | 12.166 | 9.469 | 7.608 | 11.965 | 19.621 |
| Businesses reporting profit (No.) | 476 |  |  |  |  |
| Average sales \$ | 141.966 | 35.009 | 72.284 | 133.931 | 326,638 |
| Average expense \$ | 127.116 | 24.221 | 61.999 | 120.175 | 302.068 |
| Averege net profit \$ | 16.850 | 10.788 | 10.285 | 13.756 | 24.570 |
| Susinesses redorting loss (Mo.) | 31 |  |  |  |  |
| Average sales \$ | 112.854 | 35.324 | 79.078 | 131.139 | 205.873 |
| Average expense ${ }^{\text {d }}$ | 121.368 | 39.527 | B2. 467 | 133.567 | 229.811 |
| Averoge net loss \$ | -8.514 | -4.203 | -3.389 | -2.528 | -23.938 |

1985

| Number of observations in sample | 475 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 142.995 | 37.500 | 74.760 | 144.018 | 315,703 |
| Averoge expense \$ | 130.964 | 29.52? | 64.035 | 132.856 | 297,036 |
| Average ne: Drofit \loss) \$ | 12.131 | 7.973 | 10,725 | 11.162 | 18.667 |
| Businesmes redorting profit (No.) | 444 |  |  |  |  |
| Average sales \$ | 141,767 | 36.979 | 74.695 | 142.029 | 313.366 |
| Average expense \$ | 128.018 | 28.197 | 62,833 | 127.377 | 293.664 |
| Average net piofit \$ | 13.749 | 8.782 | 11.852 | 14.652 | 19.702 |
| Burinesses reporting loss (Mo.) | 32 |  |  |  |  |
| Averape soles 5 | 169.935 | 43.218 | 75.514 | 158.977 | 402.029 |
| Average expense \$ | 179.443 | 44.119 | 77.958 | 174.068 | 421.627 |
| Average net loss \$ | -9.508 | -901 | -2.444 | -15.09 1 | -19.598 |

1987


[^38]TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Operators of Buildings and Dwellings (SIC 751)

|  | To:al: 1 ; |  | Bot:om 25: |  | Lome? midde 25\% |  | $\begin{aligned} & \text { UDRe } \\ & \text { midsle } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sus, nesses it satale No. Low sales value $\$ 00 \mathrm{c}$ s) High sales value $; 5200$ 's | $\begin{array}{ll} 11 & 11 \\ 11 & 49 \end{array}$ |  |  |  | 4979 |  | $\begin{array}{r} 79 \\ 192 \end{array}$ |  |  | 198 |  |
| Sulected excense i em | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { 2 busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting Dusinesses only (3) |  |  |  |  |
|  | Tota | Bot:0m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Uoder midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { moddle } \\ 25 \% \end{array}$ | Uoder middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | -rcent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Dccupancy expenses |  |  |  | 29.4 |  |  | 28.0 15.6 |  |  |  | 24.3 10.7 |
| Depreciation | 12.3 | $\begin{array}{r} 15.8 \\ 8.5 \end{array}$ | 13.4 | 11.0 | 9.1 | 78.8 75.2 | 15.6 10.4 | 21.2 10.6 | 17.4 8.1 | 14.1 14.1 | 10.7 8.9 |
| Repairs s maintanance | 7.8 6.1 | 8.5 6.6 | ¢. 5 5.2 | 9.7 8.9 | 7.5 5.8 | 75.2 71.9 | 10.4 8.5 | 10.6 10.5 | 8.1 8.1 | 16.1 8.6 | 8. 7 |
| Rent | 1.0 | 0.7 | 0.5 | 1.8 | 0.9 | 12.5 | 7.9 | 65.7 | 6.8 | 12.0 | 3.4 |
| Personnel expenses | 10.3 | 3.7 | 11.5 | 10.8 | 15.2 | 46.7 | 22.1 | 18.0 | 28.8 | 22.9 | 19.3 |
| Financial expenses | 38.0 | 45.7 |  |  |  |  |  |  |  |  |  |
| inieces: \& oant chapges Protessional tees | 35.6 4.4 | 39.4 6.4 | 35.4 4.3 | 31.4 4.1 | 28.3 3.0 | 93.8 91.3 | 35.8 4.9 | 43.5 7.0 | 38.9 | $\begin{array}{r} 33.5 \\ 4.4 \end{array}$ | 28.3 3.4 |
| Other expenses | 25.9 | 23.6 | 31.0 | 24. 6 | 24.6 | 100.0 | 25.9 | 23.6 | 31.0 | 24.6 | 24.6 |
| Profit (loss) | -1.5 | -4.6 | -6. 8 | -0.3 | 5.6 | 98.5 | -1.5 | -4.9 | -6.8 | -0.3 | 5.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | . . | . . | . . |

## Symbols

- zero or no oosepvetions
-     - 

no: sppticable
$\times$ confidentil

## footnottit

(1) These estimstes ere pased on semple of businesses reporing soles berween $\mathbf{1 2 5} \mathbf{8}, 000$ and $\mathbf{8 2}, 000.000$

(3) Value in each coll=
$\frac{\text { Total weighted expendizure on a given item }}{\text { lotal weighied sales of businesses reporting this item of mpendipre }} \times 100$ for each quertile
This doption of the tasle peptsins only to the Dusinesses reporting ine specilic expense item. Therefore these ratios be calculated individubly and the $10: 81$ will hot necessarily equal 1008

## Hotes

Data ore shown ty quapliles when ar leas? 13 of qhe samoled Dusinesses peport the specific ilem
 one quarier of the cotal mumber of businesses Hithin esch quartile. the everege patio is presented. for comperison purposes, the high and lom values of sales are shown.

## How to use the tebles

(1) Locare the approprible sales range that is oisplayed on the iwo lines entilioo "Low sales value" and amigh salus value"

121 The selected renge will indicete the proper quartile. i.e. the bottom 25 , the lower miode $25 \%$, the upoer midole $25 \%$ or the $10025 \%$.
(3) Dots pertaning to the selected soles size range will be in that quafilite

## Stender Industriol Ciestificetion Definition (51C 1980)

SIC 7510 - Opereiors of Buildings and Owellings
Businesses or, marily ergaged in operating. of in owning and operating buitdings and dwellings

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Operators of Buildings and Dwellings (Sic 751)

|  | Totalll | $\begin{array}{r} \text { Bct+om } \\ 25 \% \end{array}$ | Lowe : $\text { mede } 25 \%$ | Uoce: middie 25\% | Tog <br> $2 ⿰ 氵$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No. Low sales value ( 8000 's) Migh sales value ( $\$ 000^{\prime}$ s) | 198 11 11 | (1) 49 | 49 81 | $\begin{array}{r} 8! \\ 212 \end{array}$ | $\begin{aligned} & 212 \\ & 111 \end{aligned}$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | $\bar{\square}$ |  |
| Accounts and nates receivable | 12 | 1 | 1 | 8 | 36 |
| Inventory | - | - | $\square$ | -i | 574 |
| Other current assets Total current assets | 178 | 21 | 27 | 68 | 610 |
| fixed assets | 528 | 196 | 274 | 383 | 1.228 |
| Less: Accum. dep. on fixed assets | - | 5 | 131 | - | 253 |
| Other assets | 190 | 35 | 131 | 343 | 253 |
| Total assets | 904 | 252 | 432 | 795 | 2.091 |
| Lisbilities and equity |  | - |  |  | 103 |
| Current loans | 142 | 18 | 53 | 59 | 424 |
| Total current liabitities | 171 | 19 | 58 | 67 | 527 |
| Mortgages payable | 5 | - | 1 | - | $\bigcirc$ |
| Long iepm deot | 48 | 162 | 1 252 | 316 | 9. 279 |
| Ciner liabilities | 485 | 162 | 252 | 316 |  |
| Totel lisbilities | 662 | 181 | 322 | 383 | 1.717 |
| Total equity | 242 | 71 | 110 | 412 | 374 |

11 Inese estimates are based on sampl of businesses peporting sales between \$25,000 and \$2.000.000

See rable ifor symocis and motes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Operators of Buildings and Owellings (Sic 751)

|  | Total(2) | $\begin{array}{r} 80 t+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Unde? midele 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Lom sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ s) | $\begin{aligned} & 198 \\ & (9) \\ & 19 \end{aligned}$ | $\begin{aligned} & \text { (1) } \\ & 15 \end{aligned}$ | 49 89 | $\begin{array}{r} 81 \\ 212 \end{array}$ | $\begin{aligned} & 212 \\ & 11 \end{aligned}$ |
|  | Aversge |  |  |  |  |
| Liquidity ratio Curtent ratio (times\} | 1.1 | 1.1 | 0.5 | 9.0 | 1.2 |
| Leverage ratios <br> Debtiequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $2 . ?$ 1.3 0.9 | 2.6 0.8 0.7 | 2.9 0.8 0.7 | $\begin{aligned} & 0.9 \\ & 1.1 \\ & 0.5 \end{aligned}$ | 4.6 1.4 0.8 |

(I) The ratios represent the overage of ratios fop each businuss in the proup ond cannot be calculated from the figures shown in toole 2 121 These estimetes bre besed on sample of businestes reporting $\$$ sies beiween $\$ 25,000$ end $\$ 2,000,000$.

See Toble i for symbols and notes

## Definleions

1. Liquidity retio:

Curpert : curtene asseis / cu:rent tabiliqies
2. Leverege retios:
al Debt/equiqy $=$ toqal liabilifies / equiqy
t) DeDt atic = torsi lisbilifes / tota: Bssers
c) lrierest coversg $=$ net profi . interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Operators of Buildings and Dwellings (Sic 751)

|  | Torail: | $\begin{array}{r} \text { Bot } 12 m \\ 25 \% \end{array}$ | $\text { m ode } 25 \%$ | $\text { mido e } 2 E \%$ | $\begin{aligned} & 10 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samele (No. Lom sales value $\$ 0000$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 27 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 27 \end{array}$ | $\begin{aligned} & 27 \\ & 65 \end{aligned}$ | $\begin{array}{r} 63 \\ 196 \end{array}$ | $\begin{aligned} & 196 \\ & 1! \end{aligned}$ |
|  |  |  | Average ( 8000 s ) |  |  |
| Operting ectivities Cash trom oderations Depreciation Other | $\begin{aligned} & 53 \\ & 15 \\ & 11 \end{aligned}$ | $\begin{array}{r} 11 \\ -16 \end{array}$ | $\begin{array}{r} 1 \\ 10 \\ -1 \end{array}$ | $\begin{array}{r} 121 \\ 22 \\ 60 \end{array}$ | $\begin{array}{r} 52 \\ 20 \\ -21 \end{array}$ |
| Oividends | -19 | - | - | -35 | -30 |
| Investment ectivities Disposal of fixed assets Purchase of fixeo assets Increase in investment Decrease in investment | $\begin{array}{r} 86 \\ -182 \\ -44 \\ 1 \end{array}$ | 103 | - 6 | $\begin{array}{r} 205 \\ -560 \\ -135 \end{array}$ | $\begin{array}{r} 17 \\ -16 \\ -4 \\ 5 \end{array}$ |
| Financing ectivities <br> Increase in long term deb? <br> Repayment of long term deb: <br> Loans fiom shareholdeis <br> Repayment of loans from shareholders <br> Aovances \& loans from government <br> increase ir eauity <br> Decrease in equi:y <br> O:het | $\begin{array}{r} 123 \\ -32 \\ 2 \\ -23 \\ 48 \\ 48 \\ -8 \end{array}$ | $-93$ | - -7 | 372 <br> -73 <br> - <br> - <br> 126 <br> -17 | $\begin{array}{r} 20 \\ -26 \\ 10 \\ -31 \\ 32 \\ 32 \\ -10 \\ 3 \end{array}$ |
| Increse(decrese) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash st equivalents - End of the year | 34 3 37 | 5 | $\begin{aligned} & -6 \\ & -6 \end{aligned}$ | $\begin{array}{r} 87 \\ 18 \\ 105 \end{array}$ | 22 -3 19 |

111 inese estimates are obsed on sample of incordoisted businesses redorting sales deiween 825,000 ond $82.000,000$. Somple count incluoles only those businesses edoring a stetement of changes
see ioble 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in i987
Quebec. Operetors of Buildings and Dwellings (SIC 751)

|  |  |  |  | Changes in num with pei | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average labour units(1) | Number of businesses | Total payrall ( 3000 s) | Average labour units(1) | Newly repopting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 3.170 | 263.645 | 14.234 | 604 | 395 |
| less than 20 <br> 20-99 <br> $100=699$ <br> 500 and over | $\begin{array}{r} 3.031 \\ 104 \\ 25 \\ 10 \end{array}$ | $\begin{array}{r} 119.209 \\ 59.871 \\ 44.427 \\ 42.138 \end{array}$ | $\begin{aligned} & 6.339 \\ & 3.253 \\ & 2.415 \\ & 2.235 \end{aligned}$ | $\begin{array}{r} 585 \\ 11 \\ ? \\ ? \end{array}$ | $\begin{array}{r} 383 \\ 11 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 3,729 | 382.694 | 19.264 | 684 | . . |
| less then 20 <br> 20-99 <br> 100-499 <br> 500 and over | $\begin{array}{r} 3.574 \\ 114 \\ 33 \\ 8 \end{array}$ | $\begin{array}{r} 158.876 \\ 75.434 \\ 74.785 \\ 73.599 \end{array}$ | $\begin{aligned} & 7.991 \\ & 3.789 \\ & 3.813 \\ & 3.671 \end{aligned}$ | 670 8 5 1 | $\ldots$ $\ldots$ $\ldots$ |

[^39]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Operators of Buildings and Dwellings (SIC 751)

|  | 70:3161: | Bot $10 \pi$ 25: | Lowe ! mode 25\% | Lffe m. de.e $25^{\circ}$ | $\begin{aligned} & \text { Tc: } \\ & 2 E: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sates \$ | 170.340 | 34.877 | 64.844 | 122.256 | 459.382 |
| Average expense \$ | 116.640 | 4.022 | 55.783 | 48.272 | 358.481 |
| Average net profit (loss) \$ | 53.700 | 30.855 | 9.061 | 73.984 | 100,901 |
| Businesses redorting profit (Mo.) | 185 |  |  |  |  |
| Averape sales \$ | 178.275 | 34.175 | 64.677 | 126.780 | 487.458 |
| Average exomse \$ | 94.918 | 17.435 | 40,723 | 22.166 | 334.217 |
| Average net profit \$ | 83.35 ? | 16.780 | 23.954 | 104.614 | 153.251 |
| Susinesses reporting loss (Mo.) | 67 |  |  |  |  |
| Averoge sales ${ }^{\text {a }}$ | 144.775 | 36.168 | 65.186 | 107.385 | 370.350 |
| Average expense ${ }^{\text {d }}$ | 174.930 | 43.525 | 86.760 | 134.04 | 435.395 |
| Average net loss \$ | $-30.155$ | $-7.357$ | -21.574 | -26.646 | -65.045 |

1886

| Number of observations in smmple | 331 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales \$ | 179.090 | 38.095 | 71.315 | 144.071 | 462.879 |
| Average expense \$ | 158.404 | 37.336 | $66.60 \%$ | 127.249 | 402.426 |
| Average net protit (loss) \$ | 20.686 | 757 | 4,714 | 16.822 | 60.453 |
| Cusinesses reporting profit (Mo.) | 220 |  |  |  |  |
| Average soles 5 | 983.507 | 38.132 | 71.619 | 145.924 | 478.359 |
| Average expense \$ | 138,794 | 28.026 | 52.027 | 104.526 | 370.597 |
| Average net diofit \$ | 44.713 | 10,105 | 19.584 | 49.398 | 107.762 |
| Buginesses reporting loss (No.l | 111 |  |  |  |  |
| Average stes S | 969.218 | 38.054 | 70.544 | 140.302 | 427.973 |
| Average exdense ${ }^{\text {a }}$ | 200.007 | 47.772 | 104.600 | 173.459 | 471.197 |
| Average ne: loss \$ | -30.789 | -9,718 | -34.056 | -33.957 | -46.224 |

1987


191 These esinates are dased on a sample of Dusinesses reporting seles between $\$ 25.000$ and $\$ 2,000,000$
See Table ifor symbols and noies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Operators of Residential Buildings and Dwellings (SiC 7511)

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

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zero or no observations
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## footnotes

11 inese esfimetes are based on sanple of businesses reporting seles otween $\$ 25.000$ and 82.000 .000
(2) Velue if each cetl $=\frac{\text { loial weignied expendifure on given item }}{\text { lotal weighted sales of sli businesses in the sample }} \times 100$ for Bsch quartile
lotel weighted expenditure on a given item

Imis portion of the qabie perqeins only to the businesses reporting the spocific exponse item. inerefore these patios ere catculated individu'ly and the roial will not necessarily equal $100 \%$

## Notes

Data are show by quatiles whon at last 13 of the sampled businesses report the specific item
Recoros were ranked im ascending oroer according to sales size. Coch quartile li e. boitom 25z. lower midole 25z. etc. 1 represents one quapter of the soial number of businesses. Within esch quertile, the overage retio is presented for comparison purposes, the high and low vilues of sates are shown

How to use the itibles
(1) bocete the appropiate sales pange that is displayed on the two lines antiqteg bow sales value and anigh sal es value
 top $25 \%$
(3) Date pertaining to the selected sales sizt pange will be in that oustile

Stenderd Industriel Cleseifiention Definition (SIC 1980):
SIC 7511 . Opepmtors of Residenticl Buildings end Owellings
Businesses primarily ergaged if operating. of in owning and operating residential buildings and dwellings fhis induspry inctudes adartment building opera: ing. acarment hoie operating. condominium management. leasing of resicential Duiloings and residential Duildings cea esiate operaing

TABLE 2. Balance sheet profile for incorporated bustnesses only. 1987
Quebec. Operators of Residential Buildings and Owellings (SIC 7511)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe: $\text { mode e } 25 \%$ | UDDE middle $25:$. | Te: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales ve: ve ( 9000 's) <br> Hign sales value ( $\$ 000$ 's) | $\begin{aligned} & 129 \\ & \{1\} \\ & 11 \end{aligned}$ | $\begin{aligned} & 1 \\ & 4 \end{aligned}$ | $\begin{aligned} & 49 \\ & 78 \end{aligned}$ | $\begin{array}{r} 78 \\ 135 \end{array}$ | 136 111 |
|  | Average (8000's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash Accounts and notes peceivable | 5 | 2 | $i$ | 5 | 13 |
| Inventory | 5 | 2 | - | 5 | 1 |
| Other current assets | 152 | 24 | 22 | 55 | 488 |
| Total current assets | 157 | 26 | 24 | 61 | 500 |
| Fixed assets | 529 | 176 | 257 | 325 | 1.313 |
| Less: Accum. deo. on fixed assets | - | - | - |  | - |
| Other assets | 91 | 20 | 49 | 82 | 205 |
| Totel essets | 777 | 221 | 330 | 468 | 2.019 |
| Lisbilities and equity | 19 | - | 8 | 9 | 58 |
| Other current liabilities | 150 | 20 | 41 | 65 | 457 |
| Total current limbilitios | 170 | 21 | 50 | 74 | 516 |
| Mortgages payable | - | - | , | - | - |
| Long term debt | $\stackrel{9}{8}$ | 1 | ${ }^{6}$ | - | - 32 |
| Other liabilities | 458 | 143 | 222 | 272 | 1.156 |
| $\begin{aligned} & \text { Total lisbilities } \\ & \text { Totsl equity } \end{aligned}$ | 836 140 | 165 56 | 273 57 | 346 123 | $\begin{array}{r} 1.703 \\ 316 \end{array}$ |

(1) These estimetes are besed on sample of ousinesses reporting sales detween 325.000 anc 32.000 .000 .

See rable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated bustnesses only, i987
Quebec. Operetors of Residentlet Bulldings end Dwelilngs (SIC 7511)

|  | Total(2) | $\begin{array}{r} \text { Bot } 40 m \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper $\text { miode } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 129 \\ & 11\} \\ & 11\rangle \end{aligned}$ | (1) 4 | 478 | $\begin{array}{r} 78 \\ 136 \end{array}$ | 136 111 |
|  | Average |  |  |  |  |
| Liquidity patio Current ratio (times) | 0.9 | 1.2 | 0.5 | 0.8 | 1.0 |
| Leverage rotios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 4.5 \\ & 1.0 \\ & 0.8 \end{aligned}$ | 2.9 0.8 0.7 | 4.8 0.8 0.8 | 2.8 0.8 0.7 | 5.4 1.1 0.8 |

(1) The retios represent the overoge of ratios for each business in the group and comnot be calculated from the figures shom in isol a
12) These astinafes are based on sample of businesses reporting sales between $\$ 25,000$ ond $82,000,000$.

See tole ifor symbols and notes.

## Sfinitions:

1. Liquitisy retio:

Current = eurrent assets / current liabilitiss.
2. Leverage retios:
a) Deorlequity * cotal liabilifies / equity
ol Deb: ratio $=$ total 1 iadiliqies / rotal assers
c) Interest coverage : net profis - inserest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Operators of Residential 8uildings and Dwellings (SIC 7511 )

| -0:a 111 |  | $\begin{array}{r} 5 c: 0 \pi \\ : 5: \end{array}$ | Lowe? madie 25\% | Upper $\pi \cdot d t: \in 25^{\circ}$ | Tet 2S: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| E.s nesses ir sarzle No. Low sa'es value $\$ \$ \mathrm{SOC} s$ High sales value 3500 s ) | $\begin{aligned} & 15 \\ & 11 \\ & 11 \end{aligned}$ | - |  | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating ectivities Cash from operstions Depreciation Other | 22 10 -10 | -- | -- | -- | -- |
| Dividends | - | - | - | - | - |
| Investment ectivisies <br> Disposal of fixec asseis <br> Purchose of fixed asseis <br> increse in investment <br> Dectease in investment | 28 -7 - 2 | -- | -- | -- | -- |
| Financing ectivities <br> increase in long term oebt <br> Repayment of long term debt <br> Loans from sharenoldeis <br> Redarment of loans from sha:enolders <br> Sovaneses 8 loans fiom government <br> increase in equity <br> Decresse in equity <br> Othe: | $\begin{array}{r} 5 \\ -5 \\ 2 \\ -34 \\ - \\ -2 \\ -2 \\ -1 \end{array}$ | -- -- - - - -- | -- -- -- -- -- | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increaseldecreasel in cash \& equivalents Cash 8 equivalents-Beginning of the year Cash equivalents - End of the rest | 10 1 12 | -- | -- | -- | -- |

1: These espimates are based on sampie of incorporatec businesses peporting sates detween $\$ 25,000$ and $\mathbf{\$ 2}, 000.000$. Sample count inctuces only those bus inusses reporting a siarement of changes
See tade i for symols tho notes

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic ciassification in ig87
Quebec, Operators of Residential Buildings and Dwellings (Sic 7511)

| Business size expressed in sveroge abour units(1) | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ \{\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New is $\text { reporting } 2 \text { : }$ | No Iongel reporfing( $\ddagger$ |
| 1984 |  |  |  |  |  |
| Totel | 1.882 | 104.673 | 5.572 | 321 | 209 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-89 \\ & 100-489 \\ & 500 \text { oncer } \end{aligned}$ | $\begin{array}{r} 1.832 \\ 38 \\ 9 \\ 3 \end{array}$ | $\begin{array}{r} 63.955 \\ 21.382 \\ 11.146 \\ 8.190 \end{array}$ | $\begin{array}{r} 3.414 \\ 1.142 \\ 595 \\ 421 \end{array}$ | $\begin{array}{r} 311 \\ 6 \\ 3 \\ 1 \end{array}$ | 205 8 $=$ |
| 1987 |  |  |  |  |  |
| Totel | 2.087 | 142.548 | 7.108 | 329 | . . |
| less than 20 <br> 20-99 <br> 100-499 <br> 500 and ovet | $\begin{array}{r} 2.023 \\ 53 \\ 11 \\ \hline \end{array}$ | $\begin{aligned} & 81.947 \\ & 34.107 \\ & 25.494 \end{aligned}$ | $\begin{aligned} & 4.081 \\ & 1.706 \\ & 1.321 \end{aligned}$ | $\begin{array}{r}323 \\ 5 \\ 1 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labou unis aie calculated by dividing toial paypoli by the average annual wage ond solery rate as poported in the

Surver of Enflorment. Payroll ond mours. Storistics canad. Calalogue 72-002. An average labour unis could be interpreted as a full-i ime employee noie that the business size groups usec ore deiermineo at the canade tovel. Thus if obusiness has at ieas? 500 emplovees in torace as mote Dut less than that number in any given province it is shown in the 500 and over group
\{21 fefers to tusinesses repori.-9 no parroll deductions in the pievious year
(3) Refers to busimesses reporing no peyroll deductions in the following yer
"Newly reporting" ard "no longer rederting" businesses ale assumed ic have been in activity for six months and the information is adjustec accordingly.

See table 1 tor symools ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Operators of Residential Buildings and Dwellings (SIC 7511)

|  | Toral(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe: $\text { midde } 25 \%$ | Upder <br> midale 25. | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in semple <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss)s | $\begin{array}{r} 144 \\ 165.225 \\ 139.427 \\ 25.798 \end{array}$ | $\begin{aligned} & 35.221 \\ & 10.813 \\ & 24.408 \end{aligned}$ | $\begin{array}{r} 87.202 \\ 58.647 \\ 8.555 \end{array}$ | $\begin{array}{r} 117.728 \\ 104.588 \\ 13.140 \end{array}$ | $\begin{array}{r} 440.749 \\ 383.658 \\ 57.091 \end{array}$ |
| Businesses peporting profil (Wo.) <br> Average sales \$ <br> Average expense $\$$ <br> Averape net profit \$ | 103 173.529 129.367 44.162 | $\begin{array}{r} 34.604 \\ 2.577 \\ 32.027 \end{array}$ | $\begin{aligned} & 65.913 \\ & 41.228 \\ & 25.687 \end{aligned}$ | $\begin{array}{r} 124.358 \\ 98.378 \\ 25.980 \end{array}$ | $\begin{array}{r} 468.242 \\ 380.440 \\ 87.802 \end{array}$ |
| Busincsses reporting loss (Mo.) <br> Average soles $\$$ <br> Average expense ? <br> Average net loss \$ | $\begin{array}{r} 41 \\ 140.507 \\ 160.330 \\ -19.823 \end{array}$ | $\begin{aligned} & 36.828 \\ & 45,875 \\ & -8.847 \end{aligned}$ | $\begin{array}{r} 67.593 \\ 82.266 \\ -14.673 \end{array}$ | $\begin{array}{r} 101.468 \\ 119.816 \\ -18.348 \end{array}$ | $\begin{array}{r} 356.140 \\ 393.563 \\ -37.423 \end{array}$ |

1986

| Number of observations in semple | 121 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 184.883 | 47.169 | 82.027 | 147.285 | 453.049 |
| Average expense \$ | 182.190 | 47.976 | 84.497 | 117.337 | 398.948 |
| Average net prof it lloss) \$ | 22.693 | -807 | -2.470 | 29.948 | 64.101 |
| Businesses peporting a profit (No.) | 81 |  |  |  |  |
| Average sales \$ | 192.723 | 52.767 | 82.830 | 155.016 | 480.280 |
| Average expense $\$$ | 141.502 | 38.177 | 88.219 | 98.726 | 360.886 |
| Average net profis \$ | 51.221 | 14.590 | 14.611 | 56.290 | 119.394 |
| Businesses reporting loss (Mo.) | 40 |  |  |  |  |
| Average sales ${ }^{\text {d }}$ | 171.074 | 40.709 | 79.886 | 131.704 | 431.997 |
| Averape expense \$ | 202.393 | 59.281 | 127.900 | 154.849 | 487.543 |
| Average net ioss \$ | -31.319 | -18.572 | -48.014 | -23.145 | -35.548 |

1987

| Number of observations in semple | 198 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 158.353 | 33,302 | 57.741 | 98.029 | 444.341 |
| Average expense \$ | 153.921 | 35.707 | 59.130 | 104.389 | 416.458 |
| Average net profit (lossi \$ | 4.432 | -2.405 | -1.389 | -6.362 | 27.883 |
| Businesges reporting profit (Mo.) | 118 |  |  |  |  |
| Average sales \$ | 170.637 | 34.200 | 56.447 | 90.659 | 501.242 |
| Average expense \$ | 123.695 | 28.883 | 47.599 | 76.508 | 341.791 |
| Average net profit \$ | 46.942 | 5.317 | 8.848 | 14.151 | 159.451 |
| Businesser reporting lose (Mo.) | 10 |  |  |  |  |
| Average sales \$ | 144.216 | 32.223 | 59.031 | 107.758 | 377.853 |
| Average expense | 189.862 | 43.906 | 70.625 | 141.209 | 503.706 |
| Average nei loss \$ | -45.646 | -11.683 | -11.595 | -33.451 | -125.853 |

(1) These estimates ape based on sample of businesses peporting sales beimeen $\$ 25.000$ and $\$ 2,000,000$.

See Table for symools and notes

TABLE 1. Selected operating fatios, in percent of sales, 1987
Quebec. Dperators of Non-Residential Buildings (SIC 7512)

|  | Io:alil | $\begin{array}{r} \text { Bot } \% \text { om } \\ 25 \% \end{array}$ | Lower $\text { midele } 25^{\circ}$ | UDDe, $m .001 \text { e } 25 \%$ | 70 $i 5 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses saro e ito. Lon sales value isco s Higt sales vaive ( 3000 s) | $\begin{array}{r} 72 \\ 11 \vdots \\ 11\} \end{array}$ | 18 | 48 93 | $\begin{array}{r} 93 \\ 287 \end{array}$ | 28? |


| Selected expense item | Industiy overage( 2 ) |  |  |  |  | $\begin{aligned} & \text { \% Dusi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Reporting ousinesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } e \\ 25^{\circ} \end{array}$ | UpDe: <br> middele 25\% | $\begin{aligned} & \text { T00 } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lowe } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoet } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Decupancy expenses | 24.4 | 29. 8 | 25.7 | 23.9 | 17.9 | 96.3 | 25.4 | 29.8 | 26.7 | 23.9 | 20.9 |
| Dedreciotion | 13.1 | 17.9 | 15.7 | 10.2 | 9.2 | 85.6 | 15.3 | 23.1 | 17.0 | 19.9 | 10.8 |
| Repairs \& maintenance | 5.2 | 4.9 | 5.0 | 6.7 | 4.3 | 77.5 | 6.8 | 6.5 | 6.5 | 8.0 | 5.9 |
| Hest. light 8 telephone | 4.6 | 4.8 | 5.6 | 5.0 | 3.1 | 63.5 | ?. 2 | 10.9 | 8.4 | 5.7 | 5.7 |
| Rent | 1. 5 | 2.2 | 0.4 | 2.1 | 1.3 | 16.5 | 8.9 | 85.7 | 4.1 | 9.0 | 4.4 |
| Personnel expenses | 9. 4 | 3.0 | 14.2 | 11.8 | 8.1 | 57.2 | 16.4 | 12.0 | 33.3 | 16.5 | 9.4 |
| Financil expenses |  |  |  |  |  | 100.0 |  | 41.8 |  |  |  |
| Interest \& Dank charges | 27.5 | 34.4 | $2 \cdot .0$ | 26.2 | 18.3 | 90.6 | 30.4 | 40.7 | 35.6 | 25.2 | 19.3 |
| Professional iees | 5.3 | 7.4 |  |  | 3.1 | 93.3 |  | 8.5 | 5.2 | 5.8 | 2.1 |
| Oiher expenses | 25.0 | 22.6 | 30.0 | 20.6 | 26.8 | 100.0 | 25.0 | 22.6 | 30.0 | 20.6 | 26.8 |
| Profit (loss) | 8.3 | 2.8 | -5.8 | 11.3 | 24.9 | 97.8 | 8.5 | 3.1 | -5.8 | 11.3 | 24.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . |  | $\ldots$ | . $\cdot$ |

## sybols

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## Footnotes

III These estimbies are based on samp'e of businesses reporting ssles beiween \$35.000 sind $\$ 2.000 .000$
121 Value in each cel: $=$ lota weighied expendifure on given ien

 indiv: dublly anc ine lo:al will not necesserily equal 100\%

Moles
Data are shown dy qua: 1 i es when a: least 13 of the sampled ousinesses report the specific item
 one querter of the totiol number ch Dusinesses mithir esch quartile, the overage ratio is presenter por comperison purposes, the high and low values of seles are shown.

How to use the isbles
(1) Locata the appropriate sales range that is displayed on the two lines entited "bow sales vaiue" and migh sales value"
 top $25 \%$
(3) Dato pertrining to the selfected soles site range will be in the gustile

## Senderd Industrisi Clestificetion Definition (SIC 1980)

SIC 7512 . Opererorg of mon-Resicentisl Buildings
 conferencicomention cenite operating. leasing mom-resigepial ou ldings meeting hatioperating oftice butalmgenial. operat ra nom-residential builgings real estate. shooding centre opersting, stadium operating and theatre Duilding aperating

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Operators of Non-Residential Buildings (SIC 7512)

|  | Tota11) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower midde 25: | UpDe: $\text { middle } 25 \%$ | Tos 25* |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samc!e (No. Low sales value ( $\$ 000$ 's) High sales value $\left(8000^{\circ} \mathrm{s}\right)$ | $\begin{gathered} 69 \\ (1) \\ (i) \end{gathered}$ | (1) 48 | 48 97 | 97 365 | $\begin{aligned} & 365 \\ & 11 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivabie | 28 | $\overline{7}$ | 2 | 8 | 93 |
| Accounts and notes receivable Inventory | - | - | 2 | - | - |
| Other current assets | 222 | 11 | 35 | 69 | 770 |
| Total current assets | 248 | 12 | 37 | 77 | 863 |
| Fixed assets | 536 | 242 | 341 | 521 | 1.032 |
| Less: Accum. dep. on fixed assets | - | 1 | 4 | 968 | 201 |
| Other assets | 381 | 73 | 264 | 968 | 201 |
| Total ustets | 1.164 | 326 | 642 | 1.565 | 2.096 |
| Liebilities and equity Current loans | 52 | - | - | 11 | 195 |
| Other current liabilities | 122 | 15 | 72 | 103 | 297 |
| Total current liabilities | 174 | 15 | 72 | 114 | 492 |
| Mortgages dayabie | - | - | - | - | - |
| Long ierm deb: | - | -7 | 57 | 379 | 1.325 |
| Other liabilities | 567 | 197 | 357 | 377 | 1.325 |
| Total liabilities Total equity | 741 423 | 212 113 | 429 213 | $\begin{array}{r} 491 \\ 1.074 \end{array}$ | $\begin{array}{r} 1.818 \\ 278 \end{array}$ |

(11) These espimates are bosec on a sample of Dusinesses reporing sales beiween $\$ 25,000$ and $\$ 2.000 .000$

See itole f foi symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses oniy. 1987
Quebec, Operators of Mon-Resldentisl Buildings (SIC 7512)

|  | Total(2) | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowar } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & \text { 25\% } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. <br> Lon sales value ( $\$ 000$ 's) <br> High sales value ( 8000 's) | $\begin{array}{r} 69 \\ (1) \\ (1) \end{array}$ | (1) | 48 | $\begin{array}{r} 97 \\ 365 \end{array}$ | 365 111 |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.4 | 0.8 | 0.5 | 0.7 | 1.8 |
| ```Leverage ratios Debtlequity retio (times) Interest coverage ratio (times) Oobt ratio (times)``` | $\begin{aligned} & 1.8 \\ & 1.9 \\ & 0.6 \end{aligned}$ | 1.9 1.0 0.7 | 2.0 0.7 0.7 | 0.5 1.9 0.3 | 6.5 2.4 0.9 |

111 The ratios represent the overage of rotios for each businass in the group ond cennot be colculated from the figures shown in iable 2

see ioble $\mid$ for symbels and notes.

Definitions:

1. Liquidity retio:

Curren: = current asseqs / curren: liabilities
2. Leversage ralios:
a) Detifecu: : $=$ toial 1 , abilipies / equi?
b) Oebl ratio = lotal liatulities/ poial assers
c) Interest coverage $=$ net profi * ipierest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Operators of Non-Residential Buildings (SIC 75i2)

|  | Totais? | Bot:om $25 \%$ | Lower <br> midde $25^{\circ}$ | Unoer $\text { middie } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samete ${ }^{\text {No. }}$ Low sales value ( 800 C s) High sales value i $\$ 090$ 's) | $\begin{array}{r} 5 \\ 111 \\ 11 \end{array}$ | -- |  | -- |  |
|  |  |  | erage $1 \$ 000$ |  |  |
| Dperating activities <br> Cash from operations <br> Daprecialion <br> Dther | $\begin{array}{r} 102 \\ 25 \\ 43 \end{array}$ | -- | - | -- | -- |
| Dividends | -46 | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed ossets <br> Purchase of ixed assets <br> Increase in investment <br> Decrease in investment | -352 -83 - | -- -- -- | $-*$ -- -- | -- -- -- | -- |
| Financing activities <br> Increase in long term debt Redayment of long term debt <br> Loaris trom shareholde:s <br> Redayment of loans from shareholders <br> Advances $\varepsilon$ loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 231 \\ -10 \\ 6 \\ -6 \\ 10 \\ 110 \\ -11 \\ 4 \end{array}$ | -- <br> - <br> - <br>  | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - <br>  <br> $\therefore$ <br>  |
| Incrase(decrease) in cash \& equivalents Cosh equivalents-Beginning of the year Cash tequivalents - End of the year | $\begin{aligned} & 11 \\ & 11 \\ & 22 \end{aligned}$ | -- | -- | -- | -- |

(1) These estimates are based or a sample of incorporated businesses reporing sales detween $\$ 25,000$ and $\$ 2,000$. O00. Sample count includes
only those businesses eporting siatemen: of changes
See tacle for symbols ono noies.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Quebec. Operators of Non=Residentiol Buildings (SIC 7512)

|  |  |  |  | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exptessed Io averoge abol units!ij | Number of businesses | $\begin{array}{r} \text { Total poyroll } \\ \left(\$ 000^{\prime} \$ 1\right. \end{array}$ | Averege labour units(1) | reporting(2) | No longar reporting (3) |


| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 767 | 133.308 | 7.286 | 121 | 84 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 697 \\ 49 \\ 14 \\ 7 \end{array}$ | $\begin{aligned} & 36.533 \\ & 29.585 \\ & 33.242 \\ & 33.948 \end{aligned}$ | $\begin{aligned} & 2.021 \\ & 1.634 \\ & 1.817 \\ & 1.814 \end{aligned}$ | $\begin{array}{r} 116 \\ 3 \\ 2 \\ \hline \end{array}$ | $\begin{array}{r} 77 \\ 6 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 854 | 201.151 | 10.210 | 129 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 783 \\ 44 \\ 19 \\ 8 \end{array}$ | 47.003 32.387 48.162 73.599 | 2.417 1.637 2.485 3.671 | 122 2 4 9 | $\cdots$ |

(1) Average labour units are calculatoo oy divioing total paypoll by the average onnuat wage and satary rate as reportac in ine Survey of Employment, Daysofl and hours. Siatistics Canado, Caislogue 72-002. An average labour unit could be interpreted as o fullotime employee Note that the Dusiness size groups used are determined at the lanada level thus if obusiness has of least 500 employees in Canada as a whole but less than tha: number in eny given province it is shown in the 500 and over group
(21) Refers ic Dus nesses reporting no payroll deductions in the previous year
(3) Refers te businesses reporifing no payroll deductions in the following year
"New'y reporting" and "nc longer reporting" Dusiresses are assumec to have been in activify for six months and the informa:lof is adjusied accordingly

See fatie 1 for symbols and notes

TABLE 6. Selected operating characteristics of small bustnesses by sales quartile. 1985-1987
Quebec. Dperators of Non-Residential Buildings (SIC 7512)

| - | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe: middie 25: | Uppe: $\text { middle } 25 \%$ | $\begin{aligned} & 108 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense s <br> Aversege net profit (loss)s | $\begin{array}{r} 81 \\ 193.427 \\ 86.275 \\ 107.152 \end{array}$ | $\begin{array}{r} 39.131 \\ 33.186 \\ 5.945 \end{array}$ | $\begin{aligned} & 68.392 \\ & 39.811 \\ & 28.581 \end{aligned}$ | $\begin{array}{r} 142.921 \\ 36.803 \\ 106.118 \end{array}$ | $\begin{aligned} & 523.262 \\ & 308.906 \\ & 214.356 \end{aligned}$ |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 59 \\ 203.513 \\ 43.228 \\ 160.287 \end{array}$ | $\begin{array}{r} 38.881 \\ 21.240 \\ 17.641 \end{array}$ | $\begin{aligned} & 71.752 \\ & 22.877 \\ & 48.875 \end{aligned}$ | $\begin{array}{r} 143.814 \\ 18.388 \\ 25.426 \end{array}$ | $\begin{aligned} & 559.606 \\ & 247.172 \\ & 312.4=3 \end{aligned}$ |
| Businesser reporting eloss (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Avelage ne loss $\$$ | $\begin{array}{r} 22 \\ 158.953 \\ 215.934 \\ -55.981 \end{array}$ | $\begin{aligned} & 39.401 \\ & 46.097 \\ & -6.696 \end{aligned}$ | $\begin{array}{r} 55.476 \\ 104.892 \\ -49.416 \end{array}$ | $\begin{array}{r} 40.379 \\ 95.412 \\ -55.033 \end{array}$ | $\begin{array}{r} 400.556 \\ 517.333 \\ -116.777 \end{array}$ |

1986

(1) These essimases are bosed on a semple of businesses reporifing sales berween $\$ 25,000$ and $\$ 2.000,000$

See fable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of saies, 1987
Quebec. Insurance and Real Estate Agencies (SIC 7611)

|  | Tota : 1 : |  | Bottom 25\% |  | $\begin{array}{r} \text { Lowe! } \\ \text { midele } 25 \% \end{array}$ |  | UDDE$\text { midde } 25:$ |  |  | $\begin{aligned} & 705 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Busiresses in samale (No. <br> Low sales vaiue (S000's) <br> High sales value ( $\$ 000^{\circ}$ s) | $141$ |  | $\begin{gathered} 111 \\ 68 \end{gathered}$ |  | $\begin{array}{r} 68 \\ 112 \end{array}$ |  | $\begin{array}{r} 112 \\ 210 \end{array}$ |  |  | 210 |  |
| Selected expense item | Industry everagel2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reparting businesses only ${ }^{\text {( }}$ ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\begin{array}{r} \text { miocle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UoDe 1 midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupency expenses | 10.2 | 14.9 | 10.7 | 9.4 | 6.3 | 94.7 | 10.8 | 15.5 | 10.7 | 10.1 |  |
| Depreciation | 3.1 | 5.3 | 2.6 | 3.1 | 1.5 | 88.5 | 3.5 1.5 | 6.5 | 2.6 1.9 | 3.3 1.7 | 1.8 0.7 |
| repsics \& maintenance | 0.7 | 0.8 | 1.0 | $0 . ?$ | 0.4 | 45.0 | 1.5 | 1.9 | 1.9 | 1.7 | 2.7 |
| Heat, Iight 8 telephone | 2.4 | 3. 8 | 1.9 | 2.2 | 1.6 | 79.0 | 3.0 5.3 | 5.1 6.6 | $\begin{aligned} & 2.4 \\ & 7.5 \end{aligned}$ | 2.7 4.4 | 2.0 |
| Rent | 4.1 | 4.9 | 5.2 | 3.4 |  |  |  |  |  |  |  |
| Personnel expenses | 42.7 | 25.8 | 42.9 | 42.7 | 57.7 | 83.8 | 51.0 | 37.3 | 51.5 | 15. B | 64.9 |
| Financil expenses | 4.0 | 3.2 | 6.6 | 2.1 | 3.9 |  | 4.3 |  | 7.7 |  | 3.9 |
| !nieres: \% bar, crarges | 1.4 | -. ${ }^{\text {c }}$ | 2.1 | 0.8 | 1.5 2.4 | 65.7 91.8 | 2. 2.9 | 1.6 2.6 | 3.1 5.3 | 1.3 | 2.6 |
| protessiona tees |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 29.0 | 38.9 | 23.9 | 28.0 | 25.0 | 100.0 | 29.0 | 38.9 | 23.9 | 28.0 | 26.0 |
| Profit (loss) | 14.1 | 17.3 | 16.0 | 17.8 | 6.1 | 99.1 | 14.2 | 17.3 | 16.0 | 18.5 | 6.1 |
| Tots 1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | - . |  | $\ldots$ | - . |

## Sy直bols

- zero or no observetions
-. too small too de expressed
not applictele
$\times$ confidential

Feotnotes
(1) Inesp estimstes are based on sample of bus inesses reporting seles between 325,000 and $32.000,000$
iotal weighted expenditure on given item

(3) Value in each cell $=\frac{\text { lozal meignted expendiqure on given item }}{\text { lotal weighteo seles of businesses reporing this item of expendilure }}$ for guiortile

This portion of the table pertains only to the businesses reporting the specific expense item. iherefore these iatios se calculated individually and the lotel will not neeesserily equal $100 \%$

## Notes

Data pe shown dy quartiles when s: least ine sameled businesses report the specific item
Records were ponked in ascending order according zo soles size. Eech quartile li e. bottom 25\%, Iower midole 25z, eic. pepremts one quarter of the sotal number of Dusinesses. Within esch quartile, the average ratio is presented. for comparison purposes. the high and low values of siles are shown

Mow to use the tables

2) The selecteo pange will indicate she proper quertile. i. the bottom 25\%. the lower midole $25 \%$. the upper miode $25 \%$ op the $10025 \%$
(3) Dete pertsining to the setected seles size rangemill be in that quertic.

