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TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average(2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	49										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Depreciation	10.5	--	--	--	--	95.7	10.9	--	--	--	--
Repairs & maintenance	20.6	--	--	--	--	95.9	21.5	--	--	--	--
Heat, light & telephone	0.7	--	--	--	--	70.9	1.0	--	--	--	--
Rent	0.7	--	--	--	--	27.5	2.5	--	--	--	--
Personnel expenses	13.7	--	--	--	--	70.0	19.6	--	--	--	--
Financial expenses	5.8	--	--	--	--	98.4	5.9	--	--	--	--
Interest & bank charges	4.7	--	--	--	--	75.0	6.2	--	--	--	--
Professional fees	1.2	--	--	--	--	91.8	1.3	--	--	--	--
Other expenses	39.9	--	--	--	--	100.0	39.9	--	--	--	--
Profit (loss)	8.1	--	--	--	--	100.0	8.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

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

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

Notes
 Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.
 Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

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

Standard Industrial Classification Definition (SIC 1980):

SIC 0411 - Logging Industry
 Businesses primarily engaged in harvesting hardwood and softwood trees on an own-account basis. Included are businesses primarily engaged in the combined activities of driving, booming, sorting and rafting and towing of wood. Barking mills are also included.

TABLE 2. Balance sheet profile for 1986

Ontario, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	6	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	27	--	--	--	--
Fixed assets	86	--	--	--	--
Less: Accum. dep. on fixed assets	55	--	--	--	--
Other assets	13	--	--	--	--
Total assets	71	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	13	--	--	--	--
Total current liabilities	26	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	39	--	--	--	--
Total equity	32	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, Logging Industry (SIC 0411)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27				
Low sales value (\$000's)	(1)	(1)	32	164	290
High sales value (\$000's)	(1)	32	164	290	(1)
Average					
Liquidity ratio					
Current ratio (times)	3.4	16.2	0.9	0.6	1.4
Leverage ratios					
Debt/equity ratio (times)	0.5	0.3	-0.7	-5.1	4.9
Interest coverage ratio (times)	12.2	1.0	11.0	3.9	24.5
Debt ratio (times)	0.6	0.2	0.8	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	26	--	--	--	--
Depreciation	35	--	--	--	--
Other	-3	--	--	--	--
Dividends	-9	--	--	--	--
Investment activities					
Disposal of fixed assets	24	--	--	--	--
Purchase of fixed assets	-58	--	--	--	--
Increase in investment	-12	--	--	--	--
Decrease in investment	5	--	--	--	--
Financing activities					
Increase in long term debt	15	--	--	--	--
Repayment of long term debt	-19	--	--	--	--
Loans from shareholders	11	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-4	--	--	--	--
Increase(decrease) in cash & equivalents	1	--	--	--	--
Cash & equivalents-Beginning of the year	21	--	--	--	--
Cash & equivalents - End of the year	22	--	--	--	--

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

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

Ontario, Logging Industry (SIC 0411)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	122	35,495	1,307	11	17
less than 20	112	8,668	292	11	17
20 - 99	7	10,084	340	-	-
100 - 499	3	16,743	675	-	-
500 and over	-	-	-	-	-
1986					
Total	139	43,911	1,390	14	...
less than 20	128	8,593	247	13	...
20 - 99	7	8,737	251	1	...
100 - 499	4	26,581	892	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	410				
Average sales \$	110,393	16,492	29,595	62,995	332,490
Average expense \$	96,625	12,426	23,922	51,774	298,377
Average net profit (loss) \$	13,768	4,066	5,673	11,221	34,113
Businesses reporting a profit (No.)	357				
Average sales \$	110,522	16,087	29,291	64,557	332,153
Average expense \$	92,365	10,032	20,929	50,712	287,786
Average net profit \$	18,157	6,055	8,362	13,845	44,367
Businesses reporting a loss (No.)	53				
Average sales \$	109,103	18,356	31,147	52,546	334,362
Average expense \$	119,661	23,424	39,206	58,880	357,132
Average net loss \$	-10,558	-5,068	-8,059	-6,334	-22,770
1985					
Number of observations in sample	312				
Average sales \$	91,645	17,496	30,278	55,165	263,641
Average expense \$	81,866	16,921	27,048	46,472	237,022
Average net profit (loss) \$	9,779	575	3,230	8,693	26,619
Businesses reporting a profit (No.)	259				
Average sales \$	91,429	16,672	31,339	56,551	261,155
Average expense \$	77,825	11,152	23,457	45,056	231,635
Average net profit \$	13,604	5,520	7,882	11,495	29,520
Businesses reporting a loss (No.)	53				
Average sales \$	98,219	18,769	28,062	48,070	297,973
Average expense \$	106,379	25,832	34,541	53,714	311,429
Average net loss \$	-8,160	-7,063	-6,479	-5,644	-13,456
1986					
Number of observations in sample	396				
Average sales \$	129,030	21,924	38,864	76,090	379,243
Average expense \$	117,002	17,846	29,370	64,967	355,825
Average net profit (loss) \$	12,028	4,078	9,494	11,123	23,418
Businesses reporting a profit (No.)	316				
Average sales \$	130,711	21,271	38,984	77,569	385,018
Average expense \$	112,880	14,426	25,442	60,932	350,720
Average net profit \$	17,831	6,845	13,542	16,637	34,298
Businesses reporting a loss (No.)	80				
Average sales \$	121,500	24,487	38,478	70,643	352,391
Average expense \$	133,137	31,281	41,887	79,817	379,561
Average net loss \$	-11,637	-6,794	-3,409	-9,174	-27,170

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

See Table 1 for symbols and notes

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

Ontario, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)					
Businesses in sample (No.)	143											
Low sales value (\$000's)	(1)	(1)										
High sales value (\$000's)	(1)	61	61	169	169			169	482	482		(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	45.5	22.7	49.5	42.8	63.0	74.9	60.7	83.2	65.2	43.5	69.3	
Occupancy expenses	8.2	2.9	22.4	3.5	1.8	89.1	9.2	5.1	23.5	3.5	1.8	
Depreciation	6.1	1.5	19.2	1.1	0.7	66.2	9.3	3.5	52.3	1.2	0.8	
Repairs & maintenance	1.3	0.8	2.5	1.4	0.5	76.2	1.7	2.3	3.4	1.4	0.5	
Heat, light & telephone	0.4	0.2	0.4	0.5	0.4	50.4	0.7	2.2	2.5	0.6	0.4	
Rent	0.4	0.4	0.3	0.4	0.3	38.9	0.9	2.1	1.1	0.8	0.6	
Personnel expenses	14.3	14.5	18.8	14.2	9.4	81.7	17.5	27.0	24.6	14.3	10.0	
Financial expenses	2.7	5.8	1.5	1.9	2.0	91.0	2.9	6.6	1.9	1.9	2.0	
Interest & bank charges	1.5	4.1	0.6	0.9	0.9	72.5	2.1	6.1	1.9	0.9	1.0	
Professional fees	1.1	1.7	0.9	1.0	1.1	89.6	1.3	2.0	1.1	1.0	1.1	
Other expenses	18.0	6.6	13.9	32.8	17.7	100.0	18.0	6.6	13.9	32.8	17.7	
Profit (loss)	11.3	47.5	-6.1	4.8	6.1	100.0	11.3	47.5	-6.1	4.8	6.1	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4011 - Single Family Housing Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	143				
Low sales value (\$000's)	(1)	(1)	61	169	482
High sales value (\$000's)	(1)	61	169	482	(1)
Average (\$000's)					
Assets					
Cash	19	3	5	7	59
Accounts and notes receivable	21	7	4	13	60
Inventory	58	3	4	23	200
Other current assets	28	49	4	13	53
Total current assets	127	62	16	56	371
Fixed assets	54	5	91	30	78
Less: Accum. dep. on fixed assets	23	2	46	9	28
Other assets	21	20	4	5	56
Total assets	179	85	64	82	477
Liabilities and equity					
Current loans	35	13	32	9	82
Other current liabilities	48	1	5	27	153
Total current liabilities	83	14	38	36	235
Mortgages payable	19	16	3	5	50
Long term debt	24	2	2	20	71
Other liabilities	10	-	2	6	33
Total liabilities	136	32	44	67	389
Total equity	43	53	19	15	88

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	112				
Low sales value (\$000's)	(1)	(1)	63	290	665
High sales value (\$000's)	(1)	63	290	665	(1)
Average					
Liquidity ratio					
Current ratio (times)	14.6	65.3	1.4	3.4	2.9
Leverage ratios					
Debt/equity ratio (times)	12.0	0.9	9.8	8.4	26.5
Interest coverage ratio (times)	94.9	-45.5	70.5	237.7	81.9
Debt ratio (times)	2.6	10.4	0.9	0.7	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	76				
Low sales value (\$000's)	(1)	(1)	109	369	695
High sales value (\$000's)	(1)	109	369	695	(1)
Average (\$000's)					
Operating activities					
Cash from operations	25	10	15	22	48
Depreciation	7	4	6	3	15
Other	-12	33	-19	-29	-25
Dividends	-9	-1	-2	-9	-24
Investment activities					
Disposal of fixed assets	10	1	2	2	35
Purchase of fixed assets	-11	-13	-4	-7	-22
Increase in investment	-19	-37	-3	-9	-28
Decrease in investment	15	-	2	30	23
Financing activities					
Increase in long term debt	5	-	-	6	14
Repayment of long term debt	-23	-	-4	-7	-77
Loans from shareholders	20	-	-	3	73
Repayment of loans from shareholders	-8	-	-6	-1	-25
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-1	-	-
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	-1	-3	-15	3	7
Cash & equivalents-Beginning of the year	22	14	8	12	53
Cash & equivalents - End of the year	21	11	-7	15	61

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	2,976	268,478	12,436	369	427
less than 20	2,903	131,408	6,123	363	417
20 - 99	50	37,804	1,743	6	9
100 - 499	18	59,840	2,820	-	1
500 and over	5	39,426	1,750	-	-
1986					
Total	4,259	501,943	19,917	799	...
less than 20	4,129	253,490	10,180	785	...
20 - 99	103	84,929	3,409	12	...
100 - 499	24	101,196	4,009	2	...
500 and over	3	62,328	2,319	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	1,350				
Average sales \$	302,102	41,399	123,493	254,699	788,815
Average expense \$	284,488	36,603	110,353	236,678	754,318
Average net profit (loss) \$	17,614	4,796	13,140	18,021	34,497
Businesses reporting a profit (No.)	1,112				
Average sales \$	295,986	41,852	118,428	249,441	774,221
Average expense \$	266,163	34,687	97,726	220,284	711,953
Average net profit \$	29,823	7,165	20,702	29,157	62,268
Businesses reporting a loss (No.)	238				
Average sales \$	324,177	38,784	138,046	269,430	850,449
Average expense \$	352,533	47,664	146,632	282,603	933,232
Average net loss \$	-28,356	-8,880	-8,586	-13,173	-82,783
1985					
Number of observations in sample	1,137				
Average sales \$	342,471	47,723	139,925	309,254	872,980
Average expense \$	317,360	38,926	134,255	283,138	813,121
Average net profit (loss) \$	25,111	8,797	5,670	26,116	59,859
Businesses reporting a profit (No.)	966				
Average sales \$	347,363	48,259	135,040	313,380	892,772
Average expense \$	312,070	38,239	119,245	279,877	810,917
Average net profit \$	35,293	10,020	15,795	33,503	81,855
Businesses reporting a loss (No.)	171				
Average sales \$	318,007	41,837	151,110	284,497	794,582
Average expense \$	334,913	46,475	168,618	302,706	821,852
Average net loss \$	-16,906	-4,638	-17,508	-18,209	-27,270
1986					
Number of observations in sample	1,259				
Average sales \$	356,087	31,562	120,801	324,471	947,512
Average expense \$	334,361	25,714	112,815	306,887	892,029
Average net profit (loss) \$	21,726	5,848	7,986	17,584	55,483
Businesses reporting a profit (No.)	1,070				
Average sales \$	358,408	31,427	126,469	321,984	953,751
Average expense \$	328,759	18,384	108,056	299,173	889,422
Average net profit \$	29,649	13,043	18,413	22,811	64,329
Businesses reporting a loss (No.)	189				
Average sales \$	344,171	31,833	108,830	338,106	897,913
Average expense \$	356,302	40,405	122,867	349,182	912,755
Average net loss \$	-12,131	-8,572	-14,037	-11,076	-14,842

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Residential Renovation Contractors (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	119					
Low sales value (\$000's)	(1)	(1)	20	56	166	
High sales value (\$000's)	(1)	20	56	166	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	31.0	24.0	30.2	34.0	34.8	80.7	38.4	36.5	38.8	35.0	43.0
Occupancy expenses	9.7	17.6	11.4	7.6	3.5	100.0	9.7	17.6	11.4	7.6	3.5
Depreciation	4.7	9.4	6.4	3.0	0.8	84.8	5.6	15.1	6.9	3.6	0.9
Repairs & maintenance	3.1	5.7	2.7	2.5	1.7	93.7	3.3	6.6	3.0	2.6	1.8
Heat, light & telephone	0.9	0.5	1.6	1.1	0.4	66.6	1.4	1.1	2.4	1.2	0.7
Rent	1.0	1.9	0.7	1.0	0.4	35.1	2.8	6.1	3.0	2.2	1.1
Personnel expenses	15.0	7.3	10.2	20.4	21.4	69.1	21.8	16.7	25.4	22.5	21.5
Financial expenses	3.0	3.4	2.7	4.7	1.5	92.6	3.3	4.0	3.1	4.8	1.6
Interest & bank charges	1.3	1.4	1.9	1.2	0.6	79.7	1.6	2.7	2.3	1.2	0.7
Professional fees	1.8	2.0	0.7	3.5	0.9	82.9	2.1	2.8	1.1	3.8	1.0
Other expenses	24.6	22.9	21.1	25.3	28.9	100.0	24.6	22.9	21.1	25.3	28.9
Profit (loss)	16.6	24.7	24.4	8.1	9.8	100.0	16.6	24.7	24.4	8.1	9.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4013 - Residential Renovation Contractors

Businesses primarily engaged in residential additions, major improvements and repairs, renovation, rehabilitation, retro-fitting and conversions involving more than one trade.

TABLE 2. Balance sheet profile for 1986
Ontario, Residential Renovation Contractors (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	119				
Low sales value (\$000's)	(1)	(1)	20	56	166
High sales value (\$000's)	(1)	20	56	166	(1)
Average (\$000's)					
Assets					
Cash	6	-	-	2	20
Accounts and notes receivable	9	-	-	2	33
Inventory	2	-	-	1	7
Other current assets	15	-	-	1	56
Total current assets	33	-	-	5	116
Fixed assets	12	-	1	10	34
Less: Accum. dep. on fixed assets	3	-	-	5	8
Other assets	3	-	-	-	9
Total assets	44	-	1	10	152
Liabilities and equity					
Current loans	5	-	-	3	13
Other current liabilities	10	-	-	4	32
Total current liabilities	14	-	1	8	46
Mortgages payable	2	-	-	-	7
Long term debt	2	-	1	2	6
Other liabilities	-	-	-	-	-
Total liabilities	19	-	1	10	59
Total equity	25	-	-	-	93

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Ontario, Residential Renovation Contractors (SIC 4013)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	68				
Low sales value (\$000's)	(1)	(1)	118	170	336
High sales value (\$000's)	(1)	118	170	336	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.8	2.2	0.9	5.8	1.5
Leverage ratios					
Debt/equity ratio (times)	66.7	10.4	-4.4	-2.3	258.8
Interest coverage ratio (times)	28.8	10.4	15.8	22.3	67.1
Debt ratio (times)	0.8	1.4	0.9	0.3	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Residential Renovation Contractors (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	33				
Low sales value (\$000's)	(1)	(1)	149	157	218
High sales value (\$000's)	(1)	149	157	218	(1)
Average (\$000's)					
Operating activities					
Cash from operations	17	-8	-5	14	43
Depreciation	3	1	3	-	5
Other	-3	1	43	-33	-11
Dividends	-14	-	-50	-7	-8
Investment activities					
Disposal of fixed assets	6	21	-	8	1
Purchase of fixed assets	-2	-1	-	-1	-4
Increase in investment	-1	-	-	-3	-1
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	-	-	-	-	-
Repayment of long term debt	-1	-	-	-	-4
Loans from shareholders	-	1	-	-	1
Repayment of loans from shareholders	-4	-	-	-1	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-	-	-	-
Other	-7	-19	-6	-	-4
Increase(decrease) in cash & equivalents	-4	-4	-15	-22	12
Cash & equivalents-Beginning of the year	25	-1	23	61	17
Cash & equivalents - End of the year	20	-5	7	39	29