## Stendero Inoustriel CIEsificetion Definition (SIC 1880)

SIC 76ig - Insurance and Real Estate Agencies
Businesses primaraly engaged in eisher she selling of insufance and pension producis as an independent agent or broker or dealing im reat estafe suct as buving and selling for others. managing and appraising reat estate for ophers or whose activiries encompass both fiel cs Businesses engaged, in ret estate appraisal services. independent insurance ctaim adjsters. irsurance agents and brokers. insurance anc real estate agencies. insurance oroker services and real estate agenzies are includec in ihis incusty

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Insurance and Real Estate Agencies (SIC 7611)

|  | To:a!11 | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | Lower $\text { m.ode } 25 \%$ | Upper <br> middie 25\% | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales varue ( $\$ 000$ 's) high sales value ( 5000 s) | $\begin{aligned} & 105 \\ & \{1 \\ & 11 \end{aligned}$ | $\begin{array}{r} 111 \\ 80 \end{array}$ | $\begin{array}{r} 80 \\ 134 \end{array}$ | $\begin{array}{r} 134 \\ 230 \end{array}$ | 230 |
|  |  |  | verage (\$000 |  |  |
| Assets |  |  |  |  | - |
| Cash accounts and notes receivable | 57 | 19 | 38 | 69 | 101 |
| Inventory | 5 | - | - | - | 101 |
| Other current assets | 64 | 37 | 70 | 48 | 100 |
| Total cuctent assets | 121 | 56 | 107 | 117 | 200 |
| Fixed essets | 30 | 8 | 13 | 30 | 59 |
|  | - | 37 | - | - | - |
| Other assets | 38 | 37 | 9 | 31 | 72 |
| Total assets | 189 | 101 | 129 | 179 | 341 |
| Liabilities and equity |  | 7 |  | 4 |  |
| Ofter curpent liabilities | 82 | 34 | 73 | 100 | 119 |
| Total current liabilities | 94 | 41 | 85 | 104 | 144 |
| Morigages Dayable | - | - |  | - | - |
| Long term debt | 1 | , | 15 | 25 | 3 |
| Other lisbilities | 30 | 3 | 15 | 25 | 73 |
| Total liabilities Topal equity | 125 84 | 41 57 | 100 29 | 129 50 | 220 121 |

11 Ihese estimates are based on atale of businesses reporting sales between $\mathbf{8 2 5 . 0 0 0}$ anc $\mathbf{8 2 . 0 0 0 . 0 0 0}$
See Tate i for sympols and notes

TABLE 3. Financial r*tios (1) for incorporated businesses only, 1987
Quebec. Insurance and Real Estate Agencies (SIC 7611)

|  | Tota (12) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | 10p |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vo ue ( $\$ 000$ 's) Mign sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 105 \\ & 11\} \\ & \{1\} \end{aligned}$ | (1) 80 | $\begin{array}{r} 80 \\ +134 \end{array}$ | $\begin{array}{r} 134 \\ 230 \end{array}$ | 230 111 |
|  | Average |  |  |  |  |
| Liquiditr ratio Curtent ratio (times) | 1.3 | 1.4 | 1.3 | 1.1 | 1.4 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Dobt ratio (times) | 1.9 7.3 0.7 | 0.8 0.4 | 3.4 5.9 0.8 | $\begin{array}{r} 2.6 \\ 16.0 \\ 0.7 \end{array}$ | 1.8 6.6 0.6 |

(1) The ratios represent the average of perios for esch business in the group and cennot de celculated from the figures shown in lable 2 .


Set ieble ifor symbals and notes

## Definisions:

P. Liquidity retio:

Current a current assets / curtent liabilieies
2. Leverage fetios:

```
DeDi/eauly : pols irabiliqies/ equity
Debt ratio = total hab,lities/ total assets
c) Interest coverage \(=\) ne: protit * interest expense \(/\) interest expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Insurance and Real Estate Agencies (SIC 7591)

|  | To:all1 | $\begin{array}{r} 30: \pm 0 \pi \\ 25: \end{array}$ | Lower <br> m.od: 25\% | Unce: midie :5: | $\begin{aligned} & \text { Cop } \\ & 250 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samsle ino. Lon sales value :q:Cu's, High sales value 'goon's | $\begin{array}{r} 38 \\ 11 \\ (1) \end{array}$ | $81$ | $\begin{array}{r} 8 \\ 135 \end{array}$ | $\begin{aligned} & 135 \\ & 260 \end{aligned}$ | $260$ |
|  |  |  | Average (\$000 |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 37 \\ 9 \\ -6 \end{array}$ | 3 2 - | $\begin{array}{r} 14 \\ 2 \\ 3 \end{array}$ | $\begin{aligned} & 31 \\ & 10 \\ & -3 \end{aligned}$ | $\begin{array}{r} 89 \\ 19 \\ -21 \end{array}$ |
| Dividends | -16 | -4 | -12 | -16 | -29 |
| Investment ectivities <br> Disposal of fixed assets <br> Puichase of fixed assets <br> Increse in investment <br> Decresse in investment | $\begin{array}{r} 1 \\ -16 \\ -3 \\ 2 \end{array}$ | $\begin{array}{r} -2 \\ -3 \\ 8 \end{array}$ | -2 | 2 -12 -2 1 | $\begin{array}{r} 2 \\ -44 \\ -7 \\ 2 \end{array}$ |
| Finencing ectivities <br> Increase in long term debt <br> Repayment of tong term debt <br> Loans fiom shareholders <br> Reraymet of loans from shareholders <br> Advarices of oans liom government <br> Increase in equity <br> Decrease in equity <br> Cirer | $\begin{array}{r}7 \\ -7 \\ 2 \\ -6 \\ \hline \\ \hline\end{array}$ | -4 | -1 | -2 -6 - | $\begin{array}{r}23 \\ -23 \\ 7 \\ -15 \\ - \\ \hline\end{array}$ |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cast \& equivalents . End of the year | 9 24 25 | 3 -2 2 | $\begin{array}{r} 3 \\ 65 \\ 69 \end{array}$ | 3 3 6 | -1 21 17 |

11) These estimares are dasec or a somple ot incorporatec businesses reporting sales between $\$ 25,000$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 \text { . } 5 \text { ample count includes }}$ of ly inose businesses eporting siatemen: of ehanges
see toble for symbis and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in i987 Quebec. Insurance and Resl Estote Agencles (SIC 7611)

|  |  |  |  | Changes in numb with Dai | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overoge labour un:ts | Number of Dusinesses | $\begin{gathered} \text { Total parco: } \\ (\$ 000 \mathrm{~s}) \end{gathered}$ | Average labour uni:s | $\begin{array}{r} \text { Nowly } \\ \text { reporting } \end{array}$ | No longer peporting (3) |
| 1984 |  |  |  |  |  |
| Totel | 3.620 | 447.950 | 22.826 | 594 | 399 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.413 \\ 161 \\ 33 \\ 13 \end{array}$ | $\begin{array}{r} 202.116 \\ 100.834 \\ 48.077 \\ 96.583 \end{array}$ | $\begin{array}{r} 10.433 \\ 5.124 \\ 2.470 \\ 4.799 \end{array}$ | $\begin{array}{r} 576 \\ 13 \\ 4 \\ 1 \end{array}$ | $\begin{array}{r} 388 \\ 9 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 4.301 | 624.625 | 26.573 | 675 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 4.060 \\ 186 \\ 41 \\ 14 \end{array}$ | $\begin{array}{r} 263.177 \\ 135.912 \\ 81.890 \\ 143.546 \end{array}$ | $\begin{array}{r} 11.367 \\ 5.789 \\ 3.116 \\ 6.001 \end{array}$ | 656 14 4 1 | - |

(1) Average iaboup units ere calculated by dividing total dayroll by the average annul wage and salary rate as reported in the Survey of Employment. Dayroli and Hours. Stalissics Canada. Catalogue $72-002$ an average labour unit could oe interpretec os e fuli-time employee. Note that the business size groups used are determineo of the canada level. Thus if a business has at leas 500 employees in Canade as athole but less than that number in any given province it is shown in the 500 and over group
12: Refers to cus, nesses reporting ne pavrol: geductions in the previous year
13: Refers to businesses reporting no Dayrall ofductions in the following year
 adustes accopdingly

See Tabl 1 for symbols and motes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, insurance and Real Estate Agencies (SIC 7611)

| - | iotal1) | $\begin{array}{r} 80: 10 m \\ 25: \end{array}$ | Lower midde 25\% | Uoder micdie 25: | $\begin{aligned} & \text { TOO } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expenses <br> Average nei profit (loss) \$ | $\begin{array}{r} 187 \\ 232.771 \\ 209,400 \\ 23.371 \end{array}$ | $\begin{array}{r} 40.557 \\ 52.622 \\ -12.065 \end{array}$ | $\begin{array}{r} 80.558 \\ 71.968 \\ 8.590 \end{array}$ | $\begin{array}{r} 175.578 \\ 145.498 \\ 30.080 \end{array}$ | $\begin{array}{r} 634.390 \\ 567.511 \\ 66.899 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average axpenses <br> Average net profit | $\begin{array}{r} 159 \\ 232.937 \\ 197.037 \\ 35.900 \end{array}$ | $\begin{array}{r} 38.239 \\ 29.164 \\ 9.073 \end{array}$ | 79.823 <br> 69.396 <br> 10.427 | $\begin{array}{r} 174.106 \\ 142.885 \\ 31.241 \end{array}$ | $\begin{array}{r} 639.580 \\ 546.724 \\ 92.856 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average axoense \$ <br> Average net loss \$ | $\begin{array}{r} 28 \\ 239.586 \\ 258.852 \\ -19.268 \end{array}$ | $\begin{array}{r} 43.808 \\ 85.493 \\ -41.685 \end{array}$ | $\begin{aligned} & 84.916 \\ & 87.212 \\ & -2.296 \end{aligned}$ | $\begin{array}{r} 215.000 \\ 216.000 \\ -1.000 \end{array}$ | $\begin{aligned} & 614.518 \\ & 646.70: \\ & -32.083 \end{aligned}$ |


| Mumber of observetion: in sample <br> Average sales \$ <br> Average expense \$ <br>  | $\begin{array}{r} 236 \\ 259.793 \\ 228.107 \\ 31.886 \end{array}$ | $\begin{aligned} & 47.527 \\ & 37.231 \\ & 10.296 \end{aligned}$ | $\begin{aligned} & 99.695 \\ & 80.222 \\ & 19.473 \end{aligned}$ | $\begin{array}{r} 219.873 \\ 181.514 \\ 38.359 \end{array}$ | $\begin{array}{r} 672.097 \\ 813.461 \\ 58.616 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 208 \\ 262.092 \\ 216.472 \\ 45.620 \end{array}$ | $\begin{aligned} & 51.509 \\ & 34.564 \\ & 16.945 \end{aligned}$ | $\begin{aligned} & 99.942 \\ & 62.489 \\ & 37.453 \end{aligned}$ | $\begin{array}{r} 220.909 \\ 174.576 \\ 46.333 \end{array}$ | $\begin{array}{r} 876.007 \\ 594.259 \\ 81.748 \end{array}$ |
| Buginesses reporing lose (No.) <br> Avolage sales $\$$ <br> Average expense $\$$ <br> Averoge ne? loss $\$$ | $\begin{array}{r} 28 \\ 248.195 \\ 282.651 \\ -34.456 \end{array}$ | $\begin{aligned} & 36.929 \\ & 44.329 \\ & -7.400 \end{aligned}$ | $\begin{array}{r} 99.319 \\ 107.202 \\ -7.883 \end{array}$ | $\begin{array}{r} 213.771 \\ 222.402 \\ -8.631 \end{array}$ | $\begin{array}{r} 642.762 \\ 756.671 \\ -113.909 \end{array}$ |

1987

| Mumber of observations in sample | 179 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales \$ | 228.596 | 47. 169 | 90.333 | 156.695 | 620.186 |
| Average exdense \$ | 203.750 | 37.167 | 69.969 | 129.451 | 578.413 |
| Average net profit (loss) \$ | 24.846 | 10.002 | 20.364 | 27.244 | 41.773 |
| Businesses reporting a profit (Mo.) | 144 |  |  |  |  |
| Average ssles \$ | 234.025 | 46.681 | 91.62? | 155.609 | 641.182 |
| Average expense \$ | 193.789 | 27.556 | 59.811 | 126.408 | 561.3BC |
| Average net profit \$ | 40.236 | 19.125 | 31.816 | 30.201 | 79.802 |
| Businesses reporting loss (No.) | 35 |  |  |  |  |
| Average sales \$ | 217.344 | 48.233 | 86.893 | 157.541 | 576.709 |
| Average expenses | 232.009 | 58.116 | 96.966 | 159.267 | 613.685 |
| Average net loss \$ | -14.665 | $-9.883$ | $-10.073$ | -1.725 | -36.976 |

(11) These estimates are based on sample of businessas reporting selns between $\$ 25,000$ and $\$ 2.000,000$

See Table 1 for symbols anc nores

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Computer Services (S1t 7721)

|  | Tota! 1 ; |  | Bottom 25: |  | Lower migole $25 \%$ |  | Unde$\text { ridde } 25 \%$ |  |  | To: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samicle (No. Lon sales va:ue $\$ 00 \mathrm{j}$ s) Higt soles value ( 8000 's) | $\begin{aligned} & 1! \\ & \vdots \\ & 1 \end{aligned}$ |  | $36$ |  | $\begin{aligned} & 3 \xi \\ & 56 \end{aligned}$ |  | $\begin{array}{r} 58 \\ 200 \end{array}$ |  |  | 206 |  |
| Selecred expense tem | Industiy zverage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi= } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | UDDE? midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | 80:10m 25\% | $\begin{gathered} \text { Lower } \\ \text { midol } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Hoder } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 9.4 | 8.5 | 7.0 | 10.2 | 12.1 | 99.1 | 5.5 | 8.7 | 7.0 | 10.2 | 12.4 |
| Depreciation | 1. 3 | 3.4 | 3.1 | 4.7 | 6.2 | 84.8 | 5.9 | 8.3 | 3.1 | 4.7 | 6.9 |
| Repoirs 8 maintanance | 1.5 | 0.7 | 2.1 | 1.0 | 2.0 | 53.7 | 2.1 | 2.9 | 3.8 | 1.3 | 3.5 |
| Heat, light \& telephone | 0.9 | 0.5 | 0.4 | 1.5 | 1.2 | 69.2 | 1.3 | 2.5 | 0.4 | 1.9 | 1.6 |
| Rent | 2.7 | 3.9 | 1.4 | 3.1 | 2.8 | 73.2 | 3.7 | 5.2 | 2.5 | 3.8 | 3.4 |
| Personnel expenses | 22.1 | 3.3 | 12.3 | 39.0 | 32.1 | 66.7 | 33.1 | 14.1 | 25.6 | 40.3 | 34.2 |
| Financiol expenses | 6.7 | 3.1 | 4.1 | 4. 5 | 6.5 | 84.3 | 5.6 | 6.0 | 5.2 | 4. 5 | 6.7 |
| interest \% bant charges | 1. 2 | - | 0.9 | 1. 9 | 1.7 | 58.7 | 2.0 | 0.2 | 1.6 | 2. 3 | 2.1 |
| Protessional lees | 3.5 | 3.4 | 3.2 | 2.6 | 4.8 | 67.5 | 5.2 | 6.1 | 7.3 | 3.3 | 5.2 |
| Oiher expenses | 28.2 | 16.0 | 17.4 | 28.1 | 50.2 | 100.0 | 28.2 | 16.0 | 17.4 | 28.1 | 50.2 |
| Profis (loss) | 35.6 | 68.9 | 53.2 | 18.1 | -0.9 | 99.1 | 36.0 | 68.9 | 59.2 | 18. 8 | -0.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . $\cdot$ | - $\cdot$ | $\cdots$ | - . |

## Symbois

zero or no observations
.- 800 smal. 100 be expressed
no: apolicatele
$x$ confioential

## Footneres


121 Value in each cell $=$ lote whogreo expenditure on given itam


Tois weighred expenditure on o given item
for esch quarilie.

This porqion of phe qutb pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculateo individualty and the toral will not necessarily equs $100 \%$

Notes
Dat efre showr oy Qubrtiles when at lest 13 of the somplec businesses peport the specific item.
Records mere ranked in scending order ecording to ssles size. Esch quarile li. botiom 25z, lower miodle $25 \%$. erc. lepresenis one quarter of the fotal number of ousinesses. Within each quartile. the zuerage ratio is prestived. For comparison purposes. the nigh and iow values of sales are shown

## How to use the tobles

th locate the appropriest sales range thet is displayed on the two lines entipled tow seles volue" ano migh soles volue"
121 The setected range will indicate the proper quartile. i the botion 25\%. the lower midde 25z. ine ubper miode 25i or the $10025 \%$
13) Date pertoing to the selected sales size range will be in that ouartile.

Stenderd Industrisl CIssifiestion Definition 151 C 1880):
SIC 7721 - Computer Services
Businesses primapity engaged in providing computer dacilifies on a rental. leasing or time sharing dasis and such acifipies as
 compuier processimg services. complier progiaming services computer reria or leasing sefvices iexcedi finance liasingl, compuler services. computer sofiwe services computer time-sharing services computer services sofiware packages. computer services systems analysis bnc design and computer services sysiems design

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Compurer Services (SIC 7721)


Average ( 5000 's)

Assets

| Cash | - | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts and notes peceivable | 46 | 4 | 17 | 28 | 132 |
| Inventory | - | - | - | - | - |
| Other current assets | 79 | 2 | 27 | 91 | 190 |
| Total current asseis | 125 | 6 | 43 | 119 | 323 |
| fixed ossets | 57 | 7 | 18 | 70 | 130 |
| Less: Accum. dep. on fixed ossets | - | - | - | - | - |
| Other assets | 21 | - | - | 25 | 55 |
| -1 usets | 203 | 14 | 62 | 214 | 508 |
| bilities and equity |  |  |  |  |  |
| Cupcent loans | 12 | 1 | 6 | 6 |  |
| Diner cuprent liabilities | 86 | 3 | 24 | 94 | 218 |
| Total curcent liabilities | 98 | 4 | 30 | 99 | 252 |
| Mortgages payabie | - | - | - | - | - |
| Long term debi | 7 | - | - | 4 | , |
| Otner liabilities | 37 | 2 | 11 | 50 | 81 |
| al liabilities | 136 | 7 | 41 | 153 | 334 |
| 1 equity | 67 | 7 | 20 | 61 | 174 |

III These estimates are based on sample of Dusinesses reporing sales berween $\$ 25,000$ and $\$ 2.000 .000$
See tabie i for symols and notes

TABLE 3. Financial ratios(1) for fncorporeted businesses only. 1987
Quebec. Computer Services (SIC 7721)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } 25 \% \end{aligned}$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 94 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 59 \end{array}$ | $\begin{array}{r} 59 \\ 155 \end{array}$ | $\begin{array}{r} 156 \\ 373 \end{array}$ | 119 |
|  | Averege |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.3 | 1.7 | 1.4 | 1.2 | 1.3 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Dabt ratio {times)``` | 2.0 2.4 0.7 | 0.9 20.8 0.5 | 2.0 6.2 0.7 | 2.5 0.7 | 1.9 7.3 0.7 |

(1) The retios represent the overage of ratios for each busintss in the group and connot be celculsted from the figures shown in fable 2 .

121 These estimetes are besed on stmple of businesser peporting seles detwen $\$ 25,000$ end $\$ 2,000,000$
See isol ifor symols and notes.

## Definitions:

8. Liquidity retio:

Curtent $=$ Current assers / curcent libilizies.
2. Leverape retios:

```
a) Debi/equity = total lias;lities / equity
D) Debi ravie = :0:sl liabilities/ tolal assess
c) Interest coverage z net profit * interest expense / interest expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Computer Services (S1C 7721)

|  | Totalil | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { bower } \\ & \text { midale } 25 \% \end{aligned}$ | UDPE: midde 25: | 108 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busiresses in sampie the. Low sales va ve ( 800 si High sa!es value $5 j 20 \mathrm{o}$ ) | $46$ | $\begin{gathered} 111 \\ 32 \end{gathered}$ | $\begin{array}{r} 32 \\ 144 \end{array}$ | $\begin{array}{r} 144 \\ 379 \end{array}$ | 379 |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operting ectivities Cash from operations Depreciation Other | $\begin{array}{r} 15 \\ 20 \\ 4 \end{array}$ | 4 | $\begin{aligned} & 3 \\ & 2 \\ & 3 \end{aligned}$ | $2 ?$ | 18 45 3 |
| Dividends | -6 | - | - | -9 | $-13$ |
| Investment ectivities Disposal of fixed assets Purchase of fixed assets Incrase in investment Decresse in investment | $\begin{array}{r} 4 \\ -22 \\ -10 \\ 2 \end{array}$ | $:$ | -1 | $\begin{array}{r}8 \\ -8 \\ \hline\end{array}$ | $\begin{array}{r} 8 \\ -79 \\ -40 \\ 5 \end{array}$ |
| Financing ectivities <br> Increase in long term debt Redayment of long term debt Loans from shareholders Redayment of loans from shareholders Govances \& loans from government ! nerease in equity Cecrease in equity Othe. | $\begin{array}{r} 9 \\ -15 \\ 6 \\ -4 \\ -3 \\ \hline \\ -2 \end{array}$ | -12 | - <br>  <br> - <br> - | $\begin{array}{r}-28 \\ 8 \\ -3 \\ -8 \\ 6 \\ \hline\end{array}$ | 34 -24 13 -15 -7 7 -2 2 |
| Incresse(decrease) in cosh 8 equivalents Cash s equivelents-Beginning of the year Cosh \& equivalents - End of the rear | $\begin{array}{r} 2 \\ 19 \\ 21 \end{array}$ | -8 16 7 | ? | 5 3 8 | -6 65 59 |

11: These estimetes be bece on sample of incorporsted businesses reporing seles between $\$ 25,000$ onc $\$ 2.000 .00 \mathrm{C}$, \$ample count incluaes oniy those businesses reporting o statement of changes
see rable for symbols notes

TABLE 5. Employment changes by stze of business. i984-1987 based on SIC classification in ig87
Quebec. Computer Services (SIC 7721)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Tota: parroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 \text { y } \\ \text { peporting } i 2 \text { ) } \end{array}$ | No longer reportingi3) |
| 1984 |  |  |  |  |  |
| Total | 675 | 237.974 | 9.441 | 247 | 163 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 606 \\ 43 \\ 19 \\ 7 \end{array}$ | $\begin{array}{r} 10.056 \\ 35.965 \\ 40.803 \\ 121.950 \end{array}$ | $\begin{aligned} & 1.583 \\ & 1.429 \\ & 1.637 \\ & 4.792 \end{aligned}$ | $\begin{array}{r}241 \\ 4 \\ 2 \\ \hline\end{array}$ | $\begin{array}{r} 150 \\ 19 \\ 1 \\ 9 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1.114 | 390.293 | 13.555 | 306 | - $\cdot$ |
| $\begin{aligned} & \text { 10ss than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 992 79 34 9 | $\begin{array}{r} 70.918 \\ 63.691 \\ 73.833 \\ 181.851 \end{array}$ | $\begin{aligned} & 2.462 \\ & 2.213 \\ & 2.581 \\ & 6.310 \end{aligned}$ | 288 13 4 1 | $\cdots$ |

(1) Averoge labour units are colculated by dividing iotal payroll by the overage annul wage and salary rate ss reported in the Survey of Employment. Payroll and Houts. Statisitics Canada. Calologue $72-002$ an average iabour unis could de interpreted as a fult-time employee Mope that phe business size groups used are determined of the Canade level thus if o dusiness has at least 500 employees in canada as a whole dut less than that number in any given province is is shown in the 500 and over group
12: Refers 10 businesses reporting no payroll deductions in the previous year
13: Refers 10 Dusinesses peperting no perioll deductions in the fo: iowing year
"Newly redorting" and "no longer reporting" Dusinesses are assumed to nave been in activity for six months ane the intormasion is edjusied accoroingir

See 1able 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Quebec. Computer Services (S|C 7721)

| - | T0:31(1) | $\begin{array}{r} \text { Bot:om } \\ 25^{\prime} \end{array}$ | Lowe $\text { midole } 25 \%$ | UDDe $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 21 |  |  |  |  |
| Average sales $\$$ | 167.210 | -- | -- | -- | - |
| Average expense \$ | 137.009 | - | -. | -- | .- |
| Average net prolit (loss) \$ | 24.201 | -- | -- | - | -- |
| Susinesses peporting profit (Mo.) | 19 |  |  |  |  |
| Average sales | 163.014 | -- | -- | -- | -- |
| Averoge expense 9 | 136.287 | -- | .- | -- | -- |
| Averoge net profit \$ | 26.727 | -- | -- | -- | -- |
| Businesses peporting loss (No.) | 2 |  |  |  |  |
| Average sales \$ | 225.000 | -- | -- | -- | -- |
| Average expense \$ | 228.500 | -- | -- | -- | -- |
| Average net lass \$ | -3.500 | -- | -- | -- | -- |

1986


1987

| Number of observations in semple | 121 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \% | 183.696 | 32.751 | 47.448 | 101.060 | 553.525 |
| Average expense $\$$ | 971.409 | 13.332 | 16.651 | 85.419 | 559.235 |
| Average net profit \|loss) \$ | 12.287 | 19.419 | 3 C .797 | 14.641 | $-15.710$ |
| Eusinesses reporiing profit (Wo.) | 93 |  |  |  |  |
| Averape sties \$ | 192.843 | 32.569 | 47.448 | 100.797 | 590.577 |
| Average exomses | 156.871 | 9.228 | 16.651 | 78.949 | 522.656 |
| Average net profit \$ | 35.972 | 23.341 | 30.797 | 21.828 | 67.921 |
| Buginesses reporting loss (Mo.) | 28 |  |  |  |  |
| Average soles \$ | 201.469 | 37.359 | - | 102.005 | 465.043 |
| Averoge expenses | 302.978 | 119.120 |  | 111.342 | 680.471 |
| Averoge ne: loss \$ | -101.509 | -79.761 | - | -9.337 | -215.428 |

[^40]TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Advertising Agencies (SIC 7741)

|  | Total11 |  | Sotiom 25 |  | $\begin{aligned} & \text { Lone: } \\ & \text { mido e } 25^{\circ} \end{aligned}$ |  | Upper <br> midde 25\% |  |  | $\begin{aligned} & 90 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sams:e ino. Lon sales value socés. High saigs vaiue sunc s | $\begin{aligned} & 95 \\ & 11 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 57 \end{array}$ |  | $\begin{array}{r} 57 \\ 143 \end{array}$ |  | $\begin{array}{r} 143 \\ 298 \end{array}$ |  |  | 296 |  |
| Selectedexpense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { Q busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reooring businesses oniy 31 |  |  |  |  |
|  | Total | Bot 10 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Udoer <br> midole 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Toral | $\begin{array}{r} \text { Bo: } \mathrm{om} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { bomer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sates |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soles | 9.4 | - | 13.5 | 10.1 | 11.5 | 21.3 | 44.3 | - | 46.0 | 35.8 | 53.7 |
| Occupancy expenses | 7.1 | 9.4 | 6.8 0.9 | 6.5 2.8 | 5.2 | 92.5 | 7.7 | 12.5 1.6 | 8.8 0.9 | 7.2 3.7 | 8.2 1.2 |
| Depreciation Repairs s mointenance | 1.5 0.4 | $\bigcirc .2$ | -. 3 | 2.8 0.3 | 4.2 0.4 | 87.9 39.7 | 1.8 0.8 | 1.4 | 1.2 | 0.6 | 0.7 |
| Heat. light \& ieleohone | 1.2 | 0.8 | 1.8 | 0.9 | 1.3 | 70.5 | 1.7 | 1.4 | 2.2 | 1.6 | 1.5 |
| Rent | 4.0 | 6.9 | 3.9 | 2.5 | 3.2 | 77.4 | 5.1 | 9.2 | 4.9 | 3.6 | 3.9 |
| Personnel expenses | 18.5 | 4.6 | 18.3 | 21.9 | 26.0 | 79.4 | 23.3 | 7.5 | 32.6 | 22.1 | 26.6 |
| Finencisl expenses | 2.6 | 4.1 | 1.7 | 2.5 | 2.4 | 100.0 | 2.8 | 4.1 |  | 2.5 |  |
|  | 0.3 2.3 | 0.3 | 0.2 1.5 | 0.3 2.1 | 2.4 3.9 | 52.2 98.6 | 0.6 2.3 | 0.6 4.1 | 0.8 1.5 | 0.5 2.2 | 0.6 1.9 |
| Other expenses | 46.2 | 43.0 | 47.5 | 46.3 | 42.1 | 100.0 | 45.2 | 49.0 | 47.6 | 46.3 | 42.1 |
| Prolit (loss) | 16.2 | 32.5 | 11.9 | 12.6 | 11.8 | 98.8 | 16.4 | 32.5 | 11.9 | \$3.2 | 11.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | . . | $\cdots$ | . $\cdot$ |

## spabols

- zero or no observazions
.- $\$ 00$ small too be expressed
nor applicab:
- confidentia


## Scotnotes

(11) intese espimases are based on sample of businesses feporting sales beiwern $\mathbf{\$ 2 5 , 0 0 0}$ eno $\$ 2,000,000$
(2) Value in potal weighred expend ture on given item
(2) Volve in esch cell: fotal weignceo sales of all businesses in the sample $\times 100$ for wech guartile.
(3) Value in each coll =

Total weighted expenditure on given item
Total weignted sales of businesses reporting this item of expenditure
Inis portion of the iable pertains only to the businesses reporting the specific expense item. Therefore these potios ere calculated individually ane the io:al will not necessarily equal $100 \%$

Noter
Date are shown Dy quartiles when al least 13 of the sompled businesses inporp the specific item
Records were ranked in ascencing order eccording po seies size. Each quariile li. bozrom 25\%. lower midde 25z, etc.J redresents one quafter of the iotal number of businesses. Within bach quaptite, the average ratio is presented for comparison purposes. the migh end low values of sales are shown

## How to use the tables

(li Locate the apprapriate soles range that is displayed on the iwo lines entitind low seles value" and "migh seles velug"
21 The selected range will indicste the proper quartile. i. the Dotion 25x, the lower midole 25\%, the upper midde 258 or the $100 \quad 25 \%$
131 Date ofrtaining to the selected sales size pange will be in that quartile

Standerd indutepiel [1sesifiction Definition (SIC 1880):
Sic 7741 . Advertising Agencies
Businesses primar ily engaged in crefing and/o, placing adveriting with the publications radio and ielevision media this industry $n$ bludes acert sing flacement services, advetising services, advertising and pubticify agency consulfing services and sates promotion campaign services.

TABLE 2. Balance sheet prof ile for incorporated businesses only. 1987
Quebec, Advertising Agencies (SIC 7741)

|  | Tetal: ${ }^{\text {a }}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { micdie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoe? } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { ior } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ifi samole (No. Law sales vaive (3000's) High saies value $\{\$ 000$ s) | $\left.\begin{array}{r} 86 \\ 11 \\ 11 \end{array}\right\}$ | $\begin{array}{r} 11) \\ 100 \end{array}$ | $\begin{aligned} & 100 \\ & 172 \end{aligned}$ | $\begin{array}{r} 172 \\ 393 \end{array}$ | $\begin{aligned} & 393 \\ & 11! \end{aligned}$ |
|  | Average ( 3000 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | - | - | - | - | - |
| Accounts and notes receivable | 45 | 5 | 9 | 32 | 131 |
| Inventory | - | - | - | - | - |
| Dither current assets | 52 | 4 | 24 | 60 | 115 |
| total current assets | 98 | 9 | 33 | 92 | 246 |
| Fixed assets | 16 | 1 | 3 | 12 | 49 |
|  | - | - | - | - | - |
| Other assets | 27 | - | 33 | 54 | 17 |
| Total essets | 141 | 10 | 69 | 158 | 312 |
| Lisbilities and equity |  |  |  |  |  |
| Current loans $\begin{aligned} & \text { Other current liabilities }\end{aligned}$ | 7 | 5 | 28 | 54 | 14 |
| Othef current liabilities Total current liabilities | 67 | 6 | 38 | 58 |  |
| Mortgages dayable | - | - | - | - | - |
| Long term debt | - | - | - | 5 | $\bigcirc$ |
| Other liabilities | 12 | - | 13 | 5 | 29 |
| Total lisbilities Total equity | 79 62 | $\frac{8}{3}$ | 49 | 62 95 | 198 118 |

111 These estimates are besec on a sample of businesses reporting saies deiween $\$ 25.000$ mo 82,000,000
See iable for symbols and notes

TABLE 3. Financial patios(1) for incorporated businssses only. 1987
Quebec, Advertising Agencies (SIC 7741)

|  | Total(2) | $\begin{array}{r} 80 t 10 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low stes value ( $\$ 000$ 's) High soles value ( $\$ 000$ 's) | $\left.\begin{array}{r} 86 \\ (1) \\ 1 \end{array}\right\}$ | $\begin{aligned} & (1) \\ & 100 \end{aligned}$ | $\begin{array}{r} 100 \\ 172 \end{array}$ | $\begin{array}{r} 172 \\ 393 \end{array}$ | 393 |
|  | Average |  |  |  |  |
| Liquidiey retio Current ratio (times) | 1.4 | 1.4 | 0.9 | 1.6 | 1.5 |
| Leveroge ratios <br> Deot/equily ratio (times) <br> Interest coveragn ratio (imes) <br> Debt retio (times) | $\begin{array}{r} 1.3 \\ 27.9 \\ 0.6 \end{array}$ | 1.9 90.3 0.7 | 2.3 30.1 0.7 | 0.7 57.9 0.4 | 1.8 18.9 0.6 |

(1) The retios represent the everoge of ratios for each business in the group and connot be calculated from the figures shown in iable 2 .
(2) Phese estimates are based on smple of businesses reporting sales betwem $\$ 25,000$ and $\$ 2,000,000$
see toble 1 for symools and notes.

## Dofinitions:

1. Liquidity ratio

Gurren: = currens assets / current lisbilities
2. Leverege retios:

```
    Dept/ecuity = 108al liabilities / equily
    DeDt rasic = {0:al liabilit:es/toial assets
    c) Incerest coverege = net profit . inserest expense / interest expense
```

TABLE 4. Statement of ehanges in financial position for incorporated businesses only. 1987
Quebec, Advertising Agencies (SIC 7741)

|  | Total11! | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25^{\circ} \% \end{aligned}$ | Upper $\text { miodle } 25 \%$ | $\begin{aligned} & \text { T2F } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Glsinesses in sample ino. Lon sales value : $\$ 000$ s) H gh sales vaiue ( $5900^{\circ}$ s) | $\begin{aligned} & 57 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 147 \end{aligned}$ | $\begin{aligned} & 147 \\ & 261 \end{aligned}$ | $\begin{aligned} & 261 \\ & 410 \end{aligned}$ | 419 |
|  |  |  | verage 18000 |  |  |
| Operting activities Cast from operations Deprectaition Dther | $\begin{array}{r} 44 \\ E \\ -\quad 1 \end{array}$ | $\begin{array}{r} 32 \\ \hline \end{array}$ | $\begin{array}{r} 18 \\ 11 \\ -17 \end{array}$ | 65 5 -27 | 59 8 -1 |
| Dividends | -18 | -20 | -1 | -8 | -40 |
| Investment setivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investmen: <br> Decresse in investment | $\begin{array}{r} 2 \\ -6 \\ -24 \\ 7 \end{array}$ | $-11$ | $\begin{array}{r} 4 \\ -2 \\ -24 \end{array}$ | $\begin{array}{r} 1 \\ -10 \\ -39 \\ 21 \end{array}$ | $\begin{array}{r} 1 \\ -12 \\ -21 \\ 5 \end{array}$ |
| Finencing activities <br> Increase in long term dedt kepayment of long term debt <br> Loans from shatenolders <br> Redament of loans from shareholders <br> Advances \& loans from gove:nment <br> Increase in equity <br> Decrease in equity <br> Cthe. | $\begin{array}{r} 2 \\ -2 \\ - \\ -4 \\ -4 \\ - \\ 3 \\ -2 \end{array}$ | - <br> - <br> - <br> - | - ${ }_{-1}^{2}$ | 5 -2 1 -3 - - -2 -9 | 5 -7 19 -10 -8 13 -7 |
| Increase (decrease) in cash \& equivalents Cash \& equivalents-Beginning of the rear Cash \& equivalents . End of the year | $\begin{aligned} & 27 \\ & 27 \end{aligned}$ | 1 3 4 | -10 14 4 | $\begin{array}{r} 6 \\ 23 \\ 29 \end{array}$ | 5 65 70 |

111 inese estimates are dasec on a sample of incorporated businesses reporting sales detween \$25,000 aro $\$ 2.000,000$. Sample count inciuges on!y those businesses reporting a staiement of chenges.
See iabis for symbols and motes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SiC classification in 1987
Quebec, Advertising fgencies (SIC 7741)

| Business size exoressed in average labour units \{l? | Numbe: of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s }) \end{array}$ | Average labout units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 y \\ \text { reporting }(2) \end{array}$ | No I onger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 533 | 56.647 | 3.078 | 141 | 77 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 478 \\ 40 \\ 12 \\ 3 \end{array}$ | $\begin{array}{r} 22.564 \\ 18.911 \\ 7.945 \\ 7.227 \end{array}$ | $\begin{array}{r} 1.228 \\ 1.027 \\ 430 \\ 393 \end{array}$ | $\begin{array}{r} 129 \\ 10 \\ 2 \end{array}$ | $\begin{array}{r} 73 \\ 3 \\ 9 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 663 | 91.687 | 4.076 | 172 | , . |
| $\begin{aligned} & \text { less thon } 20 \\ & 20-99 \\ & 100 \text { - } 49 \\ & 500 \text { ond over } \end{aligned}$ | 595 50 14 4 | $\begin{array}{r} 32.479 \\ 30.745 \\ 21.607 \\ 6.856 \end{array}$ | $\begin{array}{r} 1.436 \\ 9.377 \\ 955 \\ 308 \end{array}$ | $\begin{array}{r}168 \\ 2 \\ 2 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^41]TABLE 6. Selected operating characteristics of small businesses by sales cuar:ile, 1985-1987
Quebec. Advertising Agencies (SIC 7741)

| - | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe I $\pi \cdot d d 1=25 \%$ | Under <br> midde 25\% | $\begin{aligned} & \text { Too } \\ & 25^{\circ}: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wuber of observations in sample <br> Average sales \$ <br> Avelage expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 53 \\ 255.521 \\ 239.108 \\ 24.493 \end{array}$ | $\begin{aligned} & 41,327 \\ & 28,336 \\ & 12,991 \end{aligned}$ | $\begin{aligned} & 82.018 \\ & 87.759 \\ & -5.741 \end{aligned}$ | $\begin{array}{r} 153.592 \\ 187.175 \\ 6.417 \end{array}$ | $\begin{array}{r} 705.148 \\ 621.160 \\ 83.988 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense ; <br> Average net Drofit \$ | 47 257.826 225.217 32.609 | $\begin{aligned} & 41.327 \\ & 28.336 \\ & 12.991 \end{aligned}$ | $\begin{aligned} & 84.252 \\ & 64.274 \\ & 19.978 \end{aligned}$ | $\begin{array}{r} 199.376 \\ 186.497 \\ 12.879 \end{array}$ | $\begin{array}{r} 705.350 \\ 621.760 \\ 84.590 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average nê loss $\$$ | $\begin{array}{r} 6 \\ 260.008 \\ 270.972 \\ -10.964 \end{array}$ | - | $\begin{array}{r} 81.342 \\ 94.868 \\ -13.526 \end{array}$ | $\begin{array}{r} 178.000 \\ 189.000 \\ -11.000 \end{array}$ | $\begin{array}{r} 520.681 \\ 529.049 \\ -8.368 \end{array}$ |

1985

| Number of observetions in smple Average sales \$ | $\begin{array}{r} 49 \\ 367.997 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 354.988 | -- | -- | -. | -- |
| Average net drofit (loss) \$ | 13.009 | -- | -- | -- | -- |
| Busineseses reporting a profit (No.) | 43 |  |  |  |  |
| Average sales \$ | 420.906 | -- | -- | -- | -- |
| Average expense \$ | 394.787 | -- | -- | -- | -- |
| Average net Drofit \$ | 25.1:9 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 6 |  |  |  |  |
| Average sales \$ | 359.449 | -- | -- | -- | - |
| Average expense \$ | 366,151 | -- | -- | -- | - |
| Average net loss \$ | -6.702 | -- | -- | -- | - |

1987

Number of observations in sample

$$
\text { Average sales } \$
$$

Average expense 5
Average net drofiq (loss) $\$$
110
259.885
229.442
30.443

93
267.489
227.374
40.115

387.089
413.145
-26.056
103.104
85.142
17.962
216.324
193.876
24.446
668.109
601.493
66.695

Businesses reporting mprofit (No.)
Averape sales \$
$50.001 \quad 103.104$
03.104
85.142

227,153
189.227
589.698

Average expense
37.255
17.745
37. 326
597.871

Averbge net orofit $\$$
$\begin{array}{ll}- & - \\ - & - \\ - & -\end{array}$
184,647
211,608
$-26,969$
589.531
usinesses reporting loss (Wo.)
Average expense $\$$
-
$-26.961$
614.681

Average net loss \$

111 These estimates bre based on ample of businesses peporiing sales beiween $\$ 25,000$ and $\$ 2,000,000$
See iable ifor symbois and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec, Management Consulting Services (SIC 7771)

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

## Symbol:

```
zero or no observations
- $00 smal ioo be expressed
    no: sojl catle
* condicen:iml
```


## Footnotes

111 inese estimerss are based on tomple of businesses reporting sales berween $\mathbf{2 2 5 . 0 0 0}$ ano $\$ 2.000 .000$.

(3) Value in each celt $=\frac{\text { pota weighted expendifure on given item }}{\text { lotal weighted sales of busingsses reporting this item of expendiqupe }}$ for esh quertile
 ingiviguslly and the conal will not necessarily equal $100 \%$.

## Motes

Date ore shown by Gubtites when at last 19 of the sempled businesses report the specific item
 one quarter of the cotal number of businesses. Within each quartile. ine averoge rotio is piesented. For comparison purposes. the high and 1 om values of sales are showi.

How to use the tabies
(1) Locate the appropriate sales range that is disptoyed on the two lines entiqled Lom sales value" and migh sales volue"

121 The selected range will indicate the proper gutaise. i.e. the dotion 25\%. the lower midele 25t, she upper miocle 25\% or she top $25 \%$.
(3) Dize pertioining to the selected soles sizerenge will De in ther quertile.

## Stenderd industriel CIEssificetion Definition (SIC 1980):

514 9791 - Mansgenent Consulting Services
Busiresses pima y engageo in providing business and management consulting services such as business manegenent consulting services
 managemen conswliants. dersonnel management consulianis ano iar:ft and customs consultan ts

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Management Consulting Services (SIC 7771)


11 These esinates are Dased on sample of businesses reporing sales beiweer $\$ 25.000$ and $\$ 2.000 .000$
see isole ifor symbols and noies

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Quebec. Management Consulting Services (SIC 7771)

|  | Total 12 ) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lowe P <br> middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample INo. Low sales value (\$000's) High sales value ( 8000 's) | $\begin{aligned} & 210 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 60 \end{array}$ | $\begin{array}{r} 60 \\ 116 \end{array}$ | $\begin{array}{r} 116 \\ 259 \end{array}$ | 259 |
|  | Average |  |  |  |  |
| Liquidity etio Cutrent iatio (times) | 2.0 | 2.4 | 2.0 | 4.2 | 1.4 |
| Leverage ratios <br> Debt/equity fatio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | $\begin{array}{r} 0.9 \\ 13.1 \\ 0.5 \end{array}$ | $\begin{aligned} & 0.5 \\ & 8.0 \\ & 0.4 \end{aligned}$ | 1.4 8.9 0.5 | $\begin{array}{r} 0.5 \\ 16.1 \\ 0.3 \end{array}$ | 1.2 13.6 0.5 |

[^42]```
1. Liquidiey relio:
    Cuprent = currene assets / current Habilities
```

2. Levermge rotios:
```
Det+/equi\y = po{ar i|abiliques / equiqY
DeDt ratio = %Otal liap:lifies/ cotal asseis.
lmterest coverage z nes profit. interesi expense/ inceresi expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, t987
Quebec, Management Consulting Services (SIC 7771)

|  | Total:1) | $\begin{gathered} \text { 50:tom } \\ 25^{\circ} \end{gathered}$ | Lowe: midde 25\% | Uppe: <br> middle $25 \%$ | $\begin{aligned} & \text { TOP } \\ & 25: 4 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's High sales va ue $\$ 8000^{\prime}$ s | $\begin{aligned} & 115 \\ & 11 \\ & 11 \end{aligned}$ | $(1)$ | $\begin{array}{r} 49 \\ 124 \end{array}$ | $\begin{array}{r} 124 \\ 253 \end{array}$ | $\begin{aligned} & 253 \\ & (1) \end{aligned}$ |
| Average $1 \$ 000$ s: |  |  |  |  |  |
| Operating activities Cash from oderations Depreciation Other | $\begin{array}{r} 36 \\ 6 \\ -14 \end{array}$ | -8 3 8 | $\begin{array}{r} 10 \\ 5 \\ -6 \end{array}$ | $\begin{array}{r} 53 \\ 3 \\ -31 \end{array}$ | 85 13 -25 |
| Dividends | -12 | -4 | -1 | -6 | -37 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -11 \\ -19 \\ 22 \end{array}$ | 1 -9 -15 12 | $\begin{array}{r} -2 \\ -24 \\ 24 \end{array}$ | $\begin{array}{r} -4 \\ -5 \\ 8 \end{array}$ | $\begin{array}{r} 3 \\ -32 \\ -29 \\ 41 \end{array}$ |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from sharenolders <br> Repayment of loans fiom shateholders <br> Lovances \& oans irom government <br> increase in ead ty <br> Decrease in equity <br> Dther | $\begin{array}{r} 4 \\ -5 \\ 5 \\ -26 \\ - \\ 4 \\ -1 \\ -1 \end{array}$ | -3 | -5 - - -1 | 3 <br> -3 <br> 7 <br> -61 <br> - <br>  <br> - <br> -1 | 15 -14 12 -38 - 14 -2 -1 |
| Increase(decrease) in cast \& equivalents Cash \& equivenents-Beginning of the year Cssh \& equivalents - End of the year | $\begin{array}{r} -11 \\ 69 \\ 58 \end{array}$ | -14 33 19 | -1 | $\begin{array}{r} -35 \\ 196 \\ 161 \end{array}$ | 5 43 47 |

(1) These espimetes are based or a sample of incorporaied businesses reporting sales detween $\$ 25,000$ and $\$ 2.000 .000$. Sample count includes oniy those businesses redorting a siaiement of changes
See table 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in ig87 Quebec, Management Consulting Services (SIC 7771)

| Business size expressed in average labour units! 1 ) | Number of businesses | $\begin{array}{r} \text { Total paycol! } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average !abour units (1) | Changes in number of businesses with paid mplayees. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly <br> roortingiz) | No longer reportingi3) |
| 1984 |  |  |  |  |  |
| Totel | 2.429 | 298.478 | 14.315 | 652 | 470 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-459 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.255 \\ 139 \\ 30 \\ 5 \end{array}$ | $\begin{array}{r} 123.542 \\ 80.702 \\ 71.246 \\ 22.988 \end{array}$ | $\begin{aligned} & 5.783 \\ & 3.844 \\ & 3.328 \\ & 1,360 \end{aligned}$ | $\begin{array}{r} 609 \\ 36 \\ 6 \\ 1 \end{array}$ | $\begin{array}{r} 449 \\ 29 \\ 2 \\ - \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 3.385 | 488.568 | 22.250 | 691 | -•• |
| less than 20 20-99 100-499 <br> 500 and over | 3.138 202 39 6 | $\begin{array}{r} 196.276 \\ 141.173 \\ 112.779 \\ 38.350 \end{array}$ | $\begin{aligned} & 8.825 \\ & 6,349 \\ & 5,063 \\ & 2,020 \end{aligned}$ | 654 28 9 | $\cdots$ $\cdots$ $\ldots$ |

(1) Averbge labour units are calculated by dividing total payrali by the overoge annual wage and salary rate as reported in the

Survey of Employmene. Parioll and hours. Starispics Canaca. Carelogue $72-002$. An overoge labour unit coulc be interpieted es a full-time emplover. Noie that the business size groups used are determined of the Conode level. Thus if business hes ot leas? 500 emplovees in conode as a whole but less than that number in any given province it is shown in the soo and over group
121 Refers :o ousinesses reporting no paypoll deductions in the orevious year
(3) Refers to ousinesses reporting no paypol: deductions in the following year
"Wex'y reporling" anc "no tonger reporing" businesses are assumed to have beer in acivity tor six months and the information is adusted accordingy

See fatle 1 for symacls anc motes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec, Management Consulting Services (SIC 9771)

| ictal: 1 ) | Bot 10 m | Lower | Uode: | To |
| :---: | :---: | :---: | :---: | :---: |
|  | 25\% | midde $25 \%$ | mode 25\% | 25 |


|  |  | 1985 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observetions in semple | 119 |  |  |  |  |
| Average saios \$ | 161.571 | 31.539 | 58.213 | 108.808 | 447.723 |
| Average expense \$ | 123.399 | 25.56 ? | 33.763 | 93.103 | 340.864 |
| Average net profit (loss) \$ | 38.172 | 5.972 | 24.450 | 15.105 | 105.859 |
| Businesses reporting profit (No.) |  |  |  |  |  |
| Average sales \$ <br> Averge expense | 155,633 108.908 |  |  |  |  |
| Average expense ${ }^{\text {Average }}$ ( | 108.908 46.725 | $\begin{aligned} & 19.205 \\ & 14.179 \end{aligned}$ | $\begin{aligned} & 33.763 \\ & 24.450 \end{aligned}$ | $\begin{aligned} & 85.929 \\ & 23.255 \end{aligned}$ | 296.732 125.015 |
| Businesses reporting loss (No.) | 19 |  |  |  |  |
| Average sales \$ | 255.452 | 27.776 | - | 107.495 | 669.086 |
| Average expense \$ | 287.125 | 38.535 | - | 119.459 | 703.380 |
| Average net loss \$ | -21.673 | -10.759 | - | -11.964 | -42.234 |


| Wumber of observetions in sample | 111 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 154.010 | 35.298 | 55.800 | 123.626 | 441.317 |
| Average expense \$ | 120.948 | 25.479 | 50.855 | 84.782 | 322.675 |
| Average net profit (loss) \$ | 43.062 | 9.819 | 4.945 | 38.844 | 118.641 |
| Businesses reporting a profit (No.) | 127 |  |  |  |  |
| Average sales $\$$ | 167.945 | 35.286 | 52.972 | 125.074 | 458.463 |
| Average exdense \$ | 116.890 | 22.177 | 41.164 | 78.600 | 325.617 |
| Average net profit \$ | 51.059 | 13.109 | 11.808 | 46.474 | 132.846 |
| Businesses reporting loss (Wo.) | 14 |  |  |  |  |
| Average sales \$ | 125.840 | 35.339 | 65.797 | 114.643 | 287.582 |
| Average exdense \$ | 135.418 | 37.124 | 85.113 | 123.133 | 296.302 |
| Average net loss \$ | -9.578 | $-1.785$ | -19.316 | -8.490 | -8.720 |

1987

| Number of observations in sample | 296 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 164.899 | 31.503 | 53.976 | 105.685 | 468.430 |
| Average expense \$ | 127.046 | 17.752 | 29.998 | 75.530 | 384.902 |
| Averoge net profit (loss) \$ | 37.853 | 13,751 | 23.978 | 30.155 | 83.528 |
| Businesses reporting prolit (No.) | 262 |  |  |  |  |
| Aversge soles ${ }^{\text {S }}$ | 165.074 | 31.889 | 52.654 | 104.874 | 470.879 |
| Average expense ${ }^{\text {a }}$ | 119.635 | 10.617 | 26.529 | 67.225 | 374.169 |
| Average net profits | 45.439 | 21.272 | 26.125 | 37. 549 | 98.710 |
| Businssses reporting - loss (Mo.) | 34 |  |  |  |  |
| Average salas \$ | 164.301 | 30.147 | 72.160 | 110.345 | 444.553 |
| Average expanse ${ }^{\text {S }}$ | 183.331 | 42.834 | 77.695 | 123.244 | 489.552 |
| Average net loss \$ | -19.030 | -12.687 | -5.535 | -12.899 | -44.959 |

11 These estimases are Dased on sample of businesses raporting sales Deiween $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$.
see table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Hotels and Motor Hotels (5IL 9111)

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

## Syabol

zero or no observations
. too small too de expressed
... not spplicsble

* confidential


## Foornotes

(1) These estimares are based on a sample of businesses peporting sales betwem 525,000 and $52.000,000$
foisl weighted expendisure on given isem
21 value in each cell $=\frac{\text { Total wetghted sales ot all businesses in the sample }}{} \times 100$ for ech quartile
(3) Volue in esch cell - Tots weignted expenditure on given iten

This portion of the table pertains only to the businesses peporting the specific mpense item. Therefore thest patios are calculated individusliy and she cotal will not mecessarily equal 1008

Motes
Oaia are shown Dy guartiles when at laast 13 of the sampleo Dusinesses peport the specific item
Records were ranked in ascending order according to sales size. Each quartile li e botiom 25z. lower midd: 25z. etc. pepresents ohe ourter of the total numper of businesses. Hithin each quartile. the average patio is presented. For comparison pupposes. the high and low values of sales are shown

Mon to ule the tables
11) Locate the appropriate sales range that is displayed on the two lines entisled "how stes volue" ano migh sales value"
2) The selected range will indicate the proper quattile. i.e. the bottom 25x, the lower midole 25\%. she upper middie 25\% or the 100 25\%
3) Dete pertaining so the selecred sales size range will be in thet querile

## Sianderd Industrisl Clastification Definition (51C 1980):

## 5ic 8111 - Hotels and Moter Hotels

8usiness primarily engagec in providing short term accommootion to the public with or without tood. Deverage and ofne services. A hotei-type por has access or y from the interior of the building and a motel-motel type room has access fiom bcih the intertor and exterior included are businesses engaged in hosiels. hoter accommocation services lexcept apartment hatelsl. hotel lodging services lexeep: apariment hotelst. hoiets lexcept apartment and pivaze hotelst and motor hotels

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Hotels and Motor Hotels (SIC 9111)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lowe! $\text { midde } 25^{\circ}$ | Upper midde $25 \%$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample (No. Low sales value ( $\$ 000$ 's High sales value ( $\$ 000^{\circ} \mathrm{s}$ ) | $\begin{array}{r} 73 \\ (1) \\ (1) \end{array}$ | 1118 | $\begin{array}{r} 118 \\ 215 \end{array}$ | $\begin{aligned} & 215 \\ & 412 \end{aligned}$ | 411) |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 9 | 25 | - | 1 | 9 |
| inventory | - | - | - | - | - |
| Other current asseis | 34 | 17 | 22 | 23 | 72 |
| Total current assets | 43 | 42 | 23 | 24 | 81 |
| Fixed assets | 268 | 138 | 170 | 166 | 594 |
| Less: Accum. dep, on fixed assets | 34 | 16 | 6 | 25 | 85 |
| Other asseis |  |  | 6 |  |  |
| Total mesets | 344 | 197 | 199 | 216 | 780 |
|  |  |  |  |  |  |
| Cuprent loans | 18 | 7 | 2 | 7 | +39 |
| Otrer curcent liabilities | 45 | ? | 19 | 44 | +155 |
| Total curcent liabilities Mortgages oayable | 57 | 7 | 19 | 4. | 155 |
| Mortgages oayable | 8 | - | - | 3 | 27 |
| Other liabilities | 206 | 129 | 137 | 146 | 414 |
| Totel liabilitims | 271 | 128 | 156 | 193 | 596 |
| Total equity | 74 | 68 | 43 | 23 | 164 |

111 These estimates are basec on sampl of businesses reporifes sales Deiween 325,000 and $\$ 2.000 .000$
See Tale 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Hotels and Motor Hotels (SIC 9111)

|  | Total(2) | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | Lowe? $\text { midde } 25 \%$ | $\begin{aligned} & \text { UDDer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( 9000 's) | 73 $(1)$ $(1)$ | $\begin{aligned} & \{1\} \\ & 118 \end{aligned}$ | $\begin{array}{r} 118 \\ 215 \end{array}$ | $\begin{array}{r} 215 \\ 412 \end{array}$ | 412 111 |
|  | Average |  |  |  |  |
| Liquidity fotio Current iatio (times) | 0.7 | 5.9 | 1.2 | 0.6 | 0.5 |
| Leverage patios <br> Debtiecuity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 3.7 1.2 0.8 | 1.9 0.9 0.7 | 3.7 0.9 0.8 | 8.3 1.0 0.9 | 3.6 1.6 0.8 |

[^43]See leble i for symbols and hotes.

## Defimitions

1. Liquibity folio:

Cupren: = cuprent assers / cupent liabillites
2. Leveroge retios:
at Debi/equity = potal latilifes / equiqy

e) interest coverege = net profit inserest expense f interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987 Quebec. Hotels and Motor Motels (SIC 9111)

|  | Totalis! | Bottom 25 . | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | $\begin{array}{r} \text { Uope } \\ \text { ridele } 25: \end{array}$ | $\begin{aligned} & \text { Toz } \\ & 25 \therefore \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sus nesses in sample lic. Low sales value $\$ 8000 \mathrm{~s}$. High sales value $(\$ 000$ s | $\begin{array}{r} 58 \\ 11 \\ 1 \end{array}$ | $\begin{aligned} & 111 \\ & 105 \end{aligned}$ | $\begin{aligned} & 105 \\ & 178 \end{aligned}$ | $\begin{aligned} & 178 \\ & 40 \hat{4} \end{aligned}$ | $40 \dot{4}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operstions Depreciation Diner | -1 16 -1 | -24 2 -41 | $\begin{gathered} -3 \\ 14 \\ 12 \end{gathered}$ | -4 12 10 | $\begin{aligned} & 28 \\ & 34 \\ & 11 \end{aligned}$ |
| Dividends | -6 | -6 | -2 | -9 | -6 |
| Investeent activities <br> Oisposal of fixed assets <br> Purchase of fixed assets <br> incresse in investment <br> Oncrese in investment | 41 -51 -5 2 | $\begin{array}{r} 175 \\ -17 \\ i \end{array}$ | $\begin{array}{r} 7 \\ -23 \\ 10 \end{array}$ | -30 -2 - | 1 -146 -8 |
| Financing activities <br> Increase in long term debt <br> Redayment of long lerm debt <br> Loans fiom stareholders <br> Redaymen: of loans from shareholders <br> Acvances \& loans from government <br> increase in equity <br> Decresse in equity <br> Dine: | 40 -40 10 -8 3 4 | 16 <br> -96 <br>  <br> - <br> - <br> - <br> - <br> -1 | $\begin{array}{r}7 \\ -29 \\ 11 \\ -8 \\ \hline\end{array}$ | 43 -11 14 -17 | 83 -36 12 -2 11 15 -2 |
| Increase(decresse) in cash \& equivalents Cesh s equivalents-Beginning of the yeer Cash equivelents - End of the yest | 5 -2 2 | 9 -3 -7 | -2 4 2 | 6 -4 2 | 4 -5 - |

(1) These estimates are caseo on sample of incorporated businesses reporting soles beiween $\$ 25.000$ and $\$ 2.000 .000$ somple count inctuces only those businesses reporting a statement of changes
see tione i for symools ono notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC cisetfication in 1987
Quebec, Hotels and Motor Hotels (SIC 9111)


(1) Average iabour units are calculated by dividing $10:$ al payroll by the average annual wage and solary pate as peported in the Survey of Employment. Payroll and Hours. Statistics Canada. Calalogue 72-002. An average labour unit could be interpreted ss b full-time employee Note thst the business size groups used are determinte it the canade level thus it business hes st lest 500 employees in canaca as whole but less than that number in ony given province it is shown in the 500 and over group
(2) Reters so businesses reparting no payroll deductions in the previous year
(3) Reters to businesses reporting no payro!l deductions in the following year

- Newly e eoorting" and mo longer reporting" businesses are sssumed to nave been in acrivity for six morths anc the information is ad,ustec accooing:y

See latle 1 for symbols ara notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Quebec. Motels and Hotor Hotels (SIC 9111)


1986

| Number of observations in sample | 129 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 275.314 | 64, 857 | \$16.038 | 222.028 | 698.332 |
| Average expense \$ | 270.637 | 60.083 | 112.564 | 220.538 | 689.361 |
| Average ne: Drotiq (loss) \$ | 4.ET? | 4.774 | 3.474 | 1.490 | 8.971 |
| Businesses peporting profit (No.) | 89 |  |  |  |  |
| Average sales \$ | 280.965 | 73.688 | 116.066 | 225,367 | 708.737 |
| Average expense 5 | 262.994 | 66.241 | 108.366 | 213.212 | 664,156 |
| Average net profit 5 | 17.971 | 7.447 | 7.700 | 12.155 | 44.581 |
| Businesses reporting lose (No.) | 40 |  |  |  |  |
| Average sales $\$$ | 258.473 | 44.798 | 115.948 |  |  |
| Average expense 9 | 298,887 | 46.095 | 126.348 | 231.902 | 791.202 -134.907 |
| Aversge net loss \$ | -40.414 | -1.297 | -10.400 | -15.052 | -134,907 |

1987

| Number of observations in sample | 126 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles \$ | 254.395 | 72.337 | 131.859 | 223.043 | 590.336 |
| Average expense \$ | 250.958 | 74.657 | 127.984 | 222.971 | 598.218 |
| Averepe ne: profit lloss) \$ | 3.438 | -2.320 | 3.885 | 72 | 12.118 |
| Businesses reporting opofit (Mo.) | 87 |  |  |  |  |
| Average sales \$ | 260.952 | 80.516 | 131.736 | 211,772 | 619.784 |
| Average expense \$ | 243.331 | 75.955 | 123.382 | 197.057 | 576.928 |
| Aversoe net profit $\$$ | 17.621 | 4.561 | 8.354 | 14.715 | 42.856 |
| Businesses reporting loss (Mo.) | 239 39 |  |  |  |  |
| Average sales \$ | 239.585 |  |  |  |  |
| Average expense \$ | 265.092 | 72.160 | 142.810 -10.515 | 268.392 | 581.006 |
| Average net loss \$ | -25.507 | -15.553 | -10.515 | -25.594 | -54.367 |

[^44]TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Motels (SIC 9112)


## Sybols

```
zero of no observetions
-- i00 smsil to0 De expressed
    no& soplicatle
* contidenrial
```


## footnotes

(1) ingse esimetes bre based on sample of businesses paporring sales besween $\$ 25.000$ and $\$ 2,000,000$.

121 Yelue in each cell $=\frac{\text { Totsl werghtec expenditure on given item }}{\text { Total weightec sales of all businesses ir the samole }}$ poo for each quartile

This Dor ion of the able periains only to the businesses reporing the specific expense item. Thefafore these ratios are calculated individuaty and the total will not necessarily equal $100 \%$.

## motes

Date ber shown by out tiles when at least 13 of the sampied businesses report the specific item
Records were ranked in ascending order sccording to sales size. Each quar ile fi. borion 25s. lower miodlo 25z, etc. represents one querter of the iotal number of businesses. Wiqnin each quartile. the zverage rotio is presented. For comperison oupposes. the high ano low values of saies bee shown

Mow to use the tables

(2) The selecied range will indicate the proper quaftile, i.e. the botzom 25\%, the lower midole 25\%. the upper midde 25y or the $10025 \%$
(3) Date perquining to the selmeted seles size range will be in thet quartile.

## Stenderd Industriel CIessificetion Definition 151C 1880):

## sic 9112 - Motels

susinesses prtmarily engaged in shot term accomnodstion to the public with or without food, bever age and other services a motel-iype room has access fror the exierio: only sid generally has darking facilities in close proximity. These Dusinesses include mofel
accommoca: or services, motel lodging services and motels

TABLE 2. Balance sheet profile for incorporated businessas only, 1987
Quebec. Morels (SIC 9112)

(1) These essimetes are based on sample of businestes reporsing seles detween $\$ 25,000$ and $\$ 2.000,000$.

See iable 1 to symools and notes.

TABLE 3. Financial ratios(i) for incorporated businesses only, 1987
Quebec, Motels (SIC 9112)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper $\text { midale } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low soles value ( $\$ 000$ 's) <br> High sales value ( 8000 's) | (94) | $(1)$ | $\begin{array}{r} 71 \\ 132 \end{array}$ | 132 <br> 294 | 294 |
|  | Aversge |  |  |  |  |
| Liquidity ratio Cuprent potio (imes) | 0.8 | 1.8 | 1.6 | 0.3 | 0.7 |
| Leverage tatios ```Deotieauity rotio (times) Interest coverage ratio (times) Debt ratio limes)``` | 2.7 1.4 0.7 | 0.7 3.3 0.4 | 3.3 1.9 0.8 | 5.8 0.8 0.9 | 2.2 1.9 0.7 |


(2) These estimates besed on semple of businesses peporing sales betwen $\$ 25,000$ and $\$ 2.000,000$.

See itole 1 for symbols and notes

Definisions:

1. Liquicity eplo:

Curfent $=$ curfent assers / curfent liabilities.
2. Leverage retios:

[^45]TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Motels (SIC 9112)

| - | Totalili | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe" $\operatorname{mid} d \in 25 \%$ | Upoel middle 2E\% | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samole 'Mo. Lon 5 ales value (s00C' 5 ) High salas value ( $3000^{\circ}$ s) | $\begin{aligned} & 31 \\ & 11! \\ & 11 \end{aligned}$ | $\begin{array}{r} 11 \\ 49 \end{array}$ | $\begin{array}{r} 49 \\ 119 \end{array}$ | $\begin{array}{r} 112 \\ 294 \end{array}$ | 294 114 |
|  | Qverage (\$000's) |  |  |  |  |
| Dpereting activities <br> Cash trom ocerations <br> Depreciation Diher | $\begin{aligned} & 12 \\ & 19 \end{aligned}$ | $\begin{aligned} & 1 \\ & 4 \\ & 5 \end{aligned}$ | $\begin{aligned} & 21 \\ & 10 \\ & -4 \end{aligned}$ | $\begin{array}{r} 6 \\ 20 \\ 4 \end{array}$ | 96 39 - |
| Dividends | -4 | -7 | - | -6 | -5 |
| Investment ectivities <br> Disposal of fixed asseis Purchase of fixed assets Increase in investment Decresse in investment | $\begin{array}{r} 3 \\ -31^{3} \\ -3 \\ 1 \end{array}$ | 7 | $\begin{array}{r} 2 \\ -4 \\ -9 \\ 1 \end{array}$ | -29 | 3 -93 -1 - |
| Finencing ectivities <br> Incresse in long ierm deb? <br> Repayment of long term deb: <br> Loans from shatenolders <br> Recayment of loans fior shareholders <br> Advances 8 loans trom government <br> Inciease in eauily <br> Decrease in ecuity <br> Dther | $\begin{array}{r} 31 \\ -28 \\ 4 \\ -7 \\ 4 \\ 8 \\ -2 \\ -1 \end{array}$ | -8 | 14 -10 - $=$ $=$ -3 -3 | $\begin{array}{r}5 \\ -14 \\ 9 \\ -22 \\ \hline 17\end{array}$ | 100 -78 -5 -3 11 12 -4 |
| Incresse(decrese) in cosh sequivalents Cash s equivalents-Beginning of the year Cash 8 equivelents - End of the year | $\begin{array}{r} 6 \\ 8 \\ 15 \end{array}$ | $\begin{array}{r} 3 \\ 8 \\ 11 \end{array}$ | 13 8 20 | 3 8 12 | 6 9 14 |


ee ioble for symbols anc notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic classification in ige7
Quebec. Motels (SIC 9112)

| Business size expressec in average bbour unitslii | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with doid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 \text { y } \\ \text {-eporsing }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 545 | 38.338 | 3.588 | 65 | 61 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-\$ 99 \\ & 500 \text { and over } \end{aligned}$ | 518 22 4 1 | $\begin{array}{r} 19.380 \\ 6.520 \\ x \\ x \end{array}$ | 1.808 612 545 623 | $\begin{array}{r}63 \\ ? \\ \hline\end{array}$ | 57 4 - |
| 1987 |  |  |  |  |  |
| Totel | 569 | 47.452 | 3.860 | 66 | - |
| $\begin{aligned} & \text { les: then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 537 28 3 1 | $\begin{array}{r} 23.046 \\ 11.341 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.874 \\ 923 \\ 423 \\ 640 \end{array}$ | 80 8 8 - | . $\quad \cdots$ |

(11) Average labour units are calculeted by dividing totst payroli by the oversge annul wage and salary tate os repor ted in the

full-time mployee. Note that the Dusiness size groups jseg ape geterming bi the Canga ievel. Thus if business has at lest
soo emplovees in canada as a whole bup less than that number in any giver province it is shown in the 500 end over pioup.
(2) Refers io businesses i eDoring no payrall deductions in the gievious year
(31 Refers to businesses feporting no payroli deductions in the following year
 adusted accordingly

See Tole 1 for symbois and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Motels (SIC 9112)

| - | iotal(1) | Bottom: 25\% | Lowe ! miode 25\% | Upcer middle 25\% | Top 25*; |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Number of observations in sample <br> Average soles $\$$ <br> Average expense $\$$ <br> Average nei profit (loss) \$ | $\begin{array}{r} 87 \\ 227.214 \\ 208.724 \\ 18.490 \end{array}$ | $\begin{array}{r} 32.879 \\ 31.627 \\ 1.252 \end{array}$ | $\begin{aligned} & 93.780 \\ & 79.338 \\ & 14.442 \end{aligned}$ | $\begin{array}{r} 239.213 \\ 220.531 \\ 18.582 \end{array}$ | $\begin{array}{r} 542.985 \\ 503.298 \\ 39.689 \end{array}$ |
| Businesses reparting profit (No.) <br> Average salss \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 73 \\ 238.508 \\ 212.279 \\ 28.229 \end{array}$ | $\begin{aligned} & 36.310 \\ & 25.703 \\ & 11.207 \end{aligned}$ | $\begin{array}{r} 113.549 \\ 89.801 \\ 23,748 \end{array}$ | $\begin{array}{r} 241.536 \\ 220.843 \\ 20.685 \end{array}$ | $\begin{aligned} & 562.038 \\ & 512,764 \\ & 19.274 \end{aligned}$ |
| 8usinesses roporting. loss (No.) <br> Average sales $\$$ <br> Averape expense $\$$ <br> Averape net loss \$ | $\begin{array}{r} 14 \\ 172.744 \\ 188.523 \\ -15.779 \end{array}$ | $\begin{array}{r} 28.158 \\ 38.562 \\ -16.406 \end{array}$ | $\begin{aligned} & 53.681 \\ & 58.117 \\ & -4.436 \end{aligned}$ | $\begin{array}{r} 190.894 \\ 215.090 \\ -25.196 \end{array}$ | $\begin{array}{r} 418.242 \\ 44.322 \\ -23.080 \end{array}$ |


| Number of observations in sample | 62 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 245.147 | 43.760 | 117.366 | 162.626 | 656.836 |
| Average expense \$ | 226.691 | 28.329 | 102.659 | 142.583 | 633.192 |
| Average net profit (loss) \$ | 18.456 | 15.431 | 14,707 | 20.043 | 23,644 |
| Businesses reporting eprofit (No.) | 50 |  |  |  |  |
| Averoge sales $\$$ | 282.958 | 43.305 | 118.343 | 152.931 | 807.251 |
| Average exonse \$ | 254.545 | 27.594 | 103.060 | 142.510 | 745.017 |
| Aversge net profit $\$$ | 28.413 | 15.712 | 15.283 | 20.421 | 62.234 |
| Businesses paporiting loss (Mo.) | 12 |  |  |  |  |
| Average sales 5 | 196.593 | 71.414 | 90.085 | 142.036 | 482.837 |
| Average expense \$ | 203.980 | 73.080 | 91.447 | 147.560 | 503.834 |
| Average net loss \$ | -7.387 | -1.666 | -1.362 | -5.524 | -20.997 |

1987

| Mumber of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net Diolit (loss) \$ | 99 258.846 246.969 11.877 | $\begin{array}{r} 76.046 \\ 68,564 \\ 9.482 \end{array}$ | $\begin{array}{r} 133.135 \\ 134.818 \\ -1.383 \end{array}$ | $\begin{array}{r} 259.295 \\ 248.293 \\ 3.002 \end{array}$ | $\begin{array}{r} 574.607 \\ 538.202 \\ 36.405 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Wo.) | 62 |  |  |  |  |
| Avarage sales \$ | 270.185 | 80,849 | 140.115 | 254.344 | 505.432 |
| Averspe expense? | 239.232 | 68.036 | 104.115 | 237.893 | 546.882 |
| Averope net prolits | 30.953 | 12.813 | 36.000 | 16.851 | 58.550 |
| Businesses reporting a loss (Mo.) | 29 |  |  |  |  |
| Average sales $\$$ | 230.403 | 11.034 | 129.933 | 244, 384 | 508.260 |
| Average expense \$ | 249.392 | 55.835 | 150.912 | 271.866 | 518.955 |
| Average net loss \$ | -18.989 | -14.801 | -20.979 | $-27.482$ | -12.695 |

III These estimates are based on sample of businesses reporting sales detween $\$ 25.000$ and $\$ 2.000 .000$
See int 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Licensed Restaurants (SIC 9211)

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

## Symbol

- zero or no odservations
-- 400 smell 800 de expressed
not spolicable
$\times$ confidential


## Footnotes

(1) These estimates are besed on sample of Dusinesses reporing sales between $\$ 25,000$ and $\$ 2,000,000$
a) Vaine lopai meighted expenditur on given item
lotal weighied sales of all businesses in the sample

This poriton of the table dertains only to the businesses reporing the specific expense item. Therefore these ratios are calculated individustly and the qotal will mot necessarily equal 100 a .

## Note:

Data ape showr by ouartiles when at least 13 of the sampled businesses report the specilic item
Recoros were ranked in oscending order according to sales size. Each quertile li. Dotiom 25x. lower midde 25\%, eic. pepresenis one quarter of the total number of businesses. Within each quartile, the everage ratio is presenteo. for comperison purposes, the nigh and low values of soles are shown

## Mow to use the tobles


121 The selected ponge will indicate the proper quertile, i. she boitom 25\%, the lower hidde 25\%, the upder midde 25\% or the 100 $25 \%$.
(3) Dats pertaining to the selected seles size range will be in that quartile.

## Stenderd Industrial Classificetion Definition (51. 1880):

## SIC 9211 - Licenaed Resiaurants

Businesses primerily engaged in preparing and serving mes ls for consumpion on the premises with o license ro serve elcholic bever ages licensed fooc anc beverage service restaurapis. licersed pestaupats ano licensed pestauran services are included in phis industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Licensed Restaurants (SIC 9211)

| - | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe $\text { miodle } 25^{\circ}$ | voper middle 25 : | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales val ue (\$00's) Hign sales value ( $\$ 000$ 's) | $\begin{aligned} & 210 \\ & 11 \\ & 11 \end{aligned}$ | $11)$ 174 | $\begin{aligned} & 174 \\ & 290 \end{aligned}$ | $\begin{aligned} & 296 \\ & 559 \end{aligned}$ | $559$ |
|  | Average ( 8000 s? |  |  |  |  |
| Azsets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 3 | - | 2 | 2 | 6 |
| Inventory | - | - | - | - | - |
| Other current assets | 33 | 10 | 13 | 25 | 80 |
| Toial curient assets | 35 | 10 | 15 | 28 | 85 |
| Fixed asseis | 112 | 59 | 67 | 124 | 157 |
| Less: Accum. dep. on $\ddagger i x e d$ essets |  | 13 | 9 | 20 | 48 |
| Otmer assets | 22 | 13 | 9 | 20 | 48 |
| Total assets | 170 | 82 | 92 | 172 | 330 |
|  |  |  |  |  |  |
| Other current liabilities | 37 | 14 | 23 | 35 | 76 |
| Total curent liabilities | 43 | 15 | 26 | 44 | 88 |
| Mortgages payable | - | - | - | - | - |
| Long iert dabt | 5 | 61 | 55 | 8 | 11 |
| Othe: liabitities | 88 | 61 | 56 | 97 | 126 |
| Total liabilities | 136 | 78 | 92 | 149 | 225 |
| Total equity | 34 | 6 | - | 23 | 108 |

111 These estimases are Dased on sample of Dusinesses reporting seles detween $\$ 25.000$ and $\$ 2.000 .000$
See tabl 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec, Licensed Restaurants (SIC 9211)

|  | Total(2) | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lomer } \\ \text { middle } 25 \% \end{gathered}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales vaiue $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 210 \\ & (1) \\ & (1) \end{aligned}$ | $11)$ 174 | 174 290 | 290 559 | 559 111 |
|  | Average |  |  |  |  |
| Liquidity tetio Current ratio (times) | 0.8 | 0.7 | 0.5 | 0.6 | 1.0 |
| Leverage ratios ```Debrlequily ratio (times) Interest coverage ratio (times) Debt iatio (times)``` | $\begin{aligned} & 4.0 \\ & 1.4 \\ & 0.8 \end{aligned}$ | $\begin{array}{r} 13.4 \\ 0.1 \\ 0.9 \end{array}$ | $\begin{array}{r} -268 . \\ 1.0 \end{array}$ | 6.4 1.0 0.9 | 2.1 2.6 0.7 |

(11) The retios represent the overage of ratios for each business in the group and cannot be colculeted from the figures shown in fable 2 .

121 These estimetes ore besed on stmpl of businesses reporing soles between $\$ 25,000$ and $\$ 2,000,000$.
See Table 1 for symols and notes.
oefinitions:
P. biquidiey resio:

Curren: = currens assets / current liabilities
2. Leverage ratios:

b) Deb: raico = rotal liselifies / copal assers
c) Interest soverage z ne: profi? . interest expense / interes: expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Licensed Resteurants (SIC 9211)

|  | Total(1) | BC::om | Lowe: mudie 25: | Uppe: $\text { middle } 25 \%$ | 7op |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus, nesses ir sample (No.) Low sales value (\$000's) $4: 9^{\circ}$ saies balue ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 111 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 174 \end{aligned}$ | $\begin{aligned} & 174 \\ & 282 \end{aligned}$ | $\begin{aligned} & 282 \\ & 545 \end{aligned}$ | 545 |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating sctivities Cash fom opeiations Depreciation Other | 7 13 -1 | 2 4 3 | $\begin{array}{r} -4 \\ 8 \\ i \end{array}$ | 3 13 -3 | 26 27 -5 |
| Dividends | -2 | - | -1 | -4 | -4 |
| Investment activities <br> Disposal of fixed assets <br> Puchase of fixed assers <br> Incresse in investment <br> Deciesse in investment | 6 -30 -2 1 | -16 -4 | 8 -2 | 10 -23 -1 3 | 4 -79 -4 2 |
| Financing activities <br> incresse in long term deot <br> Repayment of long term debt <br> Loans form shareholders <br> Redayment of loans from shareholders <br> Advances $\delta$ loans tyom government <br> lncrease in eouity <br> Decrease in equity <br> Other | $\begin{array}{r}25 \\ -17 \\ 8 \\ -4 \\ - \\ \hline\end{array}$ | -2 | $?$ -17 3 -1 | 28 <br> -26 <br> 7 <br> -6 <br> 9 <br> -5 <br> -1 | $\begin{array}{r}62 \\ -21 \\ 5 \\ -11 \\ - \\ 2 \\ -2 \\ \hline\end{array}$ |
| Increase(decrease) in cash sequivelents Cash s equivalents-Beginning of the you Cash \& equivalents - End of the year | 2 3 6 | 6 8 8 | 2 -5 -3 | -4 5 2 | 5 13 18 |

 orly those Dus nesses ;eporting o sterment of changes
see table for symols ano notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987
Quebec. Licensed Restaurants (SIC 9211)

|  |  |  |  | Changes in num witf pa | of businesses poyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business ize expressed in average labour unitsill | Number of businesses | Total paypoll $\left(\$ 000^{\prime} 5\right)$ | Average labour units(1) | Newly reporting(2) | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Total | 3.965 | 437.258 | 50.897 | 584 | 371 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 3.331 \\ 583 \\ 44 \\ 7 \end{array}$ | $\begin{array}{r} 163.853 \\ 168.916 \\ 50.928 \\ 53.56 \end{array}$ | $\begin{array}{r} 19.065 \\ 19.655 \\ 5.935 \\ 6.242 \end{array}$ | $\begin{array}{r} 503 \\ 78 \\ 3 \\ \hline \end{array}$ | $\begin{array}{r} 306 \\ 59 \\ 5 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Tote 1 | 4.530 | 571.231 | 61.823 | 811 | . . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100 \text { - } 49 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.735 \\ 734 \\ 53 \\ 8 \end{array}$ | $\begin{array}{r} 203.213 \\ 227.598 \\ 69.498 \\ 70.922 \end{array}$ | $\begin{array}{r} 21.973 \\ 24.634 \\ 7.531 \\ 7.685 \end{array}$ | 688 117 6 | $\cdots$ $\cdots$ $\cdots$ |

(1) average tabour units ape colculoted by dividing total payroll by the average annual wage and salary rate bs feoorted in ine
 fultoime employee mote thar the business size groups used are derermined at the Canada level. Thus if a Dusiness has at least 500 employees in Canace as o whole dut less than that rumber in any given province it is shown in the 300 and over group
(2) Refers ic businesses eporting no payroll deductions in the previous year
(3) fiefe's to Dusinesses reoorling no dayroll opoucions in ine following yeat
"Newly reportince" and "no longer reporting" businesses are assumed pore deen in activity for six months and ine informarion is adjusied accordingiy

Ste latle f for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Licensed Restaurants (SIC 9211)

| - | Tozal(1) | Bottom 25* | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uppe: } \\ & \text { middie } 25: \end{aligned}$ | $\begin{aligned} & T O D \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observalions in sample <br> Average sales $\$$ <br> Average expanse $\$$ <br> Average neq profit (loss) \$ | $\begin{array}{r} 589 \\ 313.343 \\ 305.396 \\ 7.947 \end{array}$ | $\begin{array}{r} 69.688 \\ 67.435 \\ 2.253 \end{array}$ | $\begin{array}{r} 153.489 \\ 148.853 \\ 4.628 \end{array}$ | $\begin{array}{r} 279.321 \\ 275.847 \\ 3.474 \end{array}$ | $\begin{array}{r} 750.881 \\ 729.450 \\ 21.431 \end{array}$ |
| Businesses reporting profit (Wo.) <br> Average sales $\$$ <br> Averase expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 485 \\ 323.691 \\ 303.354 \\ 20.327 \end{array}$ | $\begin{array}{r} 71.302 \\ 61.554 \\ 9.748 \end{array}$ | $\begin{array}{r} 158.281 \\ 143.550 \\ 14.731 \end{array}$ | $\begin{array}{r} 282.053 \\ 264.754 \\ 17.299 \end{array}$ | $\begin{array}{r} 783.129 \\ 743.599 \\ 39.530 \end{array}$ |
| Businesses reporting loss (No.) <br> Average soles $\$$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 104 \\ 282.227 \\ 304.316 \\ -22.089 \end{array}$ | $\begin{array}{r} 66.181 \\ 8 C .212 \\ -14.031 \end{array}$ | $\begin{array}{r} 144.502 \\ 158.770 \\ -14.268 \end{array}$ | $\begin{aligned} & 274,403 \\ & 295,805 \\ & -21,402 \end{aligned}$ | $\begin{aligned} & 643.821 \\ & 682.878 \\ & -38.657 \end{aligned}$ |

1988


1987

| Mumber of observations in sample | 377 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 308.155 | 64.053 | 163.944 | 297.129 | 707.493 |
| Aversge expense 8 | 304.073 | 65.071 | 161.901 | 295,982 | 692.337 |
| Average net profit lloss) \$ | 4.082 | -2.018 | 2.043 | 1. 117 | 15.156 |
| Businesses reporting profit (No.) | 250 |  |  |  |  |
| Averoge sales $\$$ | 316.035 | 69.698 | 160.169 | 299.189 | 735.089 |
| Average expense 8 | 299,057 | 63.034 | 151.495 | 285.054 | 696.574 |
| Average net prolit \$ | 16.969 | 5.664 | 8.674 | 14.125 | 38.415 |
| Businesses reporting loss (Mo.) | 117 |  |  |  |  |
| Aversge sales $\$$ | 294.666 | 57.254 | 176.115 | 294.454 | 650.840 |
| Average expense \$ | 311.694 | 69.730 | 195.454 | 310.160 | 683.431 |
| Aversge net loss \$ | -20.028 | -12.476 | -19.339 | $-15.706$ | -32.591 |

(11) These estimates are based on a sample of businesses reporing sales between $\$ 25.000$ and $\$ 2.000 .000$.
see Table for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, Unlicensed Restaurants (Including Drive-Ins) (SIC 8212)

|  | To:a: (1) |  | $\begin{array}{r} \text { Bot tom } \\ 25^{\circ} \end{array}$ |  | $\begin{array}{r} \text { Lowe! } \\ m \cdot 001 \in 25 \% \end{array}$ |  | $\begin{array}{r} \text { Uode? } \\ \text { midole } 25 \% \end{array}$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses it. sample ino. Lom sales value l£000's) High sales value \{ $\$ 000$ 's) | $\begin{aligned} & 208 \\ & 111 \\ & 11 \end{aligned}$ |  | $\begin{gathered} 11) \\ 68 \end{gathered}$ |  | $\begin{aligned} & 68 \\ & 90 \end{aligned}$ |  | $\begin{array}{r} 90 \\ 246 \end{array}$ |  |  | $\begin{aligned} & 246 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { peporting } \end{aligned}$ | Redorting Dusinesses on:r ( 2 ) |  |  |  |  |
|  | Total | $\begin{array}{r} 80+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bot 10 m 25\% | Lowe? midd $25 \%$ | $\begin{array}{r} \text { UoDer } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 48.0 | 52.2 | 53.0 | 41.5 | 45.5 | 96.9 | 49.5 | 53.9 | 53.8 | 44.2 | 46.1 |
| Decupency expenses | 15.3 | 18.8 | 14.9 | 15.1 | 12.4 | 99.5 | 15.3 | 18.8 | 14.9 | 15.2 | 12.6 |
| Deprecistion | 2.6 | 2. 6 | 2.2 | 2.7 | 2.8 | 76.2 91.9 | 3.4 | 5.2 2.3 | 3.2 2.2 | 2.9 3.7 | 3.0 2.0 |
| Repairs \& maintenance Heat. light 8 telephone | 2.3 3.7 | 2.2 | 1.9 3.5 | 3.3 4.6 | 1.9 3.0 | 91.1 98.3 | 2.5 3.7 | 2.3 3.7 | 2.2 3.6 | 3.7 | 2.0 3.0 |
| Ren: ${ }^{\text {R }}$ | 6.7 | 10.3 | 7.3 | 4. 6 | 4.8 | 78.6 | 8.5 | 12.2 | 9.3 | 6.3 | 6.0 |
| Personnel expenses | 22.4 | 14.4 | 20.8 | 27.1 | 26.9 | 90.7 | 24.7 | 19.6 | 22.3 | 28.2 | 27.3 |
| Finencisl expenses | 3.7 | 4.1 2.8 | 4.8 | 3.3 2.4 | 2.5 1.7 | 94.5 77.3 | 3.9 3.1 | 4.7 5.7 | 4.9 3.0 | 3.6 2.9 | 2.5 2.0 |
| interest \& bank charges Professional fees | 2.4 1.3 | 2.8 1.3 | 2.6 2.2 | - 0.9 |  |  | 1.5 |  | 2.8 |  | 0.8 |
| Other expenses | 12.3 | 13.5 | 10.3 | 14.6 | 11.9 | 100.0 | 12.3 | 13.5 | 10.3 | 14.6 | 11.1 |
| Profic (lose) | $-1.7$ | -3.1 | -3.7 | -1. 5 | 1.7 | 59.4 | $-1.7$ | -3. 1 | -3.7 | $-1.7$ | 1.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -•• | -•, | -•• | . . |  |

## Symbols

zero or hoo obstrvalions
-. 800 small too De expiessed
not appliceble
$\times$ confidential

## Footnotes

11 These estimetes are based on a sample of businesses ieporing seles between 325.000 ind $\mathbf{3 2 . 0 0 0 . 0 0 0}$
121 Value in each ceil $=\frac{\text { Totai weighted expenditur on given item }}{\text { Total weighted sales of all ousinesses in the sample }}$, for fortile
(3) Value in aach celf $=\frac{\text { lotal weighted expendiquo on given item }}{\text { lotal weighted sates of ousinesses popoping this item of expenditure }}$ for each quarite.