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Residential Renovation Contractors (SIC 4013)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,273	39,584	1,850	295	297
less than 20	1,269	38,508	1,800	291	295
20 - 99	4	1,076	50	4	2
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	2,372	100,941	4,054	712	...
less than 20	2,363	93,956	3,774	712	...
20 - 99	9	6,985	280	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Residential Renovation Contractors (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	908				
Average sales \$	98,518	16,390	32,034	69,283	276,363
Average expense \$	87,456	12,585	25,894	54,245	257,101
Average net profit (loss) \$	11,062	3,805	6,140	15,038	19,262
Businesses reporting a profit (No.)	806				
Average sales \$	96,869	16,780	31,101	69,847	269,748
Average expense \$	82,441	11,042	22,907	52,686	243,130
Average net profit \$	14,428	5,738	8,194	17,161	26,618
Businesses reporting a loss (No.)	102				
Average sales \$	105,989	14,757	37,016	62,972	309,210
Average expense \$	114,764	19,037	41,843	71,703	326,471
Average net loss \$	-8,775	-4,280	-4,827	-8,731	-17,261
1985					
Number of observations in sample	1,005				
Average sales \$	111,513	16,121	38,136	85,750	306,043
Average expense \$	99,870	13,536	29,766	72,638	283,539
Average net profit (loss) \$	11,643	2,585	8,370	13,112	22,504
Businesses reporting a profit (No.)	889				
Average sales \$	113,393	16,822	38,204	86,315	312,230
Average expense \$	99,150	11,989	27,541	71,916	285,152
Average net profit \$	14,243	4,833	10,663	14,399	27,078
Businesses reporting a loss (No.)	116				
Average sales \$	97,656	14,107	37,720	76,842	261,953
Average expense \$	104,376	17,975	43,451	84,034	272,044
Average net loss \$	-6,720	-3,868	-5,731	-7,192	-10,091
1986					
Number of observations in sample	1,088				
Average sales \$	127,681	16,423	38,795	98,955	356,549
Average expense \$	116,035	11,681	30,169	85,102	337,188
Average net profit (loss) \$	11,646	4,742	8,626	13,853	19,361
Businesses reporting a profit (No.)	885				
Average sales \$	135,036	16,814	38,987	98,003	386,339
Average expense \$	117,296	8,642	27,231	80,933	352,377
Average net profit \$	17,740	8,172	11,756	17,070	33,962
Businesses reporting a loss (No.)	203				
Average sales \$	108,532	15,579	37,906	105,375	275,269
Average expense \$	117,751	18,244	43,800	113,216	295,743
Average net loss \$	-9,219	-2,665	-5,894	-7,841	-20,474

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Excavating and Grading Contractors (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)							
Businesses in sample (No.)	96													
Low sales value (\$000's)	(1)	(1)	13											
High sales value (\$000's)	(1)	13	84											
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only (3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	8.1	-	7.3	2.7	19.1	35.1	23.1	-	24.6	11.0	26.5			
Occupancy expenses	27.5	27.2	31.8	30.4	18.3	100.0	27.5	27.2	31.8	30.4	18.3			
Depreciation	13.1	20.1	16.4	8.2	8.8	99.7	13.1	20.1	16.4	9.2	8.9			
Repairs & maintenance	7.9	4.7	3.2	16.1	7.9	76.0	10.4	4.7	9.5	16.1	7.9			
Heat, light & telephone	4.9	1.9	10.8	2.0	0.9	95.5	5.1	1.9	11.0	2.4	0.9			
Rent	1.6	0.5	1.4	3.1	0.7	60.9	2.6	0.5	3.0	4.2	1.6			
Personnel expenses	17.9	-	10.9	28.3	26.5	71.1	25.2	-	19.3	28.3	26.8			
Financial expenses	8.8	28.0	7.7	3.0	6.3	100.0	8.8	28.0	7.7	3.0	6.3			
Interest & bank charges	5.9	26.1	4.6	1.2	2.1	97.5	6.0	26.1	4.9	1.2	2.1			
Professional fees	2.9	1.9	3.2	1.8	4.2	98.4	2.9	1.9	3.3	1.8	4.2			
Other expenses	28.9	65.0	23.5	23.2	23.8	100.0	28.9	65.0	23.5	23.2	23.8			
Profit (loss)	8.8	-20.2	18.7	12.3	6.1	89.0	9.9	-20.2	27.0	12.3	6.1			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4214 - Excavating and Grading Contractors
Businesses primarily engaged in construction site excavating and grading.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	96				
Low sales value (\$000's)	(1)	(1)	13	84	172
High sales value (\$000's)	(1)	13	84	172	(1)
Average (\$000's)					
Assets					
Cash	16	-	-	8	55
Accounts and notes receivable	25	-	4	8	88
Inventory	3	-	-	-	11
Other current assets	5	-	-	1	18
Total current assets	49	-	4	17	173
Fixed assets	105	-	14	46	351
Less: Accum. dep. on fixed assets	68	-	6	27	234
Other assets	19	-	-	-	77
Total assets	106	-	12	37	367
Liabilities and equity					
Current loans	14	-	-	2	53
Other current liabilities	22	-	1	12	74
Total current liabilities	36	-	1	14	127
Mortgages payable	1	-	-	-	5
Long term debt	35	-	10	4	120
Other liabilities	4	-	-	2	13
Total liabilities	75	-	11	19	265
Total equity	31	-	1	18	102

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	66				
Low sales value (\$000's)	(1)	(1)	87	258	648
High sales value (\$000's)	(1)	87	258	648	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.5	1.0	1.8	1.1	2.0
Leverage ratios					
Debt/equity ratio (times)	122.5	-2.7	-31.8	5.4	...
Interest coverage ratio (times)	117.9	47.3	...	6.5	6.4
Debt ratio (times)	0.8	0.8	0.9	0.8	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	(1)	185	267	600
High sales value (\$000's)	(1)	185	267	600	(1)
Average (\$000's)					
Operating activities					
Cash from operations	25	6	2	36	43
Depreciation	34	3	14	39	66
Other	-8	-4	22	-12	-28
Dividends	-5	-	-	-13	-2
Investment activities					
Disposal of fixed assets	20	1	14	3	61
Purchase of fixed assets	-76	-3	-68	-67	-148
Increase in investment	-1	-	-	-2	-2
Decrease in investment	-	-	-	1	-
Financing activities					
Increase in long term debt	29	-	46	18	52
Repayment of long term debt	-14	-3	-14	-2	-39
Loans from shareholders	2	-	8	1	2
Repayment of loans from shareholders	-4	-1	-14	-2	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-1	-
Other	-5	-	-17	-2	-3
Increase(decrease) in cash & equivalents	-2	-1	-6	-3	1
Cash & equivalents-Beginning of the year	27	3	15	14	70
Cash & equivalents - End of the year	24	2	9	11	71

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	743	61,944	2,575	105	112
less than 20	725	46,047	1,912	104	110
20 - 99	17	X	527	1	1
100 - 499	1	X	136	-	1
500 and over	-	-	-	-	-
1986					
Total	1,126	129,093	4,930	219	...
less than 20	1,075	76,521	2,919	215	...
20 - 99	47	39,872	1,526	4	...
100 - 499	4	12,700	485	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Excavating and Grading Contractors (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	869				
Average sales \$	139,332	14,994	34,604	83,304	424,427
Average expense \$	123,439	9,761	23,466	68,811	391,718
Average net profit (loss) \$	15,893	5,233	11,138	14,493	32,709
Businesses reporting a profit (No.)	758				
Average sales \$	137,791	15,022	34,435	82,618	419,089
Average expense \$	117,175	7,653	22,186	65,786	373,074
Average net profit \$	20,616	7,369	12,249	16,832	46,015
Businesses reporting a loss (No.)	111				
Average sales \$	149,775	14,871	36,996	91,089	456,145
Average expense \$	166,513	18,849	41,584	103,116	502,502
Average net loss \$	-16,738	-3,978	-4,588	-12,027	-46,357
1985					
Number of observations in sample	915				
Average sales \$	131,156	16,819	36,996	84,409	386,400
Average expense \$	113,541	11,272	26,726	70,173	345,991
Average net profit (loss) \$	17,615	5,547	10,270	14,236	40,409
Businesses reporting a profit (No.)	800				
Average sales \$	128,636	16,591	37,550	85,306	375,096
Average expense \$	106,566	7,250	25,800	68,881	324,331
Average net profit \$	22,070	9,341	11,750	16,425	50,765
Businesses reporting a loss (No.)	115				
Average sales \$	144,472	17,334	31,597	73,997	454,959
Average expense \$	154,656	20,354	35,747	85,165	477,359
Average net loss \$	-10,184	-3,020	-4,150	-11,168	-22,400
1986					
Number of observations in sample	873				
Average sales \$	170,305	16,610	45,634	106,896	512,078
Average expense \$	153,993	12,179	31,515	92,131	480,147
Average net profit (loss) \$	16,312	4,431	14,119	14,765	31,931
Businesses reporting a profit (No.)	739				
Average sales \$	168,830	16,705	45,630	107,902	505,083
Average expense \$	146,639	9,419	28,461	88,559	460,115
Average net profit \$	22,191	7,286	17,169	19,343	44,968
Businesses reporting a loss (No.)	134				
Average sales \$	178,285	16,311	45,663	101,759	549,405
Average expense \$	193,148	20,868	54,300	110,373	587,050
Average net loss \$	-14,863	-4,557	-8,637	-8,614	-37,645

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

See Table 1 for symbols and notes

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

Ontario, Landscape Contractors (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Businesses in sample (No.)	95	(1)	16	52	126						
Low sales value (\$000's)	(1)	(1)	16	52	126						
High sales value (\$000's)	(1)	(1)	16	52	126						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.1	41.4	26.9	14.4	33.3	86.8	33.5	41.4	41.6	16.4	34.0
Occupancy expenses	16.5	29.5	11.2	19.2	9.9	100.0	16.5	29.5	11.2	19.2	9.9
Depreciation	5.7	12.4	4.8	4.4	2.4	92.5	6.1	12.4	5.6	5.3	2.4
Repairs & maintenance	7.3	11.7	5.0	11.6	3.1	96.6	7.6	13.3	5.0	11.6	3.1
Heat, light & telephone	1.6	0.5	0.6	0.7	4.0	70.3	2.3	1.3	0.9	1.0	4.4
Rent	1.9	4.9	0.7	2.5	0.4	34.9	5.5	20.5	3.4	3.8	1.1
Personnel expenses	22.0	7.1	18.6	24.3	34.9	79.8	27.6	13.5	26.6	24.3	36.8
Financial expenses	2.9	6.4	1.1	3.2	1.8	89.4	3.3	6.4	1.7	3.4	1.8
Interest & bank charges	2.2	5.8	0.5	2.2	1.3	78.5	2.8	8.7	1.0	2.4	1.3
Professional fees	0.7	0.6	0.6	1.0	0.5	69.1	1.0	1.0	1.3	1.5	0.6
Other expenses	17.0	13.3	19.2	19.6	15.4	100.0	17.0	13.3	19.2	19.6	15.4
Profit (loss)	12.5	2.3	22.9	19.3	4.7	100.0	12.5	2.3	22.9	19.3	4.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4219 - Landscape Contractors

Businesses primarily engaged in site work involving the purchase and installation of nursery stock and sod.

TABLE 2. Balance sheet profile for 1986

Ontario, Landscape Contractors (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	95				
Low sales value (\$000's)	(1)	(1)	16	52	126
High sales value (\$000's)	(1)	16	52	126	(1)
Average (\$000's)					
Assets					
Cash	3	-	1	1	9
Accounts and notes receivable	8	-	-	1	27
Inventory	3	-	-	-	10
Other current assets	1	-	-	1	1
Total current assets	15	-	2	3	47
Fixed assets	24	6	3	12	68
Less: Accum. dep. on fixed assets	12	1	1	4	35
Other assets	2	-	-	-	5
Total assets	29	5	4	11	85
Liabilities and equity					
Current loans	7	-	1	1	24
Other current liabilities	8	1	-	1	27
Total current liabilities	15	1	1	2	51
Mortgages payable	-	-	-	-	1
Long term debt	7	3	-	3	20
Other liabilities	1	1	-	1	1
Total liabilities	23	4	1	5	72
Total equity	6	1	3	6	13

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

See Table 1 for symbols and notes.

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

Ontario, Landscape Contractors (SIC 4219)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	(1)	73	143	382
High sales value (\$000's)	(1)	73	143	382	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.4	0.2	5.5	1.2	1.7
Leverage ratios					
Debt/equity ratio (times)	148.8	...	2.8	-1.4	-1.3
Interest coverage ratio (times)	5.7	-1.2	12.4	2.3	6.6
Debt ratio (times)	0.9	1.6	0.8	0.8	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Landscape Contractors (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	24	--	--	--	--
Other	23	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	4	--	--	--	--
Purchase of fixed assets	-52	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	15	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-15	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-2	--	--	--	--
Increase(decrease) in cash & equivalents	-1	--	--	--	--
Cash & equivalents-Beginning of the year	-4	--	--	--	--
Cash & equivalents - End of the year	-5	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Landscape Contractors (SIC 4219)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	786	52,494	2,192	128	177
less than 20	779	33,673	1,409	128	176
20 - 99	6	X	230	-	1
100 - 499	-	-	-	-	-
500 and over	1	X	553	-	-
1986					
Total	1,346	92,580	3,549	309	...
less than 20	1,331	67,525	2,592	307	...
20 - 99	14	X	390	2	...
100 - 499	-	-	-	-	...
500 and over	1	X	567	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Landscape Contractors (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	534				
Average sales \$	115,411	17,420	42,306	85,790	316,126
Average expense \$	104,392	13,092	32,971	69,781	301,724
Average net profit (loss) \$	11,019	4,328	9,335	16,009	14,402
Businesses reporting a profit (No.)	479				
Average sales \$	112,442	18,096	43,234	85,889	302,548
Average expense \$	96,844	12,609	31,234	67,662	275,871
Average net profit \$	15,598	5,487	12,000	18,227	26,677
Businesses reporting a loss (No.)	55				
Average sales \$	122,546	13,308	37,299	84,772	354,805
Average expense \$	131,297	16,028	42,347	91,442	375,371
Average net loss \$	-8,751	-2,720	-5,048	-6,670	-20,566
1985					
Number of observations in sample	540				
Average sales \$	131,361	17,300	36,406	84,788	386,950
Average expense \$	115,497	14,254	27,741	73,117	346,877
Average net profit (loss) \$	15,864	3,046	8,665	11,671	40,073
Businesses reporting a profit (No.)	482				
Average sales \$	127,674	18,111	36,697	85,194	370,693
Average expense \$	107,867	13,112	25,676	68,357	324,323
Average net profit \$	19,807	4,999	11,021	16,837	46,370
Businesses reporting a loss (No.)	58				
Average sales \$	167,808	13,083	34,665	83,184	540,298
Average expense \$	177,955	20,193	40,059	91,940	559,629
Average net loss \$	-10,147	-7,110	-5,394	-8,756	-19,331
1986					
Number of observations in sample	553				
Average sales \$	115,867	13,867	34,326	82,050	333,225
Average expense \$	105,014	11,288	26,598	67,530	314,638
Average net profit (loss) \$	10,853	2,579	7,728	14,520	18,587
Businesses reporting a profit (No.)	480				
Average sales \$	110,878	14,415	34,013	81,608	313,475
Average expense \$	97,146	10,155	25,251	65,425	287,751
Average net profit \$	13,732	4,260	8,762	16,183	25,724
Businesses reporting a loss (No.)	73				
Average sales \$	143,627	12,159	38,122	87,694	436,532
Average expense \$	151,869	14,824	42,941	94,436	455,273
Average net loss \$	-8,242	-2,665	-4,819	-6,742	-18,741

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Masonry Contractors (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)					
Businesses in sample (No.)	90											
Low sales value (\$000's)	(1)	(1)	26	77	169							(1)
High sales value (\$000's)	(1)	26	77	169	(1)							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	8.3	5.1	1.6	9.0	17.5	54.7	15.1	12.0	5.4	14.7	20.8	
Occupancy expenses	10.3	27.2	9.7	4.3	5.4	100.0	10.3	27.2	9.7	4.3	5.4	
Depreciation	3.6	13.9	1.1	1.0	2.2	91.1	4.0	13.9	1.4	1.0	2.3	
Repairs & maintenance	5.6	11.3	7.3	3.1	2.9	98.5	5.7	11.3	7.3	3.2	2.3	
Heat, light & telephone	0.5	1.1	0.6	0.1	0.4	49.0	1.0	2.5	0.8	1.0	0.6	
Rent	0.6	0.9	0.8	0.1	0.5	30.8	1.9	7.8	2.1	1.0	1.0	
Personnel expenses	40.0	14.5	20.4	60.0	59.1	77.9	51.4	34.1	34.0	60.0	59.2	
Financial expenses	1.7	2.4	0.9	2.5	1.4	97.2	1.8	2.7	0.9	2.5	1.4	
Interest & bank charges	0.5	0.9	0.2	0.2	0.9	88.3	0.6	2.2	0.2	0.2	0.9	
Professional fees	1.2	1.5	0.7	2.3	0.5	95.8	1.3	1.7	0.7	2.3	0.5	
Other expenses	15.2	16.8	20.8	13.6	9.3	100.0	15.2	16.8	20.8	13.6	9.3	
Profit (loss)	24.5	34.0	46.6	10.6	7.2	97.6	25.1	34.0	46.6	11.6	7.2	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4231 - Masonry Contractors

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

TABLE 2. Balance sheet profile for 1986

Ontario, Masonry Contractors (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	90				
Low sales value (\$000's)	(1)	(1)	26	77	169
High sales value (\$000's)	(1)	26	77	169	(1)
Average (\$000's)					
Assets					
Cash	10	4	2	5	30
Accounts and notes receivable	17	-	-	2	66
Inventory	2	-	-	1	7
Other current assets	3	-	-	1	10
Total current assets	32	4	2	9	113
Fixed assets	30	59	1	7	68
Less: Accum. dep. on fixed assets	9	16	1	2	21
Other assets	3	6	-	-	6
Total assets	56	53	2	15	166
Liabilities and equity					
Current loans	9	2	-	9	25
Other current liabilities	18	2	-	5	64
Total current liabilities	27	3	1	14	89
Mortgages payable	2	10	-	-	-
Long term debt	8	-	-	1	32
Other liabilities	-	-	-	-	1
Total liabilities	37	13	1	15	121
Total equity	19	40	2	-	45

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

See Table 1 for symbols and notes.

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

Ontario, Masonry Contractors (SIC 4231)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	58				
Low sales value (\$000's)	(1)	(1)	120	212	389
High sales value (\$000's)	(1)	120	212	389	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.2	2.3	0.9	1.2	1.4
Leverage ratios					
Debt/equity ratio (times)	32.9	...	-19.4	3.0	-2.2
Interest coverage ratio (times)	-10.0	0.5	-149.9	25.0	105.4
Debt ratio (times)	1.0	1.0	1.5	0.7	0.9

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Masonry Contractors (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	22	--	--	--	--
Depreciation	7	--	--	--	--
Other	-30	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-18	--	--	--	--
Increase in investment	-6	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	36	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	10	--	--	--	--
Cash & equivalents-Beginning of the year	28	--	--	--	--
Cash & equivalents - End of the year	38	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Masonry Contractors (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	977	118,125	4,931	170	188
less than 20	917	56,026	2,335	167	181
20 - 99	55	48,626	2,035	3	5
100 - 499	5	13,473	561	-	2
500 and over	-	-	-	-	-
1986					
Total	1,724	265,022	10,150	490	...
less than 20	1,589	110,644	4,233	462	...
20 - 99	123	111,697	4,285	28	...
100 - 499	12	42,681	1,632	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Masonry Contractors (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	660				
Average sales \$	131,932	18,184	42,505	84,912	382,128
Average expense \$	115,006	12,580	29,050	66,934	351,459
Average net profit (loss) \$	16,926	5,604	13,455	17,978	30,669
Businesses reporting a profit (No.)	606				
Average sales \$	131,676	18,542	42,357	85,096	380,707
Average expense \$	111,326	11,255	27,628	66,060	340,362
Average net profit \$	20,350	7,287	14,729	19,036	40,345
Businesses reporting a loss (No.)	54				
Average sales \$	132,548	16,160	44,405	80,835	388,793
Average expense \$	139,288	20,071	47,285	86,257	403,538
Average net loss \$	-6,740	-3,911	-2,880	-5,422	-14,745
1985					
Number of observations in sample	667				
Average sales \$	156,242	18,162	45,548	102,117	459,142
Average expense \$	138,365	10,841	32,596	81,159	428,864
Average net profit (loss) \$	17,877	7,321	12,952	20,958	30,278
Businesses reporting a profit (No.)	620				
Average sales \$	147,744	18,126	45,553	102,158	425,137
Average expense \$	127,011	8,900	32,256	79,377	387,509
Average net profit \$	20,733	9,226	13,297	22,781	37,628
Businesses reporting a loss (No.)	47				
Average sales \$	223,374	18,374	45,230	101,531	728,362
Average expense \$	234,226	22,372	51,657	106,594	756,282
Average net loss \$	-10,852	-3,998	-6,427	-5,063	-27,920
1986					
Number of observations in sample	727				
Average sales \$	176,671	24,403	59,487	126,224	496,571
Average expense \$	151,950	16,438	41,183	103,009	447,209
Average net profit (loss) \$	24,711	7,965	18,304	23,215	49,362
Businesses reporting a profit (No.)	647				
Average sales \$	181,819	24,379	59,252	124,995	518,651
Average expense \$	150,310	14,011	36,631	94,066	456,532
Average net profit \$	31,509	10,368	22,621	30,929	62,119
Businesses reporting a loss (No.)	80				
Average sales \$	153,264	24,506	60,701	131,433	396,415
Average expense \$	159,427	27,193	64,683	140,914	404,917
Average net loss \$	-6,163	-2,687	-3,982	-9,481	-8,502

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Plumbing Contractors (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	85					
Low sales value (\$000's)	(1)	(1)	40	89	238	238
High sales value (\$000's)	(1)	40	89	238	(1)	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.6	34.5	33.8	35.9	49.1	91.8	42.1	49.0	33.9	36.2	50.4
Occupancy expenses	8.0	11.9	9.6	5.9	5.0	100.0	8.0	11.9	9.6	5.9	5.0
Depreciation	2.2	3.4	3.1	1.0	1.5	91.2	2.4	4.8	3.3	1.0	1.5
Repairs & maintenance	3.3	6.2	3.1	2.5	1.4	98.0	3.3	6.2	3.1	2.5	1.5
Heat, light & telephone	1.4	0.7	2.9	1.0	1.0	86.3	1.6	1.2	2.9	1.1	1.1
Rent	1.2	1.7	0.5	1.4	1.1	52.0	2.3	5.6	2.1	2.0	1.3
Personnel expenses	16.5	1.6	13.7	19.3	30.2	81.9	20.2	5.5	13.9	19.3	30.2
Financial expenses	1.7	1.9	3.4	0.8	1.0	95.4	1.8	2.2	3.5	0.8	1.0
Interest & bank charges	0.5	0.6	0.8	0.2	0.4	78.0	0.6	0.8	0.8	0.4	0.4
Professional fees	1.2	1.3	2.6	0.6	0.5	93.5	1.3	1.5	2.8	0.7	0.5
Other expenses	13.5	16.7	15.9	8.7	13.1	100.0	13.5	16.7	15.9	8.7	13.1
Profit (loss)	21.7	33.4	23.5	29.4	1.7	92.4	23.4	48.2	23.5	29.4	1.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4241 - Plumbing Contractors

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

TABLE 2. Balance sheet profile for 1986

Ontario, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	85				
Low sales value (\$000's)	(1)	(1)	40	89	238
High sales value (\$000's)	(1)	40	89	238	(1)
Average (\$000's)					
Assets					
Cash	14	1	4	28	21
Accounts and notes receivable	30	3	6	24	82
Inventory	8	1	1	-	29
Other current assets	4	-	-	-	14
Total current assets	56	4	10	53	146
Fixed assets	24	7	10	8	68
Less: Accum. dep. on fixed assets	11	1	3	4	33
Other assets	10	-	1	-	38
Total assets	79	10	18	57	219
Liabilities and equity					
Current loans	4	-	3	1	13
Other current liabilities	33	8	2	28	88
Total current liabilities	38	8	6	28	101
Mortgages payable	-	-	-	-	-
Long term debt	10	-	4	-	34
Other liabilities	-	-	-	-	1
Total liabilities	48	8	10	29	136
Total equity	32	1	9	28	83

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

See Table 1 for symbols and notes.

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

Ontario, Plumbing Contractors (SIC 4241)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	62				
Low sales value (\$000's)	(1)	(1)	106	237	431
High sales value (\$000's)	(1)	106	237	431	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.6	0.7	2.0	1.5	2.0
Leverage ratios					
Debt/equity ratio (times)	21.4	78.7	-4.7	9.2	5.0
Interest coverage ratio (times)	43.9	5.1	5.1	71.7	48.4
Debt ratio (times)	0.8	1.2	0.5	0.8	0.6

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	106	232	438
High sales value (\$000's)	(1)	106	232	438	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	11	3	2	14	25
Depreciation	5	2	3	4	10
Other	6	4	24	12	-14
Dividends	-6	-1	-	-18	-7
Investment activities					
Disposal of fixed assets	1	-	2	-	3
Purchase of fixed assets	-7	-1	-1	-5	-20
Increase in investment	-19	-	-15	-	-55
Decrease in investment	1	-	-	-	2
Financing activities					
Increase in long term debt	1	-	-	1	1
Repayment of long term debt	-1	-	-1	-1	-2
Loans from shareholders	2	1	-	4	3
Repayment of loans from shareholders	-9	-3	-	-1	-28
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-1	-	-	-2
Other	23	-	-3	-2	88
Increase(decrease) in cash & equivalents	7	5	9	10	5
Cash & equivalents—Beginning of the year	9	-2	3	10	25
Cash & equivalents - End of the year	16	3	12	20	29

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

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

Ontario, Plumbing Contractors (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,107	153,491	6,396	109	172
less than 20	1,059	69,814	2,913	107	171
20 - 99	41	33,519	1,395	2	1
100 - 499	6	X	1,514	-	-
500 and over	1	X	574	-	-
1986					
Total	1,591	259,740	9,938	264	...
less than 20	1,517	111,192	4,257	259	...
20 - 99	64	65,332	2,499	4	...
100 - 499	8	X	1,436	1	...
500 and over	2	X	1,746	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	934				
Average sales \$	157,910	24,134	61,601	119,323	426,583
Average expense \$	144,150	18,250	50,289	106,334	401,726
Average net profit (loss) \$	13,760	5,884	11,312	12,989	24,857
Businesses reporting a profit (No.)	823				
Average sales \$	154,078	25,292	61,283	118,867	410,870
Average expense \$	134,145	16,767	48,776	103,655	367,381
Average net profit \$	19,933	8,525	12,507	15,212	43,489
Businesses reporting a loss (No.)	111				
Average sales \$	169,893	20,059	67,101	124,582	467,828
Average expense \$	182,255	23,464	76,443	137,232	491,879
Average net loss \$	-12,362	-3,405	-9,342	-12,650	-24,051
1985					
Number of observations in sample	947				
Average sales \$	179,261	25,793	67,482	142,960	480,807
Average expense \$	162,697	19,228	55,794	122,226	453,539
Average net profit (loss) \$	16,564	6,565	11,688	20,734	27,268
Businesses reporting a profit (No.)	833				
Average sales \$	179,851	26,835	67,238	143,325	482,005
Average expense \$	159,921	18,753	54,015	118,882	448,038
Average net profit \$	19,930	8,082	13,223	24,443	33,970
Businesses reporting a loss (No.)	114				
Average sales \$	175,583	18,861	70,343	139,681	473,447
Average expense \$	184,655	22,384	76,601	152,262	487,371
Average net loss \$	-9,072	-3,523	-6,258	-12,581	-13,924
1986					
Number of observations in sample	891				
Average sales \$	201,538	23,689	60,134	138,119	584,208
Average expense \$	186,779	17,591	48,201	122,255	559,070
Average net profit (loss) \$	14,759	6,098	11,933	15,864	25,138
Businesses reporting a profit (No.)	767				
Average sales \$	202,695	24,339	62,869	135,519	588,052
Average expense \$	183,509	16,461	48,266	115,785	553,523
Average net profit \$	19,186	7,878	14,603	19,734	34,529
Businesses reporting a loss (No.)	124				
Average sales \$	196,241	19,861	45,322	154,162	565,619
Average expense \$	205,039	24,245	47,845	162,169	585,896
Average net loss \$	-8,798	-4,384	-2,523	-8,007	-20,277

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

See Table 1 for symbols and notes

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

Ontario, Electrical Contractors (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	121										
Low sales value (\$000's)	(1)	(1)									262
High sales value (\$000's)	(1)	40							125	262	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.2	29.5	32.2	20.1	45.3	78.2	41.2	53.8	33.4	37.6	45.3
Occupancy expenses	11.7	20.9	12.6	8.5	6.1	100.0	11.7	20.9	12.6	8.5	6.1
Depreciation	4.0	9.2	3.5	1.8	2.2	92.9	4.3	11.2	3.9	1.8	2.3
Repairs & maintenance	4.6	7.3	5.8	3.4	2.1	97.7	4.7	7.8	5.8	3.4	2.2
Heat, light & telephone	1.4	1.5	1.5	1.8	0.8	81.0	1.7	2.7	1.9	1.8	0.9
Rent	1.7	2.8	1.9	1.4	1.0	49.4	3.5	18.4	3.8	2.4	1.4
Personnel expenses	17.0	2.4	4.9	29.5	30.3	75.8	22.4	13.4	6.2	30.5	30.4
Financial expenses	5.3	4.3	12.0	2.3	1.8	89.4	6.0	6.8	13.2	2.3	1.8
Interest & bank charges	1.2	0.6	2.3	1.0	0.5	81.3	1.5	1.6	2.6	1.1	0.6
Professional fees	4.1	3.6	9.7	1.3	1.3	84.5	4.9	8.8	10.7	1.3	1.3
Other expenses	19.2	24.4	19.4	25.9	8.8	100.0	19.2	24.4	19.4	25.9	8.8
Profit (loss)	14.6	18.5	19.0	13.6	7.7	100.0	14.6	18.5	19.0	13.6	7.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4261- Electrical Contractors

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

TABLE 2. Balance sheet profile for 1986

Ontario, Electrical Contractors (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	121				
Low sales value (\$000's)	(1)	(1)	40	125	262
High sales value (\$000's)	(1)	40	125	262	(1)
Average (\$000's)					
Assets					
Cash	14	1	1	6	47
Accounts and notes receivable	27	-	2	20	81
Inventory	11	-	1	1	39
Other current assets	6	-	-	16	9
Total current assets	58	2	3	42	177
Fixed assets	34	2	5	34	93
Less: Accum. dep. on fixed assets	14	-	1	16	38
Other assets	3	-	-	2	10
Total assets	82	3	7	62	241
Liabilities and equity					
Current loans	8	1	2	3	24
Other current liabilities	29	1	2	23	86
Total current liabilities	37	3	3	26	109
Mortgages payable	2	-	-	-	6
Long term debt	12	1	2	10	33
Other liabilities	2	-	-	-	7
Total liabilities	52	4	6	36	155
Total equity	29	-1	1	26	86

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

See Table 1 for symbols and notes.

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

Ontario, Electrical Contractors (SIC 4261)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	82				
Low sales value (\$000's)	(1)	(1)	125	220	402
High sales value (\$000's)	(1)	125	220	402	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.8	0.9	2.2	1.8	2.2
Leverage ratios					
Debt/equity ratio (times)	9.9	-2.4	1.6	6.3	32.8
Interest coverage ratio (times)	50.0	14.0	63.6	37.3	81.5
Debt ratio (times)	1.0	2.1	0.7	0.7	0.6

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Electrical Contractors (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	67				
Low sales value (\$000's)	(1)	(1)	91	269	402
High sales value (\$000's)	(1)	91	269	402	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	9	2	8	-9	35
Depreciation	8	2	4	11	13
Other	1	-5	11	10	-10
Dividends	-6	-1	-7	-5	-9
Investment activities					
Disposal of fixed assets	1	-	-	2	1
Purchase of fixed assets	-15	-10	-2	-27	-18
Increase in investment	-1	-	-5	-	-1
Decrease in investment	-	-	-	-	1
Financing activities					
Increase in long term debt	3	7	-	1	3
Repayment of long term debt	-6	-	-10	-12	-3
Loans from shareholders	7	8	-	13	6
Repayment of loans from shareholders	-1	-	-1	-1	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-1	-	-	-2	-1
Increase(decrease) in cash & equivalents	-	4	-1	-17	14
Cash & equivalents-Beginning of the year	19	-	-1	56	16
Cash & equivalents - End of the year	19	4	-1	39	29

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Electrical Contractors (SIC 4261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	4,387	580,626	24,370	348	416
less than 20	4,240	226,006	9,578	343	408
20 - 99	111	94,817	3,941	4	7
100 - 499	28	108,920	4,569	1	1
500 and over	8	150,883	6,282	-	-
1986					
Total	5,074	809,990	31,159	554	...
less than 20	4,852	339,879	13,130	546	...
20 - 99	182	168,082	6,458	5	...
100 - 499	32	137,141	5,264	3	...
500 and over	8	164,888	6,307	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	1,367				
Average sales \$	196,049	22,724	55,122	132,945	573,405
Average expense \$	177,971	17,232	46,504	114,726	533,420
Average net profit (loss) \$	18,078	5,492	8,618	18,219	39,985
Businesses reporting a profit (No.)	1,195				
Average sales \$	193,285	23,875	55,091	132,745	561,428
Average expense \$	170,722	16,603	42,860	111,562	511,863
Average net profit \$	22,563	7,272	12,231	21,183	49,565
Businesses reporting a loss (No.)	172				
Average sales \$	218,914	16,902	55,235	134,745	668,774
Average expense \$	232,115	20,413	59,793	143,161	705,091
Average net loss \$	-13,201	-3,511	-4,558	-8,416	-36,317
1985					
Number of observations in sample	1,351				
Average sales \$	204,006	22,732	66,254	153,868	573,171
Average expense \$	187,676	18,245	53,878	137,566	541,015
Average net profit (loss) \$	16,330	4,487	12,376	16,302	32,156
Businesses reporting a profit (No.)	1,187				
Average sales \$	209,384	22,980	66,225	153,059	595,270
Average expense \$	186,491	14,998	52,172	131,186	547,636
Average net profit \$	22,893	7,982	14,053	21,873	47,634
Businesses reporting a loss (No.)	164				
Average sales \$	186,179	22,196	66,613	159,081	496,824
Average expense \$	199,264	25,258	74,877	178,679	518,242
Average net loss \$	-13,085	-3,062	-8,264	-19,598	-21,418
1986					
Number of observations in sample	1,258				
Average sales \$	214,414	23,370	69,658	172,486	592,140
Average expense \$	200,388	17,131	58,762	158,060	567,600
Average net profit (loss) \$	14,026	6,239	10,896	14,426	24,540
Businesses reporting a profit (No.)	1,046				
Average sales \$	210,262	24,385	69,813	168,994	577,856
Average expense \$	185,523	14,887	54,377	148,463	524,364
Average net profit \$	24,739	9,498	15,436	20,531	53,492
Businesses reporting a loss (No.)	212				
Average sales \$	231,710	19,653	69,077	187,547	650,562
Average expense \$	261,117	25,351	75,213	199,461	744,442
Average net loss \$	-29,407	-5,698	-6,136	-11,914	-93,880

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

See Table 1 for symbols and notes

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

Ontario, Drywall Installation Contractors (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)					
Businesses in sample (No.)	69											
Low sales value (\$000's)	(1)	(1)										
High sales value (\$000's)	(1)	23	23	35	35			49	49			(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	8.9	-	13.9	-	20.5	35.5	25.1	5.7	16.2	-	38.7	
Occupancy expenses	9.8	20.0	9.1	7.0	4.8	96.9	10.2	20.0	9.1	7.0	5.5	
Depreciation	3.4	9.5	1.1	2.6	1.0	83.6	4.0	9.5	1.6	2.6	1.5	
Repairs & maintenance	4.5	6.7	5.8	3.8	2.2	93.4	4.8	6.7	6.7	3.8	2.5	
Heat, light & telephone	1.1	3.4	0.3	0.5	0.5	45.8	2.3	7.4	0.4	3.1	0.7	
Rent	0.9	0.3	1.9	0.3	1.2	31.1	2.9	32.2	3.1	1.3	2.8	
Personnel expenses	11.4	2.0	13.4	7.4	21.4	49.2	23.1	3.8	44.4	21.4	27.5	
Financial expenses	1.0	1.7	0.2	0.6	1.6	72.7	1.4	3.6	0.3	0.6	1.9	
Interest & bank charges	0.5	1.2	-	0.3	0.5	42.1	1.2	2.6	-	0.5	0.9	
Professional fees	0.5	0.5	0.2	0.3	1.0	63.9	0.8	1.1	0.3	0.4	1.4	
Other expenses	15.0	21.4	11.8	11.3	16.3	97.3	15.4	21.4	11.8	11.3	18.2	
Profit (loss)	53.9	54.9	51.6	73.7	35.4	99.9	53.9	54.9	51.6	73.7	35.5	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4272 - Drywall Installation Contractors

Businesses primarily engaged in the installation of drywall sheets or panels, including related taping of joints, sanding and other drywall finishing.