Ihis portion of the table perians oniy to the Dusinesses reporing the specific expense item. Therefore these ratios are colculted individually and the total wiil not necessarily equal 100 y

## Notes

Daia are snown oy quartiles when al cast 13 of the sampleo businusses report the specific item
hecords were ranked in sscending order according to sales size. Each quartile fi. bottom 25\%, lowar midde 25z. etc. represenss one quarter of the cotsl number of businesses. Within each quertile, qhe oversge pito is presented. for comparison pupposes. the hign and low values of saliss are shown.

## How to use the teblet

lil Locate the appropriare sales pange that is displayed on the two lines entisled bow sales value" and ehigh seles value"
(2) The selecied ronge will indicate the proper quartile. 1. e. the botion 25\%, the tower hidde 25m, 2he uper midde 25\% or the top $25 \%$
(3) Dasa pertaining to she selected sales size pange will be in phat quartile.

## 

SIC 9212 - Unlicensed Restauranis flncluding Drive-Insl
Businesses primariy enoaged in preparing and serving meals for consumption on the premises but without licenge to serve alcoholic beverages Inciuded are businesses commonly referied to as "orive-ins" where food is consumed either in customers" motor vehicles or at tables in or about the premises. Drive-in restaurants. unlicensed restaurant services and unlicensed restarants are inctuded in this ingusiry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

| - | Total(1) | $\begin{array}{r} \text { Botzom } \\ 25 \% \end{array}$ | Lower <br> mode 25\% | Uocer $m: d d \in 2 E!$ | $\begin{aligned} & \text { ToE } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (Mo.? Lom sales value i $\$ 000^{\text {s }}$ ) Mign sales value ( $8000^{\prime}$ s) | 119 (1) 11 | $\begin{aligned} & 111 \\ & 125 \end{aligned}$ | 125 235 | 235 388 | $388$ |
|  | Average (8000's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounis and notes receivable | 1 | - | - | 1 | 3 |
| Inventory | - | - | - | - | - |
| Other curtent assets | 27 | 5 | 13 | 25 | 63 |
| Total cuprent assers | 28 | 5 | 14 | 25 | 66 |
| Fixed assets | 87 | 25 | 39 | 76 | 202 |
| Less: Accum. dep on tixed sssets | - | - | - | - | - |
| Other assets | 22 | 12 | 9 | 20 | 46 |
| Total mexets | 136 | 43 | 62 | 121 | 314 |
| Litbilitiez end equity |  |  |  |  |  |
| Curient loans Opher curient liabilities | $3{ }^{8}$ | 7 16 | 23 | 10 23 | 10 69 |
| Total current liabulities | 41 | 23 | 26 | 33 | 80 |
| Morigages Dayable | - | - | - | - | - |
| Long term deb? | 5 | - | 2 | 6 | 10 |
| Other liabilities | 80 | 44 | 56 | 65 | 153 |
| Total lisbilities | 126 | 58 | 83 |  |  |
| Total equity | 11 | -25 | -22 | 17 | 71 |



See Tacle i for symools and nozes

TABLE 3. Financial ratios (1) for incorporited businesses only. 1987
Quebec, Unifcensed Restaurants (Inciuding Drive-Ins) (SIC 9212)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | UpDer middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $19000^{\prime}$ s) Migh sales value ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 119 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 125 \end{aligned}$ | $\begin{array}{r} 125 \\ 235 \end{array}$ | $\begin{array}{r} 235 \\ 388 \end{array}$ | $\begin{aligned} & 388 \\ & 11 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.7 | 0.2 | 0.5 | 0.8 | 0.8 |
| Leverage itios <br> Debt/equity etio (times) <br> Interest coverage ratio (times) <br> Debt patio (times) | $\begin{array}{r} 11.5 \\ 0.9 \end{array}$ | -2.7 $\because .6$ | -3.9 $i .3$ | $\begin{aligned} & 6.0 \\ & 1.1 \\ & 0.9 \end{aligned}$ | 3.4 1.6 0.8 |

11 Ine retios represent the average of ratios for each busings in the group and cannot be calculated from the figures shom in lable 2 .

See Toble for symbols ind notes

## Definisions:

1. Liquidisyfotio:

Current = curtent assets / current lisbiliqies
2. Levernge retios:

```
Defl/equity = total tiagilities / equiqy
Detr ratic = cotal liatilities / ictal asse?s
c) inqerest coverage = net profit interest axpense / interesp expense
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Unlicensed Restaurants (Including Orive-Ins) (Sic 9212)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25: \end{aligned}$ | Lower $\text { midde } 25 \%$ | Upper <br> m. dole 25 : | TG5 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samsle Mo. Lon sales value sjốs $s$ ) High sales value $\$ 000^{\circ}$ s? | $\begin{aligned} & 65 \\ & (1) \\ & 11) \end{aligned}$ | $11$ | $\begin{array}{r} 76 \\ 246 \end{array}$ | $\begin{array}{r} 246 \\ 388 \end{array}$ | $\begin{aligned} & 388 \\ & 11! \end{aligned}$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Dperating ectivities Cash from overtions Dapreciation Opher | $\begin{array}{r} -1 \\ 12 \\ 2 \end{array}$ | $\begin{array}{r} -4 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} -10 \\ 6 \\ 8 \end{array}$ | $\begin{array}{r} 8 \\ 14 \\ 4 \end{array}$ | $\begin{array}{r} 2 \\ 24 \\ -3 \end{array}$ |
| Dividends | -1 | - | $-2$ | - | $-3$ |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncrease in investment <br> Decrease in investment | $\begin{array}{r} 9 \\ -14 \\ -4 \\ i \end{array}$ | - | -5 -5 | 5 -34 - | $\begin{array}{r} 1 \\ -18 \\ -10 \\ 5 \end{array}$ |
| Financing ectivities <br> Increase in long term debt Repayment of long term deb: <br> Loans f:om shareholders <br> Redayment of loans from shareholders <br> Aovances \& loans fiom government <br> Increase in equity <br> Decrease in equity <br> Oither | $\begin{array}{r} 15 \\ -14 \\ 10 \\ -4 \\ - \\ 1 \end{array}$ | - <br>  <br>  <br>  | 9 <br> -9 <br> 16 <br> -3 | $\begin{array}{r} 14 \\ -11 \\ 6 \\ -3 \end{array}$ | $\begin{array}{r} 35 \\ -32 \\ 15 \\ -9 \\ - \\ 2 \\ -1 \end{array}$ |
| Increseldecrease) in eash equivalents Cash s equivalents-Beginning of the year Cash equivelents - End of the yeer | 1 | -1 $\square$ | 5 -2 3 | 3 | 9 6 15 |


only those businesses reporiing a statement of changes
see Tele 1 for symbols ond noies
TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in 1987
Quebec. Unilicensed Restaurants (Including Drive-Ins) (Sic 9212)



Surver of Employmen. Poyroll and Hours. Statisfics Conads. Calologue $72-002$ an averoge iabour unit coulo de inferdreted as
full-time employee. Note that the business size groups used ore determined or the canade fevel. Thus if ousiness hes ot leas?
500 employees in canaos as a whole out less than that number if ony given province it is shown in the soo and over group
(2) Refers to Dusinesses redorting no dayroli deouctions in the pievious year
(3) Refers to businesses reporting no payroll deductions in the following year

Wewly pedorting" and "no longer reporting" ousinesses are assumeo to have begn in activity for six months snd the information is adjusted accordingiv

See lable for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quertile. 1985-1987
Quebec. Unlicensed Restaurants (Including Drive-Ins) (SIt 9212)


1986

(1) these espimates are besed on sumple of businesses reporting sales between $\$ 25,000$ end $52,000.000$.

Spe iable : for symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Take-Dut food Services (SIC 9213)

|  | Total(1) |  | $\begin{array}{r} 80+10 \mathrm{Om} \\ 25 \% \end{array}$ |  | Lower$\text { middle } 25$ |  | UDpe!$\text { midole } 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses t: samale (No. Low sales value $\$ \$ 000$ ) High sales value $\$ 000$ si | $\begin{aligned} & 145 \\ & (1) \\ & (i) \end{aligned}$ |  | $\begin{aligned} & 11! \\ & 46 \end{aligned}$ |  | $\begin{aligned} & 4 E \\ & 82 \end{aligned}$ |  | $\begin{array}{r} 82 \\ 159 \end{array}$ |  |  | 155 |  |
| Selected exoense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporiting businesses only ( 3) |  |  |  |  |
|  | Tolal | Botiom 25\% | $\begin{array}{r} \text { Lomer } \\ \text { miode } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Botiom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { miodle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Peicent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 42.0 | 42.1 | 43.4 | 40.6 | 41.8 | 30.1 | 46.6 | 54.6 | 46.7 | 45.2 | 42.2 |
| Decupancy expenses | 14.4 | 15.2 | 14.9 | 13.7 | 13.9 | 99.9 | 14.4 | 15.2 | 14.9 | 13.7 | 13.9 |
| Oepreciation | 3.3 | 3.1 | 3.8 | 2.7 | 3.4 | 78.0 | 4.2 | 5.0 | 5.2 | 3.5 | 3.5 |
| Repaiss a maintenance | 2.0 | 2.6 | 1.8 | 2.1 | 1.4 | 89.1 | 2.2 | 3.2 | 2.2 | 2.1 | 1. 6 |
| Hest, Iight 8 ieleohone | 3.9 | 4.9 | 4.6 | 3.6 | 2.6 | 98.0 | 4.0 | 4.9 | 4.8 | 3.6 | 2.6 |
| Rent | 5.3 | 4.6 | 4.7 | 5.3 | 6.5 | 64.8 | 8.1 | 11.1 | 5. 5 | 8.3 | 8.2 |
| Personnel expenses | 18.3 | 8.8 | 15.8 | 20.5 | 27.5 | 84.6 | 21.7 | 19.0 | 17.0 | 21.1 | 27.7 |
| Financiel expenses | 3.3 | 3.5 | 3.6 | 3.1 | 3.0 |  |  |  |  |  |  |
| Interest $\delta$ bank charges Protessiona! iees | 2.4 0.9 | 2.8 0.7 | 2.7 1.0 | 2.2 0.9 | 1.8 | 58.0 82.0 | 3.5 1.1 | 10.0 1.0 | 3.8 1.2 | 3.1 1.2 | 2.0 1.2 |
| Other expenses | 15.2 | 22.4 | 13.9 | 13.5 | 11.8 | 100.0 | 15.2 | 22.4 | 13.9 | 13.5 | 11.8 |
| Profit (loss) | 6.7 | 8.0 | 8.3 | 8.7 | 2.1 | 99.0 | 6.8 | B. 0 | B. 6 | 8.7 | 2.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | $\cdots$ | $\ldots$ | . . | - |

## 5rwbols

* zero or no obsurvations
- too smell :00 be expressed
not apdicable
$\times$ confidentia!


## footnotes

(11 These es:imares are besed on sample of businesses peporing sales betwen 225,000 ena $\mathbf{2} 2.000 .000$
Toial wighiec expendilure on biven item
(2) Value in esen cell $=\frac{\text { Total weighted sates of oli businesses in the sample }}{\text { piop for each quertile }}$

131 Value in esch cell $=\frac{\text { Totsl weighted expenditure on given item }}{\text { Total weighted soles of businesses reporting this tem of expenditure }}$ for each quartile
This portion of the table pertains only to the businesses reporting the specific expense itum. Therefore these tetios are calcutsted indivioully and the tots! will not necessarily equal $100 \%$

## Notes

Ota de shom Dy Qubrifes when of leas: 13 of the sampled businesses report the specific item
Records were ranked in ascending orger scopding to soles size. Esch quartile fi. botson 25z. Iower mioole 25z. etc.) represents One qua: ter of the toral number of businesses. Hithin each quertile, the everage ratio is presented. For comparison purposas, the high and low values of sales bre shomn

## Now to use the tibles


(2) The selecied renge will indicste the proper quertile. i. e. the bottom 25\%. the lower midolv 25z, the upper midde 25z or the $10025 \%$
(3) Date pertaining to the setecteo soles size range will be in that quartile.

Stunderd Industrisl Cleseificetion Definition (SIC 1080):
SIE 9213 - Trke-Dut food Services
Businesses prime'tiy engaged in preparing and selling packeged or wrapoed food to the pubice for consumption awdy from the premises such
 pizzerias. refreshment cocths and prepared lood qakeout services lexcept caterars ond mopile food servicest

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Take-Dut Food Services (SIC 9213)

| - | Tota: 1 \} | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | Lowe: $\text { midle } 25 \%$ | Uope" <br> midde $25 \%$ | ion 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vatue ( $\$ 000$ 's) Migh sales value ( 9000 's) | 66 $11)$ | $\begin{array}{r} (1) \\ 83 \end{array}$ | $\begin{array}{r} 83 \\ 245 \end{array}$ | $\begin{aligned} & 245 \\ & 336 \end{aligned}$ | $\begin{aligned} & 336 \\ & 11! \end{aligned}$ |
|  | Average $\{5000$ 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - |  | i |
| Accounts and notes receivable | - | - | - | - | 1 |
| Inventory | - | - | - | 7 | 6 |
| Other curcent assets | 28 | 11 | 10 | 27 | 84 |
| Total curcent assets | 29 | 11 | 10 | 27 | 65 |
| Fixed assets | 71 | 35 | 35 | 63 | 145 |
| Less: Accum. dep. on fixed arsets | $\bigcirc$ | - | - | - | - |
| 0 ther assets | 29 | 22 | 15 | 26 | 51 |
| Total essets | 128 | 69 | 61 | 116 | 261 |
|  |  |  |  |  |  |
| Current loans | 10 38 | 20 | 9 20 | 21 49 | 9 53 |
| Total current liabilities | 49 | 20 | 29 | 70 | 72 |
| Mortgages dayable | = | - | - | - | - |
| Long tert deb? | ? | - | 0 | 14 | 14 |
| Other liabilities | 50 | 40 | 20 | 35 | 105 |
| Total liabilities | 108 | 61 | 49 | 119 | 192 |
| Total equity | 22 | 8 | 11 | -3 | 69 |

(1) These estimbes are based on a sample of ousinesses reporting seles detweer $\$ 25.000$ and $\$ 2.000 .000$.

See iable ifor sumbels anc notes

Quebec. Take-Out Food Services (SIC 9213)


(1) The retios pepresent the overage of retios for esen Dusiness in the proup and canot be celculstad from the figures shown in fable 2 .

121 ihese estimetes are besed on a sonple of businesses reporting $\$ 01$ es betwen $\$ 25.000$ end $\$ 2.000,000$.
See itol ifor sybols and notes.

## Definisions:

1. Liquidity retio:

Current = Eurient assers / current libbilizies
2. Lever ege ratios:
al Dectlequily $=$ total liabilities / equi?y
b. Ded: risio = pota: i iabilities/ toral esseis
c) Interes: coverage $=$ nei profis interes? expense / interes: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, tg87 Quebec. Take-Dut Food Services (SIC 9213)

|  | Total! 1 ) | Botiom 25\% | bower <br> midde 25\% | Upper <br> middie 25\%. | $\begin{aligned} & 960 \\ & 2=0 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eus:nesses a sami $\in\left\{\begin{array}{l}\text { NG. }\end{array}\right.$ Lon sales value isu00 si Higt sales value (\$000.s) | $\begin{aligned} & 35 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 136 \end{aligned}$ | $\begin{aligned} & 136 \\ & 302 \end{aligned}$ | $\begin{aligned} & 302 \\ & 464 \end{aligned}$ | 4E: <br> (!) |
|  |  |  | verage 18000 |  |  |
| Operating setivities Cash from operations Deorectation Dther | $\begin{array}{r} 9 \\ 19 \\ -1 \end{array}$ | 7 14 18 | $\begin{array}{r} 10 \\ 14 \\ 2 \end{array}$ | $\begin{array}{r} -22 \\ 23 \\ 5 \end{array}$ | $\begin{array}{r} 39 \\ 26 \\ -16 \end{array}$ |
| Dividends | -1 | - | - | - | $-2$ |
| Investment sctivities <br> Disposel of fixed assets <br> Purchase of lixed assets <br> Increase in investment <br> Decrease in investment | -15 | 10 -188 - | -3 | 13 -11 - | 2 -13 -2 |
| Financing ectivities <br> Incresse in long term debt <br> keparment of long ierm deb: <br> Loans from shareholders <br> Repayment of ioans from shareholders <br> fovances $\$$ loans 'ram government <br> increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r}16 \\ -14 \\ 3 \\ -18 \\ \hline\end{array}$ | 136 <br> -29 <br> -16 <br> - <br> 35 | 10 -5 - -16 | $\begin{array}{r} 2 \\ -18 \\ 9 \\ -12 \\ - \\ 3 \end{array}$ | $\begin{array}{r} 19 \\ -23 \\ 2 \\ -29 \\ - \\ - \\ - \\ -1 \end{array}$ |
| Increase(decrease) in cash \& Equivalents Cash sequivalents-Enginning of the year Eash equivalents - End of the year | 4 -3 1 | $\begin{array}{r} -13 \\ -19 \\ -19 \end{array}$ | $\begin{array}{r} 12 \\ -25 \\ -12 \end{array}$ | $\begin{array}{r} -7 \\ 3 \\ -4 \end{array}$ | 1 30 32 |

(1) These espimates are desed on a sample of incorporsteo Dusinesses reporting sales between $\mathbf{3 2 5 . 0 0 0}$ ond $\$ 2.000 .000$. Somple count incluoes only ihose ousinesses peporiing a statement of changes
see foble 1 for sympols and notes

TABLE 5. Empioyment changes by size of business, 1984-1987 based on Sic ciessification in i987
Quebec. Take-Out Food Services (SIE 9213)


1987

| Totel | 1.853 | 92.985 | 10.061 | 631 |
| :---: | :---: | :---: | :---: | :---: |
| less than 20 | 1.774 | 49.091 | 5.309 | 618 |
| 20-99 | 70 | 22.429 | 2.427 | 11 |
| 100-499 |  | x | 290 | 2 |
| 500 and over | , | $\times$ | 2.035 | - |

[^46]"Newiy reporting" and "nc langer peporting" Dusinesses are assumed to have den in activity fop six montis and the information is ad.usied accordinçly
see iable 1 for symouls anc notes

TABLE 6. Selected operating characterdstics of small businesses by sales quartile. 1985-1987
Quebec, Take-Out Food Services (SIC g213)

| - | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middele } 25 \%$ | Upper $\text { middle } 25$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 292 |  |  |  |  |
| Average sales \$ | 142.751 | 35.729 | 66.734 | 121.434 | 347.107 |
| Average exoense \$ | 133.346 | 32.899 | 62.401 | 112.722 | 325.35: |
| Average nei protit (loss) \$ | 9.405 | 2.830 | 4.333 | 8.712 | 21,746 |
| Businesses reporting profit (Mo.) | 247 |  |  |  |  |
| Average sales s | 136.291 | 35.743 | 63.741 | 118.225 | 327.456 |
| Average expense \$ | 123.230 | 29.918 | 55.855 | 106.256 | 300.890 |
| Average net profits | 13.061 | 5.825 | 7.886 | 11.969 | 26.566 |
| Susinesses reporting loss (No.) | 45 |  |  |  |  |
| Average sales \% | 196.300 |  | 74.928 |  | 538.118 |
| Average exoense \$ | 206.891 | 41.011 | 80.324 | 143.007 | 563.223 |
| Average ne: loss \$ | -10.591 | -5.321 | -5.396 | -6.542 | -25.105 |

1986

| Number of observations in sample | 151.303 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 161.717 | 34.297 | 66.243 | 119.183 | 427.144 |
| Average expense \$ | 152.971 | 33.710 | 62.645 | 108.483 | 407.045 |
| Average net profit \{loss\} \$ | 8.746 | 587 | 3.597 | 10.700 | 20.099 |
| Businesses reporting profit (Mo.) | 257 |  |  |  |  |
| 伩erage sales \$ | 169.718 | 32.196 | 66.744 | 120.563 | 427.370 |
| Average expense $\$$ | 149.149 | 26.404 | 60.745 | 107.557 | 401.890 |
| Average net protit \$ | 12.569 | 5.792 | 5.999 | 13.006 | 25.480 |
| Susinesses reporting loss (Mo.) | 46 |  |  |  |  |
| Average sales \$ | 159.725 | 37.559 | 64.262 | 111.190 | 425.889 |
| Average exoense $\$$ | 166.188 | 45.056 | 70.177 | 113.846 | 435.673 |
| Average nei loss \$ | -6.463 | -7.497 | -5.915 | -2.656 | -9,784 |

Number of observations in sample
Average sales $\$$
Average expense $\$$
Average net profit !loss! $\$$

Businesses reporting profit (No.)
Averspe sales
Aver bge expense $\$$
Average net profit $\$$
gusincesest reporting loss (Mo.)
Average sales
Aversge expense 5
Average net loss $\$$

178
152.039
144.255
7.774

147
159.135
145.409
13.726
133.266
144.906
$-11.640$
33.96
29.391
4.573
33.159
27.649

5,510
39.152
40.614
$-1.462$

64,120
59.036
5.084
65.232
55.764
59.168
68.212
74.108
$-5.896$
120.637
$\begin{array}{ll}110.508 & 385.434 \\ 10.129 & 378.123\end{array}$
$10.129 \quad 11.311$

| 122.680 | 417.468 |
| ---: | ---: |
| 109.889 | 388.355 |
| 12.811 | 29.113 |

29.113
315.485
351.133
$-35,548$
-35.648
(11) These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$
ste late for symools and notes

TABLE 1. Selected operating ratios, im percent of sales, 1987
Quebec. Caterers (SIC 9214)

|  | Totai(1) |  | Bot:om 25: |  | Lowermiade? |  | Upper$\text { midde } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sus:nesses in sample iNo. Lom sales value $\$ 000$ si High sales vaiue 1900 C 's | $\begin{array}{r} 80 \\ (1) \\ (1) \end{array}$ |  | $\begin{array}{r} 19 \\ 46 \end{array}$ |  | $\begin{aligned} & 48 \\ & 87 \end{aligned}$ |  | $\begin{array}{r} 87 \\ 141 \end{array}$ |  |  | $\begin{aligned} & 16! \\ & 11! \end{aligned}$ |  |
| Selected expense item | Industry suerage 2 ) |  |  |  |  | $\begin{array}{\|l} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only ( 3: |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | UDDe? idole 25\% | Top 25* |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midcle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Loder } \\ \text { middte } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 52.7 | 59.9 | 53.7 | 60.4 | 44.4 | 95.1 | 55.4 | 51.9 | 59.1 | 60.4 | 48. 6 |
| Occupeney expenses |  | $16.1$ |  |  | 8.9 | 99.5 | 9.8 | 16.5 | 8.9 | 8.7 | \%. 9 |
| Dedeciation | 2.0 | $0.6$ | 2.2 | 2.1 | 2.6 1.6 | 75.2 66.1 | 2.6 | 1.0 | 3.2 2.3 | 1.6 | 2.1 |
|  | 1.8 1.9 | 3.2 | 2.1 | 1.4 | 1.6 1.8 | 66.1 70.0 | 2.1 2.7 | 3.7 4.6 | 2.3 2.8 | 1.8 | 2.0 |
| Heat. light \& telephone Rent | 4.6 | 12.3 | 1.0 | 4.1 | 2.9 | 60.1 | 7.6 | 19.3 | 2.4 | 5.5 | 4.5 |
| Personnel expenses | 17.1 | 16.0 | 11.8 | 15.7 | 25.1 | 78.6 | 21.7 | 26.2 | 18.7 | 17.9 | 25.1 |
| Financial expenses | 1.8 | 1.8 | 2.3 | 1.2 | 1.9 | 89.2 | 2.0 |  | 2. 6 | 1.4 |  |
| Interest 8 bank charges | 1.3 0.5 | 1.1 | 2.1 | 0.? | 1.2 | 61.4 66.0 | 2.1 0.8 | 2.5 1.4 | 2.7 | 1.9 | 1.9 0.8 |
| Other expenses | 13.2 | 15.0 | 17.8 | 5.2 | 14.8 | 99.5 | 13.3 | 15.4 | 17.8 | 5.2 | 14.8 |
| Profit (loss) | 5.4 | -0.9 | 7.4 | 8.7 | 5.0 | 100.0 | 5.4 | -0.9 | 7.4 | 8.7 | 5.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ |  |  | . . |

## Syabols

```
    zero or no observalions
.. to0 smali too be expressed
not apglicable
```

* confidentiol


## Footnoter

(11 Ihese estimates are Dased on B samply of Dusinesses reporing seles betwen $\$ 25,000$ and $\$ 2,000.000$.
(2) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weignied seles of ell ousinesses in the semple } x \text { oo for each oustile }}$


This por:on of the tasle perteins only io the businesses reporting the specific expense item. fherefore these ietios are ciculated individualy and the sotal will not necessarily equal hoox

## Motes

Davare shown oy quartiles when at lest 13 of the sampled ousinesses report the specific ifem.
gecords wepe ranked in escending order accoroing to sales size. Each quartile li. e. Dotiom 25\%. Iower middie z5z, eic. 1 pepresents on gusp tep of the totisl number of Dusinesses. Wiphin each quartile, the berage istio is presented. For conper ison purposes. the high anc low values of sales are shown

How to use the tobles

(2) The selecteo penge will indigete the proper outarile. i. e. the bottom 25\%, the lower middle 25\%. the upper midole $25 \%$ or the top 25\%
(3) Data pertaining to the selected sates size pange wi!t de in that quertile

Stenderd Indusprisl CIsesifiention Definition (SIC 1980):

SIt 8214 - Coserort
Gusinesses primarily engaped in cetering whener by mobile camqeens or in privare halls, camps. eic. Businesses engaged in cafeterias. social ang rduct al home food caterimg services mobile canseens and social cater ing services imedoings. parties, eic. are included in ithis indus: Py

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Ceterers (SIC 9214)

|  | Total:1) | $\begin{array}{r} \text { Bottom } \\ 25: \end{array}$ | Lower ricele 25: | Uoper $\text { m. ocie } 25 \%$ | Tod $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $; \$ 000^{\prime}$ ) High sales value $\left\{\$ 000^{\prime} s\right.$ \} | $\left.\begin{array}{l} 27 \\ (1) \\ 1 \\ 1 \end{array}\right)$ | -- | -- |  | -- |
|  | Average ( 8000 's |  |  |  |  |
| Assets |  |  |  |  | -- |
| Cash |  | - | -- | -- | -. |
| Accounts and notes receivable Inventory | 8 | -- | - | - | -- |
| Other curient assets | 25 | -- | -- | -- |  |
| Total curient assets | 34 | -- | -- |  |  |
| Fixed assets | 50 |  |  |  |  |
| Less: Accum. ded. on fixed assets | 24 | -- | .- |  | -- |
| Other essets | 24 | -- | -- | -- | -- |
| Total eseets | 107 | -- | -- | -- | - |
| Liebilities and equity |  |  |  |  |  |
| Opher cuprent liabilities | 42 | -- | -- | - |  |
| Total current liabilities | 48 | - | -- |  |  |
| Mortgages obrable | - | -- | -* |  |  |
| Long term deot | 1 | -- | -- |  |  |
| Other lisbilities | 32 | - | -- | -- |  |
| Total liabilitios | 81 | -- | -- | -- | -- |
| Total equity | 26 | -- | -- | -- | -- |

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

See fable f for symbols and notes

TABLE 3. Flmancial ratios(1) for incorporated businesses only. 1987
Quebec. Csterers (SIC 9214)

|  | Total 2 $^{\text {¢ }}$ | $\begin{array}{r} \text { Bot } t \text { om } \\ 25 \% \end{array}$ | Lower $\text { miodle } 25 \%$ | UDoe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 27 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 0.7 | -- | -- | -- | -- |
| Leverage ratios ```Debt/equity ratio (times) Interest coverage ratio (times) Oedt rstio (times)``` | $\begin{aligned} & 3.1 \\ & 4.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

il The retios represent the overoge of cotios for each business in the group onc cannot be calculated from the figures shown in fable 2
(2) These estimotes are based on semple of Dusinesses repoping soles between 525,000 and $52.000,000$

See iable 1 for symbis and notes.

Definitions:

1. Liquidity retio:

Cupent = cuprent assers / cuptent |iabilities
2. Leverage retios:
a) Deot/equity $=$ rotal 1 abilities / equizy
b) Deteratio $=$ sotal 1 hatilites / total asseis
c) Interest coverage $=$ net profit - interest expense $/$ interest expense.

TABLE 4. Statement of changes in financtal posttion for incorporated businesses only, 1987
Quebec. Caterers (SIC 9214)


See Toble 1 for symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in i987
Quebec, Caterers (SIC 9214)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Tots } 1 \text { psyroll } \\ (\$ 000 \text { s) } \end{array}$ | Average Iabour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { repoiting }(2) \end{array}$ | No langer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 744 | 54.454 | 6.319 | 198 | 123 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 692 \\ 36 \\ 9 \\ 7 \end{array}$ | $\begin{array}{r} 16.663 \\ 10.615 \\ 9.205 \\ 17.971 \end{array}$ | $\begin{aligned} & 1.940 \\ & 1.213 \\ & 1.072 \\ & 2.094 \end{aligned}$ | $\begin{array}{r} 192 \\ 5 \\ 1 \\ \hline \end{array}$ | 121 2 - - |
| 1987 |  |  |  |  |  |
| Totel | 1.011 | 70.638 | 7.619 | 247 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 955 \\ 40 \\ 9 \\ 7 \end{array}$ | $\begin{aligned} & 25.505 \\ & 13.741 \\ & 11.896 \\ & 19.496 \end{aligned}$ | $\begin{aligned} & 2.761 \\ & 1.457 \\ & 1.289 \\ & 2.112 \end{aligned}$ | 244 3 - | $\ldots$ $\cdots$ $\ldots$ |

(1) average babour units are calculated by dividing taial payroll by the average annual wage and salary pate as reporiad in the Survey of Employment. Payroll and mours. Statistics Canada. Catalogue 72-002. An average laboup unit coulo be interpreted as e fuli-fime employee note that the business size groups used are determined at the canade level. Thus if obusiness has a? las?

(2) Refers to Dusimesses peparitng no payroll decuctions in the previous year
(3) Refers ic Dusinesses reporiing no peyrall befucions in the following yea.
"Newly reporting" and mo longer reporting" Dusinesses are assumed io have deen in activity for six months and the informasion is adjusiec accordingly

See iadie 1 tor symbo's and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Caterers (SIC 9214)

|  | T0:a1!1) | $\begin{aligned} & \text { Bot } 80 m \\ & 25 \% \end{aligned}$ | Lower $\pi \text { dde }: 5 \%$ | UCDE: MIdect 25: | $\begin{aligned} & \text { iop } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample Average sales $\$$ | 190 177.366 | 40.875 |  |  |  |
| Average expense 5 | 160.484 | 34.068 | 58.853 | 94.897 | 454.116 |
| Average net profit (loss) \$ | 16.882 | 6.807 | 7.60 ? | 12.739 | 40.377 |
| Businesses reporting eprofit (Mo.) | 177 |  |  |  |  |
| Average sales \$ | 170.625 | 41.185 | 56.343 | 107.259 | 467.712 |
| Average expense \$ | 150.778 | 34.107 | 57.864 | 92.338 | 418.803 |
| Average net profis \$ | 19.847 | 7.078 | 8.479 | 14.921 | 48.909 |
| Businesses reporting loss (Wo.) | 223. 13 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 223.270 | 26.495 | 68.190 | 112.010 | 686.383 |
| Average exdense \$ | 234.380 | 32.281 | 73.486 | 124.611 | 707.140 |
| Average net loss \$ | -11.110 | -5.786 | -5.296 | $-12.601$ | -20,757 |

1985

| Number of observations in samole | 165 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average saies \$ | 144.537 | 39.774 | 66.116 | 106.313 | 365.943 |
| Average expense $\$$ | 133.557 | 38.822 | 58.634 | 92.741 | 344.039 |
| Average net Drofit (loss) \$ | 10.980 | 952 | 7.482 | 13.572 | 21.913 |
| Susinesses reporting eprofit (Mo.) | 135 |  |  |  |  |
| Aversge sales \$ | 134,546 | 39.097 | 67,003 | 106.972 | 325.113 |
| Average expense \$ | 115.139 | 34.212 | 56.488 | 31.245 | 278.612 |
| Averape net orotiq \$ | 19.407 | 4,885 | 10.515 | 15.727 | 46.501 |
| Businesses reporting - loss (Mo.) | 26 |  |  |  |  |
| Average salas ${ }^{\text {a }}$ | 160.486 | 40.867 | 82.570 | 99.856 | 438.850 |
| Average expense \$ | 170.351 | 46.282 | 87.217 | 107.403 | 450.520 |
| Average net loss \$ | -8.855 | -5.395 | -4.647 | -7.547 | -21.870 |

1987

| Mumber of observations in sample | 106 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles 5 | 137.443 | 36.951 | 62.960 | 113.701 | 336.160 |
| Aveiage expense 5 | 130.279 | 36.631 | 58.042 | 104.184 | 322.260 |
| Average net profit (loss) \$ | 7. 164 | 320 | 4.918 | 9.517 | 13.900 |
| Susinesses peporting a profit (Mo.) | 83 |  |  |  |  |
| Average sales \$ | 139.229 | 38.186 | 62.768 | 115.971 | 339.931 |
| Average expense \$ | 127.032 | 33.470 | 55.812 | 101.657 | 317.187 |
| Averoge net profit $\$$ | 12.197 | 4.716 | 6.956 | 14.314 | 22.804 |
| Businesses reporting loss (Mo.) | 23 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 132.470 | 35.532 | 63.842 | 106.158 | 324.345 |
| Average expense \$ | 139.758 | 40.263 | 68.282 | 112.582 | 337.905 |
| Average net loss\$ | -7.288 | -4,731 | -4.140 | -6.424 | -13.559 |

(1) These estimates are based on 8, sample of businesses reporting seles between $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$

See Table for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Taverns, Bars and Night Clubs (SIC 9221)

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

## syebols

zero or no observations

- toc smal too de expressed
not soblicoble
$\times$ confiogniral


## Footnotes

111 These es:imbes are Dased on s sample of businesses reporing sales between $\$ 25,000$ and $\mathbf{3 2}, 000,000$ Totel weignted expendisure on given item
121 Value if bach $c e 11=$ ropel melomed seles of all butineses in the samplem 100 for tach ouertile

131 Value in each cell $=\frac{\text { Total we ghied expenditure on givan item }}{\text { Total weighted sties of businesses raporting this item of expendiqure }}$
This portion of the tableptains only po the businesses peporting the specific expense ipom. Thepefope phese ratios are calculated indivicually and the cotal mill not necessarily equal $100 z$

## Mote

Date bre shown Dy quotiles when af least 13 of the sampled Dustnesses report the specific ifem.
Records were pankeg in ascending opor according to sales size. Each quartite (i. botton 25z. lower middle 25z. etc. ) iepiesents one quarter of the lotel numper of businesses, within each quartile. the average iatio is presented por comparison purposes. fhe high and low values of sties tet showt

How to use the tebles
111 locate the appropriate sales range thet is displayed on the two lines entitled wow salus value and ohigh salas yaluee
 top $25 z$
(3) Data pertaining to the selected sales size range will be in theq quep?ile

Stenderd Industriel CIEsificetion Definition (SIC 19801:
Sic 9221 - Iaverns, Bars and Night Clubs
Bus:nesses p.imer ily engaged tr selling alconolic beverages fop consumption on the premises. Food may be sold as a secondery betivity Bars larink.eg flacesl. Leer gardens. Deer parlours. Drasseries beer garcensi. coperefs inight clutsl and cockiail lounges ore incluoed if this indus:ry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Taverns, Bars and Night Clubs (SIC 9221)

| - | 70:a1(1) | $\begin{gathered} \text { Bot:om } \\ 25^{\circ} \end{gathered}$ | Lower $\pi \cdot d d \in 25 \%$ | UDDE? $\text { midde } 25^{\circ}$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses it sample (Mo. Lon sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | 120 11 11 | $\begin{array}{r} 1 \\ 98 \end{array}$ | $\begin{array}{r} 98 \\ 183 \end{array}$ | $\begin{array}{r} 183 \\ 336 \end{array}$ | 336 (1) |
|  | Average ( 8000 s) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cosh | - | - | - | - | - |
| Accounts and notes receivable | 1 | - | - | 2 | 2 |
| Inventory | - | - | - | - | - |
| Other current assets | 31 | 14 | 10 | 23 | 76 |
| Total current assets | 32 | 14 | 10 | 25 | 78 |
| Fixed sssets | 71 | 12 | 45 | 63 | 160 |
| Less: Accum. dep. on fixed essets | 17 | 2 | 13 | 9 | 45 |
| Other assets | 17 | 2 | 13 | 9 | 15 |
| Total ustets | 120 | 28 | 68 | 97 | 283 |
|  |  |  |  |  |  |
| Curtent loans | 4 | 1 | 4 | 2 | 10 |
| Other current liabilities Total current liabilities | 36 | 8 | 16 | 27 | 58 68 |
| Mortgages dayable | , | - |  | - | - |
| Lang term debi | 2 | - | 1 | - | 6 |
| Other liabilities | 55 | 24 | 50 | 51 | 92 |
| Total liabilitiea | 87 | 33 | 68 | 79 | 166 |
| Total equity | 33 | -4 | - | 18 | 117 |



See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec, Taverns, Bars and Night Clubs (SIC 9221)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper middle 25x | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low sales value ( $\$ 000$ 's) High sales value $\left(9000^{\circ}\right.$ s) | $\begin{aligned} & 120 \\ & (1) \\ & 11) \end{aligned}$ | $\begin{array}{r} 11 \\ 98 \end{array}$ | $\begin{array}{r} 98 \\ 183 \end{array}$ | $\begin{array}{r} 183 \\ 336 \end{array}$ | $\begin{aligned} & 336 \\ & \text { (1) } \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | 1.7 | 0.6 | 0.9 | 1.1 |
| Leverage ratios ```Oebt/eavity ratio (times) Interest coverage ratio (times) Oebt fatio {times)``` | 2.6 3.4 0.7 | -7.5 1.0 1.2 | -260.1 0.8 1.0 | $\begin{aligned} & 4.1 \\ & 3.1 \\ & 0.8 \end{aligned}$ | 1.4 4.8 0.6 |

(1) The ratios represent the average of catios for each business in the group ano connot be calculated from the figures shown in table 2 (2) These estimates ofe besed on semple of businesses reporting soles between 825,000 and $82,000.000$.
soe toble 1 for symbols and notes.

## Oefinitions:

1. biquidity retio:

2. Leveroge retios:
a) Debt/equity $=$ po:a ,iatitisies / equity
b) Dett patio = :ota: lisbilities / to:al assets
cl Interest coverage - net profit e interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Toverns. Bars and Night Clubs (SIC 9221)

|  | -otal:1) | 50t:0m 25* | Lowe? $\text { miodle } 25 \%$ | $\begin{aligned} & \text { UDPe: } \\ & \text { midcle } 25 \% \end{aligned}$ | $\begin{aligned} & \mathrm{TOE} \\ & 25 . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus inesses in sams e inc. Lon sales value $\$ 300$ s H.gh sales va ue good.s | $56$ | $\begin{array}{r} 11 \\ 98 \end{array}$ | $\begin{array}{r}98 \\ \hline 179\end{array}$ | $\begin{array}{r} 179 \\ 236 \end{array}$ | 336 |
|  |  |  | verage (\$000 |  |  |
| Opersing activities Casn irom odetations Depieciation Other | $\begin{array}{r} 9 \\ 10 \\ -2 \end{array}$ | 3 -6 | $\begin{array}{r} -10 \\ 6 \\ 2 \end{array}$ | $\begin{array}{r} 5 \\ 7 \\ -2 \end{array}$ | $\begin{aligned} & 40 \\ & 21 \\ & -1 \end{aligned}$ |
| Dividends | -4 | - | - | - | $-17$ |
| Investment ectivities Disposal of fixed assets Purchase of fixed assets increase in investment Decrese in invespment | $\begin{array}{r} 3 \\ -16 \\ -1 \\ \hline \end{array}$ | -6 | -8 | -11 | 12 -38 -5 - |
| Finoneing ectivities <br> Increase in iong term debt <br> Repayment of long ferm debi <br> Loans "iom sharenolders <br> Redayment of loans from sha: moiders <br> Advaries 6 loans trom government <br> increase in equity <br> Decrease in eai ty <br> Dine? | $\begin{array}{r} 16 \\ -11 \\ 7 \\ -5 \\ - \end{array}$ | 23 -4 -1 -7 | 3 -8 16 -8 | $\begin{array}{r} 5 \\ -3 \\ 1 \\ -2 \\ - \\ - \\ \hline \\ \hline \end{array}$ | 34 -27 9 -13 $i$ |
| lncrease(decrease) in cash s equivalents Cash s equivalents-Beginning of the year Cash s equivalents - End of the year | $\begin{array}{r} 5 \\ 8 \\ 13 \end{array}$ | 4 -3 1 | 1 | 2 8 9 | 14 28 42 |

 only those jusinesses pepoiting o statement of changes
soe iotel for symols ana nores.

TABLE 5. Employment changes by size of business. 1984-1987 based on S8C classification in 1987 Quebec. Taverns. Bers and Night Clubs (SIC 9221)
Business size expressed in
average labour unitslit

Ill Average lobour units aie calculoted by dividing total paycoll by the average annual wage and salory rate as reportad in the Surver of Emplorment. Payrolf and Mours, Siatistics Canace. Catalogue $92-002$. An average labour unit coulo de interpreted os a
 500 mployees in Lanada as whole but less than that number in any given province it is show in the 500 and over geoup
121 Refers io tusimesses reporsing nc day-011 oeductions in the previous year,
(3) Refers 10 businesses reporting no pay ol deduct ons in the following yea

ENewly pepoping" and no longe peporping" businesses are assumed po have been in activity for six months and the information is afjusted accoroingly
see foble ifor sympols ano notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec, Taverns. Bars and Night Clubs (SIE 9221)



| 351 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 222.745 | 65.564 | 129.605 | 199.613 | 495.996 |
| 209,349 | 62.085 | 121.383 | 188.972 | 464.955 |
| 13,396 | 4,479 | 8.222 | 10.641 | 30.241 |
| 287 |  |  |  |  |
| 225.819 | 65.938 | 128.178 | 202.562 | 506.598 |
| 205.490 | 59.135 | 115.593 | 186.007 | 455.224 |
| 19.329 | 6.803 | 12.585 | 16.555 | 41.374 |
| 84 |  |  |  |  |
| 211.518 | 68.651 | 135.988 | 190.739 | 150.582 |
| 220.270 | 71.954 | 147.316 | 197.904 | 463.904 |
| -8.752 | -3.293 | -11.318 | -7.173 | -13.222 |

1987

| Number of observotions in semple | 255 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 195.256 | 59.490 | 106.030 | 167.243 | 448.261 |
| Average expense \$ | 185.986 | 58.404 | 100.436 | 150.135 | 429.767 |
| Average net profit (loss) \$ | 10.070 | 1.086 | 5.594 | 7.108 | 26.494 |
| Businesses peporting profit (Mo.) | 180 |  |  |  |  |
| Average sales \$ | 201.808 | 58,748 | 105.448 | 169.442 | 473.593 |
| Average expense \$ | 183.220 | 51.752 | 96.727 | 152.189 | 432.210 |
| Averoge net prolits | 18.580 | 6.996 | 8.721 | 17.253 | 41.383 |
| Businesses reporting lose (Mo.) | 75 |  |  |  |  |
| Average sales \$ | 176.125 | 61.006 | 108.826 | 962.942 | 374.525 |
| Average expense $\$$ | 189.328 | 72.014 | 118.260 | 175.668 | 391,369 |
| Average net loss \$ | -12.503 | -11.008 | -9.434 | -12.726 | -16.844 |

111 These estimetes are bastec on a sample of businesses reporting sales between $\$ 25.000$ ond $\$ 2.000 .000$.
See table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Entertainment Production Companies and Arzists (Sic 9631)


## Syebole

zero or no observitions
100 smail 100 be expressed
not applicable
$x$ confiden?isi

## Footnotes

111 these estimates ore based on sample of businesses reporing sales between $\$ 25,000$ and $\$ 2.000 .000$.
Torel weighred expenditure on o given isem
121 Value in each coll = Totat weighted sales of all busingsses in the sampla $\times 100$ for each quartile
(3) Value in esen cell $=\frac{\text { latsl weighted soles of businesses riporting inis iten of expendi ure }}{}$ loo for each quertile

This portion of the itble pertains only to the businesses peporting the specific expense item therefore these petios ere calculatec individually anc the rotsl will not necessarily equal $100 \%$.

## Notes

Date bre shown by quertites when at lest 13 of the sampled businesses reporp the specitic item.
 on quarter of the rotal numper of businesses. Hithin each quatilu. the sverge rerio is presented. for comperison purposes. the high and low vilues of sales are shown

## How to use the tobles


 10p 25\%
(3) Data perteining to the selected sates size rongo will be in thes guterile

## Stunderd Industrist CIsesificetion Definition (SIC 1850):

\$1C 9631 - Enterteinment Pioduction Compenies and Artists
Businesses primarily engageo in promoting. producing and performing in wive" theatical productions anc staged enter tainment promotion agences poimarily engaged in arranging the advertising. location. ticket sales. etc.. of such droduc:ions are incluoed here Owh-accouna
 own-accoum? pe"formers lenieftainerl, pop groups. road companies. own-account singers. stageo enier tainment. stock litearicill compenies theatre companies. theate production egancies. theatical promorion agencies and ow-account vocalists are included in ithis industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Entertainment Production Companies and Artists (SIC 9631)

|  | Tc:a!(i) | $\begin{array}{r} 80: t o m \\ 25 \% \end{array}$ | Lowe: $\text { midole } 25 \%$ | Upper midole 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo. Low sales value ( $\$ 000$ 's) High sales value ( 8000 's) | $\left.\begin{array}{l} 39 \\ 1 \\ 1 \\ 1 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 9 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 38 | -- | -- | -- | -- |
| Total curient assets | 47 | -- | - | - | -- |
| Fixed assets | 25 | - | -- | -- |  |
| Les 5: Accum. dep. on fixed assets | 40 | -- | -- | -- | -- |
| Other essets | 40 | -- | -- | -- | - |
| Totel ussets | 112 | - | - | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Other curpent liabilicies | 34 | -- | -- | -- | -- |
| Total curlent liabilities | 40 | -- | -- | -- | -- |
| Mor qages dayable | - | -- | -- | -- | - |
| Long term det? | 1 | -- | -- | -- | -- |
| Other liabilities | 11 | -- | -- | -- | -- |
| Total liabilities Totel quity | 51 62 | - | -- | -- | -- |

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

Ser intel i for symbols and notes.

TABLE 3. Financiel ratios(1) for incorporated businesses only, 1987
Quebec. Entertainment Production Compenies end artists (Sic 9631)


(1) The ratios represent the overege of ratios for esch business in the group and cannot de colculbed from the figures shown in feble 2 .
(2) These esqimetes bre ossed on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$

See Table i for symbols and notes.

Enfinitions:

1. Liquidity ratio:

Current = surrene essets / cuprent lisbilities.

## 2. Leverage ratios

al Dectlequiry : qoqal liabilites / equity
Di Det: ratio = teial |iabilitias/ qo:alassets
c) lfrerest coverge $=$ net profiq - inqerest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Entertainment Production Companies and Artists (S1C 9531)

(1) These est mates are basec on a sample of incorporarec businesses reporting sal between $\$ 25.000$ anc sa, 000.000. Sample count inctudes onty phose busimesses reporiing a staremen of changes
See Table 1 for symbots and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on Sic ciassification in i987
Quebec. Theatrical 8 Dther Staged Entertalnment Services (SIE 963)


[^47]TABLE 6. Seiected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec. Entertainment Production Companies and Artists (SIC 9631)


1985

| Number of observations in sample | 35 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 119.468 | -- | - | -- | -- |
| Averape expense ${ }^{\text {s }}$ | 78.478 | -- | -- |  |  |
| dverage net profit (loss) \$ | 32.990 | -- | -- | -- | -- |
| Businesses reporting a profit (Mo.) | 33 |  |  |  |  |
| Average saies \$ | 114.635 | -- | -. | -- |  |
| Average expense $\$$ | 70.315 | -- | -- | -- |  |
| Averabe net profits | 46,320 | -- | - | -- | -- |
| Businesmer reporting loss (Mo.) |  |  |  |  |  |
| Avorape sales $\$$ | 65.617 | .- | -- | -- | -- |
| Averoge expense \$ | 113.632 | -- | -- |  |  |
| Average net loss \$ | -48.015 | -- | -- | -. | -- |



1987

|  <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 61 \\ 101.194 \\ 78.175 \\ 23.019 \end{array}$ | $\begin{array}{r} 28.056 \\ 18.930 \\ 9.126 \end{array}$ | $\begin{aligned} & 37.003 \\ & 14.336 \\ & 22.667 \end{aligned}$ | $\begin{aligned} & 62.082 \\ & 34.370 \\ & 27.712 \end{aligned}$ | $\begin{array}{r} 277.635 \\ 245.064 \\ 32.579 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting apofit (Mo.) | 53 |  |  |  |  |
| Average sales \$ | 108.709 | 28.056 | 37.003 | 61.850 | 307.926 |
| Averape expense \$ | 79.205 | 18.930 | 14.336 | 22.460 | 261.093 |
| Average net profit \$ | 29.504 | 9.126 | 22.667 | 39.390 | 46.833 |
| Businesses reporting losa (Mo.) | 8 |  |  |  |  |
| Averspe sales 5 | 199,755 | - | - | 63.789 | 175.729 |
| Average expense $\$$ | 156.414 | - | - | 121.689 | 191.139 |
| Average net loss | -36.659 | - | - | -57.908 | -15.410 |

(9) These estimates ore based on sample of businesses reporting seles between $\$ 25,000$ snd $\$ 2.000,000$ See lable i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. I9BT
Quebec, Sports and Recreation Clubs and Services (SIC 965)

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

## symbols

zero or no oostrvations
$\therefore$ : 100 small too de expresseo
not apolicade

* confioential


## footnotes

18 These estimates are besec on a sample of Dusinesses reporting sales beiween $\$ 85,000$ and $\$ 2.000,000$.
Total we ghted expenditure on given item
121 Value in bach cell $=$ Toral weionted sales of 11 Dusinesses in the sample for quarpila
(3) Volue in each cell
$\frac{\text { Total weighted expenditure on a given item }}{\text { Totel weighted sates of businesses reporting this ivem of expendifure }} \times 100$ for each guertile

This portion of the table pertains only to the businesses reporting the specific expense item. Theretore these patios are calculateo indivicualy and the tois will not necesserily equal $100 \%$

## Motes

Date ar shown by quartiles when at leas: 13 of the sampled businesses report the specific itom
Records weie ranked in sscending order according to sales size. Each quartile li. botion 25z. lower midele 25\%. efc.l represents one quarter of the iotol mumper of businesses. Hitmin each quertile, the overage tolio is presented for comporison purposes, the nigh and low values of soles are shown.
nom to use the taOles

121 The selected range mill indicete the proper quartile. i. e. the botion 25\%. the lower midde 25x. the upper fidde 25 z op the 100251
(3) Data peteining to the selected sales size range will be in that guartile.

## Stendard Industrial Classification Definition (51C 1980):

S1C 9550 - Sporis end Recrention Clubs end Services
Businesses primarily engagec in operating golf courses. curling clubs. skiing facilifies. Doat fentals. marinas and opher sports and recrea: on zives anc services.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Sports and Recreation Clubs and Services (SIC 95:)

|  | Pota : 11 | Bc: | Lowe $\text { m: dale } 25 \%$ | $\begin{aligned} & \text { Lippe? } \\ & \text { midole } 25: \end{aligned}$ | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses . ri samole (No.) Low sales volve $\{5000$ 's) High sales vaive $\left(\$ 000^{\circ}\right.$ s) | $53$ | $\begin{array}{r} 11) \\ 46 \end{array}$ | $\begin{array}{r} 46 \\ 157 \end{array}$ | $\begin{array}{r} 157 \\ 355 \end{array}$ | $\begin{aligned} & 355 \\ & \{1\rangle \end{aligned}$ |
|  |  |  | Average $1 \$ 000$ |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 7 | - | - | 3 | 23 |
| Inventory | - | - | - | - | 2 |
| Other curpent assets | 45 | 9 | 20 | 20 | 133 |
| Total cuppent ossets | 53 | 9 | 21 | 23 | 156 |
| Fixed assets | 264 | 52 | 41 | 243 | 721 |
|  | - | - | - | - | - |
| Other assets | 18 | 1 | 11 | 31 | 27 |
| Totel essets | 335 | 51 | 73 | 295 | 904 |
| Liebilities and equity |  |  |  |  |  |
|  | 52 | 12 | 5 13 | 6 40 | 24 149 |
| Total current liabilities | 61 | 12 | 18 | 47 | 166 |
| Moitgages dayable | - |  | - | - | . |
| Long ierm deot | 7 | - | - | 3 | 24 |
| Deher l abilities | 168 | 54 | 28 | 125 | 449 |
| Total liabilities Total equity | 235 95 | 76 -15 | 46 | $\begin{aligned} & 184 \\ & 112 \end{aligned}$ | 638 266 |
| Total equity |  | -15 | 27 |  |  |

191 These estimates are based on sample of busintsses iopopling sales between $\$ 25,000$ and $\$ 2,000,000$.
See table 1 fo: symols and no:es

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Sports and Recreation Clubs end Services (SIt 965)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Uppe: midole 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessas in samole (No.) Low sales value ( $\$ 000$ 's) Migh saies value ( $\$ 000^{\circ}$ s) | $\begin{array}{r} 53 \\ (1) \\ (1) \end{array}$ | $(1)$ | $\begin{array}{r} 46 \\ 157 \end{array}$ | $\begin{array}{r} 157 \\ 355 \end{array}$ | $\begin{aligned} & 355 \\ & (1) \end{aligned}$ |
|  | Averege |  |  |  |  |
| Liquidity ratio Curren: latio (times) | 0.9 | 0.7 | 1.1 | 0.5 | 0.9 |
| Leversog retios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debi colio (times) | 2.4 1.6 0.7 | $\begin{array}{r} -5.2 \\ 1.2 \end{array}$ | 1.7 2.4 0.6 | 1.6 1.9 0.6 | 2.4 1.7 0.7 |

(11) The ratios pepresent the average of ratios tor each business in the proup and canno: be calculated from the figures shom in Toble 2.
(2) These estimetes besed on stongle of businesses reporting sal bs between 525,000 and $52,000,000$

See Tele 1 for symols mondes.

## Definitions:

1. Licuidity rimio:

Cuppent = cuprent assets/curren: liabilities
2. leveroge petios:
a) DeDifeau!ty $=$ io:sl liabilities / equ.iy
b. Debi tatio = total liatilities fotal assers
c) Intepest coverage = ne: profip intoresi expense / imieres: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Sporis and Recrearion Clubs and Services (SIC 965)

|  | Total? 1 ) | $\begin{gathered} \text { Bottom } \\ 25 \% \end{gathered}$ | Lowe: midde $2 E \%$ | Upper <br> mode 25: | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses la samele ino. Lon sales va e s00 s) Hist sales value :\$000's) | $\begin{array}{r} 31 \\ 11 \\ (1) \end{array}$ | $\begin{array}{r} 111 \\ 46 \end{array}$ | $\begin{array}{r} 46 \\ 161 \end{array}$ | $\begin{aligned} & 161 \\ & 316 \end{aligned}$ | $315$ |
|  |  |  | Average 15000 |  |  |
| Operating activities Cash fram oderations Dedieciation Diner | $\begin{array}{r} -2 \\ 18 \\ -36 \end{array}$ | $\begin{array}{r} -9 \\ 7 \\ 10 \end{array}$ | $\begin{aligned} & 3 \\ & 4 \\ & 7 \end{aligned}$ | $\begin{array}{r} 5 \\ 10 \\ -5 \end{array}$ | -8 46 -136 |
| Oividends | -1 | - | - | -2 | -2 |
| lnvestment activities <br> Disposal of fixec assets <br> Purchase of fixed assets <br> incresse in investment <br> Deciesse in investment | $\begin{array}{r} 37 \\ -47 \\ -17 \\ 9 \end{array}$ | -68 | -5 | $\begin{array}{r} 100 \\ -28 \\ -69 \end{array}$ | $\begin{array}{r}43 \\ -87 \\ \hline 29\end{array}$ |
| Finencing ectivities <br> Inccose in long term debt <br> Redayment of long term debt <br> Loans from sharenolders <br> Reparmert of loans fyom shareholders <br> sovances \& loans from government <br> Increase in cauity <br> Decrease in equity <br> Othe | 56 -12 9 -8 12 2 -2 -1 | 56 <br> - <br> - <br> - <br> - <br> $-i$ | 5 -1 2 -10 | $\begin{array}{r} 4 \\ -18 \\ 4 \\ -2 \\ - \\ - \\ - \\ -4 \end{array}$ | 147 -27 13 -18 41 7 -7 |
| Increasedocrese! in cash sequivalents Cast \& equivalenis-Beginning of the year Cash s equivalents - End of the year | 15 2 17 | 13 3 15 | 6 2 6 | $\begin{aligned} & -3 \\ & 36 \\ & 3 \end{aligned}$ | 13 -29 14 |

11) These estimeres are dasec on sample of incorporared Dusinesses peporting soles between $\$ 25.000$ and $\$ 2.000 .000$. 5 ample count includes only ihose Dusinesses reporitis siotement of changes
See table 1 fo symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic classification in is87
Quebec. Sports and Recreation Clubs and Services (SIC 965)


11 Average loour units are calculoted by dividing total poypoll by the averoge annubi wage ond solery rete os reported in the
Supver of Employment. Dayrall and hours. Statissics Conade. Catalogue $72-002$. An average labour unit could be intmerpreted bs a full-time employee Nore thot the business size groucs used are determined ai ithe conado level, thus if a business has at least 500 employens if Canada as a whole but less than that number in any given province it is shown in the 500 and over group
(2) kefers to businesses reporing no daycull decuctions in the pievious year

131 Refers 10 Dusinesses pedorqing no paypoll secuctions in the following year

- Newly fedorting" ano "no ionger reporting" businesses are assunec po hove deen if act vity fo six monins and the intormation is odustec accordingly

See itate 1 f0. symools and noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec. Sports and Recreation Clubs and Services (SIC 965)


1985

| Number of observations in sample | 46 |
| :---: | :---: |
| Average sales \$ | 275.511 |
| Average expense \$ | 274.848 |
| Average net profit (loss) \$ | 663 |
| Busimesses reporting profit (Mo.) | 38 |
| Average sales \$ | 270.504 |
| Average expense \$ | 233.729 |
| Average net profit \$ | 36,775 |
| Businesses reperting loss (Mo.) | \% |
| Averase sales \$ | 350.465 |
| Average expense \$ | 437.797 |
| Aveiage net loss \$ | -87.332 |

1986

Mumber of observations in sample Average sales $\$$
Average expense $\$$
Average net profit (loss) \$
241.551
226.713
14.838

Businesses reporting profit (No.)
Average sales \$
19
24.285
Average expense $\$$
211.157

Average net Diof it g
33. 128

Businesses reperting loss (No.)
Average sales $\$$
8
292.532
905.795
Average expense $\$$
305.795

Average net loss \$
$-13.263$

| -- | -- |
| :---: | :---: |
| $\cdots$ | -- |
|  |  |
| -- | -- |
| -- | -- |
| -- | -- |
| .- | -- |
| -: | -- |

--
--
--
--
--
-
--
--

1987
Number of observetions in sample
Average sales $\$$
Average expense $\$$
Average net profiq (105s) \$
83
233.855
239.894
-6.039

55
282.265
236.338
25.927
42.24
103.112

Average expense \$
Sverage net profiq (loss) \&

Businesses reporting profit (Mo.)
Average sales
282.265
236.338

Average expense $\$$
25.927
43.922
37.66
37.653
8.259
109.129
1.125
B. 259
40.284

28
193.685
242.046
usinesses reporting loss (Mo.)
Averspe sates $\$$
242.046
-48.359
59.084
70.675
81.141

Averape net loss $\$$
$-18.800$
$-10.465$

| 228.493 | 561.570 |
| ---: | ---: |
| 220.047 | 591.421 |
| 8.446 | -29.851 |
|  |  |
|  |  |
| 235.555 | 552.995 |
| 219.287 | 579.272 |
| 16.288 | 72.923 |
|  |  |
|  |  |
| 211.611 | 452.171 |
| 229.864 | 606.087 |
| -10.253 | -153.916 |

(1) These estimates are pased on a sample of businesses reporting sales derween $\$ 25.000$ and 82.000 .000

See rable 1 for symbols and notes