TABLE 2. Balance sheet profile for 1986

Ontario, Drywall Installation Contractors (SIC 4272)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	23	35	49
High sales value (\$000's)	(1)	23	35	49	(1)
Average (\$000's)					
Assets					
Cash	4	-	-	9	8
Accounts and notes receivable	6	-	-	-	24
Inventory	1	-	-	-	3
Other current assets	-	-	-	-	1
Total current assets	12	-	-	9	36
Fixed assets	3	2	-	1	7
Less: Accum. dep. on fixed assets	1	-	-	-	4
Other assets	1	-	-	-	2
Total assets	14	2	-	10	41
Liabilities and equity					
Current loans	2	-	-	-	6
Other current liabilities	7	-	-	-	25
Total current liabilities	8	-	-	-	31
Mortgages payable	-	-	-	-	-
Long term debt	-	-	-	-	1
Other liabilities	-	-	-	-	-
Total liabilities	9	-	-	-	32
Total equity	5	2	-	10	9

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

See Table 1 for symbols and notes.

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

Ontario, Drywall Installation Contractors (SIC 4272)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	(1)	179	552	680
High sales value (\$000's)	(1)	179	552	680	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.2	1.2	1.1	0.3	1.7
Leverage ratios					
Debt/equity ratio (times)	-0.4	-1.7	8.7	-1.3	-5.1
Interest coverage ratio (times)	26.7	32.1	39.1	-9.8	30.4
Debt ratio (times)	1.3	1.4	1.1	3.0	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Drywall Installation Contractors (SIC 4272)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-10	--	--	--	--
Depreciation	2	--	--	--	--
Other	19	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	4	--	--	--	--
Purchase of fixed assets	-4	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	2	--	--	--	--
Increase(decrease) in cash & equivalents	12	--	--	--	--
Cash & equivalents-Beginning of the year	15	--	--	--	--
Cash & equivalents - End of the year	27	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Drywall Installation Contractors (SIC 4272)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	349	46,730	1,945	53	69
less than 20	326	21,366	889	52	69
20 - 99	20	16,019	667	1	-
100 - 499	3	9,345	389	-	-
500 and over	-	-	-	-	-
1986					
Total	558	81,604	3,121	128	...
less than 20	521	36,418	1,393	126	...
20 - 99	33	32,757	1,253	1	...
100 - 499	4	12,429	475	1	...
500 and over	-	-	-	-	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Drywall Installation Contractors (SIC 4272)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	469				
Average sales \$	92,733	19,083	28,288	39,837	283,722
Average expense \$	75,363	8,999	12,012	20,321	260,119
Average net profit (loss) \$	17,370	10,084	16,276	19,516	23,603
Businesses reporting a profit (No.)	454				
Average sales \$	92,507	19,036	28,287	39,712	282,994
Average expense \$	74,403	8,664	11,965	19,733	257,249
Average net profit \$	18,104	10,372	16,322	19,979	25,745
Businesses reporting a loss (No.)	15				
Average sales \$	100,331	20,958	28,806	46,777	304,783
Average expense \$	112,073	22,174	30,095	52,823	343,198
Average net loss \$	-11,742	-1,216	-1,289	-6,046	-38,415
1985					
Number of observations in sample	517				
Average sales \$	109,351	16,685	30,224	46,458	344,037
Average expense \$	92,102	7,425	12,181	26,742	322,061
Average net profit (loss) \$	17,249	9,260	18,043	19,716	21,976
Businesses reporting a profit (No.)	489				
Average sales \$	108,835	16,791	30,224	46,458	341,863
Average expense \$	89,882	7,156	12,181	26,742	313,450
Average net profit \$	18,953	9,635	18,043	19,716	28,413
Businesses reporting a loss (No.)	28				
Average sales \$	184,268	13,708	-	-	354,828
Average expense \$	189,921	14,994	-	-	364,848
Average net loss \$	-5,653	-1,286	-	-	-10,020
1986					
Number of observations in sample	484				
Average sales \$	84,718	17,857	30,681	44,833	245,501
Average expense \$	65,745	9,144	15,071	18,787	219,978
Average net profit (loss) \$	18,973	8,713	15,610	26,046	25,523
Businesses reporting a profit (No.)	441				
Average sales \$	77,701	17,866	30,678	44,833	217,425
Average expense \$	56,721	9,098	14,713	18,783	184,288
Average net profit \$	20,980	8,768	15,965	26,050	33,137
Businesses reporting a loss (No.)	43				
Average sales \$	132,480	16,001	30,923	48,209	434,788
Average expense \$	149,816	17,958	49,987	70,721	460,597
Average net loss \$	-17,336	-1,957	-19,064	-22,512	-25,809

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Finish Carpentry Contractors (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	139					
Low sales value (\$000's)	(1)	(1)	20	35	91	
High sales value (\$000's)	(1)	20	35	91	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	18.2	14.6	12.7	19.1	25.4	58.0	31.3	39.1	23.4	40.1	27.6
Occupancy expenses	11.8	16.9	14.9	11.0	5.1	100.0	11.8	16.9	14.9	11.0	5.1
Depreciation	3.7	3.7	4.9	5.0	1.4	76.4	4.9	6.1	7.9	5.2	1.7
Repairs & maintenance	5.2	9.9	4.7	4.4	2.2	93.7	5.6	10.8	5.2	4.6	2.2
Heat, light & telephone	0.9	1.3	0.9	0.7	0.6	55.7	1.6	3.5	1.4	1.1	1.1
Rent	2.0	2.0	4.5	0.9	0.9	42.6	4.6	6.4	9.1	1.7	2.3
Personnel expenses	10.9	1.7	6.1	10.2	24.5	56.9	19.1	8.1	14.4	13.7	28.9
Financial expenses	1.6	1.3	1.6	2.2	1.0	85.3	1.8	1.7	2.4	2.4	1.0
Interest & bank charges	1.0	1.1	1.1	1.3	0.5	62.1	1.7	2.3	2.1	2.1	0.7
Professional fees	0.5	0.2	0.5	0.9	0.5	70.4	0.7	0.4	0.9	1.0	0.5
Other expenses	19.7	25.3	18.9	17.3	17.7	100.0	19.7	25.3	18.9	17.3	17.7
Profit (loss)	37.9	40.2	45.9	40.1	26.2	100.0	37.9	40.2	45.9	40.2	26.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4274 - Finish Carpentry Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	139				
Low sales value (\$000's)	(1)	(1)	20	35	91
High sales value (\$000's)	(1)	20	35	91	(1)
Average (\$000's)					
Assets					
Cash	4	1	-	3	10
Accounts and notes receivable	5	-	-	-	19
Inventory	1	-	-	-	3
Other current assets	1	-	-	-	4
Total current assets	10	1	-	4	35
Fixed assets	7	-	-	3	23
Less: Accum. dep. on fixed assets	2	-	-	2	6
Other assets	2	-	-	-	9
Total assets	17	2	-	5	60
Liabilities and equity					
Current loans	2	-	-	-	8
Other current liabilities	6	-	-	-	22
Total current liabilities	8	-	-	1	30
Mortgages payable	-	-	-	-	1
Long term debt	1	-	-	1	4
Other liabilities	-	-	-	-	-
Total liabilities	9	-	-	1	35
Total equity	8	1	-	4	25

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	(1)	69	217	385
High sales value (\$000's)	(1)	69	217	385	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.3	1.7	0.8	1.2	1.2
Leverage ratios					
Debt/equity ratio (times)	25.6	1.3	64.0	3.7	42.9
Interest coverage ratio (times)	63.4	98.0	61.4	9.4	87.1
Debt ratio (times)	0.9	1.4	0.9	0.7	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	25	--	--	--	--
Depreciation	4	--	--	--	--
Other	26	--	--	--	--
Dividends	-9	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	30	--	--	--	--
Cash & equivalents-Beginning of the year	-3	--	--	--	--
Cash & equivalents - End of the year	27	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	912	39,293	1,640	238	259
less than 20	901	30,114	1,258	236	256
20 - 99	11	9,179	382	2	3
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	1,861	97,837	3,748	570	...
less than 20	1,844	79,463	3,046	567	...
20 - 99	17	18,374	702	3	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	1,531				
Average sales \$	67,519	13,662	24,270	44,347	187,796
Average expense \$	52,635	7,092	14,432	29,203	159,811
Average net profit (loss) \$	14,884	6,570	9,838	15,144	27,985
Businesses reporting a profit (No.)	1,469				
Average sales \$	67,758	13,591	24,237	44,297	188,907
Average expense \$	51,949	6,073	13,763	28,200	159,759
Average net profit \$	15,809	7,518	10,474	16,097	29,148
Businesses reporting a loss (No.)	62				
Average sales \$	59,167	14,308	24,917	45,574	151,869
Average expense \$	64,752	16,305	27,422	53,788	161,493
Average net loss \$	-5,585	-1,997	-2,505	-8,214	-9,624
1985					
Number of observations in sample	1,627				
Average sales \$	69,190	14,374	26,465	47,551	188,370
Average expense \$	55,353	8,164	16,168	31,341	165,738
Average net profit (loss) \$	13,837	6,210	10,297	16,210	22,632
Businesses reporting a profit (No.)	1,537				
Average sales \$	66,036	14,382	26,583	47,349	175,830
Average expense \$	50,656	7,325	15,233	30,522	149,543
Average net profit \$	15,380	7,057	11,350	16,827	26,287
Businesses reporting a loss (No.)	90				
Average sales \$	101,950	14,295	24,813	54,293	311,998
Average expense \$	107,535	16,789	29,324	58,618	325,408
Average net loss \$	-6,185	-2,494	-4,511	-4,325	-13,410
1986					
Number of observations in sample	1,566				
Average sales \$	94,178	14,409	27,794	56,424	278,086
Average expense \$	77,026	8,516	14,345	38,038	247,206
Average net profit (loss) \$	17,152	5,893	13,449	18,386	30,880
Businesses reporting a profit (No.)	1,452				
Average sales \$	89,457	14,460	27,812	56,740	258,816
Average expense \$	70,020	7,849	14,220	35,873	222,136
Average net profit \$	19,437	6,611	13,592	20,867	36,680
Businesses reporting a loss (No.)	114				
Average sales \$	125,344	13,806	25,628	53,224	408,719
Average expense \$	130,786	16,403	29,634	59,950	417,156
Average net loss \$	-5,442	-2,597	-4,006	-6,726	-8,437

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

See Table 1 for symbols and notes

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

Ontario, Painters and Decorators (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	134					
Low sales value (\$000's)	(1)	(1)	21	37	82	
High sales value (\$000's)	(1)	21	37	82	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	14.5	4.8	7.7	19.6	25.0	59.6	24.3	22.1	16.6	24.3	28.7
Occupancy expenses	10.9	19.6	7.1	10.4	7.6	98.1	11.2	19.6	7.6	10.4	7.6
Depreciation	4.1	6.9	2.0	4.2	3.6	89.0	4.6	7.6	2.6	4.8	3.7
Repairs & maintenance	4.5	9.6	3.4	3.4	2.0	84.2	5.3	10.5	4.8	3.5	2.4
Heat, light & telephone	1.1	1.4	0.8	1.2	1.0	75.8	1.5	2.6	1.1	1.3	1.2
Rent	1.2	1.6	0.8	1.6	1.0	45.6	2.7	3.8	2.3	3.8	1.7
Personnel expenses	18.9	5.2	25.3	13.5	29.1	64.6	29.3	10.9	35.6	28.6	33.3
Financial expenses	1.7	1.0	1.1	1.8	2.9	88.4	2.0	1.1	1.3	2.2	3.0
Interest & bank charges	0.7	0.2	0.5	1.0	1.1	60.8	1.1	0.4	0.7	1.5	1.6
Professional fees	1.1	0.9	0.7	0.8	1.8	71.7	1.5	1.2	1.0	1.1	2.4
Other expenses	21.2	30.8	19.3	20.5	15.2	97.8	21.7	34.0	19.3	20.5	15.3
Profit (loss)	32.7	38.6	39.5	34.2	20.2	100.0	32.7	38.6	39.5	34.2	20.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4275 - Painters and Decorators

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

TABLE 2. Balance sheet profile for 1986

Ontario, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	134				
Low sales value (\$000's)	(1)	(1)	21	37	82
High sales value (\$000's)	(1)	21	37	82	(1)
Average (\$000's)					
Assets					
Cash	5	-	-	1	17
Accounts and notes receivable	8	-	-	-	28
Inventory	2	-	-	-	6
Other current assets	1	-	-	-	2
Total current assets	15	-	-	1	53
Fixed assets	17	-	1	3	57
Less: Accum. dep. on fixed assets	4	-	-	1	12
Other assets	14	-	-	-	50
Total assets	42	-	1	3	148
Liabilities and equity					
Current loans	2	-	-	1	7
Other current liabilities	6	-	1	1	20
Total current liabilities	8	-	1	2	27
Mortgages payable	-	-	-	-	-
Long term debt	3	-	-	-	11
Other liabilities	-	-	-	-	-
Total liabilities	11	-	1	2	39
Total equity	31	-	-	1	109

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

See Table 1 for symbols and notes.