```
TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Barber Shops (SIC 9711)
```

| 111: |  |  |  | Bo:tom 25\% | Lower$\text { modete } 25^{\circ}$ |  | Upper$\text { miodle } 25 \%$ |  |  | $\begin{aligned} & \text { Tod } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ino. Low sales value s(0) s) Mig sales value ' $\$ 0.0$ 's) | $\begin{array}{r} 28 \\ 11 \\ \text { i } 11 \end{array}$ |  |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { hesses } \\ & \text { reporting } \end{aligned}$ | Reoorqing businesses only: 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowe: } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { miode } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses <br> Depreciation <br> Repairs \& mointenance <br> Heat. light \& telephone <br> Rent | 15.9 | -- | -- | - | -- | $\begin{array}{r} 100.0 \\ 83.0 \\ 58.3 \\ 100.0 \\ 85.9 \end{array}$ | $\begin{array}{r} 15.5 \\ 1.9 \\ 1.1 \\ 2.5 \\ 13.0 \end{array}$ | - | ----$-=$$=-$ |  |  |
|  | 1.6 | -* | - | -- | -- |  |  |  |  |  |  |
|  | 0.6 | -- | -- | -- | -- |  |  |  |  |  |  |
|  | 2.5 | -- | -- | . | - |  |  |  |  |  |  |
|  | 19.1 | -- | -- | -- | -- |  |  |  |  |  |  |
| Personnel expenses | 40.1 | -- | -- | -- | -- | 98.6 | 40.6 | - | - | -- |  |
| Financial expenses interest \& bant charges Professional fees | $\begin{aligned} & 1.4 \\ & 0.8 \\ & 0.6 \end{aligned}$ | -- | ---- | -- |  | 93.062.559.2 | $\begin{aligned} & 1.5 \\ & 1.2 \\ & 1.0 \end{aligned}$ | -- | -- | -- |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 14.6 | -- | -- | -- | - | 100.0 | 14.6 | -- | -- | -- |  |
| Profit (loss) | 28.1 | - | -- | -* | -- | 97.0 | 28.9 | -- | -- | - |  |
| Total | 100.0 |  | -- |  | -- | 100.0 |  | -- | -- | - |  |

## Symbols

zero or no observations

- too smal' too be expressec
no: applicable
- confidential


## pornotes

(1) Fhese estimates are baseo on a sample of Dusinesses reporting sales between 525.000 ond $\$ 2.000 .000$ Total weighied expenditure on a given item
(2) Wolue in each cell = roral werghed sales of all busingsses in the somple $\times$ loo for each quartile

This portion of the taple percains only to the businesses reporting the specific expense item lherefore ihese patios ere calculatod individualy and the toial will not necessarily equal 900 \%

## Notes

Data are shown by guartiles when at leest 13 of she sampled businesses rapor? the specific isem
Records were ranked in asconding order according so sales size. Each quartile li. . Dottom 25z. lower mioul 25z, etc. 1 represenis one quarier of the cotal number of businesses. Winin each quaptile. the average retio is presenteo for comprison pupposes. the high and low vaiues of sales bre shown

Now to use the tebles
11 Locste the appropriste seles range that is displayed on the two lines entitlod Low sal ves value and high sales value
121 The selected ronge will indicate the proper quertile, i, the boirom 25\%, the lower midele $25 \%$. the upper miode $25 \%$ or she $10025 \%$
131 Date pertaining qo the selected soles size pange wifl be in thet querzile

Stenderd Induseriel (Ctestificstion Definition (SIC 1880):
5)C 8711 - Barber Shoos

Businesses primatity engaged in providing men's oaroering ano hair siyling services such as borber shops and men's hai: stylist shops

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Barber Shops (SIC 9711)

(1) These esifaies ape based on a sample of businesses reporing sales betmeen $\$ 25,000$ and $\$ 2,000.000$

See Table 1 for symois and notes

TABLE 3. Financial ratios(1) for incorporsted businesses oniy. 1987
Quebec, Barber Shops (Sic 9711)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { midolower } 25 \%$ | Upoe: $\text { middle } 25 \text { : }$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $9000^{\circ}$ s) High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $(1)^{5}$ | -- | -- | -- |  |
|  | Aversge |  |  |  |  |
| Liquidity retio Curront retio (times) | 1.0 | -- | -- | -- | -- |
| Leverage ritios <br> Dettreauity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} 0.2 \\ 10.7 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

111 The ratios represent the overage of resios for bach business in the group and cannot be celeulbied from the figures shown in lable 2
(2) These essimeter based on sample of Dusinesses reporting seles beiween $\$ 25,000$ and $\$ 2,000,000$.
see fable 1 for symbols and notes

## Definitions:

1. Liquidity resio:

Current = current assets/curpent liabilities
2. teverage retios:

```
Denvequity = lota: / abilisies / equipy
```

Dentraiio = :0ヶal liapilisies/ tolal esseis.
c) Interest coverage $=$ net profip inperest expense / interes? mpense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Quebec, Barber Shops (SIC 9711)



(1) Average labour units are calcuiated by dividing total paypoll oy the overage annubl wage and salory cote as ceported in the Survey of emplovment, payrall and Houfs. Stapisties Canada, Cataloque 92.002 an average labour unit could be interpreted as b
full-time employee Nase thap the dusiness size groups used are determined at the Cansde level. Thus if absiness 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 groud
121 Refers to businesses reporting no dayroll ceouctions in the pievious year
(3) Refers to businesses reporting no Daypoll oeductions in the following year
"Newly eporting" and "no tonger reporting" businesses are assumed to have deen in wivify for six months and the information is adustec acespoingly.

See tatle 1 for symools and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Quebec, Barber Shops (SIC 9711)

|  | T0:a 1 (1) | Bot 10 m $25 \%$ | Lower <br> midde 25* | Unde: midde 25\% | $\begin{aligned} & \text { TOF } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in semple <br> Average sales \$ <br> Average expenses <br> Aversge net profit (loss) \$ | $\begin{array}{r} 83 \\ 79.851 \\ 54.201 \\ 17.650 \end{array}$ | $\begin{aligned} & 28.816 \\ & 13.633 \\ & 14.983 \end{aligned}$ | $\begin{aligned} & 39.777 \\ & 25.696 \\ & 14.081 \end{aligned}$ | $\begin{aligned} & 56.781 \\ & 38.473 \\ & 18.308 \end{aligned}$ | $\begin{array}{r} 182.230 \\ 139.001 \\ 23.229 \end{array}$ |
| Susinesses reporting profit (Mo.) <br> Average soles <br> Aversae expense \$ <br> Average net protit $\$$ | $\begin{array}{r} 82 \\ 72,102 \\ 54,317 \\ 17.785 \end{array}$ | $\begin{aligned} & 28.616 \\ & 13.633 \\ & 14.983 \end{aligned}$ | $\begin{aligned} & 39.777 \\ & 25.696 \\ & 14.081 \end{aligned}$ | $\begin{aligned} & 56.781 \\ & 38.473 \\ & 18.308 \end{aligned}$ | $\begin{array}{r} 163.233 \\ 139.464 \\ 23.769 \end{array}$ |
| Susinesses reportinge loss (No.) <br> Average soles \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 1 \\ 110.560 \\ 115.171 \\ -4.819 \end{array}$ | - | $:$ | - | $\begin{array}{r} 110.580 \\ 115.179 \\ -4.691 \end{array}$ |

1986

| Mumber of observations in sample | 62 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 61.992 | 32.247 | 45.800 | 65.230 | 104.699 |
| Average erpense \$ | 42.425 | 14.840 | 32.390 | 43.146 | 79.325 |
| Average net profit (loss) \$ | 19.567 | 17.409 | 13.410 | 22,084 | 25.366 |
| Businesses reporting a profit (Mo.) | 59 |  |  |  |  |
| Average sa es \$ | 62.126 | 32,112 | 45.800 | 65.230 | 105.360 |
| Average expense \$ | 42.116 | 14.316 | 32.390 | 43.146 | 78.612 |
| Average ne: protit \$ | 20.010 | 17.796 | 13.410 | 22.084 | 26.748 |
| Businesses reporting a loss (No.) | 3 |  |  |  |  |
| Average sales \$ | 65.474 | 40.433 | - | - | 90.515 |
| Average expense \$ | 70.511 | 46.585 | - | - | 94.435 |
| Average $n$ et loss \$ | -5.037 | -6.153 | - | - | -3.920 |

1987

| Mumber of observations in semple | 37 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 69,536 | -- | -- | -- | - |
| Average expense 9 | 51.601 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 17.935 | -- | -- | -- | - |
| Businesses reporting a profit (Mo.) | 31 |  |  |  |  |
| Average sales \$ | 68.306 | -- | -- | -- | -- |
| Average expense ${ }^{\text {a }}$ | 49.552 | - | -- | - | -- |
| Average not profit \$ | 18.754 | - | -- | -- | -- |
| Businesees roporting loss (Wo.) | 3 |  |  |  |  |
| Averoge salos \$ | 101.812 | -- | -- | -- | -- |
| Average expense 5 | 104.593 | -- | -- | =- | -- |
| Average net loss\$ | -2.781 | -- | -- | - | -- |

(11) These essimetes are based on semple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See ratele 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Beauty Shops (Sic 9712)

|  | Total(1) |  | 60:10m 25: |  | Lowe : midde 25\% |  | UDDE:$m i d o i e 25 n$ |  |  | $\begin{aligned} & \text { ior } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample (No. Low sales value ( 8050 s) Hign sales value ${ }^{\prime} \$ 000$ 's | $\begin{aligned} & 150 \\ & 11! \end{aligned}$ |  | $(1)$ |  | $\begin{aligned} & 37 \\ & 44 \end{aligned}$ |  | $\begin{aligned} & 44 \\ & 80 \end{aligned}$ |  |  | 88 |  |
| Selected expense item | Industry average! 2 ) |  |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { poporting } \end{gathered}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | UDPe: midde $25 \%$ |  |  | Total | Bottom 25\% | Lower middle 25\% | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25{ }^{\circ} \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
|  | 16.4 | 17.2 | 16.4 | 16.5 |  | 100.0 | 16.4 | 17.2 | 16.4 | 16.5 | 15.4 |
| Dedreciation | 2.7 | 2.1 | 2.0 | 3. 2 | 3.3 | 84.9 | 3.2 | 2.9 | 2.7 | 3.4 | 3.5 2.6 |
| Repaits s maintenance | 2.2 | 1.8 | 3.2 | 1. 6 | 2.0 | 82.0 | 2.5 | 2.7 | 3.4 | 1.8 | 2.6 |
| Mest. light 8 telephone | 3.4 8.1 | 4.8 | 3.8 7.3 | 2.5 9.2 | 2.5 7.6 | 92.5 76.2 | 10.7 | 5.1 10.5 | 4.0 11.9 | 11.9 | 2.6 9.1 |
| Personnel expenses | 31.7 | 17.0 | 27.2 | 33.5 | 47.8 | 92.1 | 34.3 | 22.7 | 27.7 | 34.2 | 49.0 |
| Financial expenses | 1.8 | 1.5 | 1.1 | 2.5 | 2.1 | 90.3 | 2.0 | 1.8 | 1.5 | 2.7 | 2.2 |
| Interes: E bank charges | 1.1 | 0.9 | C. 5 | 1.8 | 1.2 | 60.3 | 1.8 | 1. 8 | 1.5 | ? 1 | - 7 |
| Prolessional tees | 0.7 | 0.5 | 0.8 | 0.7 | 0.9 |  |  | 1.2 | 1.1 |  | 1.0 |
| Other expenses | 28.3 | 29.5 | 30.9 | 25.5 | 26.5 | 100.0 | 28.3 | 29.5 | 30.9 | 26.5 | 26.5 |
| Profit (loss) | 21.8 | 34.9 | 24.1 | 21.0 | 8.2 | 98.7 | 22.1 | 34.9 | 24.9 | 22.2 | 8.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ |  | $\ldots$ |  |

## Synbols

zera or no observations
-- too small soo be expressed
not apolicable

- confioentis


## footnotes

111 These estimetes ape besed on semple of businesses reporting sales between $\$ 25.000$ end $\$ 2,000.000$
Yalue in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of bll ousinesses im the sample }} \times$ for oach quartile
(3) Value if each cell $=\frac{\text { lotsl weighted expenditure on given isem }}{\text { Totel meighted seles of ousinesses reporging this inem of expenditure }}$ for each quartile

Th: s portion of the table pertains only to the businesses peporting the specific expense iter. Therefore these ratios sere calculated individually and the total will not necessarily equel $100 \%$

## Notes

Data are shown by quertiles when al least 13 of the sampled businesses peport the specific item
Records were ronked in ascending order according to ssies size. Each quartile li. . Dottom 25z. Iower midde 25 . etc. 1 pepresents
 high and low values of sales ere shown.

## How to uge the tubles

(1) Locss the appropriate sales pange that is displayed on the two lines thtipted tow sal es value" and anigh sales value"
(2) The selectad renge will indicase the proper quartile. i. t. the bottom 25\%. she lowit midole 25\%. the upper midole $25 \%$ or the top $25 \%$
(3) Deia pertoining to the selacted sales sige ponge mill be in that quatile

## Stenderd Industrist CIsteificstion Definition (SIC 19801:

## SIC 9712 - Besuty Shops

Businesses Di, mar, iy engaged in providing women's hairoressing and beaty services such as beaviy parlours, beaty salons. beauty shozs womer's onty mar.curing and women's hair siylis? snops

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Beauty Shops (SIC 9712)

(1) These estimetes are besed on a sample of businesses peporing sales between $\$ 25.000$ end $\$ 2.000 .000$

See iable 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Quebec. Beaury Shops (SIC 9712)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No. <br> Low sales ralue ( $\$ 000$ 's) <br> high soles value ( $\$ 000$ 's) | $\begin{array}{r} 61 \\ (1) \\ (1) \end{array}$ | (1) 6 | 64 89 | 89 175 | 175 111 |
|  | Average |  |  |  |  |
| Liquidity resio Curiont iatio (qimes) | 1.3 | 1.3 | 0.4 | 1.0 | 1.6 |
| Leverege retios ```Debtlequity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 1.9 3.0 0.7 | -4.0 1.3 1.3 | 2.2 1.8 0.7 | $\begin{aligned} & 2.4 \\ & 1.8 \\ & 0.7 \end{aligned}$ | 1.5 4.2 0.6 |

(i) The ratios fepresent the average of retios for each business in the group and cannot be celculated from the figures shown in toble 2
(2) Thest estimeter ere besed on stemple of businesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$.

See leble 1 for symbols and notes

Definitions:

1. Liquidier polio:

Curpent = current assets / current liabilities
2. beverege ratios:


TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Beauty Shops (SIE 9712)

|  | Tota: 11 | $\begin{array}{r} 80: 10 \mathrm{~m} \\ 25 \% \end{array}$ | owe: <br> midde $25^{\circ}$ | UDPe: <br> midole 25: | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a sam: $\in$ ! No Lon sales va ue 5ich s High sales vaive $\operatorname{SOOS}^{\circ} 5$ | $\begin{array}{r} 28 \\ 1! \\ 1! \end{array}$ | -- |  | - | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 4 \\ 5 \\ -7 \end{array}$ | -- | -- | -- | -- |
| Dividends | -2 | -- | -- | -* | -- |
| Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decresse in investment | 1 -5 -2 1 | -- | -- <br> -- <br> - | -- | -- |
| Financing activities <br> Increase in iong term debt Repayment of long term debt Laans fram shareholders <br> Recayment of ioans "rom shareholders Aovances \& loans from government <br> Incease in equity <br> Decrease in equity <br> Other | 10 -4 -6 | -- -- - - - - - | - - - - - - | - - - - - - | - - - - - - |
| Incresese(decreasel in cash \& equivalents Cash sequivalents-Beginning of the year Cash \& equivalents - End of the yeer | -5 12 7 | -- | -- | -- | =- |

(11) These estimates are paseo on sample of incorporated businesses reporifing sales beiween $\$ 25.000$ and 82.000 .000 . Sample count includes only those dusinesses repo:ting a stetemen: of changes.
see toble i for symols and notes
TABLE 5. Employment changes Dy size of business, 1984-1987 based on SIC classification in ig87
Quebec. Barber and Beauty Shops (SIC 971)

| Business size expressed in average labour uniss!1! | Number of D. b nesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(i) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longep reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 3.985 | 104.090 | 10.029 | 524 | 440 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and ove? } \end{aligned}$ | $\begin{array}{r} 3.932 \\ 51 \\ 2 \end{array}$ | $85.931$ | $\begin{array}{r} 8.283 \\ 1.413 \\ 333 \end{array}$ | 620 | $\begin{array}{r} 433 \\ 5 \\ 1 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 4.521 | 134.336 | 11.683 | 734 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 4,49 \\ 45 \\ 3 \\ 1 \end{array}$ | 108.476 17.150 $x$ $x$ | $\begin{array}{r} 9.435 \\ 1.491 \\ 541 \\ 216 \end{array}$ | 729 5 - | $\cdots$ |

[^48]"Mewty reporqing" anc "no conger reporting" dusinesses are assumec to hove been in activily for six months ano the information is adiustec accordingir

See itate for symbols anc nctes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Beauty Shops (SIC 9712)


1985

| Wumber of observetions in sample | 278 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 76.034 | 29.599 | 41.993 | 64.863 | 167.682 |
| Average expense 5 | 65.473 | 20.377 | 34.466 | 52,973 | 154.075 |
| Averoge net profit (loss) \$ | 10.561 | 9.222 | 7.527 | 11.890 | 13.607 |
| Businesses reporting eprofit (Mo.) | 260 |  |  |  |  |
| Average sales \$ | 76.939 | 29.529 | 42.222 | 64.354 | 163.650 |
| Average expense \$ | 61.985 | 19,724 | 32.921 | 49.019 | 146.275 |
| Average net profit \$ | 12.954 | 9.805 | 9.301 | 15.335 | 17.375 |
| Businesses reporting loss (No.) | 18 |  |  |  |  |
| Average sales \$ | 82.008 | 31.083 | 40.181 | 67.482 | 188.984 |
| Querage expense \$ | 86.906 | 34.323 | 44.864 | 73,349 | 195.288 |
| Querage net loss \$ | -4.898 | -3.240 | -4.183 | -5.867 | -6.304 |


| Number of observations in sample | 186 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 84.522 | 30.340 | 42.444 | 67.923 | 197.380 |
| Average expenses | 73.720 | 20.426 | 32.196 | 55.831 | 186.427 |
| Average net profit (loss) \$ | 10.802 | 9.914 | 10.248 | 12.092 | 10.953 |
| Businesses reportinge profit (Mo.) | 170 |  |  |  |  |
| Averoge sales \$ | 87.828 | 30.744 | 42.201 | 67.551 | 210.816 |
| Average expenses | 74.231 | 19.688 | 31,035 | 54.509 | 191.691 |
| Average net profit \$ | 13.597 | 11.056 | 11.166 | 13.042 | 19.125 |
| Businesses reporting e less (Mo.) | 16 |  |  |  |  |
| Average sales $\$$ | 72.648 | 25.856 | 47.812 | 80.233 | 136,691 |
| Qverage expense \$ | 87.185 | 28.608 | 57.917 | 99.565 | 162.650 |
| Average net loss \$ | -14.537 | -2.752 | -10.105 | -18.332 | -25.859 |

1987

| Wumber of observations in sample | 185 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Querage sales \$ | 72.775 | 30.237 | 40.993 | 59.667 | 160.202 |
| Average expense \$ | 62.798 | 20.533 | 32.974 | 47.787 | 149.890 |
| Average net profiq lloss) \$ | 9.977 | 9.704 | 8.019 | 11.880 | 10.306 |
| Businesses reporting profit (Mo.) | 146 |  |  |  |  |
| Average sales \$ | 70.632 | 30.020 | 40.872 | 59.029 | 152,608 |
| Average expense \$ | 56.872 | 19.308 | 28.012 | 46.339 | 133.829 |
| Average net profit \$ | 13.760 | 10.712 | 12.860 | 12,590 | 18.779 |
| Businesses reporting a loss (Mo.) | 40 |  |  |  |  |
| Average ssies | 82.130 | 36.509 | 61.305 | 71.532 | 179.172 |
| Average axdense \$ | \$1.599 | 55.925 | 45.733 | 74.705 | 190.033 |
| Average net loss \$ | -9,469 | - 19.416 | -4.428 | -3.173 | -10.851 |

(11) These espimeres are based on sample of businesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$

See iable for symols and notes

TABLE 1．Selected operating ratios，in percent of sales， 1987
Quebec．Combination Barber and Beauty Shops（SIC 9713）

|  | To：a ：19： | $\begin{array}{r} \text { Bottom } \\ 25: \end{array}$ | Lowe： $\text { m. adte } 25 \%$ | Upper $\text { midde } 25:$ | To ： 25\％ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samele（No． Lon sales value \＄0べ心＇s） High salos value＇8COC＇s | $\begin{array}{r} 31 \\ 111 \\ 111 \end{array}$ |  | －－ | －－ | － |


| Selected expense item | Industry average\｛2\} |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Redorting businesses only（3） |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tota | Botiom 25\％ | $\begin{array}{r} \text { Lower } \\ \text { midsie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Usper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
|  | 14.7 | －－ | －－ | －－ | －－ | 100.0 | 14.7 | － | －－ | － | －－ |
| Dedreciation | 2.2 | －－ | －－ | －－ | －－ | 93.3 | $2 \cdot 3$ | －－ | －－ | －－ | －－ |
| Repaipas maintenance | 2.9 | －－ | －－ | － | －－ | 94．4． | 3.1 | －－ | －－ | －－ | － |
| Hest．light s telephone | 2.8 | －－ | －－ | －－ | －－ | 99. | 2.8 | －－ | －－ | －－ | －－ |
| Rens | 6.8 | －－ | －－ | －＊ | －－ | 76.0 | 9.0 | －－ | －－ | － | －－ |
| Personnel expenses | 32.7 | － | －－ | － | －－ | \＄3．5 | 34.9 | －－ | －－ | －－ | －－ |
| Finenciol expenses | 2.2 | －－ | －－ | －－ | － |  | 2.2 | －－ | －－ | －－ | －－ |
| Inrerest 6 barit charges | 1.3 | －－ | －－ | －－ | －－ | 79.7 68.8 | 1．6 | －． | －－ | －－ | － |
| Protessional fees | 0.9 | －－ | －－ | －． | －－ | 68.6 | 1.3 | － | －－ | －－ | － |
| Other expenses | 30.2 | －－ | －－ | － | －－ | 100.0 | 30.2 | －－ | －－ | －－ | － |
| Profit（loss） | 20.3 | －－ | －－ | －－ | －－ | 100.0 | 20.3 | －－ |  | －－ | －－ |
| Total | 100.0 | － | －－ | －－ | － | 100.0 |  | －－ | － | －－ | －－ |

Symbols
zero or no ooservations
－toc smal 1 too be expiessed
not sopl．ctole
$\times$ confioential

## Footnotes

（1）These estimates ore besed on sumple of bus inesses repoping soles beiween $\$ 25,000$ 8n0 $\$ 2.000,000$ iotal weignres expenditure on a given iter
${ }^{2}$ ）Value in each cell $=\overline{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each Quartile．
（3）Wolue in each cell

$$
\frac{\text { Toiat weighted expenditure on given item }}{\text { Tota weighted sales of businesses reporting this tem of expengiture }} \times 100 \text { for esch querile }
$$

This poption of the table pertains only to the businesses reporting the specific expense itum．Therefore phese potios are calculated ingividually and the total will not necessarily equl $100 \%$ ．

## Moter

Daia are shown by quirtiles when as least 13 of the sampled businesses report the specific isem
Recoros wet panked in asconding opop according to sales size Each quartile li．e．Dotiom 25\％．Iower midole 25\％．eic． 1 pepiesents one querter of the total number of businesses．Within each quarile，the average ratio is presentec．For comparison purposes．the migh and low values of soles or shown

## Now 20 use the tables

111 bocate the approditare solas range ahar is cisplayed on the two lines entitled＂tow sales value＂ond＂high sales value＂
$\{21$ The selectec range will indicate the proper quartile．i．e．the botiom $25 \%$ ，the lower midel $25 \%$ ，the upper miode $25 \%$ or the 100258
（3）Data partaining to the selecteo sales size range will on in that quartite．

## Stenderd Industriel Cleseificetion Definition（5JC 1980）：

5168713 －Combintion Barber and Betuty 5hops
Businesses primatily engaged in providing men＇s dardering or hair styling ond women＇s hairoressing anolo debuty services on the same premises such as barter and beauty snop combinations and unisex heir stylist shods

TABLE 2. Balance sheet prof tle for incorporated businesses only, 1987
Quebec, Combination Barber and Beauty Shops (SIC 9713)


(1) These estrmates are based on sample of businesses reporting sales beiween $\$ 25,000$ and $\$ 2.000,000$

See Tate 1 for symbols and noies

TABLE 3. Financial ratios(1) for incorporated businesses only. 1989
Quebec. Combintion Barber and Besuty Shops (Sic 9713)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Uope $\text { middle } 25 \%$ | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) Hign sales value ( $9000^{\circ}$ s) | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Levernge retios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 1.4 \\ & 5.8 \\ & 0.6 \end{aligned}$ | =- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and connot be calculated from the figutes shown in fable 2 (2) These estimates er based on sample businesses reporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$.

See lable 1 for smbols and notes

Definitions:

1. Liquidity resio:

Current $=$ curfent assets / curtent liabilities.
2. Leverage retios

[^49]TABLE 4. Statement of changes in financial position for incorporated bustnesses only, 1987
Quebec, Combination Barber and Beauty Shops (SIC 9713)

|  | To:a119 | $\begin{array}{r} \text { Bo: tom } \\ 25: \end{array}$ | mide Lowe? | $\begin{aligned} & \text { Uove: } \\ & \text { middi } 25 \text { : } \end{aligned}$ | Toc 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in samole ino. Low sales value ( $\$ 000$ s) Higt sales value ( $\$ 000$ 's) | i1 |  |  | -- | - |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating ectivities Cast trom operstions Dediciation Opher | 13 5 -1 | -- | -- | -- | -- |
| Dividends | -11 | -- | -- | -- | -- |
| Investment ectivities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | 1 -8 - | -- | -- | -- <br> - <br> - | -- <br> - |
| Financing ectivities <br> lncrease in lang term debt <br> Repayment of long term debt <br> Loans from sharenolders <br> Repayment of loans from shatenolders <br> advances \& loans i:om government <br> Increase in eauty <br> Decrease in ecuty <br> Other | 9 -2 -9 | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash : equivalents-Beginning of the yeer Cash \& equivalenis - End of the year | -2 8 6 | -- | -- | -- | -- |

111 These estimates are desec on a sample of incorporated ousinesses ieporting sales between $\$ 25.000$ anc $\$ 2.000,000$. Sample count inciudes only those Dusinesses reporiing a statment of changes
see ibole 1 for sympors end nopes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ige7 Quebec. Barber and Beauty Shops (SIC 971)


(1) Average labour uni is are calculated by dividing potal payroll by the average annual wage and salary ate as reported in the Survey of Employment. Payfoll and Hours, Statistics Canada. Catalogue 72-002. An avepage labour unit could be inteppreted as a tull-ime employee Note thet the business size groups used are determined ar the Canade level. Thus if ousiness has ot least 500 amplayees in Canada as athole bu: iess than that number in any given province it is shown in the 500 and ovet group
121 Reters ic businesses epoting no oaycoll deouctions if the previous vear
13: Relers so businesses reportirg no parioll deductions ip the following year
"hew y reorting" and "no longe: reporting" businesses are assumed to have deen in activity for six monst and the information s ajustec accoroingly

See tol i for symbols ano motes

TABLE 6. Selected operating characteristics of snall businesses by sales quartile, 1985-1987
Quebec. Combination Barber and Beauty Shops (SIC 9713)




(1) These estimates are based on sample of businesses reporing soles berween $\$ 25.000$ and $\$ 2.000 .000$

See table 1 for symbots and neres

TABLE 1. Selected operating ratios. in percent of sales, 1987
Quebec, Laundry and Cleaners (SIC 972 )

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

## Symbole

- zero or no odservations
-. ico small 100 De expressed
not applicade
- confidentia
footnoter
[1] These estimates are besed on a sample of businesses reporing sales oeiween \$25.000 and \$2.000.000.
12 Volue in each cell $=\frac{\text { rotal weighted expenditure on given item }}{\text { rolal we ghted sales of alt businesses n the sample }} \times$ for each quartile

3) Value in each cell $=\frac{\text { total weighted sales of ousinesses reporting this item of experidique }}{\text { tor } 100}$ for guarile

This portion of the table periains oniy to the businesses reporting ine specific expense item. Therefore these ritios are colculateo individuaily anc ine $0: a$ will not necessarily equal $100 \%$

## Notes

Data are shown dy quar: les when at ieast 13 of the sampled businesses report the specific itam
Recoras were panked in ascenoing order according to salas size. Each quartile (i.e. bottom 25\%, lower midale 25z, etc. represents one querter of the total mumber of businesses. Hithin each quartile the average ratio is presented por comparison purposes. the high and iow values of sales are shown

Mom to use the todes
(1) Locate the approprite soles page that is displayed on the qwo lines entiqled bow soles volue and wigh soles value"
 sop 25\%
3) Deta pertaining to the selected salas size range will be in that quartile

Standerd Industrisl Cisseificteion Definition (SIC 1980):
S1C 9720 - Leundr ies and Cleaneps
Businesses primar, iy engaged in providing laundering, dry cleaning, valet. cappet cleaning and linan supoly services

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec, Laundry and Cleaners (SIC 972)


18 These eseimates are based on a sample of businesses reporting sates between $\$ 25,000$ and $\$ 2.000 .000$ see Table; for symicls and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec, Laundry and Cleaners (SIC 972)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $8000^{\prime}$ s) | $\begin{aligned} & 61 \\ & (19) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 96 \end{array}$ | $\begin{array}{r} 96 \\ 159 \end{array}$ | $\begin{array}{r} 159 \\ 319 \end{array}$ | $\begin{aligned} & 319 \\ & 111 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Curient ratio (times) | 0.9 | 0.7 | 0.6 | 0.7 | 1.2 |
| Leverage ratios ```Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 1.9 3.1 0.6 | 8.0 0.9 | 4.5 5.8 0.8 | $\begin{aligned} & 3.5 \\ & 2.3 \\ & 0.8 \end{aligned}$ | 0.9 5.8 0.5 |

(1) The retios represent the eversge of patios for sach business in the group and cannot be calculsted from the figures shown in tible 2 .

121 These estimates pered on sample of businesses reporting soles between 825,000 and $\$ 2,000,000$
See Table ifor symols end notes.

## Oefinitions:

1. Liquidity ratio:

Curren: = curront assees / current liadilities
2. Leverege retios:
al Des:/equity $=$ toial liatililies / equity
D) Det: papio = to:al liatilities fotal assets
c) Intecest coverage $=$ net profit $-i n t e r e s t$ expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec, Laundry and Cleaners (SIC 972)

|  | To:al\{1\} | $\begin{array}{r} 50: 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { m. ode } 25: \end{aligned}$ | $\begin{aligned} & \text { Udoer } \\ & \text { riodle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busiresses ic samp e No. -ow sales value 3000 ! Hy 5ales oa:ue goon's | $\begin{aligned} & 33 \\ & 11! \\ & 11! \end{aligned}$ | $95$ | $\begin{array}{r} 95 \\ 150 \end{array}$ | $\begin{array}{r} 150 \\ 335 \end{array}$ | 335 |
|  |  |  | Gversge $1 \$ 000$ |  |  |
| Operating ectivities Cash from oderations Depreciation Other | $\begin{array}{r} 17 \\ 20 \\ -5 \end{array}$ | $\begin{array}{r} 15 \\ 2 \\ -68 \end{array}$ | $\begin{aligned} & -2 \\ & 22 \\ & 22 \end{aligned}$ | $\begin{array}{r} 5 \\ 18 \\ -2 \end{array}$ | 15 34 23 |
| Dividends | -4 | - | - | -5 | -9 |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Increase in investmen* Decrosese in investmen? | 29 -48 -2 9 | 85 | -3! | -9 -1 | 39 -147 -5 34 |
| Financing ectivities <br> Increase in long term deb: <br> Repaymens of long term deb? <br> Loans from sharenolde's <br> Redayment of loans from sharehol ders <br> Aovances $\&$ loans tiom government <br> Increase in equ:ty <br> Decrease in eouly <br> Other | $\begin{array}{r} 14 \\ -22 \\ 4 \\ -3 \\ 2 \\ 7 \\ -4 \\ -1 \end{array}$ | $\begin{array}{r} 4 \\ -21 \\ 6 \\ - \\ - \\ - \\ - \end{array}$ | 14 -25 5 -4 - | 6 -9 3 -1 - - -5 | 30 -39 3 -7 6 26 -8 -1 |
| Increascidecrese) in cesh \& equivalents Cash s equivalents-Beginning of the year Cash a equivelents - End of the year | 13 7 20 | $\begin{array}{r} 24 \\ -7 \\ 17 \end{array}$ | 2 -8 -5 | 1 13 14 | 25 21 46 |

 onty those businesses peporing o stafenent of changes
see TED: for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic classification in i987
Quebec, Laundry and Cleaners (SIC 972)


(1i Average labour uniss are calculated by dividing total paypoll by the average annal wage and salary rate as reporsed in the Survey of Empioymen: Partoli and Mours. Statistics Canada, Ceralogue $72-002$ An overope labour unit could be interpreted es a fullotimt amoloyee Note thet the business size groups used ole derermined or the canode level Thus if ousiness hos at least 500 employees in Cansae es owhole but less than that number in any given province it is shown in she 500 ond over group
121 Refers ic businesses , eporting ne payroll ofductions in the previous rear
131 Reters to businesses repori:ing no payroll deductions in the following yea?
"Monty reporting" and "no longer reporting" Dus nesses are assumed to have been in activity for six months and the information is adjus:ed accordingiy

See isole, for symbors and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Laundry and Cleaners (SIC 972)

| - | Totaili) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Lipper midele 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in semple | 114 |  |  |  |  |
| Average sales \$ | 108.816 | 31.802 | 58.526 | 84.912 | 260.023 |
| Aversge expense \$ | 94.471 | 23.972 | 45.072 | 78.579 | 230.261 |
| Aversge net profit (loss) \$ | 14.345 | 7.830 | 13.454 | 6,333 | 29.762 |
| Businesses reporting profit (No.) | 121.105 |  |  |  |  |
| Average sales \$ | 121.158 | 31.802 | 58.957 | 87.056 | 306.818 |
| Averape expense\$ | 102.282 | 23.972 | 41.313 | 78.693 | 265.150 |
| Average net profits | 18.876 | 7.830 | 17.644 | 8.363 | 41.668 |
| Gusinesses reporting eloss (Mo.) | 9 |  |  |  |  |
| Average sales \$ | 82.883 | - | 56.793 | 74.000 | 117.856 |
| Average expense $\$$ | 87.489 | - | 60.200 | 78.000 | 124.267 |
| Average net loss \$ | -4.606 | - | -3.107 | -4.000 | -6, 111 |

1986

| Number of observetions in somple <br> Average seles $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 103 \\ 175.130 \\ 161.706 \\ 13.424 \end{array}$ | $\begin{aligned} & 30.726 \\ & 20.653 \\ & 10.073 \end{aligned}$ | $\begin{array}{r} 57.702 \\ 50.488 \\ 7.214 \end{array}$ | $\begin{array}{r} 105.041 \\ 94.15! \\ 10.890 \end{array}$ | $\begin{array}{r} 507.049 \\ 481.532 \\ 25.516 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 93 |  |  |  |  |
| Aversge sales \$ | 173.724 | 30.726 | 56.185 | 108.733 | 499.252 |
| Aversge expense \$ | 156.236 | 20.653 | 44.929 | 94,704 | 464.656 |
| Averoge net protiv \$ | 17.488 | 10.073 | 11.256 | 14.029 | 34.596 |
| Businesses redorting lose (Mo.) | 10 |  |  |  |  |
| Aversge sales $\$$ | 235.566 | - | 63. 592 | 88.729 | 554.377 |
| Average expense \$ | 249.24? | - | 72.066 | 91.707 | 583.969 |
| Average net loss \$ | -13.68i | - | -8.474 | -2.978 | -29.592 |

1987
Mumber of observations in rample
Average sales $\$$
Average expense $\$$
Average not orofit (oss) g

| 149 148.494 | 34.931 | 75.225 | 124.762 | 359.059 |
| :---: | :---: | :---: | :---: | :---: |
| 136.507 | 28.902 | 71.023 | 113.884 | 332.217 |
| 11.98 ? | 6.029 | 4.202 | 10.878 | 25,842 |
| 109 |  |  |  |  |
| 155.944 | 36.134 | 78. 195 | 126.904 | 382.563 |
| 136.197 | 26.990 | 63.344 | 110.384 | 344.071 |
| 19.74 ? | 9.144 | 14.851 | 16.520 | 38.472 |
| 40 |  |  |  |  |
| 126.632 | 31.853 | 69.732 | 113.802 | 291.141 |
| 137.184 | 33,795 | 85, 221 | 131.787 | 297.932 |
| -10.552 | -1.942 | -15.489 | -17.985 | -6.791 |

[^50]TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Power Laundries and/or Dry Cleaners (SIC 9721)

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

## 5ymbols