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

Ontario, Painters and Decorators (SIC 4275)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	63				
Low sales value (\$000's)	(1)	(1)	65	157	317
High sales value (\$000's)	(1)	65	157	317	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.8	0.2	1.4	1.7	3.0
Leverage ratios					
Debt/equity ratio (times)	-29.2	-216.1	1.8	1.0	3.3
Interest coverage ratio (times)	...	-3.8	3.5	...	...
Debt ratio (times)	0.6	1.4	0.6	0.4	0.4

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	(1)	52	157	221
High sales value (\$000's)	(1)	52	157	221	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	9	-12	-4	16	13
Depreciation	8	1	1	6	14
Other	4	8	3	4	5
Dividends	-1	-	-	-	-2
Investment activities					
Disposal of fixed assets	2	-	5	-	1
Purchase of fixed assets	-19	-	-15	-19	-21
Increase in investment	-	-	-	-	-1
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	5	-	14	-	5
Repayment of long term debt	-3	-	-	-	-8
Loans from shareholders	-	-	-	-	1
Repayment of loans from shareholders	-7	-	-	-17	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-5	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-2	-3	-3	-10	4
Cash & equivalents-Beginning of the year	9	4	4	16	7
Cash & equivalents - End of the year	7	-	2	6	11

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,037	63,029	2,624	182	250
less than 20	1,016	48,514	2,021	181	248
20 - 99	20	X	500	1	2
100 - 499	1	X	103	-	-
500 and over	-	-	-	-	-
1986					
Total	1,733	111,445	4,267	419	...
less than 20	1,691	81,191	3,110	415	...
20 - 99	41	X	1,157	4	...
100 - 499	1	X	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	1,224				
Average sales \$	85,669	14,417	26,599	49,500	252,158
Average expense \$	70,720	7,839	15,911	34,799	224,331
Average net profit (loss) \$	14,949	6,578	10,688	14,701	27,827
Businesses reporting a profit (No.)	1,144				
Average sales \$	86,515	14,408	26,540	49,406	255,707
Average expense \$	70,078	7,114	15,533	33,877	223,786
Average net profit \$	16,437	7,294	11,007	15,529	31,921
Businesses reporting a loss (No.)	80				
Average sales \$	78,764	14,592	29,434	51,919	219,110
Average expense \$	86,009	22,182	33,871	58,574	229,407
Average net loss \$	-7,245	-7,590	-4,437	-6,655	-10,297
1985					
Number of observations in sample	1,393				
Average sales \$	87,484	14,705	25,857	50,727	258,646
Average expense \$	72,597	9,211	15,762	35,759	229,656
Average net profit (loss) \$	14,887	5,494	10,095	14,968	28,990
Businesses reporting a profit (No.)	1,320				
Average sales \$	87,012	14,769	25,834	50,796	256,649
Average expense \$	70,380	8,163	15,150	34,245	223,961
Average net profit \$	16,632	6,606	10,684	16,551	32,688
Businesses reporting a loss (No.)	73				
Average sales \$	93,219	14,165	26,506	49,720	282,486
Average expense \$	101,630	18,068	32,856	57,960	297,636
Average net loss \$	-8,411	-3,903	-6,350	-8,240	-15,150
1986					
Number of observations in sample	1,224				
Average sales \$	81,479	15,254	27,785	51,780	231,098
Average expense \$	65,045	9,780	15,935	35,590	198,876
Average net profit (loss) \$	16,434	5,474	11,850	16,190	32,222
Businesses reporting a profit (No.)	1,113				
Average sales \$	80,198	15,195	27,376	51,845	226,375
Average expense \$	61,847	7,878	14,692	33,468	191,350
Average net profit \$	18,351	7,317	12,684	18,377	35,025
Businesses reporting a loss (No.)	111				
Average sales \$	102,178	15,681	33,997	51,061	307,971
Average expense \$	109,654	23,445	34,834	58,955	321,381
Average net loss \$	-7,476	-7,764	-837	-7,894	-13,410

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	5										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	42.1	--	--	--	--	100.0	42.1	--	--	--	--
Occupancy expenses	12.3	--	--	--	--	100.0	12.3	--	--	--	--
Depreciation	3.2	--	--	--	--	97.0	3.3	--	--	--	--
Repairs & maintenance	5.3	--	--	--	--	100.0	5.3	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Rent	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Personnel expenses	18.5	--	--	--	--	100.0	18.5	--	--	--	--
Financial expenses	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Interest & bank charges	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Professional fees	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Other expenses	15.4	--	--	--	--	100.0	15.4	--	--	--	--
Profit (loss)	10.2	--	--	--	--	100.0	10.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):**SIC 4292 - Ornamental and Miscellaneous Fabricated Metal Installers**

Businesses primarily engaged in the installation and repair of standard or custom fabricated sheet metal components (except for roofing and duct work), decorative iron or steel work, ornamental or architectural metal work.

TABLE 2. Balance sheet profile for 1986

Ontario, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	25	--	--	--	--
Accounts and notes receivable	14	--	--	--	--
Inventory	3	--	--	--	--
Other current assets	3	--	--	--	--
Total current assets	45	--	--	--	--
Fixed assets	33	--	--	--	--
Less: Accum. dep. on fixed assets	10	--	--	--	--
Other assets	18	--	--	--	--
Total assets	86	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	17	--	--	--	--
Total current liabilities	24	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	24	--	--	--	--
Total equity	61	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.9	--	--	--	--
Interest coverage ratio (times)	20.4	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	3	--	--	--	--
Other	-	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-14	--	--	--	--
Increase in investment	-23	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	18	--	--	--	--
Increase(decrease) in cash & equivalents	-7	--	--	--	--
Cash & equivalents-Beginning of the year	39	--	--	--	--
Cash & equivalents - End of the year	33	--	--	--	--

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

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

Ontario, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	30	5,751	238	4	9
less than 20	26	2,635	109	3	9
20 - 99	4	3,116	129	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	48	10,095	386	7	...
less than 20	43	4,211	161	7	...
20 - 99	5	5,884	225	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Ornamental and Miscellaneous Fabricated Metal Installers (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	16				
Average sales \$	191,467	--	--	--	--
Average expense \$	157,357	--	--	--	--
Average net profit (loss) \$	34,110	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	192,918	--	--	--	--
Average expense \$	149,460	--	--	--	--
Average net profit \$	43,458	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	58,044	--	--	--	--
Average expense \$	63,295	--	--	--	--
Average net loss \$	-5,251	--	--	--	--
1985					
Number of observations in sample	22				
Average sales \$	357,848	--	--	--	--
Average expense \$	329,341	--	--	--	--
Average net profit (loss) \$	28,507	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	360,131	--	--	--	--
Average expense \$	327,430	--	--	--	--
Average net profit \$	32,701	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	37,889	--	--	--	--
Average expense \$	55,340	--	--	--	--
Average net loss \$	-17,451	--	--	--	--
1986					
Number of observations in sample	28				
Average sales \$	142,399	--	--	--	--
Average expense \$	131,196	--	--	--	--
Average net profit (loss) \$	11,203	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	139,785	--	--	--	--
Average expense \$	126,696	--	--	--	--
Average net profit \$	13,089	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	213,976	--	--	--	--
Average expense \$	224,693	--	--	--	--
Average net loss \$	-10,717	--	--	--	--

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

See Table 1 for symbols and notes

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

Ontario, Truck Transport Industry (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)							
Businesses in sample (No.)	367													
Low sales value (\$000's)	(1)	(1)	39	75	127									
High sales value (\$000's)	(1)	39	75	127	(1)									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Vehicle expenses	40.5	35.1	43.2	46.2	37.2	100.0	40.5	35.1	43.2	46.2	37.2			
Depreciation	8.0	7.5	8.4	8.2	7.8	78.8	10.1	12.0	10.0	9.8	9.3			
Repairs & maintenance	12.8	10.3	14.9	14.8	11.0	96.4	13.3	10.7	14.9	16.1	11.3			
Fuel expense	19.7	17.2	19.9	23.2	18.4	95.7	20.6	19.2	20.1	23.5	19.3			
Personnel expenses	12.8	5.1	7.8	14.7	23.4	68.7	18.6	12.0	11.6	19.3	26.6			
Financial expenses	8.6	5.4	7.6	6.7	14.6	98.5	8.7	5.6	7.8	6.7	14.6			
Interest & bank charges	3.5	3.2	4.5	3.2	3.1	87.4	4.0	4.6	4.9	3.5	3.3			
Professional fees	5.1	2.2	3.2	3.5	11.4	92.9	5.5	2.7	3.3	3.5	11.8			
Other expenses	19.9	21.9	17.7	21.9	18.2	99.9	19.9	21.9	17.7	22.0	18.2			
Profit (loss)	18.2	32.4	23.7	10.5	6.6	99.9	18.2	32.4	23.7	10.5	6.6			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 456 - Truck Transport Industry

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

TABLE 2. Balance sheet profile for 1986

Ontario, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	367				
Low sales value (\$000's)	(1)	(1)	39	75	127
High sales value (\$000's)	(1)	39	75	127	(1)
Average (\$000's)					
Assets					
Cash	5	-	2	4	13
Accounts and notes receivable	9	-	1	7	28
Inventory	-	-	-	-	1
Other current assets	2	-	-	2	8
Total current assets	17	1	3	13	50
Fixed assets	61	9	18	29	185
Less: Accum. dep. on fixed assets	25	1	4	8	88
Other assets	5	-	-	1	18
Total assets	57	9	19	35	165
Liabilities and equity					
Current loans	10	3	2	6	31
Other current liabilities	11	-	2	9	33
Total current liabilities	21	3	3	15	64
Mortgages payable	-	-	-	-	1
Long term debt	17	5	7	12	44
Other liabilities	3	-	4	-	9
Total liabilities	42	8	15	28	119
Total equity	15	1	4	7	47

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

See Table 1 for symbols and notes.

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

Ontario, Truck Transport Industry (SIC 456)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	111				
Low sales value (\$000's)	(1)	(1)	94	159	408
High sales value (\$000's)	(1)	94	159	408	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.3	1.3	1.4	0.9	1.6
Leverage ratios					
Debt/equity ratio (times)	15.9	31.0	-17.1	52.1	-0.8
Interest coverage ratio (times)	24.4	17.1	37.9	11.8	29.9
Debt ratio (times)	0.9	0.9	1.0	1.0	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	71				
Low sales value (\$000's)	(1)	(1)	80	124	409
High sales value (\$000's)	(1)	80	124	409	(1)
Average (\$000's)					
Operating activities					
Cash from operations	15	-1	9	17	30
Depreciation	30	7	9	25	72
Other	-4	5	3	6	-29
Dividends	-7	-4	-12	-8	-3
Investment activities					
Disposal of fixed assets	18	1	3	27	30
Purchase of fixed assets	-87	-2	-7	-93	-208
Increase in investment	-2	-	-	-	-6
Decrease in investment	2	-	-	5	-
Financing activities					
Increase in long term debt	35	1	-	44	76
Repayment of long term debt	-9	-2	-4	-13	-12
Loans from shareholders	13	1	-	7	40
Repayment of loans from shareholders	-7	-2	-	-14	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	-	6
Decrease in equity	-3	-	-	-3	-8
Other	-1	-	-2	-5	4
Increase(decrease) in cash & equivalents	-4	4	1	-6	-12
Cash & equivalents-Beginning of the year	10	5	8	10	14
Cash & equivalents - End of the year	5	9	9	4	2

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	2,997	806,546	35,828	399	553
less than 20	2,715	169,965	7,536	387	538
20 - 99	203	159,874	7,254	11	12
100 - 499	60	222,255	9,752	1	3
500 and over	19	254,452	11,286	-	-
1986					
Total	4,633	1,131,770	46,891	964	...
less than 20	4,248	252,717	10,359	947	...
20 - 99	281	254,730	10,744	9	...
100 - 499	81	312,212	12,708	7	...
500 and over	23	312,111	13,080	1	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	2,188				
Average sales \$	119,751	19,698	46,209	83,889	329,206
Average expense \$	104,249	14,972	33,647	66,114	302,264
Average net profit (loss) \$	15,502	4,726	12,562	17,775	26,942
Businesses reporting a profit (No.)	1,971				
Average sales \$	115,910	20,268	46,293	84,128	312,951
Average expense \$	97,175	12,706	31,538	64,404	280,052
Average net profit \$	18,735	7,562	14,755	19,724	32,899
Businesses reporting a loss (No.)	217				
Average sales \$	148,674	17,677	45,469	80,755	450,796
Average expense \$	158,076	23,018	52,259	88,604	468,424
Average net loss \$	-9,402	-5,341	-6,790	-7,849	-17,628
1985					
Number of observations in sample	2,038				
Average sales \$	122,617	20,171	48,214	84,227	337,857
Average expense \$	108,711	15,060	37,700	69,983	312,099
Average net profit (loss) \$	13,906	5,111	10,514	14,244	25,758
Businesses reporting a profit (No.)	1,826				
Average sales \$	116,754	20,897	48,209	85,620	312,293
Average expense \$	99,069	13,124	35,128	68,139	279,883
Average net profit \$	17,685	7,773	13,081	17,481	32,407
Businesses reporting a loss (No.)	212				
Average sales \$	165,781	17,623	48,241	75,707	521,552
Average expense \$	175,101	21,854	53,717	81,262	543,570
Average net loss \$	-9,320	-4,231	-5,476	-5,555	-22,018
1986					
Number of observations in sample	1,922				
Average sales \$	137,680	24,964	57,432	102,413	365,909
Average expense \$	122,872	18,555	43,642	85,967	343,323
Average net profit (loss) \$	14,808	6,409	13,790	16,446	22,586
Businesses reporting a profit (No.)	1,750				
Average sales \$	137,402	25,099	57,493	101,921	365,094
Average expense \$	117,564	16,037	41,617	83,200	329,401
Average net profit \$	19,838	9,062	15,876	18,721	35,693
Businesses reporting a loss (No.)	172				
Average sales \$	139,383	24,376	56,886	107,512	368,758
Average expense \$	149,537	29,551	61,947	114,642	392,009
Average net loss \$	-10,154	-5,175	-5,061	-7,130	-23,251

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

See Table 1 for symbols and notes

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

Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	38.8	--	--	--	--	100.0	38.8	--	--	--	--
Depreciation	8.4	--	--	--	--	70.4	11.9	--	--	--	--
Repairs & maintenance	14.2	--	--	--	--	100.0	14.2	--	--	--	--
Fuel expense	16.2	--	--	--	--	98.7	16.4	--	--	--	--
Personnel expenses	13.4	--	--	--	--	65.4	20.5	--	--	--	--
Financial expenses	6.8	--	--	--	--	90.6	7.5	--	--	--	--
Interest & bank charges	3.7	--	--	--	--	89.0	4.2	--	--	--	--
Professional fees	3.1	--	--	--	--	89.7	3.4	--	--	--	--
Other expenses	21.0	--	--	--	--	100.0	21.0	--	--	--	--
Profit (loss)	19.9	--	--	--	--	98.4	20.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4564 - Dry Bulk Materials Trucking Industry

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

TABLE 2. Balance sheet profile for 1986

Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	11	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	1	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	30	--	--	--	--
Fixed assets	121	--	--	--	--
Less: Accum. dep. on fixed assets	72	--	--	--	--
Other assets	1	--	--	--	--
Total assets	79	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	18	--	--	--	--
Total current liabilities	29	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	20	--	--	--	--
Other liabilities	3	--	--	--	--
Total liabilities	52	--	--	--	--
Total equity	27	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27				
Low sales value (\$000's)	(1)	(1)	110	255	545
High sales value (\$000's)	(1)	110	255	545	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.5	0.8	2.8	1.1	0.9
Leverage ratios					
Debt/equity ratio (times)	221.3	-4.0	0.4	...	-22.2
Interest coverage ratio (times)	47.0	59.4	114.6	7.8	4.7
Debt ratio (times)	0.8	1.3	0.9	0.9	0.5

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	16	--	--	--	--
Depreciation	51	--	--	--	--
Other	8	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	26	--	--	--	--
Purchase of fixed assets	-90	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	4	--	--	--	--
Financing activities					
Increase in long term debt	16	--	--	--	--
Repayment of long term debt	-17	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	1	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	11	--	--	--	--
Cash & equivalents-Beginning of the year	12	--	--	--	--
Cash & equivalents - End of the year	23	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	2,997	806,546	35,828	399	553
less than 20	2,715	169,965	7,536	387	538
20 - 99	203	159,874	7,254	11	12
100 - 499	60	222,255	9,752	1	3
500 and over	19	254,452	11,286	-	-
1986					
Total	4,633	1,131,770	46,831	964	...
less than 20	4,248	252,717	10,359	947	...
20 - 99	281	254,730	10,744	9	...
100 - 499	81	312,212	12,708	7	...
500 and over	23	312,111	13,080	1	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	144				
Average sales \$	80,608	18,610	35,843	60,348	207,630
Average expense \$	67,638	15,046	24,228	46,801	184,478
Average net profit (loss) \$	12,970	3,564	11,615	13,547	23,152
Businesses reporting a profit (No.)	134				
Average sales \$	82,471	18,300	35,843	60,666	215,075
Average expense \$	68,019	13,267	24,228	45,299	189,280
Average net profit \$	14,452	5,033	11,615	15,367	25,795
Businesses reporting a loss (No.)	10				
Average sales \$	71,064	20,759	-	55,236	137,198
Average expense \$	79,134	27,387	-	70,970	139,045
Average net loss \$	-8,070	-6,628	-	-15,734	-1,847
1985					
Number of observations in sample	153				
Average sales \$	134,186	23,555	48,539	71,516	393,135
Average expense \$	120,534	17,336	36,276	61,770	366,753
Average net profit (loss) \$	13,652	6,219	12,263	9,746	26,382
Businesses reporting a profit (No.)	140				
Average sales \$	135,886	26,459	48,319	73,804	394,963
Average expense \$	119,069	18,085	35,513	59,037	363,641
Average net profit \$	16,817	8,374	12,806	14,767	31,322
Businesses reporting a loss (No.)	13				
Average sales \$	126,274	10,675	55,339	64,596	374,484
Average expense \$	135,623	14,010	59,929	70,042	398,509
Average net loss \$	-9,349	-3,335	-4,590	-5,446	-24,025
1986					
Number of observations in sample	154				
Average sales \$	146,720	14,877	34,959	96,769	440,275
Average expense \$	133,739	9,942	30,844	79,273	414,897
Average net profit (loss) \$	12,981	4,935	4,115	17,496	25,378
Businesses reporting a profit (No.)	127				
Average sales \$	141,764	15,003	38,124	94,205	419,724
Average expense \$	123,253	9,423	28,253	71,054	384,282
Average net profit \$	18,511	5,580	9,871	23,151	35,442
Businesses reporting a loss (No.)	27				
Average sales \$	165,037	12,938	26,908	109,800	510,503
Average expense \$	173,978	17,913	37,435	121,041	519,521
Average net loss \$	-8,941	-4,975	-10,527	-11,241	-9,018

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

See Table 1 for symbols and notes

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

Ontario, Taxicab Industry (SIC 4581)

	Total(1)		Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%	
Businesses in sample (No.)	81									
Low sales value (\$000's)	(1)		(1)		18		24		28	
High sales value (\$000's)	(1)		18		24		28		(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	30.3	35.2	28.1	36.7	21.9	93.6	32.4	40.7	28.1	36.7	25.1
Depreciation	5.9	6.6	4.9	7.8	4.5	58.4	10.2	15.2	10.3	11.2	6.4
Repairs & maintenance	9.3	12.2	7.5	10.8	7.2	82.8	11.3	16.6	8.7	11.6	9.2
Fuel expense	15.0	16.5	15.7	18.1	10.2	92.2	16.3	19.1	15.7	18.1	12.4
Personnel expenses	7.0	6.0	0.7	1.8	18.8	21.6	32.2	40.0	9.9	12.6	38.6
Financial expenses	9.1	10.4	7.1	10.8	8.3	80.9	11.3	13.4	10.7	13.1	8.6
Interest & bank charges	2.0	5.0	0.1	1.6	1.5	33.4	6.0	9.9	0.4	8.7	2.9
Professional fees	7.1	5.4	7.1	9.2	6.7	79.2	9.0	7.7	10.7	11.2	7.0
Other expenses	28.6	22.8	29.9	30.0	31.3	98.6	29.0	24.3	29.9	30.0	31.3
Profit (loss)	25.0	25.6	34.2	20.8	19.7	97.7	25.6	25.6	34.2	20.8	21.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4581 - Taxicab Industry

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

TABLE 2. Balance sheet profile for 1986

Ontario, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	81				
Low sales value (\$000's)	(1)	(1)	18	24	28
High sales value (\$000's)	(1)	18	24	28	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	1
Accounts and notes receivable	1	-	-	-	5
Inventory	-	-	-	-	-
Other current assets	1	-	-	-	2
Total current assets	2	-	-	-	9
Fixed assets	12	3	-	8	33
Less: Accum. dep. on fixed assets	4	-	-	2	12
Other assets	10	-	-	1	36
Total assets	20	3	-	8	67
Liabilities and equity					
Current loans	8	1	-	-	28
Other current liabilities	5	2	-	3	14
Total current liabilities	12	3	-	3	42
Mortgages payable	-	-	-	-	1
Long term debt	5	1	-	1	18
Other liabilities	-	-	-	-	2
Total liabilities	18	4	-	4	63
Total equity	2	-1	-	4	4

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

See Table 1 for symbols and notes.

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

Ontario, Taxicab Industry (SIC 4581)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.7	--	--	--	--
Interest coverage ratio (times)	-1.9	--	--	--	--
Debt ratio (times)	1.3	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Taxicab Industry (SIC 4581)

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

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	426	29,611	2,718	55	83
less than 20	394	16,622	1,526	53	83
20 - 99	31	X	1,070	2	-
100 - 499	1	X	122	-	-
500 and over	-	-	-	-	-
1986					
Total	589	46,866	4,449	94	...
less than 20	539	20,053	1,902	91	...
20 - 99	47	22,297	2,117	2	...
100 - 499	3	4,516	430	1	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	387				
Average sales \$	39,029	13,605	19,478	25,788	97,243
Average expense \$	31,860	9,502	13,485	18,325	86,127
Average net profit (loss) \$	7,169	4,103	5,993	7,463	11,116
Businesses reporting a profit (No.)	364				
Average sales \$	39,049	13,722	19,543	25,784	97,145
Average expense \$	30,790	8,829	12,647	18,252	83,430
Average net profit \$	8,259	4,893	6,896	7,532	13,715
Businesses reporting a loss (No.)	23				
Average sales \$	38,865	12,529	18,761	26,249	97,921
Average expense \$	42,422	15,691	22,759	26,481	104,755
Average net loss \$	-3,557	-3,162	-3,998	-232	-6,834
1985					
Number of observations in sample	392				
Average sales \$	38,691	14,195	20,158	26,172	94,239
Average expense \$	31,947	10,019	14,329	18,723	84,716
Average net profit (loss) \$	6,744	4,176	5,829	7,449	9,523
Businesses reporting a profit (No.)	372				
Average sales \$	37,630	14,270	20,155	26,138	89,957
Average expense \$	30,055	9,341	14,283	18,578	78,016
Average net profit \$	7,575	4,929	5,872	7,560	11,941
Businesses reporting a loss (No.)	20				
Average sales \$	46,855	13,359	20,952	30,000	123,108
Average expense \$	52,189	17,602	26,487	34,774	129,891
Average net loss \$	-5,334	-4,243	-5,535	-4,774	-6,783
1986					
Number of observations in sample	191				
Average sales \$	49,515	14,551	21,310	26,123	136,074
Average expense \$	42,374	10,067	15,420	19,188	124,822
Average net profit (loss) \$	7,141	4,484	5,890	6,935	11,252
Businesses reporting a profit (No.)	176				
Average sales \$	44,075	14,368	21,204	26,126	114,600
Average expense \$	35,511	8,110	14,370	18,590	100,972
Average net profit \$	8,564	6,258	6,834	7,536	13,628
Businesses reporting a loss (No.)	15				
Average sales \$	134,338	15,563	22,318	26,088	473,382
Average expense \$	143,789	20,865	25,428	29,424	499,440
Average net loss \$	-9,451	-5,302	-3,110	-3,336	-26,058

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	133					
Low sales value (\$000's)	(1)	(1)	419	628	1,033	
High sales value (\$000's)	(1)	419	628	1,033	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	64.8	65.3	62.6	64.0	67.5	98.9	65.5	68.4	62.6	64.0	67.5
Occupancy expenses	7.2	16.2	4.9	4.8	3.7	100.0	7.2	16.2	4.9	4.8	3.7
Depreciation	1.4	2.8	1.0	1.1	1.0	89.8	1.6	3.3	1.2	1.2	1.0
Repairs & maintenance	0.5	0.8	0.4	0.5	0.5	91.8	0.6	1.0	0.4	0.5	0.6
Heat, light & telephone	0.8	1.1	1.1	0.7	0.6	98.9	0.8	1.1	1.1	0.7	0.6
Rent	4.4	11.6	2.4	2.5	1.6	89.8	4.9	12.4	2.6	2.8	1.9
Personnel expenses	18.4	23.9	17.7	16.6	16.1	100.0	18.4	23.9	17.7	16.6	16.1
Financial expenses	2.1	1.9	2.4	2.4	1.8	99.6	2.1	1.9	2.4	2.4	1.8
Interest & bank charges	0.7	0.5	0.8	0.7	0.8	93.7	0.8	0.5	0.8	0.8	0.9
Professional fees	1.4	1.4	1.6	1.7	1.0	97.2	1.4	1.4	1.7	1.7	1.0
Other expenses	4.9	7.6	4.2	4.0	4.0	100.0	4.9	7.6	4.2	4.0	4.0
Profit (loss)	2.5	-14.8	8.3	8.3	6.9	99.3	2.5	-15.3	8.3	8.3	6.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6031 - Pharmacies

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

TABLE 2. Balance sheet profile for 1986

Ontario, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	133				
Low sales value (\$000's)	(1)	(1)	419	628	1,033
High sales value (\$000's)	(1)	419	628	1,033	(1)
Average (\$000's)					
Assets					
Cash	36	6	38	27	68
Accounts and notes receivable	54	20	63	47	82
Inventory	115	65	81	129	180
Other current assets	15	2	13	11	30
Total current assets	220	95	196	214	361
Fixed assets	76	31	47	80	138
Less: Accum. dep. on fixed assets	38	9	27	50	62
Other assets	34	6	27	27	73
Total assets	292	122	243	272	510
Liabilities and equity					
Current loans	36	15	45	30	53
Other current liabilities	77	39	57	80	127
Total current liabilities	113	53	102	110	180
Mortgages payable	3	1	-	1	11
Long term debt	30	59	24	16	23
Other liabilities	2	-	6	-	2
Total liabilities	149	113	132	127	217
Total equity	143	9	110	145	294

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

See Table 1 for symbols and notes.

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

Ontario, Pharmacies (SIC 6031)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	123				
Low sales value (\$000's)	(1)	(1)	484	649	1,042
High sales value (\$000's)	(1)	484	649	1,042	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.9	2.9	3.6	2.3	2.7
Leverage ratios					
Debt/equity ratio (times)	...	...	46.6	1.1	7.1
Interest coverage ratio (times)	76.0	176.8	57.8	21.5	48.4
Debt ratio (times)	0.6	0.8	0.5	0.6	0.4

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	93				
Low sales value (\$000's)	(1)	(1)	479	779	1,123
High sales value (\$000's)	(1)	479	779	1,123	(1)
Average (\$000's)					
Operating activities					
Cash from operations	55	39	38	55	85
Depreciation	9	8	7	8	15
Other	-12	-8	-14	-3	-24
Dividends	-7	-4	-1	-15	-7
Investment activities					
Disposal of fixed assets	1	-	2	-	2
Purchase of fixed assets	-32	-106	-5	-11	-22
Increase in investment	-6	-	-2	-	-21
Decrease in investment	1	-	1	-	2
Financing activities					
Increase in long term debt	9	36	-	3	2
Repayment of long term debt	-5	-1	-3	-13	-3
Loans from shareholders	4	1	11	-	3
Repayment of loans from shareholders	-15	-	-12	-15	-32
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-3	-2	-	-8	-
Other	-	-	2	-1	-
Increase(decrease) in cash & equivalents	-1	-38	23	2	1
Cash & equivalents-Beginning of the year	40	78	26	21	43
Cash & equivalents - End of the year	39	40	49	22	44

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,267	236,932	16,732	92	90
less than 20	1,106	110,043	7,767	82	81
20 - 99	152	61,412	4,343	10	8
100 - 499	6	10,238	722	-	1
500 and over	3	55,239	3,900	-	-
1986					
Total	1,516	368,562	27,573	129	...
less than 20	1,157	116,835	8,714	109	...
20 - 99	341	142,661	10,691	17	...
100 - 499	14	26,495	1,984	3	...
500 and over	4	82,571	6,184	-	...

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

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

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	140				
Average sales \$	692,137	159,732	487,646	761,555	1,359,613
Average expense \$	629,219	133,792	423,966	698,673	1,260,446
Average net profit (loss) \$	62,918	25,940	63,680	62,882	99,167
Businesses reporting a profit (No.)	132				
Average sales \$	695,075	149,469	487,036	766,964	1,376,830
Average expense \$	623,473	120,475	419,985	689,150	1,264,282
Average net profit \$	71,602	28,994	67,051	77,814	112,548
Businesses reporting a loss (No.)	8				
Average sales \$	662,354	300,598	499,360	727,304	1,122,152
Average expense \$	695,868	316,598	500,360	758,979	1,207,534
Average net loss \$	-33,514	-16,000	-1,000	-31,675	-85,382
1985					
Number of observations in sample	160				
Average sales \$	838,408	216,916	653,773	977,508	1,505,434
Average expense \$	779,363	204,986	594,683	906,655	1,411,129
Average net profit (loss) \$	59,045	11,930	59,090	70,853	94,305
Businesses reporting a profit (No.)	151				
Average sales \$	838,834	223,503	653,945	964,539	1,513,356
Average expense \$	772,597	200,205	594,780	886,818	1,408,583
Average net profit \$	66,237	23,298	59,165	77,721	104,763
Businesses reporting a loss (No.)	9				
Average sales \$	807,389	197,684	483,372	1,150,000	1,398,500
Average expense \$	833,621	218,947	499,536	1,170,500	1,445,500
Average net loss \$	-26,232	-21,263	-16,164	-20,500	-47,000
1986					
Number of observations in sample	190				
Average sales \$	762,564	279,949	540,017	851,993	1,378,297
Average expense \$	724,446	286,162	498,441	815,666	1,297,514
Average net profit (loss) \$	38,118	-6,213	41,576	36,327	80,783
Businesses reporting a profit (No.)	153				
Average sales \$	771,824	304,525	534,757	863,444	1,384,568
Average expense \$	712,609	279,515	489,530	805,503	1,275,888
Average net profit \$	59,215	25,010	45,227	57,941	108,680
Businesses reporting a loss (No.)	37				
Average sales \$	757,144	260,656	607,586	810,835	1,349,499
Average expense \$	788,327	291,380	612,903	852,194	1,396,832
Average net loss \$	-31,183	-30,724	-5,317	-41,359	-47,333

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	94										
Low sales value (\$000's)	(1)	(1)	25	51	127						(1)
High sales value (\$000's)	(1)	25	51	127	(1)						
	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	62.1	48.3	68.5	61.6	63.0	93.7	66.3	84.5	68.5	61.6	63.0
Occupancy expenses	13.3	18.5	9.2	18.7	8.9	99.3	13.4	19.4	9.2	18.7	8.9
Depreciation	1.5	-	2.5	1.3	1.4	80.2	1.9	-	2.5	1.5	1.4
Repairs & maintenance	0.4	-	0.1	0.7	0.6	45.6	0.9	-	1.1	0.9	0.9
Heat, light & telephone	2.1	3.2	0.6	3.6	1.5	74.7	2.8	3.4	2.8	3.7	1.5
Rent	9.3	15.3	6.0	13.2	5.4	91.9	10.2	16.0	6.0	14.6	6.6
Personnel expenses	11.3	21.5	7.7	7.3	14.5	95.3	11.9	23.6	7.9	7.8	15.3
Financial expenses	3.3	4.0	3.9	3.3	2.2	98.3	3.4	4.2	3.9	3.3	2.3
Interest & bank charges	2.4	1.7	3.5	2.3	1.5	89.7	2.6	3.9	3.5	2.3	1.6
Professional fees	1.0	2.3	0.4	1.1	0.7	92.9	1.0	2.4	0.4	1.2	0.8
Other expenses	11.2	13.9	15.2	9.5	6.8	100.0	11.2	13.9	15.2	9.5	6.8
Profit (loss)	-1.3	-6.2	-4.5	-0.5	4.6	98.9	-1.3	-6.2	-4.5	-0.5	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):**SIC 6151 - fabric and Yarn Stores**

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric), and retail yarn.

TABLE 2. Balance sheet profile for 1986

Ontario, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	94				
Low sales value (\$000's)	(1)	(1)	25	51	127
High sales value (\$000's)	(1)	25	51	127	(1)
Average (\$000's)					
Assets					
Cash	3	-	-	2	11
Accounts and notes receivable	2	-	-	3	5
Inventory	34	-	2	38	89
Other current assets	3	-	-	-	11
Total current assets	42	-	2	43	116
Fixed assets	13	-	2	16	32
Less: Accum. dep. on fixed assets	5	-	-	6	14
Other assets	1	-	-	1	4
Total assets	52	-	4	53	137
Liabilities and equity					
Current loans	11	-	-	24	16
Other current liabilities	15	-	-	9	49
Total current liabilities	26	-	-	33	65
Mortgages payable	3	-	-	3	5
Long term debt	9	-	3	9	22
Other liabilities	1	-	-	-	3
Total liabilities	39	-	4	45	95
Total equity	13	-	-	8	42

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

See Table 1 for symbols and notes.