```
zero or mo observa!:ons
- 100 small too De Expressec
    nop applicable
* confldentil
```


## Foot notes

(1) Ihese estimates er bised on a sample of businesses reporing sales between $\$ 25.000$ ond $\$ 2.000 .000$
i2) Value in each cell $=\frac{\text { Toisl we ghted expendiure on a given tem }}{\text { iotal weighted sales of all businesses in the sample }} \times$ loo for each quarite
13। Valu in esch cell $: \frac{\text { Total weighted expendiqure on given tem }}{\text { rots weighted sales of businesses poporting this item of expenditure }}$ for for guertile
This portion of the table pertains onty to the businesses reporting the specific expense item. Therefore these retios are celculated indivioudly and ine toisl will not necesserily equil $100 \%$.

## motes

Dato bre shown by quaptiles wher at least 13 of the samoled businesses recort the specific irem
 one quarter of the rotal number of businesses. Within esch quertile. the everege ratio is pesented. For comparison pupposes. ite high and low vaiues of sares are shown

How to use th stele
(1) Locste the appropribe soles range that is displayed on the two lines entitled wow salus velue" and ehigh sales value
(2) The selected range will indicate the proper quertile, i.e. the botsom 25\%. the lowet midde $25 \%$, the upper midde $25 z$ or the 200 25 z
13) Data pertaining to the selected sales size pange wilt de in that quartile

## Stenderd Inouseribl Clessificesion Definition (S5C 1980):

SIC 9721 - Power Leund ies mnd/or Dry Cleaners
 businesses irctuoe ory cleane:s lexcept self-servicel, power laurdry sepvices lexcopi self-servicel and power landry and diy cleaning planis

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Power Laundrles and/or Dry Cleaners (SIC 9721)

|  | io:al(1) | $\text { Bot } 10 \mathrm{~m}$ $25 \%$ | Lowe : modie 25\% | Uppe: midodie 25: | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. samole \{No.) <br> Low sales vaive ( 8000 s . <br> High sa'es value ( 8000 's) | $\begin{aligned} & 42 \\ & 19 \\ & 19 \end{aligned}$ | -- | -- | -- | -- |
|  | Average (5000's: |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - |  | -- | -- |  |
| Accounts and notes receivable | 6 | -- | -- | -- | -- |
| Inventopy Other cufrent assets | 31 | -- | $\cdots$ | -- | -- |
| Total cutrent assets | 36 | -- | -- | - | -- |
| fixed assets | 85 | -- | -- | -- | -- |
| Less: Accum. dep. On lixed ussets | - | - | -- | -- | - |
| Other assets | 31 | -- | -- | -- | -* |
| Total ussets | 153 | -- | -- | -- | -- |
| Lisbilities and equity - |  |  |  |  |  |
| Cuppent loans <br> Other current liabilities | 38 | -- | -- | -- | -- |
| Total cupent liabilities | 35 | -- | -- | -- | - - |
| Moragages dayable | - | -- | -- | -- | -- |
| Long term debl. | 17 | -- | -- | -- | -- |
| Other lisbilities | 43 | -- | -- | -- | -- |
| Totel liabilities | 99 | - | = | -- | -- |
| Total equity | 54 | - | = | -- | -- |

(1) These estimates are besed on sample of businesses feporting sales beiween $\$ 25,000$ anc $\$ 2.000 .000$.

See iable 1 for symols and notes.

TABLE 3. Etnancial ratios(1) for incorporeted businesses only. 1987
Quebec. Power Laundrles and/or Dry Clemers (SIC 9721)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 'st High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l} 4 \\ (1) \\ 1 \end{array}\right)$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liauidity retio Curfent ratio (times) | 0.9 | -- | -- | -- | -- |
| Leverage potios <br> Debtiequity istio (imes) <br> Inserest coverage ratio (times) <br> Debt istio (times) | 1.8 2.3 0.6 | -- | -- | -- | -- |

(1) The rotios represent the average of ratios for each business in the group ano ennot be colculated from the figures shown in toble 2 .
(2) These estinotes ere besed on semple of Dusinesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$

Ser foble 1 for symbol that notes.

## Definitions:

1. Liquidity petio:

Current = cuprent assets / curpent liabilities
2. Levernge retios
a) Deti/equir = iota! liabiliqies / equity
(b) Det: : aito = total liabitipies / lotal assets
c) Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Power Laundries and/or Dry Cleaners (SIC 9721)

|  | Totaill | $\begin{array}{r} \text { Bcttom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miocle } 25 \% \end{array}$ | Uope: $\text { rodole } 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busitesses ir same e (No. Low sales value $\$ 000$ s) Migt saies value is000s | $\begin{array}{r} 22 \\ \vdots \end{array}$ | -. | -- | -- | -- |
|  |  |  | frerage 19000 |  |  |
| Opersting activities Cash from ope: alions Depreciation Other | $\begin{array}{r} 15 \\ 18 \\ -12 \end{array}$ | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| tavestment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 31 \\ -34 \\ -1 \\ 12 \end{array}$ | -- -- -- | -- <br> - <br> - | -- | -- |
| Finsmeing activities <br> lncrease in long term debt <br> Repayment of long term deb: <br> Loans from shatehotders <br> Redaymen of loans from shareholders <br> Agvances \& loans from governmen: <br> Inciesse in equity <br> Deciease in equity <br> Other | $\begin{array}{r} 7 \\ -25 \\ 3 \\ -3 \\ 1 \\ 5 \\ -3 \\ -1 \end{array}$ | - - - - - - | - - - - - - - | - <br> - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash s equivalents-Beginning of the year Cash s equivalents - End of the year | $\begin{aligned} & 11 \\ & 11 \\ & 22 \end{aligned}$ | -- | -- | -- | -- |

11 These estimates or esseo on sampl of incopporarec ousinesses reporting sales between s25 000 and 32.000 .000 . Sample couni inclubes only ihose Dusinesses reporting a statement of changes
See Table 1 for symbols anc notes

TABLE S. Employment changas by size of business, 1984-1987 bssed on Sic ciassificstion in 1987
Quebec, Laundry and Cleaners (SIC 972)

|  |  |  |  | Changes in num with poid | of businesses plorees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business slze expessed in average labou? units | Numbe: of Dusinesses | rota payrol | Ave:age labou, units: : | Newly <br> reporting(2) | No longer reporting 3 ) |
| 1984 |  |  |  |  |  |
| Totel | 970 | 85.575 | 7.436 | 136 | 107 |
| less than ? 0 <br> 20-99 <br> $100=499$ <br> 500 and over | $\begin{array}{r} 906 \\ 51 \\ 10 \\ 3 \end{array}$ | $\begin{aligned} & 32.180 \\ & 23.071 \\ & 16.555 \\ & 13.789 \end{aligned}$ | $\begin{aligned} & 2.793 \\ & 1.988 \\ & 1.449 \\ & 1.206 \end{aligned}$ | 133 2 1 | $103$ |
| 1987 |  |  |  |  |  |
| Totel | 1.163 | 104.681 | 7.945 | 227 | -. |
| $\begin{aligned} & 16 s \text { than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1,098 \\ 53 \\ 19 \\ 9 \end{array}$ | $\begin{array}{r} 12.959 \\ 29.573 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.243 \\ 2.244 \\ 2.326 \\ 132 \end{array}$ | 225 2 $\vdots$ | $\cdots$ $\cdots$ $\ldots$ |

[^51]MNewly reporing" ano "no longer reporting" businesses are assumed to hove deer in activity for six months ano ine informasion is adjusted accopoing'y

See iate i for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Quebec. Power Laundries and/or Dry Cleaners (S|C 9721)


Mumber of observatione in sample
Average sales $\$$
Avergae expense $\$$
Aversge nef profit (loss) \$

Businesses reporsing profit (Mo.)
Averoge sales $\$$
Average moense 5
Average nei profins

Businesses reporting lose (No.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$
34.904
28.125
6.779
05.936
92.178
13.758

57
114.584
95.741
18.843
$84.80{ }^{7}$
90.29
$-5.490$
34.904
28.125
28.175
6.779
7
61.875
48.311
13.554
63.922
42.098
21.824
57.819
61.229
84.76
81.6
3.08 1.679
3.083
242.203
210.595
31.608
88.049
82.8
82.80
5.28
271.460
229.938
41.522
74.000
78.000
122.785
131.643
132.785
13.643
-8.858

1986


1987

| Number of observations in semple | 112 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge stes \$ | 136.217 | 33.392 | 79.568 | 125.118 | 306.788 |
| Average expense \$ | 127.570 | 28, 731 | 84.545 | 112.950 | 284.055 |
| Average net protit (loss) \$ | 8.647 | 4.651 | -4.977 | 12.988 | 22.733 |
| Businesses reporting profit (Mo.) | 75 |  |  |  |  |
| Average sales \$ | 147.390 | 34.418 | 88.231 | 125.509 | 341.403 |
| Average expense \$ | 128.632 | 25.355 | 76.002 | 109.341 | 303.831 |
| Average net profis $\$$ | 18.758 | 9.063 | 12.229 | 16.158 | 37,572 |
| Busineses reporting loss (Mo.) | 37 |  |  |  |  |
| Average sales \$ | 116.713 | 31.853 | 73.010 | 122.982 | 239.026 |
| Average expense \% | 125.747 | 33.795 | 91.013 | 132.837 | 245.344 |
| Average net loss $\%$ | -9.034 | -1.942 | -18.003 | -9.875 | -6.318 |

111 These estimates are based on sample of businesses reporiting sules betmeen 325.000 and $\$ 2.000 .000$.
See Table for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Quebec. Self-Serve Lmundries and/or Dry Cleaners (SIC 9723)


## Symbols

zero or no observations

- too smel! too be expressed
no: appliceol
$x$ confidentia!


## footnotes


lotsl weighted expenditure on given isem


131 Value in each cell $=\frac{\text { Total weighted expenditure on given ifon }}{\text { lotal weighted sales of businesses reporting this iten of expenditure }}$ for esh gurtile
This portion of the tabie pertains only to the businesses raporing the socilic oxpense item. Therefore these petios arg calculated individually and the cotal will not nocessarily equal $100 \%$.

## Notes

Data are shown oy quarsiles mhen ti leasp is of the sampled ousinesses reoort the specific item
Records were pankec in ascencing order according 10 sales size Each quertile di botiom 25 . lower midde $25 \%$. eic. repiesenis one quarter of the roqal number of businesses. Within gach quertile, the over bge patio is presented for comparison purposes, the high end low values of sales are shown

## Mow to use the tables

(1) Locate the adcroptiate sales range thet is displeyed on the iwo lines entilled bow sales value and emigh sales value"
(2) the selectedrange wilt indicete the proper quertile. i. the botton 25\%, the tower midde $25 \%$, the upper midde $25 \%$ or the lop 25\%
(3) Date pertening to the selected sales size range will be in that quertile

## Standerd Industritel Claseification Definition (59C 1980)

Sic 8723 - Self-Serve Leundries and/or Dry Cleaners
Businesses pr, marily engaged in pioviding coin-operated autometic laundry andop dry cleang tacilipes for the use of the public Inciuded ir ins incustry ace dusinesses engaged in coin-sperated dry cleaners, coin-opersied tauncries. seld-serve ofy cleaners anc self-serve taurories

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Quebec. Self-Serve Laundries and/or Ory Cleaners (SIC 9723)

(1) These estimates are based on sample of businesses reporting sales berween 325.00 C ond $\mathbf{3 2} .000 .000$.

See table 1 for symbo:s ano notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Self-Serve Lmundries and/or Ory Cleaners (SIC 9723)


If The ratios represent the overage of petios for each business in the group ond connot be calculoted from the figures shown in toble 2 .
(2) These estimates are based on sempl of businesses empopting sales between $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{8 2}, 000,000$

See itel I for symols and notes

## Ot initiont

1. Liquidity retis:

Curpent = curpent assets / current lisbilities
2. Leverage ratios:
a) Debe/aquity $=$ total liabilities / equity
of Des: ratio = total lietilities / total assess
c) Interest coverage $=$ net profit - ifterest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Self-Serve Laundries and/or Dry Cleaners (SIC 9723 )


[^52]see Tatle 'for symoo's ane notes

Quebec, Laundry and Cleaners (SIC 972)

| Business size expressed in average iabour units(1) | Number of businesses | $\text { Tot } \left.\begin{array}{rl}  & \text { payrol: } \\ (\$ 000 & 5 \end{array}\right)$ | Averoge labour units(1) | Changes in number of businesses with poid amployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No langer reporiing(3) |
| 1984 |  |  |  |  |  |
| Total | 970 | 85.575 | 7.435 | 136 | 107 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-95 \\ & \text { ict - } 459 \\ & 500 \text { ard over } \end{aligned}$ | $\begin{array}{r} 90 \varepsilon \\ 51 \\ 10 \\ 3 \end{array}$ | $\begin{aligned} & 32.160 \\ & 23.071 \\ & 16.555 \\ & 13.789 \end{aligned}$ | $\begin{aligned} & 2.793 \\ & 1.988 \\ & 1.498 \\ & 1.206 \end{aligned}$ | $\begin{array}{r} 133 \\ 2 \\ 1 \\ - \end{array}$ | $103$ |
| 1987 |  |  |  |  |  |
| Totel | 1.163 | 104.681 | 7.945 | 227 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.098 \\ 53 \\ 11 \\ 1 \end{array}$ | $\begin{array}{r} 42.959 \\ 29.573 \\ x \\ x \end{array}$ | $\begin{aligned} & 3.243 \\ & 2.244 \\ & 2.326 \\ & .132 \end{aligned}$ | 225 2 - | $\cdots$ |

[^53]TABLE 6. Selected operating characteristics of small businesses Dy sales quartile, 1985-1987
Quebec, Self-Serve Laundries and/or Ory Eleaners (SIC 9723)

| - | Iota!! $)$ | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe? <br> miodle 25\% | Uoper mode 25\% | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of obsecvations in sample <br> Average soles \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 98.739 \\ 88.629 \\ 10.110 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Averoge expense <br> Averoge net prolit $\$$ | $\begin{array}{r} 14 \\ 98.462 \\ 88,185 \\ 10.297 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Averoge expense \$ <br> Average net loss | $\begin{array}{r} 1 \\ 45.687 \\ 45.360 \\ .673 \end{array}$ | $\cdots$ | -- | - | -- |


| Number of observations in sample | 17 |
| :---: | :---: |
| Average sales \$ | 77.710 |
| Average expense \$ | 68.449 |
| Average net prafit (ioss) \$ | 9.261 |
| Cusinesses reporting a profit (Mo.) | 17 |
| Average sales \$ | 77,710 |
| Average expense \$ | 68.449 |
| Average net profit \$ | 9.269 |
| Businesses peporting lose (Mo.) | - |
| Aversge sales \$ |  |
| Average expense \$ |  |
| Average net toss \$ |  |


--
77.710
68.449
9.261
$\begin{array}{r}77.710 \\ \hline 10\end{array}$
68.449
9.269
-
$:$

TABLE 1. Seiected operating ratios, in percent of sales, 1987
Quebec, Industrial machinery and Equipment Rental and Leasing (Sic 9911)

|  | To:a111) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | owe ! miodle 25\% | UDDE midde 25: | $\begin{aligned} & \text { Tot } \\ & 25.4 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample Nc.. Low sales value $\$ \$ 000$ s) High sales vaive $1 \$ 000$ 's | $\begin{aligned} & 25 \\ & 11)^{25} \\ & 11 \end{aligned}$ |  | -- | -- |  |


| Selected expense item | Industry averagei2\} |  |  |  |  | $\begin{aligned} & \text { V busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3 ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tota | Bot $20 m$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midd } \mathbf{e} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Sot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { miodse } \\ 25 \% \end{array}$ | Top |
|  | Percen: of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Depieciation | 21.8 | -- | -- | -- | -- | 95.0 | 22.9 | -- | -- | -- |  |
| Repaips \& maintenance | 9.1 | -- | -- | -- | -- | 91.2 | 10.0 1.6 | - | -- |  |  |
| Heat. light \& telephane | 0.9 |  | -- | -- | -- | 55.5 50.6 | 1.6 2.8 | - | -- | -- | -- |
| Rent | 1.4 | -- | -- | -- | -- | 50.6 | 2.8 | -- | -* | - | -- |
| Personnel expenses | 15.6 | -- | -- | -- | -- | 73.6 | 21.2 | -- | -- | -- | -- |
| Financial expenses | 7.0 | -- | =- | -- | - | 100.0 | 7.0 | - | -- | -- |  |
| literest $\delta$ bant charges | 4.6 | -- | -- |  | -- | 100.0 | 4.6 | -- | -- |  |  |
| Professiona fees | 2.4 | -- | -- |  | -- | 90.1 | 2.7 | -- | ** |  |  |
| Other expenses | 51.5 | -- | -- | -- | -- | 100.0 | 51.5 | -- | - | -- |  |
| Profit (loss) | $-7.3$ | -- | -- |  | -- | 100.0 | $-7.3$ | -- | - |  |  |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- |  |

## Sywbols

> zero of no observaiions

- 100 sma l 100 be expressed
not appicable
$\times \quad$ confidential


## Footnotes

111 These estimates are basec on a sample of businosses repo: ing sates between $\$ 25.000$ and $\$ 2.000 .000$
2) Vaive in each cell = Total weighred expenditure on a given igem

(3) Value in each cel:


This porqion of the table pertains only to the ousinesses reporting the spec: fic expense iqem. Therefore these ratios are calculated ingividually and the total will not necessarily equal $100 \%$.

## Mot통

Data are shown by quertiles when st last 13 of the sampled businesses report the specific ilem
Records were ranked in ascending order according ro sales size. Each quartile (i.e. botiom 25\%. lower midde 25\%. eic fepresents
 high and low values of sales are shown

## Mow to ute the stotes

(9) Lacaie the appropriate soles range thet is displayed on the two lines antithed mow sales value" and "high salos volue"
(2) The selectao penge will indicate the proper quatile, i. the botiom 25\%, the lower middle 25\%. the upper middi $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales size range will be in that quartile.

## Stenderd lnduesriel C(aseificetion Definition (51C 1880)

SIC 8911 - Industrial Machinery and Equipment Mental and lessing
Busimesses primarily engaged in the renial or leasing of heary industral machinery and equipment. Businesses engaged in agricultural machinery arc equiment rentals. ndusteial machinery and equipment rental and leasing. leasing of inousirial machinery and equipment. induserial macnimery and equipment rentals, materiats handing machinery and equipment pentals lexcept with operatorsl, metalmorking machinery and equipment prials. mining machinery anc equ pment rentals, oit well oriling machinery and equipmer. rentals. rental of industial macminery ano equ:pmen? and woodwiking machinery and equipment entals are inclugeo in inis indusiry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Industrial Machinery and Equipment Rental and Leasing (SIC 9911)


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

Ser Table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Quebec. Industflal Machinery and Equipment Rental and Leesing (sic g941)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upder $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 23 \\ \{1\} \\ \{1\} \end{array}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Cussent ratio (times) | 1.2 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.4 \\ & 2.2 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

[^54]See Table for symbols and notes.

## Definitions:

1. Liquidity retio:

Current = curren: assets / current biabilities
2. Leverage ratios:
al Deb:/equity $=$ rotal liatilites / equity
D) Deb: Pa:c = 20:al liacilites/riota assers
C) Interes: coverage $=$ ne: profit *inqeres: expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Industrial Machinery and Equipment Rental and Leasing (S1c 9911)


111 These est.fates are based or e sample of incorpo:ateo busimesses repopting sales oetween 825.000 and 82.000 .000 . Semple count incluoes only those ous inesses reDo: ng a statement of changes
see Tade i for symbols ano notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classificatton in ig87
Quebec. Industrlel Mechinery end Equipment Rentel and Leesing (SIC 9911)

|  |  |  |  | Changes in numb with Dai | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busingss size expressec ir average abou, un:is!l! | Number of businesses | To:al paypoll $\begin{array}{r} \\ (\$ 000 \text { s) }\end{array}$ | Average labour units\{1\} | $\begin{array}{r} \text { Newiy } \\ \text { reoorting }(2) \end{array}$ | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Total | 145 | 22.379 | 826 | 19 | 15 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 131 \\ 9 \\ 5 \end{array}$ | $\begin{array}{r} 10.978 \\ 5.884 \\ 5.517 \end{array}$ | $\begin{array}{r} 387 \\ 205 \\ 234 \\ - \end{array}$ | $\begin{gathered} 18 \\ \hline \end{gathered}$ | 15 |
| 1987 |  |  |  |  |  |
| Total | 159 | 33.052 | 1.630 | 15 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 135 \\ 17 \\ 7 \end{array}$ | $\begin{array}{r} 11.642 \\ 8.206 \\ 13.204 \end{array}$ | $\begin{aligned} & 573 \\ & 405 \\ & 652 \end{aligned}$ | $\begin{array}{r} 12 \\ 1 \\ 2 \end{array}$ | . |

(1) average labour units are calculaled by dividing total paypoli by the average annual wage and salary rate as repor ted in the

ful-time employee Note that the dusiness size grouns used are determined at the Canade level ihus if a dusiness mas at leas?
500 employees if Canboa as a whole but less than that number in any given province it is shown in the 500 and over group
(2) Refers 10 Dusinesses reporiting no peyroll decuetions in ine previous year
(3) Rafers to gusinesses reporting no payroll deductions in the following year

- Mewly reporting" ane mo longer ceportingn businesses are assumed to mave deen in activily for six monins and phe information is ad,usied accerdingly
see lable, fo: symbors and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Quebec. Industris) Machinery and Equipment Rental and Leasing (SIC 9911)

| - | Totalil | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { modle 25: } \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middie } 25 \% \end{array}$ | T0\% 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 22 \\ 207.950 \\ 179.981 \\ 27.969 \end{array}$ | -- | -- | - $-=$ | - <br> - |
| Businesses reportine a profit (Mo.) <br> Average sales $\$$ <br> Average expenseg <br> Average net protit $\$$ | 18 248.387 195.080 53.307 | -- | -- -- | -- | - |
| Businesses reporting a loss (Mo.) Average sales 5 <br> Average expense \$ <br> Average net loss \$ |  | -- | $\square$ -- | -- | -- -- |

1986

| Mumber of observetions in sample | - 18 |
| :---: | :---: |
| Aversge saies \$ | 465.339 |
| Average experse \$ | 400.135 |
| Aversge net profit (loss) \$ | 65.204 |
| Businuses reporting eprofit (No.) |  |
| Aversoe sales ${ }^{\text {S }}$ | 465.169 |
| Averspe expense \$ | 398.954 |
| Average net drofit \$ | 66.215 |
| Businesses reporting loss (No.) |  |
| Average sales \$ | 96.247 |
| Average expense \$ | 108.518 |
| Average net loss \$ | -12.271 |

1987
Mumber of observations in sample
Aversoe sales $\$$
Average expense $\$$
Average net profit (105s) $\$$
52
190.531
181.668
8.963

| 27.897 | 40.410 |
| :--- | :--- |
| 31.647 | 54.778 |
| -3.750 | -14.388 |

54.778
-14.388
143.058
131.896

Average net protit (lass)



| 155.671 | 515.564 |
| ---: | ---: |
| 135.463 | 554.747 |
| 20.208 | 60.817 |
|  |  |
|  |  |
| 123.541 | 336.698 |
| 126.377 | 353.859 |
| -2.836 | -17.161 |

(11) These espimates are based on sample of businesses reparting $\$$ sales between 825,000 and $82.000,000$.
see ratele 1 for symols and notes

TABLE 1. Selected operating ratios, in percent of seles. 1987
Quebec, Video Movies and Audio-visual Equipment Rental (Sic 9992)

|  | Te:alis! |  | 5ot:om$2 E:$ |  | Lowe:middle 25\% |  | Usoer <br> midde 2E: |  |  | To: 25 . |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble iNc bow sales value §000 s? Hig' saies vaive $\$ 000$ 's | $\begin{aligned} & 68 \\ & 11! \\ & 11! \end{aligned}$ |  | $\begin{array}{r} 11 \\ 45 \end{array}$ |  |  | $\begin{aligned} & 45 \\ & 62 \end{aligned}$ | $\begin{array}{r} 62 \\ 131 \end{array}$ |  |  |  |  |
| Selected expense item | Inoustry averoge (2) |  |  |  |  | $\begin{aligned} & \text { Mbusi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | UDDE <br> middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Botiom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Udper midde | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Farcent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Deeupency expenses Dedreciation | 10.0 24.3 | 37.9 18.8 | 51.7 33.2 | 40.1 26.0 | 29.0 18.1 | 98.8 88.0 | 10.1 27.7 | 37.8 31.6 | 51.7 36.1 | 10.1 26.1 | 29.3 18.6 |
| Repaits \& maintenance | 1.0 | 0.5 | 1.0 | 1.3 | 1.2 | 68.6 | 1.5 | 1.1 | 1.6 | 1. $\mathrm{B}^{\text {a }}$ | 1.4 |
| Heat. light \& telephone | 2.4 | 2.4 | 2.8 | 2.6 | 1.8 | 90.6 | 2.7 | 3.1 | 3.1 | 2.6 | 1.9 |
| Rent | 12.2 | 16.2 | 14.8 | 10.2 | 8.0 | 95.5 | 12.8 | 19.7 | 14.8 | 10.2 | e. 2 |
| Personnel expenses | 15.8 | 16.2 | 14.5 | 12.8 | 19.7 | 74.2 | 21.3 | 34.8 | 21.6 | 15.5 | 20.0 |
| Financial expenses interes: 8 osin charges | 4.9 3.3 | 8.0 5.3 | 2.7 1.2 | 5.5 3.7 | 3.8 2.5 | 97.1 | 5.0 4.5 | 8.0 7.2 | 3.0 2.7 | 5.7 4.6 | 3.9 2.5 |
| Professional fees | 1.6 | 1.7 |  |  | 1.3 | 87.2 | 1.9 |  | 1.9 |  |  |
| Other expenses | 32.5 | 10.5 | 23.9 | 26. 8 | 40.3 | 100.0 | 32.5 | 40.5 | 23.9 | 25.8 | 40.3 |
| Protit (loss) | 6.9 | -2.6 | 7.1 | 14.8 | 7.2 | 100.0 | 6.9 | $-2.6$ | 7.1 | 14.8 | 7.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | -•• | - . | . $\cdot$ |

## Symbol:

zero er mo ooservations
-- 100 small 100 be expressed
no: applicable
$\times$ contidenilal

## Footnotes

(i) Phese estimates ore based on somple of businesses peporting sates detweth $\$ 25.000$ ano $\$ 2.000 .000$
yat loial we ghted expenditure on givem item
2) Value in each cell $=\frac{\text { lotal weightec sales of ait businesses th the samplep }}{} \times$ loo for each quartile
3) Value in esch celi $=\frac{\text { Totai woighted expenditure on given item }}{\text { lois weighted sales of busingses reporting this itam of expenditure }}$ for en austite

This popiton of the table pertains only to the businesses reporting the specific expense ipen. Therefore these ratios are calculated individutly and the toial will not necessarily equal 100\%

## motes

Data art shown oy quertiles when at least 13 of the sampled ousinesses report the sgecific ilem
 one quarter of the totat numper of businesses within esch quistile. the average ratio is preserted for comparison purposes, the high and low values of sales ere shown

## How to use the tables


12) The selacted range will indicaie the proper guartile. i. e. the bottom 25\%. the lower midde 25\%. the upper miode 25\% or the top $25 z$.
131 Data pertaining to the selectec seles size fange will be in that quartile

Stendard Industrial Classificetion Definition (51C 1880):
SIC 9912 . MudiovVisual Equipment Rentel ond leasing
Businesses primarily engaged renting and leasing audio-visual equipmenp. Businusses engsped in sudio-visuat rental and leasing. projection equipment rer:al. pujlic address system rental. rental of audio-visual equipment. sound equipment rentel. tape recorcer rental anc qelevision reneal are incluaed in this indusity

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Video Movies and Audio-Visual Equipment Rental (SIC 9912)


111 These estinaies are based on sample of Dusinesses reporting stigs between $\$ 25.000$ anc $\mathbf{\$ 2 . 0 0 0 . 0 0 0 .}$
See Table i for symbols anc notes

TABLE 3. Financtal ratios(1) for incorporated businesses only. 1987
Quebec, Video Movies and Audio-Visuli Equlpment Reneal (Sic 9912)

|  | Total(2) | Bot 10 m 25\% | Lower midde $25 \%$ | $\begin{aligned} & \text { UDDer } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\circ}\right.$ s) | $\begin{aligned} & 47 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Curcent fa: io (times) | 0.7 | -- | -- | -- | -- |
| Levertge retios ```Debt/equity ratio (fimes) Interest coverage ratio (times) Debt +alio (times)``` | $\begin{aligned} & 3.2 \\ & 3.7 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios pepresent the everage of ratios for each business in the group and cannot be calculated from the figures shown in table 2 .
(2) These estimates re besed on sengle of businesses reporting simps between $\$ 25.000$ and $\$ 2.000,000$.

See isble i for symbols notes,

## Definitions:

1. Liquidity retio:

Curren: = current assets / curfen: liabitities
2. Lever 需e retios
a) De: :/equity = :o:a liat fiqies / equi:y
b) Geot iatic = totai hatilities / topal assets
cl Interest coverage $=$ net profit $\rightarrow$ interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Quebec, Video Movies and Audio-visual Equipment Rental (S1C 9912)

 See iabl 1 for symbcts ano ncies

TABLE 5. Employment changes by size of business, 1984-1987 bssed on Sic elessification in 1987
Quebec. Video Movies and Audio-Visual Equipment Rental (SIC 9912)

 Survey of Emplaymert. Payroll and hours. Sialistics Canada. Catalogue $92-002$ an average lodoup unit could be interpreteo as a tullitime emoloyee No:e that the dusiness size grouds used are determined ar the Canade level. Thus it a business has at least 500 emolovees in canade as athole Dut less than that number in any given province it is shown in the 500 and over group
(2) Refers ic Dusinesses redorting no davicll deouctions in the orevious yeat

131 Refers if Dusinesses peporting no oavioll dequctions in the following year
"Now'y reporqirg" and "no ionger reporting" dusinesses are assumed to hove deen ir octivity fer six monts and the information is ajustec accerdingly

See iable 1 for symools and notes

TABLE 6. Selected operting characteristics of small businesses by sales quartile, 1985-1987 Quebec, Video Movies and Mudio-Visual Equipment Rental (SIC 9912)

| - - | To:ali) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe I $\pi=c l e 25^{\circ}$ | Uode midale $25:$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 55 \\ 96.199 \\ 91.201 \\ 4.998 \end{array}$ | $\begin{array}{r} 34.830 \\ 29.301 \\ 5.529 \end{array}$ | $\begin{array}{r} 56.498 \\ 55.287 \\ 209 \end{array}$ | $\begin{array}{r} 98.851 \\ 100.980 \\ -2.119 \end{array}$ | $\begin{array}{r} 194.608 \\ 178.234 \\ 16.374 \end{array}$ |
| Businesses reporting eprofit (Mo.) <br> Average sales <br> Average expense <br> Average net profit 5 | $\begin{array}{r} 13 \\ 87.545 \\ 84.880 \\ 12.665 \end{array}$ | $\begin{array}{r} 34.591 \\ 28,227 \\ 5.364 \end{array}$ | $\begin{aligned} & 62.663 \\ & 50.369 \\ & 12.294 \end{aligned}$ | $\begin{aligned} & 93.345 \\ & 81.539 \\ & 11.806 \end{aligned}$ | $\begin{array}{r} 199.581 \\ 179.384 \\ 20.197 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 12 \\ 84.348 \\ 94.235 \\ -9.887 \end{array}$ | $\begin{array}{r} 36.980 \\ 38.965 \\ -1.985 \end{array}$ | $\begin{aligned} & 52.689 \\ & 59.939 \\ & -9.250 \end{aligned}$ | $\begin{array}{r} 101.713 \\ 111.031 \\ -9.318 \end{array}$ | $\begin{array}{r} 148.008 \\ 157.002 \\ -20.994 \end{array}$ |


| Number of observations in sample <br> Average sales $\$$ <br> Average expenses <br> Average net profit (toss) \$ | $\begin{array}{r} 47 \\ 108.024 \\ 94.455 \\ 13.569 \end{array}$ |
| :---: | :---: |
| Businesmes reporting eprofit (No.) | 36 |
| Average sties 8 | 112.729 |
| Average expense \$ | 89.372 |
| Average net profits | 23. 357 |
| Businesses reporting loss (Mo.) | 11 |
| Average sales \$ | 93.751 |
| Average expense \$ | 106.739 |
| Average net loss \$ | -12.970 |

1987

| Wumber of observations in sample | 74 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 107.349 | 34,291 | 47,738 | 95.531 | 251.837 |
| Average exdense \$ | 97.247 | 33.085 | 43.495 | 84.494 | 227.913 |
| Average net profit \{loss) $\$$ | 10.102 | 1.208 | 4.242 | 11.037 | 23.924 |
| Businesses reporting profit (Mo.) | 53 |  |  |  |  |
| Average saies ${ }^{\text {S }}$ | 109.020 | 34. 282 | 46.043 | 90.802 | 254.971 |
| Average expense s | 89.879 | 25,826 | 34.926 | 75.437 | 223.325 |
| Average net profit \$ | 19.141 | 8.436 | 11.117 | 15,365 | 41.846 |
| Businesses roporting lost (Wo.) | 21 |  |  |  |  |
| Averoge sales | 105.104 | 34.315 | 50.301 | 113.256 | 222.544 |
| Average expense \$ | 113.035 | 39.106 | 56.445 | 118.446 | 238.145 |
| Averape net loss 5 | -7.932 | -4.791 | -6.144 | -5.190 | -15,601 |

111 These estimates bre based on sample of businesses reporting soles between 525,000 and 52.000 .000 .
Sue table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Automobile and Truck Rental and Leasing Services (Sic 9921)

|  | To:a: ; ; |  | Bot tom 25:- |  | Lowerm.ddie 25: |  | Lipoe I middie 25\% |  |  | 100 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample inc. Low sales va ue soons s! High sales vatue ( $\$ 0 \times 0$ 's) | $\begin{array}{r} 77 \\ 19 \\ 1: 1 \end{array}$ |  | $(1)$ |  | $\begin{array}{r} 75 \\ 160 \end{array}$ |  | $\begin{array}{r} 150 \\ 369 \end{array}$ |  |  | 365 <br> $1:$ |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { \% ousi= } \\ \text { nesses } \\ \text { repoling } \end{gathered}\right.$ | Reporting bus inesses only 31 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | Upper midele $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 10 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | percent of sales |  |  |  |  |  | Percent of ssios |  |  |  |  |
| Cost of selss | 1.2 | . ${ }^{\text {. }}$ |  |  | . . | 9.7 | 12.8 | - |  | - | . . |
| Decupancy expenses | 11.0 30.1 | 45.0 40.3 | 32.7 22.1 | 48.2 31.9 | 38.1 | 100.0 97.9 | 41.0 30.8 | 45.0 40.3 | 32.7 22.1 | 48.2 34.6 | 38.1 27.7 |
| Depreciation Repairs 8 maintenance | 30.1 | 4.7 | 22.9 | 12.3 | 6.6 | 70.9 | 11.0 | 6.3 | 11.8 | 14.8 | 9.9 |
| Heat. light \& telephone | 0.4 | , | 0.5 | 0.4 | 0.7 | 38.8 | 1.1 | 6. | 1.4 | 0.8 | 1.1 |
| Ren: | 2.6 | - | 3.2 | 3. 6 | \$. 2 | 32.1 | 8.2 | - | 8.5 | 10.3 | 6.3 |
| Personnel expenses | 14.0 | 1.4 | 27.8 | 10.3 | 14.6 | 57.7 | 24.2 | 71.4 | 31.5 | 17.1 | 20.4 |
| Financial expenses | 13.6 | $14 . ?$ | 17.2 | 12.8 | 9.7 | 95.6 |  |  |  |  |  |
| Ingerest $\delta$ dank charges | 11.2 | 12.7 | 13.8 3.4 | 10.3 | 8.3 | 85.6 94.6 | 13.4 2.5 | 15.9 2.6 | 18.0 3.4 | 11.7 2.5 | 9.3 1.5 |
| Protessiona iees |  | 2.0 | 3.4 |  |  |  |  | 2.6 |  | 2.5 |  |
| Other expenses | 20.0 | 8.6 | 17.5 | 25.9 | 25.9 | 99.6 | 20.1 | 8.8 | 17.5 | 25.9 | 25.9 |
| Profit lloss | 10.2 | 30.3 | 4.6 | 2.7 | 6.9 | 100.0 | 10.2 | 30.3 | 4.6 | 2.7 | 6.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | -•• | - . | - . |

Symbol
zero of no observetions

- 100 small ioc be expressed
not apol cable
* Confidentılal


## Pootnotes

19 These estimbies bre dased on sampie of dusinesses reporing sties beiween $\$ 25,000$ eno 52.000 .000 Total weignted expenditure on given iem

(3) Value in each cell: $\frac{\text { Toral weignted expengiture on a given ipem }}{\text { Toial weighed sates of Dusimesses reporting this item of expenditure }} \times 100$ for each quartile

This portion of the table pertains only to the ousinesses popoting the specilic expense item. Therefore theso totios are colculated indivioually end ine lotal wil nor necessefly eoubl looz.

## Wotes

Date bre snown by quertiles when at least 93 of the sampled businesses report the specific ipem
 one quer ier of the qoial numper of businesses. Wi mip each quortile. the everage ratio is presented. For comparison purposes. phe high and low values of sales are shown

## How to use the tables


121 Tn selected fonge will indicate the proper quartile. i. the bostom 25\%. the lower midite $25 \%$. the upper miode 252 or the top $25 \%$.
(3) Dota pertiming to the stlected 5 ales size ponge will be in thet quartile.

## Stenderd Indutiticl Cletifiemtion Definition (SIC 19801:

S1C 9821 - Automobile and Truck Rentel and leasing Services
Bus nesses or mar ly engaged in renting anc leasing possenger cars or rucks witrout drivers. automodile renial or leosimg lwithout opiverl. car rental agencies eno tuck rentals iwithout orivert are inciuded in enis industiy

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec. Automobile and Truck Rental and Leasing Services (SIC 9921)

| - | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { miocle } 25 \%$ | UDDer midole 25\% | $\begin{aligned} & \text { TOS } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus: nesses in samzle (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 71 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 75 \end{array}$ | $\begin{array}{r} 75 \\ 160 \end{array}$ | $\begin{aligned} & 160 \\ & 431 \end{aligned}$ | $\begin{aligned} & 431 \\ & \text { (1) } \end{aligned}$ |
|  | Average ( $\$ 000$ s |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh <br> Accounts and notes receivable | 37 | 1 | 71 | 15 | 69 |
| Accounts ind notes receivable Inventory | 37 | - | 71 | 15 | 69 |
| Other current assets | 86 | 6 | 45 | 83 | 199 |
| Total current assets | 124 | 6 | 115 | 98 | 268 |
| Fixed assets | 303 | 96 | 95 | 178 | 816 |
|  |  | - | - | - | - |
| Other assets | 165 | 11 | 382 | 85 | 217 |
| Totel esets | 592 | 114 | 593 | 350 | 1,301 |
|  |  |  |  |  |  |
| Opher current liabiliqies | 160 | 36 | 110 | 164 | 309 |
| Total current liabilities | 196 | 38 | 119 | 220 | 376 |
| Mortgages dayable | - | - | - | - | - |
| Long ierm deot | 14 | 30 | 197 | \% | 56 553 |
| Diner : iabilities | 208 | 30 | 197 | 61 | 553 |
| Total liabilities | 118 | 68 | 316 | 281 | 985 316 |
| Total equity | 174 | 46 | 277 | 79 | 316 |

(11 These estimates are besed on sample of businesses roporing sales beiweer $\$ 25,000$ and $\$ 2.000,000$
See table 1 for symools and notes.

TABLE 3. Financial ratios(1) for incorported businesses only. 1987
Quebec, Automobile end Truck Rentel end Leasing Services (SIC 9921)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { midde } 25 \% \end{aligned}$ | Under $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) <br> High sales value ( $\$ 000$ 's) | $\begin{array}{r} 71 \\ 11 \\ (1) \end{array}$ | $\begin{array}{r} 1 \\ 75 \end{array}$ | $\begin{array}{r} 75 \\ 160 \end{array}$ | $\begin{array}{r} 160 \\ 431 \end{array}$ | $\begin{aligned} & 431 \\ & (1) \end{aligned}$ |
|  |  |  | Average |  |  |
| Liquidity retio Current ratio (itmes) | 0.6 | 0.2 | 1.0 | 0.4 | 0.7 |
| ```Leverege potios Dedi/Equity retio (times) Interest coverage ratio (times) Debt patio (times)``` | 2.4 1.6 0.7 | 1.5 2.8 0.6 | 1.1 1.2 0.5 | $\begin{aligned} & 3.6 \\ & 1.1 \\ & 0.8 \end{aligned}$ | 3.1 1.7 0.8 |

[^55]
## Definitions:

P. Liquidity ratio:

Curfent = currens assets / curpent liabilities
2. Leverage ratios:

$$
\text { Oeteleaulty }=\text { roial liabilities / equity. }
$$

D) Dedi ratio = qotal liabilities fotal assets.
c) interest coverage = net profit interest expense / interes? expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Quebec, Automobile and Truck Rental and Leasing Services (SIC 9921)

|  | Total: 1 ? | Bct10m 25: | $\begin{aligned} & \text { Lowe: } \\ & \pi: o d \in 25: \end{aligned}$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { io: } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele iND Lom sales value (s000's) Higr. sales value ( $\$ 000^{\prime}$ s) | $\begin{gathered} 22 \\ 11 \\ 1 \end{gathered}$ | -- | -- | -- | -- |
|  |  |  | Guerage $1 \$ 000$ |  |  |
| Opereting sctivities [ash from operations Dedreciation Dther | $\begin{array}{r} 25 \\ 93 \\ -17 \end{array}$ | -- | -- | -- | -- |
| Dividends | $-12$ | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed sssets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 97 \\ -382 \\ -70 \\ 17 \end{array}$ | -- | -- | -- | -- <br> - |
| Financing ectivities <br> Increase in long term debt Reparment of long ierm obebe <br> Loans from shareholders <br> Reparment of loans from shareholders <br> Acvances 8 loans fom government <br> lncrease in equity <br> Decrase in couity <br> Othe: | 294 -129 91 -8 - 3 -2 | - - - - -- -- | - <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - |
| Increase(decreasel in cesh sequivalents Cash s equivalents-Beginning of the year Cash s equivalents = End of the year | 1 15 17 | -- | -- | -- | -- |

(11) These estimates ore ossed on sample of incoporateo businesses peporting sales between \$25,000 and $82.000,000$. Sample count includes only those Dusinesses ieporting a sitetement of changes
ser teble " "O symbols ano notes

TABLE 5. Employment changes by size of business, 1984-1987 based on sic classificetion in i987 Quebec, Autamobile and Truck Rentel and Leesing Services (SIC 9921)


(1) Everspe ispour units spe colculbted by dividing total paytoll by the average ennual wage and salary rate as reported in the

Surver of Ems ormens. Paycoll and mours. Statistics Canada. Ca: alogue 72.002 . an average labour unit could de intepreted as a
fullitime endoyse Note that the Dusiness size groups used are oeterminer ot ine canda level. Thus if obusiness has at leas
500 employees in Canaca as a whole Dut less than that number if any given province is is shown in the 500 and over group
(2) Refers ic Dusinesses reporting ne payiol: deouctions in the pievious year
(3) Refers 10 Dusinesses reporting nc pay:oll deductions in the following year
"Newly cepopting" and "no longer reporting" ousifesses are assumed to hove been in activity for six months and the intormalion is adusteo accoroingiy
see iscle: for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec, Automobile and Truck Rental and Leasing Services (SIC 9921)


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

Businesses reporting profit (No.)
Average sales $\$$
Aversge expense $\$$
Aversgi net profit $\$$

Businusses reporting lose (No.)
Averoge sales $\$$
Average axoense $\$$
Average net loss $\$$

34
368.968
337.009
39.959

31
37.196
377.196
39.012
$406.455^{3}$
485.482
425.482
-19.027
$\square$

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

--
--
$\begin{array}{ll}-- & - \\ -- & - \\ -- & \end{array}$
-- --
$\begin{array}{ll} & \\ -- & - \\ -- & --\end{array}$

1986

Mumber of observetions in Emple
Average sales $\$$

## Average expense $\$$

Average net profit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales $\$$
Aversge expense $\$$
Aversge expense $\$$
Aversge nei profit $\$$

Businesses reporting lose (wo.)
Averbge sales $\$$
Average sales
Average expense $\$$
Average net loss $\$$
364.814
364.814
339.646
25.168
--
-- --
--
--
--
$\begin{array}{ll} & \\ -= & - \\ -- & - \\ & - \\ -- & - \\ -- & -\end{array}$
$442.281^{7}$
452.281
454.563
-12.28 ?

Mumber of observetions in sample
Average sales $\$$
Average expense
Average net protit (loss) $\$$

Businesses reporting a profit (Mo.)
Average stes $\$$
Average expense $\$$
Average net profit $\$$

Businesses reportimg lass (Mo.)
Aver oge soles 5
Aversge expense 5
Average net lass $\$$
120
284.053
265.799
18.254

75
278.441
240.278
38.163

301.491
329.031
-27.540
62.250
46.766
15.484

61.999
45.774
16.225

74.540
95.230
-20.690
128.748
122.629
6.117

136.495
125.289
11.207

109.139
115.900
-6.751
238.549
233.145
5.404

242.021
209.244
32.777

235.633
253.222
-17.589
19) These estimates are beseo on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.

See Toble i for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec, Photographers (SIC 9931)

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

```
Symbol:
zero or no coservations
- toc smbl! too de expresseo
* no: Applicable
* confidential
```


## Footnoles

(1i) These espimeres are dasec on a samplo of Dusinesses reporqing sales betweer \$25.000 end $32.000,000$.
tolat weighte expendivure on s given itam

131 Value in each cell $=\frac{\text { To:al meighted expenditure on given item }}{\text { Total megheo sales of businesses reporting inis item of expenditure }}$ ion for each quartite
This portion of the :adg pertains only to the businesses peopting the specific expense item. therefore these rapios are calculated individue:ly and the sotal will not necessapily equal locx.

## Notes

cate or show by quer: les when at leest th of the sempled businusses eport she specific item
 on quarter of the rcta! mumber of Dusimesses. Within each quartile, the overage patio is presentec. for comper ison purposes. ine high and low values of siles ara shown

## How to use the tebles

11 Locate the appropriare sales range that is displayed on the qwo lines entitled low sales value and migh sales value"
(2) The selected renge will indicete the proper quer tile. i. e. the bottom 25\%. the lower miool 25s. the upper midet 25s of the toc $25 \%$
(3) Data Dertiming to the selecteo sales sizt rangemilt be in trat quartile

## Stenderd Industrit Classificetion Definition (51C 19801:

SIC 9931 - Photographers
Businesses D' mar ; engageo p portrait and commercial photography. This industry includes commercial photopraphers. phopographic siucios anc por:"al: shistograpners

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Quebec. Photographers (SIC 9931)

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

Sec Toble ifor symbols and notes

TABLE 3. Fimancial ratios(1) for incorporated businesses only, 1987
Quebec, Photographers (SIC 9931)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { midole } 25 \%$ | UpDer middle 25\% | $\begin{aligned} & \text { 700 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ e) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 31 \\ (1) \\ 1 \end{array}\right)$ |  | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity retio Curtent ratio (times) | 1.3 | -- | - | -- | -- |
| Leverge ratios <br> Debtlequity retio (times) <br> Interest coverage patio (times) <br> Dabt ratio (times) | $\begin{aligned} & 9.6 \\ & 7.3 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The rotios represent the oversge of catios for each business in the group and connot be calculated from the figures shown in table 2
(2) These estimstes art Dased on sample of businesses reporing sales between $\$ 25,000$ and $\$ 2,000,000$

See rable 1 for symbols and notes.

Definition:

1. Liquidity retio:

Current : curtent assers / cuptent biabilities
2. Leveroge retios:
al Cevtrequity $=$ pota i H atilities / equity
ol Deer ratio = rorar lisu. ifites / total assers
c) interest coverspe $=$ net profit - interest expense / interes? expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Photographers (SIL g931)

| - | 901al! | $\begin{array}{r} \text { Bo: } 10 \pi \\ 25 \% \end{array}$ | Lowe $\text { midole } 25 \%$ | $\begin{aligned} & \text { Upoer } \\ & \text { m.gole } 25 \% \end{aligned}$ | $\begin{aligned} & 702 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses it samd $\in$ :Mo Low soies value (scion's بh ch eales value $\$ 000$ 's | $\begin{aligned} & 2 i \\ & 11 \\ & 11 \end{aligned}$ | -- | -- | -. | -. |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating ectivities Cast from oderations Deprecistion Other | 30 8 -9 | -- | -- | -- | -- |
| Dividends | -5 | - | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Pupchasa of 'ixed asseis <br> increase in investment <br> Docrease in investment | $\begin{array}{r} 5 \\ -19 \\ -4 \\ \hline \end{array}$ | -- <br> -- <br> - | -- | -- | -- <br> - <br> - |
| Finmeing metivities Increse in long qerm debe Repayment of long term dedt Loans from sharenolders Retayment of loans from stiareholders Lowances 8 loans from governmen? Increase in equ ty Decrease in equity Dther | 8 -3 1 -3 | -- -- -- -- -- | - <br> - <br> - <br> - <br> - <br> - <br> - | $=-$ <br> - <br> - <br> - | - <br> - <br> - <br> - |
| Incresse(decrense) in cosh sequivalents Cash \& equivalenis-Beginning of the yeat Cash \& equivalents - End of the year | 8 7 15 | -- | -- | -- | -- |

 on ly those Dusinessas reporiting sitiement of changes.
See fede f for symbols anc noies

TABLE 5. Employment changes by Eize of business, i984-1987 based on SIC ciassification in i987 Quebec. Photographers (SIC 9931)


[^56]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Quebec. Photographers (Sic g931)

|  | To:a:(1) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Uode! } \\ & \text { mide e } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOE } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 62 |  |  |  |  |
| Average salas \$ | 131.501 | 39.727 | 64.681 | 122.880 | 298.716 |
| Averoge expense \$ | 118.306 | 28.986 | 48.810 | 113.571 | 281.856 |
| Averoge net profit (loss) \$ | 13,195 | 10.741 | 15.871 | 9.309 | 16.858 |
| Susinesses reporting profis (No.) | 54 |  |  |  |  |
| Averape sales \$ | 137, 956 | 38.938 | 64.581 | 124.052 | 320.951 |
| Average expense \$ | 117.379 | 27.174 | 48.810 | 107.996 | 285.535 |
| Average net profit \$ | 19.777 | 11.764 | 15.871 | 16.056 | 35.416 |
| Susinesses roporiing loss (No.) | 8 |  |  |  |  |
| Average sales \$ | 146.781 | 48.120 | - | 119.768 | 272.454 |
| Average expense 5 | 151.383 | 48.268 | - | 128.370 | 277.512 |
| Average net loss \$ | -4,602 | -148 | - | -8.602 | -5.058 |

1986

| Wumber of observations in sample | 42 |
| :---: | :---: |
| Average sales | 163.494 |
| Average expense $\$$ | 145.128 |
| Average net profit (loss) | 18.366 |
| Businesses reporting profit (No.) | 36 |
| Average salas \$ | 183.365 |
| Average expense \$ | 158.985 |
| Average net Drotit \$ | 24.380 |
| Businesser reporting loss (Mo.) | 6 |
| Average sales \$ | 128.802 |
| Average expense ${ }^{\text {a }}$ | 136.672 |
| Average net loss \$ | -7.870 |

1987
Number of observisions in sample
Average sales $\$$
Average expense $\$$

| $167.175$ | 37.907 | 62.441 | 120.381 | 447.972 |
| :---: | :---: | :---: | :---: | :---: |
| - 50.988 | 31.742 | 49,330 | 111.496 | 411.386 |
| 16.187 | 6.165 | 13.111 | 8.887 | 36.586 |
| 61 |  |  |  |  |
| 171.024 | 37.288 | 59.005 | 132.220 | 455,583 |
| 149.586 | 27.025 | 42.225 | 113.055 | 4:5,039 |
| 21.438 | 10.283 | 15,780 | 19.185 | 40.544 |
| 21 |  |  |  |  |
| 134.903 | 39.289 | 82.791 | 101.054 | 316.469 |
| 145.244 | 42.273 | 85.492 | 108.948 | 341.251 |
| -11.341 | -2.984 | -2.701 | -7,884 | -31.792 |

111 These estimates are daseo on a sample of businesses reporting sales beiween $\$ 25.000$ and $\$ 2.000 .000$
See Tatle i for symbols ano notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec, welding (S|C 9942)

|  | Total1 |  | $\begin{array}{r} \text { Bct:om } \\ : 5: \end{array}$ |  | Lowermicole 25\% |  | UDDE:$\pi \text { dye 25: }$ |  |  | $\begin{aligned} & 706 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp:e (NC. Low sales value !goous Hign sales value ${ }_{30}$ | $\begin{gathered} 93 \\ 11 \\ 1 \end{gathered}$ |  | $\begin{array}{r} 11 \\ 42 \end{array}$ |  | $\begin{aligned} & 42 \\ & 66 \end{aligned}$ |  | $\begin{array}{r} 66 \\ 186 \end{array}$ |  |  | 186111 |  |
| Selecied expense item | Industiy averagel2 |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Tota | Bottom 25\% | $\begin{array}{r} \text { Lowe: } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UDPQ: } \\ & \text { midd: } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowel } \\ \text { midol } \\ 25 \% \end{array}$ | Uoder m. od 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Occupancy expenses | 11.4 | 15.7 | 11.6 | 9.7 | 9.0 | 100.0 | 11.4 |  |  |  | 9.0 |
| Deprecistion | 3.8 | 2.8 | 5.3 | 3.4 | 3.5 | 81.3 | 4.7 | 7.7 | 6.0 | 3.5 | 3.5 |
| Repairs o mointenance | 3.6 | 7.6 | $2 . ?$ | 2.0 | 2.4 | 81.7 | 4.3 | 8. 8 | 4. 5 | 2.3 | 2.5 |
| Meat, fight \& teicphone | 2.2 | 3.0 | 2.2 | 2.0 | 1.8 | 91.5 | 2. 4 | 3.0 | 3.2 | 2.0 | 1.8 |
| Rent | 1.8 | 2.4 | 1.4 | 2.3 | 1.4 |  |  |  | 3.2 |  |  |
| Personnel expenses | 20.0 | 15.5 | 12.6 | 19.1 | 32.9 | 93.8 | 21.3 | 17.9 | 13.9 | 19.1 | 33.7 |
| Finenc im ${ }^{\text {a }}$ expenses | 2.6 | 2.9 | 2.2 | 3.3 | 2.1 | 98.0 | $2 . ?$ | 2.9 | 2.1 | 3.3 |  |
| loterest $\&$ oan. enarges professional fees | 1.7 0.9 | 1.8 1.2 | 1.5 0.8 | 2.3 1.1 | $\begin{array}{r} 1.3 \\ 0.8 \end{array}$ | 88.9 90.4 | 2.0 | 2.0 1.3 | 1.8 0.9 | 2.7 | 1.5 0.9 |
| Other expenses | 44.2 | 38.4 | 35.6 | 53.4 | 48.3 | 100.0 | 44.2 | 38.4 | 36.6 | 53.4 | 48.3 |
| Profis (loss) | 21.8 | 27.4 | 37.0 | 14.5 | 7.7 | 99.0 | 22.0 | 27.4 | 37.0 | 15.1 | 7.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -•• | $\cdots$ | $\cdots$ | . |

```
Symbols
    zero or no observations
    - $00 smel: too De expressed
    . not adol:cable
```

$\times$ confidentisl

## footnotes

(11) These stimbtes gre oused on samplof businesses reporting sates deiween 525,000 and 52,000,000.
2) Value in each cell = lotel we ghted expenditure on given iter.

131 Value in each cell $=\frac{\text { lotal weignted expenditure on a given item }}{\text { Total weighted sales of businesses peporing inis iqem of expenditure }}$ for each quartile
inis portion of the table deribins only io the businesses peporting the specilic expense itom. fherefore these ratios are calculated individual y sind the toiai mill not necessarily equal $100 \%$.

## Motes

Date are show by quartiles when at leas? 13 of the sampled businesses report the specific iem
 one quarter of the iois number of businesses. Within each quartile. the aver age ratio is gresented. for comparison ourgoses, the migh arc lom values of sales ore shown

How to use the tables

(2) The selected range wil: indicate the proper guartile. i. the bot tom 25z, the tower midde 25z. the upper midel 25z or the 100258
(3) Date pertaining to the selectoo sales size range will be in that quariile

## Standard \{ndustris) Elastificetion Definition \{SIC is80):

51c 9942 - Welding
 blecilc welaing services lexcep: conspfuction site. Welding redif work and welding shops

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, welding (SIC 9942)

|  | Tote!(1) | $\begin{array}{r} 80:+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lomer $\pi \text { odie } 25 \%$ | Uepe: Tiddie $25^{\circ}$ | $\begin{aligned} & \text { 7oc } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busiresses in samo'e INo. Low seles value $\{5000$ s) High sales vaiue ( $\$ 000$ 's) | $\begin{array}{r} 64 \\ \langle 9 \\ 19 \end{array}$ | $\begin{aligned} & 61 \\ & 48 \end{aligned}$ | $\begin{array}{r} 48 \\ 186 \end{array}$ | $\begin{aligned} & 186 \\ & 293 \end{aligned}$ | 203 |
|  | Average ( 1000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh <br> Accounts and notes receivable | 33 |  | 14 | 31 | 82 |
| Accounts and notes receiveble laventory | 33. | - | 14 | 31 | 82 |
| Oeher cuprent assets | 41 | 7 | 21 | 25 | 104 |
| Total curient assets | 73 | 7 | 36 | 57 | 187 |
| Fixed osseis | 54 | 17 | 36 | 52 | 906 |
|  | - | - | - | - | - |
| Opher assets | 4 | - | - | 4 | 12 |
| Totel sesets | 132 | 24 | 72 | 113 | 304 |
|  |  |  |  |  |  |
| Current loans Opher current lisbilities | 12 33 | $\stackrel{6}{7}$ | 13 | 12 29 | 25 82 |
| Total cuprent liabilities | 46 | 14 | 18 | 40 | 108 |
| Morigages dayabie | - | - | - | - | - |
| Long term debt | 2 | 10 | ${ }_{15}^{2}$ | 1 | ${ }_{6}^{6}$ |
| Other liabilities | 23 | 10 | 15 | 18 | 48 |
| Total lisbilities Totel equity | 71 | 23 | 36 37 | 59 54 | 162 142 |

111 These estimates ore based on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$

See Table i iop symols and notes

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987
Quobec. Welding (SIC g942)

|  | Total(2) | Bot 10 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upoer $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (\$000's) Mign seles value ( $\$ 0000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 64 \\ & (1) \\ & (1) \end{aligned}$ | 11 48 | $\begin{array}{r} 48 \\ 186 \end{array}$ | $\begin{array}{r} 186 \\ 293 \end{array}$ | $\begin{aligned} & 293 \\ & 119 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity retio Curtent ratio (times) | 1.6 | 0.5 | 2.0 | 1.4 | 1.7 |
| ```Leverage pelios Debliequity ratio (times) Interest coverage iatio (times) Debt latio (times)``` | $\begin{aligned} & 1.2 \\ & 5.0 \\ & 0.5 \end{aligned}$ | $\begin{array}{r} 24.6 \\ 2.5 \\ 1.0 \end{array}$ | 19.0 5.3 0.5 | 1.1 7.0 0.5 | 1.1 6.2 0.5 |

(1) The retios represent the overege of fatios for ash business in the group ond connot be calculated from the figures shown in toble 2 .

121 These estimates are basad on a smple of businesses reporting sales between 325,000 and 82,000,000
5ee iodle 1 for symbols and notes

Definitions:
9. Liquidity potio:

Cuprent = cuprent assets / cuprent liabisities
2. leverege ritios
al Deti/equity = roial liatilities / 它quity
も) Det: 1 a: 0 : total litalities f tctal assers
c) Interest coverage = net profit interes; expense/ inierest expense

TABLE \& Statement of changes in financial position for incorporated businesses only, 1987
Quebec. Welding (SIC 9942)


111 These estimates are based on somple of incorporated Dusinesses reporing seles between $\$ 25.000$ and $\$ 2.000 .000$. Somple count includes only those businesses ceporting e statement of changes.
See Tabie 1 for symbois and noies

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987
Quebec. WeldIng (SIC 9942)

(i) Aversge tsoour units are calculated by dividing total payroti by the aversge annual wage and salary rate as peporteo in the Survey of Employment, Dgypoll anc hours. Sibisitcs Canad. Calalogue 72-002. An averace labour unit could be interpreted as a fulf-time employee. Note thet the ousiness size groups used are dererminad at ine canada level Thus if a business has at least 500 employees in Canade a whole Dut less than that number in any given province it is shown in the 500 and over group.
12 Refers to tusinesses reporting no peyioll deouctions in the previous year
(3) Refers ic businesses peporting no payioll deducilons in ine following year
"Wewly eporiing" ang "no longe? peporting" businesses are assumed to have Deen in activity fo" skmonins and ine information is edusteo accoiding'y

See iable i ior symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Welding (SIC 9942)

| - | To:a 11 ) | Bottom 25\% | Lower $\text { midele } 25 \%$ | Uover miode $25^{\circ}$ | $\begin{aligned} & 106 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average ne: ppotiq (loss) \$ | $\begin{array}{r} 79 \\ 95.995 \\ 85.244 \\ 10.671 \end{array}$ | $\begin{array}{r} 29.041 \\ 22.416 \\ 6.625 \end{array}$ | $\begin{aligned} & 47.563 \\ & 32.697 \\ & 14.866 \end{aligned}$ | $\begin{aligned} & 83.049 \\ & 72.201 \\ & 10.848 \end{aligned}$ | $\begin{array}{r} 224.005 \\ 213.661 \\ 10.344 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average excense $\$$ <br> Average net profit | $\begin{array}{r} 73 \\ 94.261 \\ 79.627 \\ 14.634 \end{array}$ | $\begin{array}{r} 29.041 \\ 22.416 \\ 6.625 \end{array}$ | $\begin{aligned} & 47.548 \\ & 32.522 \\ & 15.026 \end{aligned}$ | $\begin{aligned} & 82.070 \\ & 63.887 \\ & 18.183 \end{aligned}$ | $\begin{array}{r} 218.384 \\ 199.684 \\ 18.700 \end{array}$ |
| Butinesses reporting lost (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 6 \\ 122.998 \\ 127.282 \\ -4.284 \end{array}$ | - | $\begin{aligned} & 49.625 \\ & 55.393 \\ & -5.688 \end{aligned}$ | $\begin{aligned} & 84.721 \\ & 86.405 \\ & -1,684 \end{aligned}$ | $\begin{array}{r} 234.648 \\ 240.127 \\ -5.479 \end{array}$ |

1986

| Number of observations in tmple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profị \{loss) \$ | 81 140.971 121.950 19.021 | $\begin{aligned} & 36.845 \\ & 25.455 \\ & 11.390 \end{aligned}$ | $\begin{aligned} & 50.786 \\ & 31.158 \\ & 19.628 \end{aligned}$ | $\begin{aligned} & 98.874 \\ & 87.907 \\ & 10.967 \end{aligned}$ | $\begin{array}{r} 377.378 \\ 343.280 \\ 34.098 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 76 |  |  |  |  |
| Average sales \$ | 138.268 | 36, 845 | 50.786 | 87.234 | 378.207 |
| Avoroge expense ${ }^{\text {a }}$ | 116,791 | 25.455 | 31.158 | 70.919 | 339.831 |
| Average net profit $\$$ | 21.477 | 11.390 | 19.628 | 16.315 | 38.576 |
| Businesses reporting lose (Mo.) | 5 |  |  |  |  |
| Average stes \$ | 249.969 | - | - | 129.053 | 370.875 |
| Aversge expense \$ | 251.925 | - | - | 131.965 | 371.884 |
| Average net loss \$ | -1.956 | - | - | -2.902 | -1.009 |

1987

| Wumber of observetions in smmple | 104 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 150.815 | 31.689 | 50.187 | 122.755 | 398.630 |
| Average expense \$ | 132.628 | 23.130 | 31.743 | 106.924 | 368.713 |
| Average net profit (loss) \$ | 18.187 | 8.559 | 18.444 | 15.831 | 29.917 |
| Businesses reporting a profit (Mo.) | 96 |  |  |  |  |
| Average sales \$ | 152.701 | 31.689 | 50.187 | 122.747 | 406.180 |
| Average expense \$ | 132.270 | 23.130 | 31.743 | 105.093 | 369.115 |
| Average net profit $\$$ | 20.431 | 8. 559 | 18.444 | 17.654 | 37.065 |
| Busimestes reporting loge (Mo.) | 8 |  |  |  |  |
| Average sales \$ | 236.013 | - | - | 122.86? | 349.158 |
| Average expense \$ | 248.767 | - | - | 131.455 | 366.078 |
| Average net loss \$ | -12.754 | - | - | -8,588 | -16.920 |

111 These estimates are based on sample of Dusinesses reporting sales deiween $\$ 25.000$ and $\$ 2.000 .000$.
See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Services to Buildings and Dwellings (Sic 995)

|  | 70:316:1 |  | $\begin{array}{r} \text { Bo }+10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower$m \mid d \subset \in 25 \%$ |  | Uppesr.ade 25\% |  |  | $\begin{aligned} & \text { Tos } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele mo. ton sales value (s. 心2 $s$ ) بot sales value lsions | $\begin{aligned} & 170 \\ & 17 \\ & 11 \\ & \hline 1 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 37 \end{array}$ |  | $\begin{aligned} & 37 \\ & 72 \end{aligned}$ |  | 72109 |  |  | $\begin{array}{r} 109 \\ 111 \\ \hline \end{array}$ |  |
| Selected expense iom | Incustry ave:age (2) |  |  |  |  | \% Dusi= nesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | Uode? micole 25\% | Top 25\% |  | Total | $\begin{array}{r} \text { Sot:0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { mode } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Decupancy expenses | 9.8 | 9.4 |  | 9.6 |  | 97.6 | 10. 1 |  | 13.3 | 9.6 | 7.3 2.9 |
| Depiecistion | 3.7 1.7 | 4.6 1.0 | 3.9 | 3.7 2.7 | 2.7 | 88.1 62.6 | 4.2 2.8 | 6.2 | 4. 2.6 | 3.9 | 2.9 2.4 |
| Redsits \& maintenance | 1.7 | 9.0 | 3.7 | 2.? | 1.6 | 62.6 71.5 | 2.8 2.5 | 1.9 | 4.3 | 2.2 | 1.2 |
| Heat. light \& teieshone Rent | 2.8 | 2.5 | 3.9 | 1.9 | 2.0 | 70.0 | 3.7 | 4.1 | 5.1 | 2.9 | 2.5 |
| Personnel expenses | 32.5 | 15.8 | 25.2 | 37.9 | 50.6 | 83.4 | 39.0 | 25.8 | 29.9 | 42.5 | 51.6 |
| Financial expenses | 2.3 |  |  |  | 2.2 |  | 2.6 |  | 2.8 2.0 |  |  |
| in:e:est E bani charges Protessional tees | 1.1 | 0.8 1.5 | 1.4 | 1.? | 1.1 | 68.0 66.3 | 1.7 1.7 | 1.6 2.8 | 2.0 1.7 | 1.8 1.6 | 1. 1.1 |
| Other expenses | 32.9 | 34.7 | 31.2 | 36.6 | 29.4 | 100.0 | 32.5 | 34.7 | 31.2 | 36.6 | 29.4 |
| Profit (loss) | 22.5 | 37.7 | 28.9 | 13.8 | 10.6 | 100.0 | 22.5 | 37.7 | 28.1 | 13.8 | 10.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ |  | $\ldots$ | - $\cdot$ |

## Symbols