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

Ontario, Fabric and Yarn Stores (SIC 6151)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	75				
Low sales value (\$000's)	(1)	(1)	49	106	181
High sales value (\$000's)	(1)	49	106	181	(1)
Average					
Liquidity ratio					
Current ratio (times)	4.7	37.6	1.5	2.8	3.5
Leverage ratios					
Debt/equity ratio (times)	10.7	-1.7	13.2	8.6	11.8
Interest coverage ratio (times)	2.1	-1.6	-2.9	7.4	6.2
Debt ratio (times)	0.9	1.3	1.0	0.8	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	40				
Low sales value (\$000's)	(1)	(1)	56	89	163
High sales value (\$000's)	(1)	56	89	163	(1)
Average (\$000's)					
Operating activities					
Cash from operations	7	-1	14	-	13
Depreciation	3	1	5	3	4
Other	-10	-	-37	5	-6
Dividends	-1	-2	-	-	-1
Investment activities					
Disposal of fixed assets	1	1	2	1	1
Purchase of fixed assets	-3	-1	-2	-	-6
Increase in investment	-	-1	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	2	-	-	-	5
Repayment of long term debt	-3	-1	-	-6	-4
Loans from shareholders	7	3	23	2	-
Repayment of loans from shareholders	-6	-2	-	-13	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-1	-1	4	-9	-
Cash & equivalents-Beginning of the year	13	12	1	23	15
Cash & equivalents - End of the year	11	10	5	14	15

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	249	15,170	1,564	51	66
less than 20	236	5,694	586	50	64
20 - 99	8	3,555	367	1	2
100 - 499	5	5,921	611	-	-
500 and over	-	-	-	-	-
1986					
Total	427	21,237	2,090	88	...
less than 20	406	9,018	881	87	...
20 - 99	14	4,528	448	1	...
100 - 499	7	7,691	761	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	118				
Average sales \$	137,803	17,470	42,696	91,879	399,166
Average expense \$	125,057	19,518	41,019	77,217	362,475
Average net profit (loss) \$	12,746	-2,048	1,677	14,662	36,691
Businesses reporting a profit (No.)	95				
Average sales \$	143,994	18,603	42,240	93,895	421,236
Average expense \$	126,465	14,176	37,048	75,409	379,227
Average net profit \$	17,529	4,427	5,192	18,486	42,009
Businesses reporting a loss (No.)	23				
Average sales \$	79,565	15,808	43,760	77,396	181,295
Average expense \$	91,238	27,359	50,294	90,205	197,094
Average net loss \$	-11,673	-11,551	-6,534	-12,809	-15,799
1985					
Number of observations in sample	119				
Average sales \$	119,798	24,467	48,323	92,967	313,435
Average expense \$	116,814	27,782	46,914	83,572	308,967
Average net profit (loss) \$	2,984	-3,315	1,409	9,395	4,448
Businesses reporting a profit (No.)	92				
Average sales \$	131,836	27,935	53,418	92,953	353,036
Average expense \$	120,543	23,676	46,988	82,884	328,624
Average net profit \$	11,293	4,259	6,430	10,069	24,412
Businesses reporting a loss (No.)	27				
Average sales \$	103,271	22,436	43,030	93,281	254,336
Average expense \$	113,873	30,188	46,838	98,784	279,683
Average net loss \$	-10,602	-7,752	-3,808	-5,503	-25,347
1986					
Number of observations in sample	147				
Average sales \$	98,752	17,815	37,210	74,326	265,656
Average expense \$	96,739	19,737	41,233	73,760	252,224
Average net profit (loss) \$	2,013	-1,922	-4,023	566	13,432
Businesses reporting a profit (No.)	102				
Average sales \$	108,458	21,106	35,202	87,453	290,071
Average expense \$	98,991	19,756	29,322	80,791	266,094
Average net profit \$	9,467	1,350	5,880	6,662	23,977
Businesses reporting a loss (No.)	45				
Average sales \$	77,318	16,158	39,070	62,573	191,470
Average expense \$	87,385	19,728	52,265	67,466	210,082
Average net loss \$	-10,067	-3,570	-13,195	-4,893	-18,612

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average(2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	105										
Low sales value (\$000's)	(1)	(1)	30								
High sales value (\$000's)	(1)	30	89					89	316		(1)
Cost of sales	52.3	50.6	35.8	58.1	64.0	95.7	54.7	50.8	43.3	58.1	64.0
Occupancy expenses	12.8	18.3	13.2	11.7	8.1	100.0	12.8	18.3	13.2	11.7	8.1
Depreciation	2.9	3.3	3.3	2.7	2.4	78.1	3.7	3.7	5.4	4.3	2.4
Repairs & maintenance	1.3	2.1	1.1	1.0	0.8	66.8	1.9	3.5	3.2	1.3	0.9
Heat, light & telephone	3.7	5.7	4.9	2.5	1.6	92.9	3.9	7.0	5.1	2.5	1.7
Rent	5.0	7.3	3.8	5.6	3.3	80.6	6.2	8.3	6.4	7.3	3.4
Personnel expenses	15.0	21.8	10.0	14.7	13.1	70.0	21.4	55.4	21.7	15.8	13.2
Financial expenses	3.8	2.4	5.7	4.9	2.2	93.7	4.0	3.0	5.8	5.0	2.2
Interest & bank charges	2.4	0.2	4.1	3.8	1.5	85.8	2.8	0.3	5.0	4.0	1.5
Professional fees	1.4	2.2	1.6	1.1	0.7	88.6	1.5	3.2	1.6	1.2	0.7
Other expenses	19.2	27.1	31.3	9.5	9.4	100.0	19.2	27.1	31.3	9.5	9.4
Profit (loss)	-3.0	-20.3	4.1	1.1	3.2	99.3	-3.0	-20.3	4.1	1.1	3.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):**SIC 622 - Appliance, Television, Radio and Stereo Stores**

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

TABLE 2. Balance sheet profile for 1986

Ontario, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)	30	89	316
High sales value (\$000's)	(1)	30	89	316	(1)
Average (\$000's)					
Assets					
Cash	6	1	2	4	16
Accounts and notes receivable	16	-	12	6	45
Inventory	52	3	37	39	129
Other current assets	5	-	-	12	8
Total current assets	79	5	52	61	198
Fixed assets	40	1	8	48	102
Less: Accum. dep. on fixed assets	14	-	2	12	42
Other assets	8	-	1	20	10
Total assets	113	6	59	117	268
Liabilities and equity					
Current loans	35	2	48	43	48
Other current liabilities	34	5	5	29	98
Total current liabilities	70	7	52	72	146
Mortgages payable	-	-	-	-	1
Long term debt	21	-	4	42	38
Other liabilities	-	-	-	-	1
Total liabilities	91	7	57	113	185
Total equity	22	-2	2	4	82

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

See Table 1 for symbols and notes.

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

Ontario, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	59				
Low sales value (\$000's)	(1)	(1)	51	263	704
High sales value (\$000's)	(1)	51	263	704	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.3	0.8	0.8	1.8	1.6
Leverage ratios					
Debt/equity ratio (times)	-13.3	46.7	-78.5	2.0	-16.4
Interest coverage ratio (times)	-32.1	-174.4	-	-7.6	10.5
Debt ratio (times)	1.4	2.9	1.2	0.9	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	37				
Low sales value (\$000's)	(1)	(1)	51	206	724
High sales value (\$000's)	(1)	51	206	724	(1)
Average (\$000's)					
Operating activities					
Cash from operations	11	-2	-22	14	47
Depreciation	12	-	1	22	18
Other	-29	6	-105	-13	-15
Dividends	-8	-	-	-8	-22
Investment activities					
Disposal of fixed assets	-	-	-	1	-
Purchase of fixed assets	-24	-	-	-35	-51
Increase in investment	-1	-	-	-	-3
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	5	-	1	10	6
Repayment of long term debt	-5	-	-1	-9	-8
Loans from shareholders	7	1	-	19	3
Repayment of loans from shareholders	-5	-	-	-10	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-1	-	-1	-	-2
Increase(decrease) in cash & equivalents	-36	4	-127	-9	-31
Cash & equivalents-Beginning of the year	12	1	-3	7	40
Cash & equivalents - End of the year	-24	6	-130	-3	8

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	2,303	199,994	13,100	394	414
less than 20	2,204	99,073	6,539	389	410
20 - 99	88	46,924	3,122	5	3
100 - 499	7	14,821	1,040	-	1
500 and over	4	39,176	2,399	-	-
1986					
Total	3,173	326,031	18,595	442	...
less than 20	3,036	159,809	9,162	432	...
20 - 99	118	68,865	3,989	8	...
100 - 499	14	33,110	1,691	2	...
500 and over	5	64,247	3,753	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	487				
Average sales \$	218,611	20,084	47,442	168,134	638,785
Average expense \$	203,559	17,643	38,439	158,578	599,574
Average net profit (loss) \$	15,052	2,441	9,003	9,556	39,211
Businesses reporting a profit (No.)	412				
Average sales \$	224,936	19,883	47,411	169,923	662,528
Average expense \$	205,570	12,977	34,815	156,357	618,130
Average net profit \$	19,366	6,906	12,596	13,566	44,398
Businesses reporting a loss (No.)	75				
Average sales \$	159,484	20,501	47,557	161,216	408,662
Average expense \$	166,609	27,320	52,227	167,161	419,726
Average net loss \$	-7,125	-6,819	-4,670	-5,945	-11,064
1985					
Number of observations in sample	461				
Average sales \$	237,301	22,960	57,286	140,577	728,380
Average expense \$	224,956	19,387	47,146	133,944	699,347
Average net profit (loss) \$	12,345	3,573	10,140	6,633	29,033
Businesses reporting a profit (No.)	380				
Average sales \$	241,599	24,685	55,956	144,612	741,144
Average expense \$	221,031	16,754	42,199	132,160	693,012
Average net profit \$	20,568	7,931	13,757	12,452	48,132
Businesses reporting a loss (No.)	81				
Average sales \$	222,349	19,347	64,775	129,800	675,475
Average expense \$	241,052	24,899	74,995	138,709	725,605
Average net loss \$	-18,703	-5,552	-10,220	-8,909	-50,130
1986					
Number of observations in sample	307				
Average sales \$	267,892	23,338	60,979	185,510	801,742
Average expense \$	258,641	21,318	57,318	180,373	775,553
Average net profit (loss) \$	9,251	2,020	3,661	5,137	26,189
Businesses reporting a profit (No.)	248				
Average sales \$	264,274	24,118	57,409	184,887	790,680
Average expense \$	246,649	18,552	47,383	167,580	753,080
Average net profit \$	17,625	5,566	10,026	17,307	37,600
Businesses reporting a loss (No.)	59				
Average sales \$	279,867	20,994	68,746	187,007	842,721
Average expense \$	294,611	29,629	78,930	211,089	858,794
Average net loss \$	-14,744	-8,635	-10,184	-24,082	-16,073

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

See Table 1 for symbols and notes

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

Ontario, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)					
Businesses in sample (No.)	294											
Low sales value (\$000's)	(1)	(1)	100	456	912							
High sales value (\$000's)	(1)	100	456	912	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	59.4	21.5	56.0	77.2	82.2	83.5	71.1	55.4	59.4	77.2	82.2	
Occupancy expenses	7.5	14.9	8.3	4.1	3.0	99.8	7.5	15.0	8.3	4.1	3.0	
Depreciation	1.5	3.6	1.1	0.9	0.6	90.7	1.7	3.8	1.3	0.9	0.6	
Repairs & maintenance	2.7	7.9	1.6	0.7	0.5	92.3	2.9	9.4	1.6	0.8	0.5	
Heat, light & telephone	1.6	3.0	1.9	0.9	0.6	95.9	1.7	3.2	1.9	1.0	0.7	
Rent	1.8	0.4	3.7	1.6	1.3	54.4	3.2	1.3	7.1	2.5	1.8	
Personnel expenses	12.1	8.7	19.0	11.5	9.3	87.8	13.8	16.0	19.5	11.6	9.3	
Financial expenses	2.9	7.6	2.0	1.2	1.0	99.8	2.9	7.6	2.0	1.2	1.0	
Interest & bank charges	2.3	6.5	1.2	0.9	0.7	94.4	2.4	6.5	1.3	1.0	0.7	
Professional fees	0.6	1.1	0.8	0.3	0.3	86.2	0.7	2.0	0.8	0.3	0.3	
Other expenses	8.1	21.5	6.0	2.9	2.4	100.0	8.1	21.5	6.0	2.9	2.4	
Profit (loss)	9.9	25.8	8.8	3.1	2.2	99.8	9.9	25.8	8.9	3.1	2.2	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6331 - Gasoline Service Stations

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	294				
Low sales value (\$000's)	(1)	(1)	100	456	912
High sales value (\$000's)	(1)	100	456	912	(1)
Average (\$000's)					
Assets					
Cash	17	2	8	16	42
Accounts and notes receivable	8	-	3	8	22
Inventory	19	4	9	18	46
Other current assets	6	-	2	10	11
Total current assets	51	7	22	51	122
Fixed assets	66	58	49	68	91
Less: Accum. dep. on fixed assets	17	8	14	18	27
Other assets	4	-	4	6	4
Total assets	104	57	60	108	190
Liabilities and equity					
Current loans	12	-	4	12	30
Other current liabilities	18	1	11	16	44
Total current liabilities	29	1	15	28	73
Mortgages payable	13	18	5	15	15
Long term debt	18	-	15	23	32
Other liabilities	1	-	1	-	1
Total liabilities	61	19	36	67	122
Total equity	43	38	25	41	68

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	98				
Low sales value (\$000's)	(1)	(1)	480	866	1,233
High sales value (\$000's)	(1)	480	866	1,233	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.3	2.8	2.1	2.5	1.9
Leverage ratios					
Debt/equity ratio (times)	11.9	39.0	1.8	2.3	4.6
Interest coverage ratio (times)	15.6	12.2	12.3	6.8	29.7
Debt ratio (times)	0.7	0.5	0.8	0.6	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	51	(1)	592	844	1,225
Low sales value (\$000's)	(1)	(1)	592	844	1,225
High sales value (\$000's)	(1)	(1)	592	844	1,225
	Average (\$000's)				
Operating activities					
Cash from operations	17	17	13	16	22
Depreciation	9	7	9	6	12
Other	-8	-23	-9	-6	4
Dividends	-2	-	-	-3	-5
Investment activities					
Disposal of fixed assets	2	-	1	3	3
Purchase of fixed assets	-16	-17	-8	-13	-25
Increase in investment	-	-	-	-	-
Decrease in investment	1	1	-	-	1
Financing activities					
Increase in long term debt	14	12	16	13	14
Repayment of long term debt	-15	-9	-20	-12	-21
Loans from shareholders	5	11	2	3	2
Repayment of loans from shareholders	-3	-2	-3	-2	-5
Advances & loans from government	1	-	-	-	3
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-2
Other	-	1	-	-	-1
Increase(decrease) in cash & equivalents	2	-1	2	5	3
Cash & equivalents—Beginning of the year	15	10	13	2	33
Cash & equivalents - End of the year	17	9	15	7	37

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	2,921	194,263	19,624	344	378
less than 20	2,831	140,750	14,361	342	373
20 - 99	84	28,382	2,839	2	5
100 - 499	2	X	365	-	-
500 and over	4	X	2,059	-	-
1986					
Total	3,827	281,278	19,477	560	...
less than 20	3,743	208,087	14,577	556	...
20 - 99	75	32,755	2,251	4	...
100 - 499	5	12,912	682	-	...
500 and over	4	27,524	1,967	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	1,817				
Average sales \$	578,334	98,522	336,589	644,885	1,233,338
Average expense \$	562,178	89,652	320,814	630,125	1,208,121
Average net profit (loss) \$	16,156	8,870	15,775	14,760	25,217
Businesses reporting a profit (No.)	1,605				
Average sales \$	583,039	99,399	345,994	653,209	1,233,552
Average expense \$	562,550	86,469	325,635	633,630	1,204,466
Average net profit \$	20,489	12,930	20,359	19,579	29,086
Businesses reporting a loss (No.)	212				
Average sales \$	555,134	95,049	290,090	604,406	1,230,990
Average expense \$	565,153	102,244	296,980	613,081	1,248,305
Average net loss \$	-10,019	-7,195	-6,890	-8,675	-17,315
1985					
Number of observations in sample	1,725				
Average sales \$	585,422	84,114	327,174	644,419	1,285,980
Average expense \$	570,363	74,057	318,967	629,343	1,259,085
Average net profit (loss) \$	15,059	10,057	8,207	15,076	26,895
Businesses reporting a profit (No.)	1,503				
Average sales \$	589,005	86,813	334,800	649,275	1,285,133
Average expense \$	568,129	73,764	319,955	625,405	1,253,393
Average net profit \$	20,876	13,049	14,845	23,870	31,740
Businesses reporting a loss (No.)	222				
Average sales \$	574,292	68,078	304,272	631,135	1,293,682
Average expense \$	585,697	75,801	316,003	640,119	1,310,865
Average net loss \$	-11,405	-7,723	-11,731	-8,984	-17,183
1986					
Number of observations in sample	1,238				
Average sales \$	570,488	45,707	252,704	661,357	1,322,185
Average expense \$	554,803	35,651	238,291	648,390	1,296,879
Average net profit (loss) \$	15,685	10,056	14,413	12,967	25,306
Businesses reporting a profit (No.)	1,063				
Average sales \$	567,284	48,538	255,052	656,547	1,308,997
Average expense \$	545,941	36,080	236,202	634,997	1,276,486
Average net profit \$	21,343	12,458	18,850	21,550	32,511
Businesses reporting a loss (No.)	175				
Average sales \$	582,543	30,113	241,377	674,997	1,383,685
Average expense \$	589,999	33,291	248,360	686,365	1,391,980
Average net loss \$	-7,456	-3,178	-6,983	-11,368	-8,295

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

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for 1986

Ontario, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	87				
Low sales value (\$000's)	(1)	(1)	109	172	557
High sales value (\$000's)	(1)	109	172	557	(1)
Average (\$000's)					
Assets					
Cash	15	4	4	16	34
Accounts and notes receivable	35	1	12	34	90
Inventory	56	6	10	52	151
Other current assets	3	1	-	3	8
Total current assets	109	12	27	107	282
Fixed assets	77	6	18	50	232
Less: Accum. dep. on fixed assets	44	1	12	25	134
Other assets	6	-	4	1	18
Total assets	148	17	36	133	398
Liabilities and equity					
Current loans	28	-	5	26	80
Other current liabilities	44	2	10	49	111
Total current liabilities	72	2	16	75	190
Mortgages payable	5	-	1	10	8
Long term debt	12	10	3	19	17
Other liabilities	4	-	1	-	17
Total liabilities	93	12	20	104	232
Total equity	55	5	16	29	166

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

See Table 1 for symbols and notes.