```
    zero or no Observations
    -. roo sma ioo be expressed
    not applicadle
* confidentisl
```


## footnotes



## Notes

Data cie showr oy quarqiles when at leas? 13 of the sampleo businesses peport qhe soucific item
 one quarter of the totel mumbe? of businesses. Within each quartile, the overge reito is presphted for comparison purposes. the high and low values of sales are shown

Now to use the tebles

(2) The selected renge wili indicate ine proper quartile. i.e. the bottom 25\%. the lowes miodie 25\%. the upper miodie 25\% or the 100 $25 \%$
131 Dots perzining to the selocted seles size range will be in that quartile

## Sienderd Industrisi CIesificetion Definition 151C 18801:

SIC 9950 - Sepvices 10 Buildings end Owellings
Businesses primar, ir engagec in olsinfeciang and exterminating. wndow cleaning. janitar:al and other sepvices io buildings and dwellings

TABLE 2. Balance sheet proflle for incorporated businesses only. 1987
Quebec. Services to Buildings and Dwellings (SIC 995)


Total equity
111 These estimares are based on a sample of businesses roporting seles berween $\$ 25,000$ and $32,000.000$.
See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Quebec. Services to suildings and Dwellings (SIC 9gs)

|  | Total(2) | $\begin{array}{r} 80: 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$ 000$ 's) High sales value ( $8000^{\prime}$ s) | 116 $(1)$ $11)$ | 11 70 | 70 106 | $\begin{array}{r} 108 \\ 233 \end{array}$ | $\begin{aligned} & 233 \\ & \{1\} \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Curpent ratio (times) | 1.7 | 1.0 | 1.7 | 2.4 | 1.6 |
| Leverage petios <br> Dedtequity ratio (times) <br> Interest coverage rasio (times) <br> Debt retio (times) | 1.2 5.4 0.6 | 13.8 2.9 0.9 | 1.5 2.9 0.6 | 0.7 7.5 0.4 | 1.3 5.6 0.6 |

(1) The ritios represent the aver age of tatios for each business in the group ond cannot de colculateo from the figures shown in table 2 (2) These estimates ere besed on semple of businesses reporting seles detwen 525,000 and $52.000,000$ See Toble 1 for symbals enc notes.

Definitions:

1. Liquidity potia:

Gurrent $=$ current assets / cuprent liabilities
2. Evverage retios:
al Dect/equity = total liabilithes / equipy
(b) Dett rat.o = total liabilities topal assers
c) Interest coverage = net profit - inserest expense / inserest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Services to Buildings and Dwellings (SIC 995)



| Business stze expiessed in average labout unias!11 | Number of ousinesses | $\begin{array}{r} \text { Tots } \left.\begin{array}{c} \text { parpoll } \\ (5000 \end{array}\right) \end{array}$ | Average labour uni is (1) | Changes in number of businesses witt paid mplayees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting: © | No longer (000:(ng! (3) |
| 1984 |  |  |  |  |  |
| Total | 1.659 | 186.688 | 14.810 | 363 | 254 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100^{-}-49 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 1.550 \\ 77 \\ 23 \\ 9 \end{array}$ | 49.483 <br> 34.906 <br> 47.465 <br> 54.824 | $\begin{aligned} & 3.779 \\ & 2.786 \\ & 3.756 \\ & 4.479 \end{aligned}$ | $\begin{array}{r} 354 \\ 6 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 246 \\ 5 \\ 1 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 2.228 | 241.154 | 13.501 | 550 | ... |
| $\begin{aligned} & \text { iess than } 20 \\ & 20 \text {. } 59 \\ & 100 \text {. } 459 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.110 \\ 99 \\ 20 \\ 7 \end{array}$ | 76.534 <br> 53.582 <br> 53.084 <br> 47.954 | $\begin{aligned} & 4.190 \\ & 3.013 \\ & 3.578 \\ & 2.720 \end{aligned}$ | 542 6 2 - | $\ldots$ $\ldots$ $\ldots$ |

(1) Aver ge lobour unips are calculated by oividing total payroll by the overage annual wage and salary ote as reported in the Surver of Emplovment Payroll and Hours. Stapistics Cansob. Caralogue 72-002. ar overage abour unit could be interpreted as a full-time employee Note that the Dusiness size groups used are oetermined of the Conada evel, inus it ousiness hes at least 500 employees in Canada as a whole but less than thes number in any given province is is shown in the 500 and over group
(2) Keters 10 tusinesses reporting no payioll deductions in ine previous vear
(3) Reters io businesses peporiting no payral deductions it the following year
"Nemly reporting" ano "ho longer reporing" Dusinesses are assumed to heve deen in activity tor six monits and the intormation is adusied accoraingly

See taple for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec. Services to Buildings and Dwellings (SIC 995)




1987

| Mumber of observations in sample | 190 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average saies \$ | 125.758 | 28.035 | 50.324 | 90.497 | 334.177 |
| Average expense \$ | 110.791 | 19.817 | 36.233 | 78.262 | 308.852 |
| Averse net profit (loss) \$ | 14.967 | 8.218 | 14.099 | 12.235 | 25.325 |
| Businesses reporting a profit (No.) | 152 |  |  |  |  |
| Average saies ${ }^{\text {S }}$ | 122,154 | 28.369 | 49.735 | 88.843 | 321.658 |
| Average expense \$ | 103.505 | 18.112 | 34.224 | 73.580 | 288.109 |
| Aversge net profit \$ | 18,648 | 10.257 | 15.512 | 15,263 | 33.559 |
| Businesses reporting loss (No.) | 28 |  |  |  |  |
| Average sales \$ | 155.545 | 26.344 | 58.446 | 103.085 | 434.305 |
| Avorage expense $\$$ | 170.299 | 28.449 | 63,953 | 113.853 | 674.902 |
| Average net loss $\$$ | -14,754 | -2.105 | $-5.507$ | -10.808 | - 40.596 |

[^57]See fable 1 for symools and noies

TABLE 1. Selected operating ratios. in percent of sales. 1987
Quebec. Janitorial Services (\$1C 9953)

|  | ic:alili |  | $\begin{gathered} \text { Bo: } 10 \mathrm{~m} \\ 25: \end{gathered}$ |  | Lower$\text { mode } 25 \%$ |  | $\begin{array}{r} \text { Uope } \\ \text { middie } 25 \text {, } \end{array}$ |  |  | $\begin{aligned} & 108 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sus:nesses in same iso. Lom sales value (\$000 s) 4ign sales value 18000 's? | (i) |  | (1) |  | $\begin{aligned} & 28 \\ & 68 \end{aligned}$ |  | $\begin{array}{r} 63 \\ 102 \end{array}$ |  |  | 102 |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { : busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \mathrm{e} \\ 25 \% \end{array}$ | Uoper iddle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tota | Bottam $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { mido!e } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Oceupancy expenses | 9.1 3.4 | 9.1 | 9.6 3.8 | 11.3 2.9 | 6.0 2.0 | 97.3 85.2 | 9.3 4.0 | 9.4 7.4 | 10.4 4.3 | 11.3 3.2 | 6.2 2.2 |
| depreciation Redais maintenance | 1.3 | 0.3 | 2.0 | 1.0 | 1.6 | 59.1 | 2.2 | 0.5 | 3.0 | 2.3 | 2.5 |
| Heat. lipht \& teieptone | 2.0 | 0.5 | 1.5 | 5.3 | 0.8 | 89.2 | 2.9 | 1.0 | 2.0 | 8.5 | 1. 0 |
| Rent | 2.4 | 3.4 | 2.3 | 2.2 | 1.7 | 67.7 | 3.5 | 6.3 | 3.3 | 3.2 | 2.2 |
| Personnel expenses | 34.7 | 24.5 | 19.2 | 38.2 | 56.1 | 79.8 | 43.4 | 37.8 | 27.2 | 43.0 | 60.1 |
| Financial expenses | 2.2 | 2.7 | 1.5 | 2.5 | 2.3 | 87.0 | 2.5 | 2.7 | 2.0 | 3.2 |  |
| Inceres: \& bank charges | 1.1 | 0.8 | C. 7 | 1.7 | 1.2 | 67.6 | 1. 6 | 1. 3 | 1.1 1.7 | 2.7 | 1. 4 |
| Protess onal tees | 1.2 | 2.1 | 2.8 | 0.8 |  |  |  |  |  |  |  |
| Other expenses | 31.6 | 40.3 | 28.0 | 33.0 | 26.7 | 100.0 | 31.6 | 40.3 | 28.0 | 33.0 | 26.7 |
| Protit (loss) | 22.5 | 23.1 | 41.7 | 14.9 | 8.6 | 100.0 | 22.5 | 23.1 | 41.7 | 14.9 | 8.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | . $\cdot$ | - . | - |

Symbol:
zero or no observaitons

- 100 smel :00 be expressed
(.. not app cate
$x$ confluenia.


## Footnotes

$(11$ Thes estimates ore based or sample of Dusinesses reporting sales deiween $\$ 25.000$ and $\$ 2.000 .000$
Toral weignted axpenditure on a given item
〈21 Value in eech cell $=\overline{\text { iopal weighreo sales of all businesses in the sample }} \times 100$ for mach quartile
(3) value in each cell $=\frac{\text { Total weighsed expendfure on giver, itam }}{\text { lotal weighsed sales of businesses reporting this item of expenditure }} \times 100$ for each quartile

This poriton of the tet pertains only to the ousinesses peporting the specific ixpense item therefor these ratios are calculated inglvidually and the lotar wil ro: necessarity equel $100 \%$.

Notes
Data are shown by ouariles wher aq least 13 of the sampled Dusinesses epor: the specific irem
Records were ramed in escenoing opder according to sales size Each quartile li e botiom 25\% tower miode 25\%. etc. represents one quarter of the 10 it mumber of jusinesses. Within each quartile. the average rotio is presentec for comprison purposes, the high and low vaiues of sales are showr.

[^58]
## Stendera Industrisl CIEstificesion Definition (SIC 1880):

5169953 - Jeniloritl Services
Businesses or mari iy engager in cleaning ang maintenance of builoings and dwellings such as char service, floor waxing. ianitorial services jar ic: a maintenance of bu idings and owelings and oftice cieaning

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Quebec, Jonitorial Services (SIC 9953)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lowe? $=101!\text { e } 25 \%$ | Uode: <br> midole $25:$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Lon sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 75 \\ & (1) \\ & 1 \end{aligned}$ | $\begin{array}{r} 111 \\ 26 \end{array}$ | $\begin{aligned} & 26 \\ & 97 \end{aligned}$ | $\begin{array}{r} 57 \\ 224 \end{array}$ | 224 |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | * |
| Accounts and notes receivable | 18 | - | 4 | 13 | 52 |
| Inventory | - | - | - | - | - |
| Other curpent assets | 24 | 5 | 7 | 30 | 52 |
| Total current assets | 42 | 5 | 11 | 43 | 104 |
| Fixed ossets | 18 | 3 | 7 | 17 | 42 |
| Less: Accum. dep. on fixed ossets | 3 | - | 4 | 1 | ? |
|  | 3 | - | d | 1 | ? |
| Totel ussets | 63 | 8 | 21 | 51 | 153 |
| Limbilities and equity - - . |  |  |  |  |  |
| Current loars | 24 | 1 | 10 | ${ }_{15}^{7}$ | $5 \frac{8}{9}$ |
| Other cursent liabilities Total curcent liabilities | 21 25 | 1 | 10 10 | 15 22 | 55 |
| Mortgages Dayable |  | - | . |  | - |
| Long term debt | 2 | - | - | - | 6 |
| Other lapilities | 12 | 8 | 8 | 8 | 25 |
| Total lisbilitics | 39 | 10 | 18 | 31 | 95 |
| Total equity | 23 | -2 | 3 | 30 | 58 |

11) These estimates are based on sample of businesses reporting sales detween $\$ 25.000$ and $\$ 2.000 .000$

See rable 1 bor symbols and notes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Quebec. Jenitoris! Services (SIC 9953)

|  | Total(2) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High sales value ( 8000 's) | $\begin{aligned} & 75 \\ & (1) \\ & 11 \end{aligned}$ | (1) | 26 <br> 97 | 97 224 | 224 $11)$ |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Cupfent iatio (times) | 1.6 | 2.7 | 1.0 | 2.0 | 1.6 |
| Leverage retios <br> Deb:/equity ratio (times) <br> Interes? coverage ratio (times) <br> Debt ratio (times) | 1.7 4.9 0.6 | $\begin{array}{r} -5.2 \\ 1.2 \end{array}$ | 5.2 2.7 0.8 | 1.0 4.2 0.5 | 1.6 6.0 0.6 |

(1) The retios represent the average of ratios for each business in the group and cannot be celculated from the figures shown in fable 2 .
(2) These estimeses are based on semple of businesses reporting seles between $\$ 25,000$ ano 52.000,000.

See Table ifor symols and notes

## Definitions:

1. tiquidity retio:

Curren: = current assets / curfent liabilities
2. Leverage ritios:

Det: /equ 1 y $=$ tora listilities / equity
of Deot ratio = to:a, liatilifes/rotalassets


TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Quebec, Janitorial Services (SIC 9953)

|  | Total(1) | $\begin{array}{r} \mathrm{BC}+\mathrm{Om} \\ 25 \% \end{array}$ | Lowe: $\text { midde } 25 \%$ | Uode? midele 25: | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample inc. Lom sales value 1300 s . figh sales value ' $9: 00$ 's: | $\begin{aligned} & 33 \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ | -- | -. | -- |  |
|  |  |  | Average (\$00C |  |  |
| Dperating activities Cash from operat ans Dedreciation Dther | 5 4 -1 | -- | -- | -- | -- |
| Dividends | -3 | =- | -- | -- | *- |
| Investment ectivities <br> Disposal of lixed assets <br> Pulchase of 1 ixed assets <br> Incresse in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -8 \\ \hline \end{array}$ | -- | r $\quad \begin{array}{r}- \\ - \\ -\end{array}$ | -- | - <br> - |
| Financing ectivities <br> Increase in long term deot <br> Repaymen: of long term dea: <br> Loans from shareholders <br> Redayment of loans from sharenolders <br> Advances \& loans fiom government <br> increase in equity <br> Decrease in equl:y <br> Other | 3 -3 4 | - - - - - - - | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | - <br> - <br> - <br> - <br> - |
| Incresse(decreasel in cast s equivalents Cosh 8 cquivalents-Beginning of the year Cest equivelents - End of the year | 3 7 10 | -- | -- | -- | =- |

 only those businesses reporing e stictement of chonges
See Table 1 for symbots anc notes

TABLE 5. Employment changes by size of businass, 1984-1987 based on sic classification in ig87
Quebec, Services to Buildings and Owellings (SIC 995)


191 Average labour units are calculated by divicing total payol by the average annul wage and solbry rate as reported in the Surver of Employment. Payrol and mours. Statisics Canods. Catalegue $72-002$ An overage taboup unit could be inierpreteo as full-ime employee note thar the business size groups used are deiermined at the conaco tevel. inus it business hes of teas? 500 employees in Canada a whale but less than inat nunber in any given province it is shown in the 500 and dvep group.
121 Refers to businesses reporting no poyroll deductions in the previous year
131 Refers 10 businesses repoiting no payrail deductions in the lollowing year
*mewly peporqimg" and mo ionger poporing" dusinesses ape assumed to have been in activity for six months and phe intormarion is adusteo accoroingiy

See lable 1 for symbels anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Quebec, Janitorial Services (SIC 9953)

| - | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower $\text { middle } 25 \%$ | Upper midde 25\% | $\begin{aligned} & 700 \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample <br> Average soies \$ <br> Average expense <br> Average net profit (loss) \$ | $\begin{array}{r} 100 \\ 93.391 \\ 75.584 \\ 13.807 \end{array}$ | $\begin{array}{r} 29.388 \\ 19.846 \\ 9.542 \end{array}$ | $\begin{aligned} & 43,102 \\ & 30.425 \\ & 12.677 \end{aligned}$ | $\begin{aligned} & 70.384 \\ & 55.302 \\ & 14.082 \end{aligned}$ | $\begin{array}{r} 230.890 \\ 211.762 \\ 18.928 \end{array}$ |
| Businesses peporting profit (Mo.) <br> Average sales <br> Average expense ${ }^{\text {伟 }}$ <br> Averoge net Drotits | $\begin{array}{r} 95 \\ 100.781 \\ 82.795 \\ 17.985 \end{array}$ | $\begin{aligned} & 29.273 \\ & 18.799 \\ & 10.474 \end{aligned}$ | $\begin{aligned} & 41,451 \\ & 23.939 \\ & 17.512 \end{aligned}$ | $\begin{aligned} & 69.253 \\ & 49.514 \\ & 19.739 \end{aligned}$ | $\begin{array}{r} 263.146 \\ 238.928 \\ 24.218 \end{array}$ |
| Businesses reporting less (No.) <br> Average soles \$ <br> Average expenses <br> Average net loss $\$$ | $\begin{array}{r} 5 \\ 60.876 \\ 65.167 \\ -4.291 \end{array}$ | $\begin{array}{r} 31.487 \\ 38.929 \\ -7.442 \end{array}$ | $\begin{aligned} & 48.018 \\ & 49.739 \\ & -1.721 \end{aligned}$ | $\begin{array}{r} 74.000 \\ 78.000 \\ -4.000 \end{array}$ | $\begin{aligned} & 90.000 \\ & 94.000 \\ & -4.000 \end{aligned}$ |


|  | 1986 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of abservations in sample | 146 |  |  |  |  |
| Average sales \$ | 126.022 | 33.229 | 45.391 | 78.102 | 347.366 |
| Average expense \$ | 111.753 | 22.639 | 36.181 | 60.846 | 327.345 |
| Average net drotit (loss:? \$ | 14.259 | 10.590 | 9.210 | 17.255 | 20.021 |
| Businesses raporting profit (Wo.l | 120 |  |  |  |  |
| Average sales \$ | 145.754 | 33.320 | 44.985 | 77.055 | 427.657 |
| Average exdense \$ | 127.963 | 22.501 | 35.039 | 58.221 | 396.089 |
| Average net drofit \$ | 17.791 | 10.819 | 9.946 | 18.834 | 31.568 |
| Businesses reporting loss (Mo.) | 26 |  |  |  |  |
| Aversore sales \$ | 81.859 | 28.561 | 51.336 | 95,402 | 152.136 |
| Average expense ${ }^{\text {a }}$ | 86.756 | 29.747 | 52.895 | 104,230 | 160.193 |
| Averope net loss \$ | -4.907 | $-1.186$ | -1.559 | -8.828 | -8.057 |

1987

| Wumber of observations in smple | 121 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average stes \$ | 117.140 | 26.277 | 39.958 | 81.063 | 321.223 |
| Average modense s | 104.176 | 20.194 | 27.253 | 68.971 | 300.28 6 |
| Average net profit (loss) \$ | 12.964 | 6.083 | 12.745 | 12.092 | 20.939 |
| Businesses ceporting a profit (Mo.) | 102 |  |  |  |  |
| Average sales \$ | 115.684 | 28.247 | 39.998 | 81.750 | 314.762 |
| Average expense ${ }^{\text {a }}$ | 98,772 | 16.468 | 27.253 | 68.957 | 282.409 |
| Average net profit \$ | 16.912 | 9.779 | 12.745 | 12.793 | 32.333 |
| Businesses reporting loss (Mo.) | 19 |  |  |  |  |
| Average sales \$ | 148.901 | 25.344 | - | 67.180 | 353,179 |
| Average exdense \% | 162.040 | 28.449 | - | 69.253 | 388.419 |
| Average net loss \$ | -13.139 | -2,105 | - | -2.073 | -35.240 |

(11) These estimates are based on a sample pusinesses peporting sales between $\$ 25,000$ and $2,000.000$.

See rable 1 for symbols and nores

TABLE 1. Selected operating ratios, in percent of sales. 1987
Quebec. Ticket and Travel Agencies (SIC 9951)

|  | T0+a11! |  | $\begin{gathered} 50: 40 \mathrm{~m} \\ 25: \end{gathered}$ |  | Lower$\text { micole } 25^{\circ} \text {. }$ |  | Uppe: fidde 25: |  |  | $\begin{aligned} & \text { iof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampe (No Low sales value ! SJ0 s High sales valle : 900 's: | $\begin{aligned} & 159 \\ & 111 \\ & 111 \end{aligned}$ |  | $\begin{array}{r} 19 \\ 59 \end{array}$ |  | $\begin{array}{r} 65 \\ 105 \end{array}$ |  | $\begin{aligned} & 105 \\ & 204 \end{aligned}$ |  |  | 25: |  |
| Selected expense item | Industry averape (2) |  |  |  |  | $\begin{aligned} & \text { \% Dusi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting busimesses anly 31 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midcle } \\ 25 \% \end{array}$ | UpDe: midde 25\% | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |  | Toial | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percer: of sales |  |  |  |  |  | Peicent of sales |  |  |  |  |
| Cost of seles | 1.6 | -. | . . | . . | . . | 2.0 | 81.6 | - | - |  | -•• |
| Oceupency expenses | 15.9 | 19.0 | 15.3 | 19.2 | 7.0 | 99.5 | 15.2 |  | 15.3 |  |  |
| Deprec ation | 1.9 | 3.1 | 9.3 | 2.2 | 0.8 | 91.8 | 2.0 | 3.4 | 1.7 0.9 | 2.2 1.2 | 0.9 |
| Repairs 8 maintenance | 0.6 | 1.0 | 0.8 | 0.6 | 0.2 | 56.1 | 1.2 | 2.6 | 0.9 | 1.2 | 0.4 |
| Heat, light \& telephone Rent | 4.9 7.7 | 5.8 9.7 | 7.8 5.4 | 4.8 11.7 | 9.9 4.0 | 82.3 | 5.3 9.3 | 6.0 13.5 | 7.9 | 4.9 12.9 | 2.2 4.3 |
| Personnel expenses | 41.6 | 42.2 | 46.0 | 54.0 | 24.3 | 9B. 9 | 42.1 | 42.6 | 46.0 | 54.0 | 25.1 |
| Financial expenses | 4.8 | 8.1 | 1.3 | 5.0 | 1.7 | 92.5 | 5.2 | 8.2 | 5.8 | 5.1 | 1.8 |
| interest s jank charges | 3.0 | 3.7 | 2.5 | 1. 5 | 0.5 | 71.5 | 2.9 | 4.1 | 4.8 | 2.0 | 0.8 |
| Professiona fees | 2.7 | 4.4 | 1.8 | 3.5 | 1.1 | 91.0 |  | 4.4 | 2.3 | 3.6 |  |
| Other expenses | 35.5 | 27.3 | 30.7 | 23.9 | 50.0 | 100.0 | 35.5 | 27.3 | 30.7 | 23.9 | 60.0 |
| Protit (loss) | 1.3 | 3.1 | 3.6 | -4.6 | 3.0 | 100.0 | 1.3 | 3.4 | 3.6 | -4.6 | 3.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . $\cdot$ |  | . $\cdot$ |  |

## Symbolz

- zero or no observetions
- too smal! \&Oc be expressed
not applicable
x confidential


## footnotes

(1) These estimeres are besed on s sample of businesses reporing seles berween 325.000 end $\mathbf{5 2 . 0 0 0 . 0 0 0}$ Tolal weignted expenditure on g given itam
(2) Value in bach cell =

131 Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { Total weighted sales of businesses feporing this iem of expenditure }}$ for emen quartite
Ihis portion of the table pertains only to the businesses peporing the specific expense item. fherefore these ratios are celculated individully and the to: will not necesser i iy equal $100 \%$

## motes

Dais are shown by qua? tiles when at least 13 of the sampled Dusinesses feport ing specidic item
Recoros were panked in ascending order accopding io sales size. Esch ougrtile fi. botrom 25z. lower middie 25\%, etc. represents one querter of the roial numbe of businesses. Wi thin each quartile, the averape ratio is presented. for comparison purposes. the high and low values of sal as bie shown

## Nom to use the teples

(1) Locse the aporopriate seles pange that is displayed on the two lines antitlod bow seles valuen and whigh sales value"
(2) The selected range will indicate the proper quartite. i, e. the botrom 25\%. the lower miode 25\%. the upper midde 25\% or the top 25\%
13) Dara pertaining to the selucted sales size renge will be in that quertile.

Stenderd Industriel Elessilicetion Definition (SIC 1880):
SJC 8981 - Ticker and Travel Agencies
Businesses primerily engaged : furnishing iravel informetion, bcting bs agents in artanging tours, accommoostion and transportation for fravellers of aciing as incependent agencies for reanspo:tation estabi shments lnciudec ape businesses engaged in bocking accomoostion
 and vacetion fravel services

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Quebec. Ticket and Travel Agencies (SIC 9961)

| - | To:a (1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | Upder $\pi \cdot 001 e 25^{\circ}$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No. Low sales vaive ! \$000 s) Migh sales value $\left(\$ 000^{\prime}\right.$ s? | $\begin{aligned} & 150 \\ & 111 \\ & 111 \end{aligned}$ | $\begin{array}{r} 11 \\ 69 \end{array}$ | $\begin{array}{r} 65 \\ 107 \end{array}$ | $\begin{aligned} & 107 \\ & 240 \end{aligned}$ | $\begin{aligned} & 240 \\ & 11) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 29 | 6 | 43 | 22 | 43 |
| Accounts and notes peceivable Inventory | 29 | 6 | 43 | 2 | ${ }^{3}$ |
| Other current assets | 56 | 28 | 25 | 45 | 124 |
| Total current assets | 85 | 34 | 68 | 68 | 168 |
| Fixed assets | 10 | 5 | 9 | 9 | 17 |
| Less: Aceum. dep. on fixed sssets | - | - | - | - | - |
| Other assets | 11 | 3 | 9 | 8 | 25 |
| Total essets | 106 | 42 | 85 | 8 | 209 |
| Lisbilities end equity |  |  |  |  |  |
| Current loens |  | , 5 | 11 | 6 35 |  |
| Other current liabilities | 47 55 | 10 15 | 42 53 | 35 | 100 110 |
| Total current liabilities | 55 | 15 | 53 | 4 | 110 |
| Mortgages payabl | - | - | - | = | - |
| Long term debt | - | 9 | 43 | " | 35 |
| Other liabilities | 32 | 39 | 43 | 11 | 35 |
| Total lisbilities | 87 | 54 -12 | 96 -11 | 52 34 | 146 82 |
| Total equity | 19 | -12 | -11 | 34 | 62 |

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

See roble for symbals and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Quebec. Ticket and Trevel Agencles (SIC 9951)


111 The retios represent the everage of phios for each business in the group ond cannot be celculetes from the figures shown in table 2
(2) These estimetes ar besed on a sample of businesses reporting seles between 525,000 no $\$ 2,000,000$

Set table for symbols and notes.

## sefinitions:

9. Liquidity fatio:

Curtent $=$ curtent assets / curcent liabilipies
2. Leverage ratios:
al 0 erolequiqy = ectal fatilities / equiqy
D) Debt patic $=10: 31$, iacilities/ 10181 assers
c) Inseres: coverage $=$ nei drotis - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Quebec. Ticket and Travel Agencies (SIC 9961)

| - | Tota (1) | $\begin{array}{r} \text { Boirom } \\ 25 \% \end{array}$ | Lower $\text { miode } 25:$ | Upper $\pi \cdot \text { cale } 25$ | IOD 15:。 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sam: e (Nc.i Low sales value sic!s High sales va ve: SxAD si | $\begin{aligned} & 16 \\ & 1 \\ & 11 \end{aligned}$ | -- | - | -- | -- |
|  |  |  | cere $\$ 09$ |  |  |
| Operating activities Cash trom operations Dedracistion Other | $\begin{array}{r} 7 \\ 2 \\ -17 \end{array}$ | -- | -- | -- | -- |
| Dividends | -1 | - - | - - | -- | $\cdots$ |
| Investment activities <br> Disposal of ixed assets <br> Purchase of fixed assers <br> Increase in investment <br> Oecrease in investment | $\begin{array}{r} -5 \\ -2 \\ 2 \end{array}$ | -- | -- | -- | - |
| Financing ectivities <br> increase in long term debt <br> Repaymen of long term debt <br> Loans irom sna: eholders <br> Redarment of loans from shareholders Luvances 8 loa:s liom government <br> increase in eauity <br> Decrease is equipy Other | $\begin{array}{r} 4 \\ -2 \\ 12 \\ -2 \\ - \\ -1 \end{array}$ | -- | - |  |  |
| Increase(decrease) in cash \& equivalents Cash $\&$ equivalents-Beginning of the rear Cosh \& equivalents - End of the yeer | 23 24 | -- | - | -- | -- |



```
    only those businesses reporinng s statement of changes
see Table: for sympols and notes
```

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic classification in i987
Quebec. Ticket and Travel Agencies (SIC 9961)

|  |  |  |  | Chenges in num with Doi | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in overage labou unitsil। | Number of businessas | Total payroll (\$000's) | Average abour units(1) | New 1 y reporting(2) | No longe: reporting(3) |
| 1984 |  |  |  |  |  |
| Tote! | 581 | 47.767 | 2.956 | 82 | 77 |
| $\begin{aligned} & \text { less than 20 } \\ & 20^{-} 99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 547 \\ 28 \\ 6 \end{array}$ | $\begin{array}{r} 29.910 \\ 14.900 \\ 2.957 \end{array}$ | $\begin{array}{r} 1.855 \\ 918 \\ 183 \end{array}$ | $\begin{array}{r} 81 \\ \hline \end{array}$ | 77 |
| 1987 |  |  |  |  |  |
| Total | 715 | 80.401 | 2.882 | 116 | . . |
| less enan 20 <br> 20-99 <br> 100-99 <br> 500 and over | 682 29 3 1 | $\begin{array}{r} 40.542 \\ 19.027 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.941 \\ 902 \\ 32 \\ 7 \end{array}$ | 112 3 1 - | $\cdots$ |

Ill Average isdour units bre calculated dy divioing total payroll by the average annubl wage and solary rate as reported in the suiver of emproymen: Poycoll ano hours. Stetisp cs Canoda. Colalogue $72-002$. An averoge labour unit could be interpreted as a
 500 emplovees in Conade as a who de but less ing ingt number in apy given province it is show in the 500 and over group
121 Refers io ousinesses reporting no dayroll deduct, ans in the previous year
(3) Refers io businesses reporiing no payroll deductions in the following year
"New y reporping" anc "no longer reborting" Dusiresses bre assumed to have beer in activity for sim morths and the information is acjusiec accerding'y

See ionle i fo symbols anc noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Quebec. Ticket and Travel Agencies (SIC 9961)

|  | Tota! (1) | Bottom 25: | Lowe midele 25: | Uoce $\text { midele } 25 \text {; }$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample <br> Average sales \$ <br> Average exdense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 56 \\ 520.896 \\ 511.48 \\ 9.48 \end{array}$ | $\begin{array}{r} 86.332 \\ 96.913 \\ -10.581 \end{array}$ | $\begin{array}{r} 137.725 \\ 119.750 \\ 17.975 \end{array}$ | $\begin{array}{r} 513.123 \\ 492.790 \\ 20.333 \end{array}$ | $\begin{array}{r} 1.346 .403 \\ 1.336 .18 \\ 9.985 \end{array}$ |
| Businesses reporting aprofit (Mo.) <br> Aveloge sales \$ <br> Averoge expense $\$$ <br> Average net profis \$ | $\begin{array}{r} 41 \\ 539.214 \\ 518.485 \\ 20.729 \end{array}$ | $\begin{array}{r} 88.073 \\ 84.903 \\ 3.170 \end{array}$ | $\begin{array}{r} 137.725 \\ 119.750 \\ 17.975 \end{array}$ | $\begin{array}{r} 573.721 \\ 528.504 \\ 45.217 \end{array}$ | $\begin{array}{r} 1.357 .338 \\ 1.340 .782 \\ 16.556 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Avergge expense 9 <br> Avelage net loss $\$$ | $\begin{array}{r} 8 \\ 587.218 \\ 613.984 \\ -26.746 \end{array}$ | $\begin{array}{r} 84.000 \\ 113.000 \\ -29.000 \end{array}$ | - | $\begin{aligned} & 367.371 \\ & 405.888 \\ & -39.517 \end{aligned}$ | $\begin{array}{r} 1.310 .284 \\ 1.322 .003 \\ -11.719 \end{array}$ |

1986

| Number of observations in sample <br> Average sales <br> Average expenses <br> Average ner D:ofiq (loss) \$ | $\begin{array}{r} 54 \\ 396.680 \\ 394.882 \\ 1.778 \end{array}$ | $\begin{aligned} & 77.211 \\ & 81.129 \\ & -3.918 \end{aligned}$ | $\begin{array}{r} 151.318 \\ 130.992 \\ 20.328 \end{array}$ | $\begin{array}{r} 395.062 \\ 395.968 \\ -906 \end{array}$ | $\begin{array}{r} 983.050 \\ 971.439 \\ -8.389 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 40 \\ 399.803 \\ 375.545 \\ 15.858 \end{array}$ | $\begin{array}{r} 80.845 \\ 72.877 \\ 7.968 \end{array}$ | $\begin{array}{r} 153.161 \\ 124.980 \\ 28.181 \end{array}$ | $\begin{array}{r} 394.737 \\ 385.283 \\ 9.454 \end{array}$ | $\begin{array}{r} 936.869 \\ 919.039 \\ 17.830 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Avelage net loss $\$$ | $\begin{array}{r} 14 \\ 408.555 \\ 434.948 \\ -25.391 \end{array}$ | $\begin{aligned} & 75.654 \\ & 84.665 \\ & -9.011 \end{aligned}$ | $\begin{array}{r} 143.954 \\ 155.017 \\ -11.063 \end{array}$ | $\begin{array}{r} 395.698 \\ 415.854 \\ -21.156 \end{array}$ | $\begin{array}{r} 1.018 .915 \\ 1.083 .246 \\ -84.331 \end{array}$ |

1987

| Mumber of observetions in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 178 \\ 219.114 \\ 214.582 \\ 4.532 \end{array}$ | $\begin{array}{r} 50.691 \\ 48.600 \\ 2.099 \end{array}$ | $\begin{array}{r} 79.815 \\ 75.519 \\ 4.304 \end{array}$ | $\begin{array}{r} 131.479 \\ 135.233 \\ -3.754 \end{array}$ | $\begin{array}{r} 614.469 \\ 598.982 \\ 15.487 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesseg reporting profit (No.) | 129 |  |  |  |  |
| Average sales \$ | 226.912 | 51.338 | 81.844 | 144.392 | 630.073 |
| Average expense \$ | 211.204 | 47.760 | 71.196 | 123.957 | 601.902 |
| Averoge net profit \$ | 15.708 | 3.578 | 10.648 | 20.435 | 28.171 |
| Ausinceses reporting loss (Mo.) |  |  |  |  |  |
| Averoge sates \$ | 198.507 | 45.696 | 73.975 | 117.821 | 556.534 |
| Average expense \$ | 219.581 | 55.091 | 87.934 | 14.159 | 588. 138 |
| Average net loss \$ | -21.074 | -9.395 | -13.959 | -29.338 | -31.604 |

111 These estimates based on sample of businesses poporing salus detwen 525.000 ano $\$ 2.000 .000$
See Table 1 for symbals and notes


[^0]:    (1) These ustimates bre besed on sampl of businesses raporting sales between $\$ 25,000$ and $\$ 2.000 .000$.

[^1]:    ol Debr/equity $=$ total liabilities /equity
    of Dett ratio = total libdilities / total assers
    e) Interest coverage $=$ net profit interest expense / interest expense.

[^2]:    (11) These estimetes are based on samplo of businesses reporting seles detween $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$

[^3]:    (1) The ratios represent the evertge of retios for esch business in the group ond cannot be celculated from the figures shown in fable 2
    

[^4]:    "Newly peporting" and "no longer peporfing" businesses are assumed to have been in activity for six months and the information is adjusied accordingly

[^5]:    SIC 4013 = Residentiel Renoverion Controctors
    Businesses primarily engaged in residentiol editions. mojor improvements and pepairs, renowsion. renabilitetion. retro-fitting and conversions involving more inan one frade wuch ss. genersi contraciors for residential aditions. generst coneractors for home
    

[^6]:    "Mewly reporping" and "ne longer reporting" businesses are assumed to hove been in activity lor six months and iht information is adjustec accorcingly

    See iable 1 for symols and noies

[^7]:    (16) These estimates art besed on sample of businesses reporting seles between $\$ 85.000$ and $\$ 2.000 .000$.
    see table 1 for symbols and notes

[^8]:    a) Deot/equity = total liabilities/equity.
    b) Dedi ratio = total fiabilities $/$ lotal ssseis.
    c) Interest coverage = net piofil. interest expense/ interest expense.

[^9]:    $(11$ These estimeses are tased on sample of incorporated businesses peporting seles between $\$ 25,000$ and $\$ 2,000,000$. 5 mple count includes only those businesses reporting stetement of changes.
    See Toble I for symbois and notes.

[^10]:    (1) Averape labour unips ore calculated by dividing total payrall by the guvage annual wage and salary rate os reportad in the survey of Employment. Payroll ano Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interproted es a full-time employee. Nore thet the business sizt groups used are derermined at the Canada level. Thus if obusimess has at lesst 500 employees in Canade os whole but less than shat number in ony given province it is shom in the 500 end over group.
    121 Refers 10 businesses reporting no peyroll deductions in the previous yebr
    (3) Refers to Dusinesses reporting no poyroll deductions in the following year
    "Newly reporting" and "nc longet reporting" businesses are assumed to hove been in activity for six months and the information is adjusted accopoingly

    See pable 1 for symbols and notes

[^11]:    SIC 2851- Electicel Contrectors
    Businesses primarily engaged in the installotion and repaip of electricol and communicotion wiring systems, except transmission and distpibution lines jncluded in this industry are audio-visubl wiring systems installation, fectric bese board heaters installation. installation of fectric heating biast coils. installation of electric burgiar elarm systens, instalibsion of plectric power cantral panels and outlets. Hectical work. electric fire alarm systens instablation. installation of intercommetcotion sysims. lectric lighting systems instelistion, oublic sodress systems installation, installation of loctic snow meling cobles. lelophone wiring instaligtion and electrical wire installations $i 0$ houses buildings and structures.

[^12]:    

[^13]:    (11) These ustimates me besed on semple of businesses reporting soles beiween $\$ 25,000$ and $\$ 2.000 .000$.

[^14]:    (1) Average tabour units are calculated by dividing totel paypoli dy the overage annual wage and salary iste as reported in the Surver of Enploymen payrall and Hours. Storissics Cansis. Catologue 72-002. An aversae laboup unit could de interpioted os full-time amployee. Note that the business size groups used ere determined at the conade level. inus if business has at lenst 500 employets in Canada as a whole dut less than that number in any given province it is shown in the 500 and over group.
    (2) Refers to ousinesses reporting no paypoll oeductions in the previous year

    131 Refers to ousinesses reporting no poyroll deductions in the following yesr

[^15]:    It averse labour units are calculbied by dividing sotal peypoll by the average annual wage ond sblary rate as foporter in the Survey of Empioyment. Payroll and Hours. Seasisics Cansode, Catalogue 92-002 An average labour unis could de inferpreted as a fult-ime emplcype. Note thas the Dusiness size groups usto are depermined at the canado level. Thus if a Dusiness has el least 500 employees in Canacs as owhole bus less than that number in ary given province it is shown in the 500 and ovet group
    (2) Kefers 10 Dusinesses ieporting no Dayroll deductions in the previous year
    (3) Refers 10 Dusinesses reporting no payroll deductions in the foliowing year

[^16]:     Seg Table I for symbols and notes

[^17]:    111 Thase estimates afe based on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$

[^18]:    1 These estinates are based on sample of businesses reporting sal es beween $\$ 25,000$ and $\$ 2,000.000$

[^19]:    11) These esimates are desec pr sample of incorpo:ated businesses reporting soles beimeen 825.000 and $\$ 2.000 .000$. Sample couns incluops on : y those Dusinesses reporing a statement of chenges
    See latie : fo: symbls end notes
[^20]:    111 ever age labour units are calculated by dividing toial Dayroll by the everage annual wage and salary pate foportin the
    
    
    
    (2) Kefers to Dusinesses eporing no paycoll deductions in the previous year
    13) Refers 10 Dusinesses reporting no peyroll deductions in the tollowing year.
    "Hewly peporqing" anc "nc longer reportimg" businesses are assumed to have been ir activily for six months anc the information is acjustec azcofoing:y

    See atie for sympois and notes

[^21]:    (1) These estinates are besec on \$ample of businesses reporing saies beiween $\$ 25,000$ and $\$ 2.000 .000$.

[^22]:    11 These estimotes are besed on sample of businesses foporting sales between $\$ 25.000$ and $\$ 2.000,000$
    See fable 1 for symols ano notes

[^23]:     supver of imflovment. Partall and mours. Stasistics Canada. Casalogue $72-002$. An averbge boour unit coulo be interpreted as e fult-time employee note that the business size groups used are cefermined of the Canade level. Thus if ousiness has of teas? 500 employees in canaob as a whole but less than that number in any given province it is shown in the 500 and over group
    121 Refers 10 Eusinesses eporting no payioll dpouctions in the previous year
    13: Refers to Dusinesses pporting no payroll deduetions in the following year
    -Newly reoor fing" ang "no longer reporginge businesses are assumed to hove deen in activity for six months and the intormation fis adusied accordingly

    See 1 able ' for symbels ard notes

[^24]:    11 inese estimates are based on a sample of businesses feporting sales beiween $\$ 25.000$ and $\$ 2.000 .000$.

[^25]:    (1) The ratios represent the overoge of ratios for esch business in the group and connot be calculateofrom the figures shom in tobit ?
    (2) These estimates ofe bosed on o sonol of businesses reporting sales detween $\$ 25,000$ and $\$ 2,000,000$.

[^26]:    51C E220 - Applimene ielevision. Radio and Stece Stores
    Businesses dimarity engaged in retail dealing in major household appliances, smell electical appliances. television. fedio and sound
    equipment Repa. shoos for such apfiances are inc:uged in this industry group

[^27]:    11) Average laboup units are calculated by dividing iotal paypoll by the average annula wage and salary fate os recorted in the

    Survey of EmDioyment. Payroll ano Hours, Statistics Canaca. Calalogue 72-002. An average ladour unit could be inierpreted as a
    full-time employee hoie that the business size groups used ere desermined at the tanser level fhus if a bus hess hes at least
    500 employees in canada as athole bur less than that number in any given province it is shown in the 500 and ovar group
    (2) Refers to businesses boorting no Dayrolt deductions in the previous year
    (3) Refers to Dusinesses reporzing ne paytoll deductions in the following year
    "Nawly repor: ing" ard "nc longer reporing" Dus:nesses are assumee te have been in activisy for six months and the information is aciusted accordingly

    See lable i for symools and noles

[^28]:    (1) The ratios represent the average of retios for each business in the group and cannor be colculated from the figures shom in table 2

[^29]:    (if) Averoge lacout units are calculated Dy dividing 10281 poypoli by the overage annual wage and salaty rate os reported in the Surver of Employment. Dayroll and mours, Staistics Cansca. Cotalogue 72-002 an suerage labour unit could de interpieted as a dullitime employee Ncte insi ine Dusiness size grovos used are deiermined ot the canode level thus if business mas of least 500 employees in Cansoa as a whole dut less than that number in ary given province it is shown in the 500 ond over group.
    (2) kefers to businesses reporting no payroll deductions in the previous year
    (3) Refers to businesses ;eporting no oayroll deductions in the following year
    "hewly fepoiting" anc "Pr longer repoting" businesses are assumed to have been in activity for six morths and the intormation is acjustec accordingiy

    See Table 1 for symbols ano notes

[^30]:    SIC 6223 . Applience. Televition, Redio und Sereo Repeir Shops
    Bus inesses pimarily engageo in the repar and mairienance of radics. television seis. sier eo equipmen. tape fecorders ano household electrical appliances. Such shops may be seconoar:ly engaged in selling such equipment and par is. Businesses primarily engageo in reia l dealing in such eavipment anc appliances are classified in one of the preceding ciasses of ahis industry group. Businesses engageo in the repaip of housenold appliances. pepar of rados, repar of stereo equipmen and ine repar of television sets are included in this moustry

[^31]:    III Average labour units are calculated oy dividing tois payroll by the average minul wage and salary reite as reported in the
     full-time emp:oyee Note that the bus ness size groups used are oftermineo at ine canado level. Thus if business has at leas? 500 employees in canada as whote Dut less than that number in ony given province it is shown in the joo and over groub.
    2) Kefers 10 Dusinesses reporting no payiol! deouctions in the previous year
    (3) Refers to tusinesses reporting no paytoll deductions in the following year
     adjusied accordingiy

    See tacie 1 for symools and notes

[^32]:    lil Average labour units ere calculated by div. ding cotal paypoll by the average anmust wage and salary rote as reported in the Survey of Employmen. Payroll bid Hours. Siatisics Cansoa, Catalogue 72-002. ar Byerage lobour unit could be interpreted as a full-time employee Note that the business size groups usec are oefermined at ihe canade level. Thus if busimess has at least 500 employees in Canada as a whole but less than that number in any given piovince it is shown in the 500 and over geap
    (2) Refers to Dusinesses reocrting no payroll deductions in the previous year.
    13) Refers to businesses recorting no payrolt deductions in the following year.

[^33]:    11 These estimates are based on sample of businesses peporting sales between $\$ 25,000$ and $\$ 2,000,000$
    See table for symouls end no:es

[^34]:    fll ine patios represent the everage of fatios for esch Dusiness in the group and cannot be calculated from the figures shown in table 2
    (2) Thuse estimstes are besed on semple of businesses peporting seles berween 525,000 and 52.000 .000 .

[^35]:    (1) Average bbour units are colculated by oividing total paypoll oy the berege annul wage and salary rote as reported in the
    
     500 pmplovees in Canada as ahole but less that phes number in any given province it is shown in the 500 and over group
    121 kefers io susinesses reporing no payroll deoustions in in previous yeap
    (3) Refers to ousinesses reporting no payroll deductions in the foilowing year
    *Nowly poporting ano mo longer peporting" businesses are assumec to have been in activify for six months and the information is adustec accoroingly
    see rabie 1 for symbols and notes

[^36]:    (11) Ihese estimates are based on a somple of businesses reporing sales between $\$ 25.000$ and $\$ 2.000 .000$

    Sae lable ; for symbols and notes

[^37]:    111 These estimotes are based on a sample of Dushesses reporting sales beimeen 825.000 anc 52.000 .000
    See tavie f for symbols anc notes

[^38]:    111 These estimates are based on sample of businesses reporting sales between $\$ 25.000$ ano $\$ 2.000 .000$. See fable i for symbols and notes

[^39]:    (1) Averape lobour units ore colculated by dividing total poyroll Dy the average annual wage and salary rate as reporied in the Survey of Employment. Paycoll and hours. Stesistics Canada. Catalogue 12-002. An average labour unit coulo be interdeted as a
     500 employees in Canade as a whole but less than that number in any given province it is show in the 500 and over group
    12: Refers 10 Dusingesses reporing no payrall deductions in the previous yeat
    i3: Refers 10 Dusinesses reporting no parroti dejuctions in the following year
     adjusteo accordingiy

    5ee iable 1 for symbis and noles.

[^40]:    111 Inese estimater spe dased on sample of businesses reporting sales between $\mathbf{3 2 5 . 0 0 0}$ and $\$ 2.000 .000$
    See "alle for symbols ono noles

[^41]:    (1) Average iabour units are calculated by dividing total paypoii by the avarage annual wage and salary fate as reported in the

    Supvey of Employment. Payroll and Hours. Stetispics Canada, Catalogle 72-002. An average tabout unit could be inlerpreted as a tull-time employee Nore that the business size groups used are determined at the Canade level. inus it ousiness has at leas: 500 mployees ir Cana0e as whole but less than that number in any given province it is shown in the 500 and over group
    121 Refers io businesses feporting no davioll deauctions it the previous year.
    (3) Refers to businesses reporting to payroll decuct ons in the following year
    "Newly reporting" anc "nc longer reporping" Dusinesses are assumed to have been in activity for six months and ane information is adusies accordingly

    See tatie i for symbols and notes

[^42]:    (1) The patios represent the everege of retios for esch business in the group and cannot be calculsted from the figupes shown in toble 2 . (2) Thest estimetes are based on sample of businesses reporqing siles petween 525,000 and $52,000,000$.

    See isble ifor symols and notes

    ## Definitions:

[^43]:    111 The etios represen: the everage of ratios for esch business in the group and cannot be calculated from the figures shown in table 2 .
    12) These estimetes ar bastd on semple of businesses peporting seles between 525,000 and $\$ 2.000,000$.

[^44]:    111 These estimates are pased on sample of businesses reporting salis beiween $\$ 25.000$ and $\$ 2.000 .000$.

    See Table 1 for symoots eno notes

[^45]:    a) Debt/equity = total liabilifies / equity
    b) Debt tatio = total liabilities/total assers
    c) Interest coverage * net protit . interest expense/interess expense.

[^46]:    (1) Average tobour units are colculoted by dividing iotal poyroll by the average annubl wage and solary role as reported in the Survey of Employnent. Payroll ano mours. Stapistics Canaco. Cotalogue 72.002 An over age ladour unit could be interpreteo os o
     500 employees in tondoo bs whole Dut less than that numpe in ony given province it is show in the 500 and over group
    12) Refers ic Dusinesses reporting no dayioll deductions in the previous year
    (3) Refers to businesses eporitirg no paytoll deductions in the fowing year

[^47]:    Il average labour units are calculated by dividing tolal paypoll by the average annul wage and salary pare os reported in the
    Surver of Employment. Payroll and Hours. Statistics Canada. Ca:slogue 72-002. An average iabour unis could be interpreted as a
    fuli-time employee Note that the business size groups used are determineo at the Canada level thus if a business has or lisst
    500 employees in Canado as a whole bu: less than that number in any given province it is shown in the 500 and over group
    (2) Refers 10 businesses reporing no payroll deductions in the pievious yeat

    131 Refers to ousimesses reporiting no paypoll deducions in the following year
    "Newly redopting" anc "nc longe pedoring" businesses are assumed 10 nave been in activity for six months and the information is adjusted accolaingly
    see tatie i for symools and rotes.

[^48]:    II) Averoge lobour units are colculbied by dividing rotal payrol: by the overage annual wage and solory fate as iopolted in the Survey of Employment, Payroll and hours. Spais ics Canada. Caialogue 12-002. An average labour unis could be interpreted as a fult-ime emplovee note that the ousiness size groups used are determined of the Canode level. Phus it a business has at least 500 employees in canada as whole bu: less than that number in any given province it is shown in the 500 ond over group
    12: Reters io Dusinesses feporting no payroll deductions in the pigvious year.
    (3) Rete's 10 ousinesses reporiting no payioll deductions in the following year

[^49]:    : Deot/equity $=$ iotal 1 abiliqies / equiqy
    b! Deot istis = qotzl ligbilities/ to:al assets
    cl Inierest coverage $=$ net profit. interest expense / interest expense.

[^50]:    (1) These estimates are based on sample of businesses reporting sales between 325.000 and 12.000 .000

    See iade 1 foi symbols and noies

[^51]:    (1) Average labour units are calculated by divioing toial payroll by the overage annual wage ond salary fate as reported in the Surver of Employmen?. Paypoll and hours. Siatistics tanada, Catalogue $72-002$ An average labour unit could be interpreted as a full-time emoloyee note that the Dusiness size groups used are determined of the lanaco tevel thus it a business has at leas 500 emoloyees in Canace to a whole bus less than inat number in any given province it is shown in the 500 and over group.
    (2) Refers 10 Dusinesses tedorting no paytoll deductions in the pievious year
    (31) Refers io businesses reporting no payroll deductions in the following yeap

[^52]:     on y those businesses reporting a siaiemen: of changes

[^53]:     Surver of Employment. Parioll enc hours. Statisics Conoda, Caisloque 72-002. An aversge ladour unit could de interoreted as a fuli-1ine employer Note that the Dusiness size groups used ere ceiermined at the lanade level. ihus if business has bt las? 500 enctoyees in Canada as whole but less than that number in any given province it is shown in the 500 end over group
    (21 Reders 10 bus inesses reporiing no pariolt deductions in the previous year
    131 Refers io ousinesses reporting no payroll oeductions in the following year
    "hewly reporting" and mo fonger reporting" Dustmesses are assumed to have been in activity for six months and the information is bojusted accolding!y

    See iatie i far symools and notes

[^54]:    (t) The retios represent the buerage of ratios for each business in the group ond cannot be calculated from the figures shown in table 2

    121 These estimetes bre besed on sample of businesses reporling sales between $\$ 25,000$ and $\$ 2.000,000$.

[^55]:    11 The rafios represent the average of ratios for each business in the group ond cannot de colculated from the figures shown in table 2 .
    (2) These estimetes are based on somple of businesses reporting seles between $\$ 25,000$ enc $\$ 2.000 .000$

    See roble for symbols and notes.

[^56]:    
     fult-time emplover mote that the Dusiness size groups used are determined of the Canada level inus if business has at leas? 500 employees in Canada as amole dut less that that number in any giver province it is shown in the 500 and over group
    121 Reters to Dusinesses eporting mo paydall deductions in the previcus yaat
    (3) Refers to businesses raporing no payroll deductions in the toilowing yeal
    "newly repoting* anc "no ionger peporing" dusinesses are assumed te nave been in activity for six months and the intarmation is ac,usiec ascording:y

    See rate 1 for symbols and notes

[^57]:    111 These issimetes are besed on a sample of businesses reporting sales berween $\$ 25,000$ and $\$ 2.000 .000$

[^58]:    How to use the tobles
    lil locate the appropriteteles range that is dispiayed on the twe lines entisled low salus volue" end ohigh sales yolue"
    (2) The selected range will indicate the proper queriile. i. the potzom 25z. the lower midole 25z. the upper inidote $25 \%$ or the 10p 25\%
    (3) Dsts perteining to the selecteo sblas size range will be im that quartile