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

Ontario, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	76				
Low sales value (\$000's)	(1)	(1)	125	313	627
High sales value (\$000's)	(1)	125	313	627	(1)
Average					
Liquidity ratio					
Current ratio (times)	5.6	21.9	2.0	2.4	1.5
Leverage ratios					
Debt/equity ratio (times)	-2.3	0.9	-6.6	-1.4	-1.7
Interest coverage ratio (times)	83.2	52.2	23.1	203.6	4.8
Debt ratio (times)	0.6	0.2	0.7	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	52				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	16	--	--	--	--
Depreciation	8	--	--	--	--
Other	-6	--	--	--	--
Dividends	-4	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-12	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	-7	--	--	--	--
Cash & equivalents - End of the year	-2	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	409	36,996	3,008	63	77
less than 20	377	21,577	1,742	59	75
20 - 99	30	X	972	4	2
100 - 499	2	X	294	-	-
500 and over	-	-	-	-	-
1986					
Total	638	61,400	4,462	124	...
less than 20	590	37,989	2,746	116	...
20 - 99	45	19,208	1,396	8	...
100 - 499	3	4,203	320	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	136				
Average sales \$	424,565	42,978	192,272	419,835	1,043,176
Average expense \$	395,812	40,475	179,959	394,001	968,812
Average net profit (loss) \$	28,753	2,503	12,313	25,834	74,364
Businesses reporting a profit (No.)	118				
Average sales \$	427,228	47,965	183,453	429,701	1,047,794
Average expense \$	392,962	40,795	169,785	393,379	967,887
Average net profit \$	34,266	7,170	13,668	36,322	79,907
Businesses reporting a loss (No.)	18				
Average sales \$	416,503	31,514	296,693	387,409	950,394
Average expense \$	430,906	39,739	300,442	396,047	987,394
Average net loss \$	-14,403	-8,225	-3,749	-8,638	-37,000
1985					
Number of observations in sample	137				
Average sales \$	329,653	42,669	127,579	310,441	837,921
Average expense \$	314,606	26,009	120,494	313,343	798,577
Average net profit (loss) \$	15,047	16,660	7,085	-2,902	39,344
Businesses reporting a profit (No.)	112				
Average sales \$	320,471	45,953	115,715	310,331	809,885
Average expense \$	293,436	18,024	105,066	292,767	757,888
Average net profit \$	27,035	27,929	10,649	17,564	51,997
Businesses reporting a loss (No.)	25				
Average sales \$	375,197	36,199	157,264	310,556	996,769
Average expense \$	391,191	41,743	159,098	334,814	1,029,110
Average net loss \$	-15,994	-5,544	-1,834	-24,258	-32,341
1986					
Number of observations in sample	137				
Average sales \$	337,362	39,528	133,445	348,954	827,519
Average expense \$	323,971	37,660	128,405	338,749	791,070
Average net profit (loss) \$	13,391	1,868	5,040	10,205	36,449
Businesses reporting a profit (No.)	104				
Average sales \$	335,504	57,082	130,518	322,165	832,249
Average expense \$	313,056	47,212	123,549	299,341	782,123
Average net profit \$	22,448	9,870	6,969	22,824	50,126
Businesses reporting a loss (No.)	33				
Average sales \$	344,646	21,919	160,196	396,565	799,903
Average expense \$	363,239	28,078	172,775	408,786	843,317
Average net loss \$	-18,593	-6,159	-12,579	-12,221	-43,414

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

See Table 1 for symbols and notes

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

Ontario, General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)					
Businesses in sample (No.)	51											
Low sales value (\$000's)	(1)	(1)	71	170	268							268
High sales value (\$000's)	(1)	71	170	268	(1)							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only (3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	71.8	74.2	75.6	62.5	76.7	100.0	71.8	74.2	75.6	62.5	76.7	
Occupancy expenses	11.1	19.5	7.4	10.4	6.8	100.0	11.1	19.5	7.4	10.4	6.8	
Depreciation	3.0	7.9	1.2	1.3	1.6	83.6	3.6	9.1	2.5	1.4	1.6	
Repairs & maintenance	2.0	2.9	1.6	2.5	0.8	96.7	2.0	3.3	1.6	2.5	0.8	
Heat, light & telephone	3.7	7.5	2.4	3.2	1.5	100.0	3.7	7.5	2.4	3.2	1.5	
Rent	2.4	1.2	2.2	3.3	2.9	49.1	4.9	8.6	6.9	4.2	4.4	
Personnel expenses	6.2	0.6	7.4	8.7	7.7	81.4	7.6	1.1	9.1	9.6	8.4	
Financial expenses	4.6	13.2	0.7	2.3	2.0	99.5	4.6	13.2	0.7	2.4	2.0	
Interest & bank charges	3.6	10.9	0.4	1.5	1.7	98.0	3.7	10.9	0.5	1.5	1.7	
Professional fees	1.0	2.3	0.3	0.8	0.3	91.2	1.0	2.3	0.5	0.9	0.3	
Other expenses	8.4	10.3	4.2	14.3	3.3	100.0	8.4	10.3	4.2	14.3	3.3	
Profit (loss)	-2.0	-17.9	4.6	1.9	3.5	99.8	-2.0	-17.9	4.6	1.9	3.5	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6412 - General Stores

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

TABLE 2. Balance sheet profile for 1986

Ontario, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	51				
Low sales value (\$000's)	(1)	(1)	71	170	268
High sales value (\$000's)	(1)	71	170	268	(1)
Average (\$000's)					
Assets					
Cash	5	-	1	1	16
Accounts and notes receivable	10	-	1	30	6
Inventory	37	3	3	42	93
Other current assets	3	-	-	8	2
Total current assets	54	3	4	81	118
Fixed assets	49	22	9	20	143
Less: Accum. dep. on fixed assets	15	2	4	3	50
Other assets	4	-	-	8	5
Total assets	92	23	10	105	216
Liabilities and equity					
Current loans	15	-	1	32	22
Other current liabilities	11	-	2	19	20
Total current liabilities	26	-	2	50	42
Mortgages payable	9	18	1	4	12
Long term debt	33	-	3	32	92
Other liabilities	-	-	-	-	-
Total liabilities	68	18	7	87	146
Total equity	25	5	4	19	69

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

See Table 1 for symbols and notes.

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

Ontario, General Stores (SIC 6412)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	...	--	--	--	--
Interest coverage ratio (times)	6.4	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	1	--	--	--	--
Depreciation	11	--	--	--	--
Other	-3	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-14	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	11	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-2	--	--	--	--
Increase(decrease) in cash & equivalents	-2	--	--	--	--
Cash & equivalents—Beginning of the year	-5	--	--	--	--
Cash & equivalents - End of the year	-7	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, General Stores (SIC 6412)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	139	28,052	2,502	38	25
less than 20	132	3,839	338	38	25
20 - 99	4	2,017	180	-	-
100 - 499	2	X	212	-	-
500 and over	1	X	1,772	-	-
1986					
Total	241	40,785	3,377	68	...
less than 20	229	6,288	516	63	...
20 - 99	7	1,669	139	4	...
100 - 499	4	X	233	1	...
500 and over	1	X	2,489	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	266				
Average sales \$	290,137	53,759	144,416	243,671	718,703
Average expense \$	281,649	55,243	143,059	237,004	691,288
Average net profit (loss) \$	8,488	-1,484	1,357	6,667	27,415
Businesses reporting a profit (No.)	210				
Average sales \$	285,971	57,413	134,469	247,752	704,249
Average expense \$	271,232	51,658	125,671	235,010	672,589
Average net profit \$	14,739	5,755	8,798	12,742	31,660
Businesses reporting a loss (No.)	56				
Average sales \$	320,536	49,060	154,290	233,642	845,152
Average expense \$	329,240	59,854	160,321	241,905	854,879
Average net loss \$	-8,704	-10,794	-6,031	-8,263	-9,727
1985					
Number of observations in sample	230				
Average sales \$	227,113	55,114	119,193	226,583	507,562
Average expense \$	216,753	51,752	117,013	218,743	479,504
Average net profit (loss) \$	10,360	3,362	2,180	7,840	28,058
Businesses reporting a profit (No.)	187				
Average sales \$	226,370	49,107	119,634	230,127	506,612
Average expense \$	212,631	41,156	112,062	219,275	478,033
Average net profit \$	13,739	7,951	7,572	10,852	28,582
Businesses reporting a loss (No.)	43				
Average sales \$	239,360	67,515	118,555	206,289	565,080
Average expense \$	245,571	73,626	124,173	215,701	568,784
Average net loss \$	-6,211	-6,111	-5,618	-9,412	-3,704
1986					
Number of observations in sample	170				
Average sales \$	217,256	27,915	98,523	185,341	557,246
Average expense \$	213,246	36,508	94,852	179,216	542,409
Average net profit (loss) \$	4,010	-8,593	3,671	6,125	14,837
Businesses reporting a profit (No.)	135				
Average sales \$	224,015	23,278	100,748	197,298	574,734
Average expense \$	211,814	12,689	94,435	183,758	556,373
Average net profit \$	12,201	10,589	6,313	13,540	18,361
Businesses reporting a loss (No.)	35				
Average sales \$	181,850	29,062	92,896	173,563	431,877
Average expense \$	188,837	42,402	95,905	174,743	442,299
Average net loss \$	-6,987	-13,340	-3,009	-1,180	-10,422

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

See Table 1 for symbols and notes

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

Ontario, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	157					
Low sales value (\$000's)	(1)	(1)	114	190	320	
High sales value (\$000's)	(1)	114	190	320	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	72.2	62.4	75.2	74.1	76.5	99.3	72.8	64.4	75.2	74.1	76.5
Occupancy expenses	9.4	18.1	6.5	7.8	5.9	100.0	9.4	18.1	6.5	7.8	5.9
Depreciation	1.1	1.7	0.6	1.4	0.8	71.1	1.6	2.5	1.1	1.9	0.9
Repairs & maintenance	1.0	0.8	1.3	1.2	0.8	95.2	1.1	0.9	1.3	1.3	0.8
Heat, light & telephone	1.6	2.3	1.6	1.3	1.1	98.4	1.6	2.4	1.6	1.4	1.1
Rent	5.7	13.3	2.9	4.0	3.2	67.5	8.4	17.7	6.5	5.2	4.3
Personnel expenses	7.2	11.7	3.3	5.1	9.3	77.7	9.3	17.0	5.6	6.0	9.5
Financial expenses	2.9	5.5	2.5	1.7	2.2	99.8	2.9	5.5	2.5	1.7	2.2
Interest & bank charges	2.0	3.7	2.0	1.2	1.3	96.1	2.1	4.1	2.0	1.3	1.3
Professional fees	0.9	1.8	0.5	0.4	0.9	96.5	0.9	1.9	0.5	0.4	1.0
Other expenses	4.1	8.1	3.2	2.5	3.0	99.6	4.1	8.2	3.2	2.5	3.0
Profit (loss)	4.1	-5.8	9.4	8.9	3.1	99.5	4.1	-5.9	9.4	8.9	3.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6413 - General Merchandise Stores

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	157				
Low sales value (\$000's)	(1)	(1)	114	190	320
High sales value (\$000's)	(1)	114	190	320	(1)
Average (\$000's)					
Assets					
Cash	3	-	2	3	7
Accounts and notes receivable	1	-	1	1	2
Inventory	41	43	17	22	82
Other current assets	1	1	2	1	3
Total current assets	47	45	21	27	94
Fixed assets	34	7	35	33	58
Less: Accum. dep. on fixed assets	9	2	5	9	20
Other assets	14	1	12	22	20
Total assets	85	51	63	73	152
Liabilities and equity					
Current loans	20	52	2	3	26
Other current liabilities	16	2	6	6	49
Total current liabilities	36	54	8	9	75
Mortgages payable	10	-	16	10	12
Long term debt	8	-	5	7	21
Other liabilities	1	1	-	-	2
Total liabilities	55	56	30	26	111
Total equity	30	-4	33	47	41

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	55				
Low sales value (\$000's)	(1)	(1)	330	586	780
High sales value (\$000's)	(1)	330	586	780	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.8	7.6	0.8	1.4	1.8
Leverage ratios					
Debt/equity ratio (times)	33.9	11.3	59.4	65.1	6.5
Interest coverage ratio (times)	1.8	-3.8	4.5	1.6	4.0
Debt ratio (times)	0.9	0.8	0.9	1.0	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-	--	--	--	--
Depreciation	6	--	--	--	--
Other	1	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	41	--	--	--	--
Purchase of fixed assets	-8	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	2	--	--	--	--
Repayment of long term debt	-42	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	3	--	--	--	--
Cash & equivalents - End of the year	-2	--	--	--	--

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

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

Ontario, General Merchandise Stores (SIC 6413)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	256	96,886	8,629	94	120
less than 20	244	6,435	575	94	120
20 - 99	5	2,173	193	-	-
100 - 499	5	X	766	-	-
500 and over	2	X	7,095	-	-
1986					
Total	606	130,057	10,823	196	...
less than 20	594	14,529	1,209	194	...
20 - 99	5	2,382	198	1	...
100 - 499	4	5,085	397	1	...
500 and over	3	108,061	9,019	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	707				
Average sales \$	199,019	41,221	119,981	188,659	446,213
Average expense \$	188,373	38,907	114,403	179,083	421,099
Average net profit (loss) \$	10,646	2,314	5,578	9,576	25,114
Businesses reporting a profit (No.)	607				
Average sales \$	199,624	40,078	119,772	188,242	450,405
Average expense \$	185,856	32,611	110,151	177,036	423,624
Average net profit \$	13,768	7,467	9,621	11,206	26,781
Businesses reporting a loss (No.)	100				
Average sales \$	180,463	42,834	120,692	192,709	365,618
Average expense \$	187,030	47,796	128,845	198,929	372,550
Average net loss \$	-6,567	-4,962	-8,153	-6,220	-6,932
1985					
Number of observations in sample	723				
Average sales \$	225,723	40,498	119,918	225,367	517,109
Average expense \$	213,719	39,067	113,627	211,116	491,065
Average net profit (loss) \$	12,004	1,431	6,291	14,251	26,044
Businesses reporting a profit (No.)	618				
Average sales \$	235,829	41,767	123,726	226,544	551,279
Average expense \$	218,650	34,760	113,180	210,493	516,168
Average net profit \$	17,179	7,007	10,546	16,051	35,111
Businesses reporting a loss (No.)	105				
Average sales \$	185,855	39,021	109,028	209,009	386,363
Average expense \$	193,444	44,085	114,906	219,773	395,011
Average net loss \$	-7,589	-5,064	-5,878	-10,764	-8,648
1986					
Number of observations in sample	487				
Average sales \$	249,256	48,103	131,511	230,039	587,369
Average expense \$	237,636	44,500	123,444	215,581	567,017
Average net profit (loss) \$	11,620	3,603	8,067	14,458	20,352
Businesses reporting a profit (No.)	409				
Average sales \$	245,235	51,396	133,942	231,115	564,487
Average expense \$	228,669	42,632	122,695	213,396	535,954
Average net profit \$	16,566	8,764	11,247	17,719	28,533
Businesses reporting a loss (No.)	78				
Average sales \$	272,938	42,442	121,496	223,333	704,482
Average expense \$	282,358	47,713	126,525	229,195	725,999
Average net loss \$	-9,420	-5,271	-5,029	-5,862	-21,517

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)							
Businesses in sample (No.)	92													
Low sales value (\$000's)	(1)	(1)	162	258	508									508
High sales value (\$000's)	(1)	162	258	508	(1)									(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	66.5	63.6	64.9	69.3	67.8	100.0	66.5	63.6	64.9	69.3	67.8			
Occupancy expenses	6.9	9.6	8.7	4.7	4.7	100.0	6.9	9.6	8.7	4.7	4.7			
Depreciation	1.3	2.8	0.8	1.2	0.7	93.6	1.3	3.0	0.8	1.5	0.7			
Repairs & maintenance	0.5	1.1	0.5	0.2	0.4	68.6	0.7	1.4	1.1	0.2	0.4			
Heat, light & telephone	1.6	2.7	1.5	1.3	1.0	99.6	1.6	2.8	1.5	1.3	1.0			
Rent	3.5	3.0	6.0	2.0	2.6	70.1	5.1	7.3	6.5	3.2	3.5			
Personnel expenses	12.9	3.5	17.0	12.8	15.3	88.2	14.6	7.5	17.0	13.5	15.3			
Financial expenses	3.7	4.7	3.9	4.1	2.3	100.0	3.7	4.7	3.9	4.1	2.3			
Interest & bank charges	3.1	4.3	3.0	3.5	1.7	90.1	3.4	4.4	4.4	3.5	1.7			
Professional fees	0.7	0.4	0.9	0.5	0.7	91.7	0.7	0.5	1.0	0.6	0.7			
Other expenses	7.9	10.8	9.0	6.6	5.5	100.0	7.9	10.8	9.0	6.6	5.5			
Profit (loss)	2.2	7.7	-3.5	2.6	4.3	98.7	2.3	7.7	-3.5	2.8	4.3			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6531 - Hardware Stores

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

TABLE 2. Balance sheet profile for 1986

Ontario, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	92				
Low sales value (\$000's)	(1)	(1)	162	258	508
High sales value (\$000's)	(1)	162	258	508	(1)
Average (\$000's)					
Assets					
Cash	9	2	3	6	23
Accounts and notes receivable	14	2	4	18	30
Inventory	106	21	57	126	210
Other current assets	3	-	2	3	6
Total current assets	132	26	66	152	269
Fixed assets	68	36	16	127	96
Less: Accum. dep. on fixed assets	20	4	7	15	55
Other assets	28	4	8	17	79
Total assets	207	62	84	282	390
Liabilities and equity					
Current loans	35	7	29	35	65
Other current liabilities	44	7	19	48	96
Total current liabilities	79	14	48	83	161
Mortgages payable	11	21	-	18	12
Long term debt	62	8	35	151	49
Other liabilities	2	-	-	3	4
Total liabilities	154	42	83	255	225
Total equity	53	20	1	27	165

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

See Table 1 for symbols and notes.

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

Ontario, Hardware Stores (SIC 6531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	68				
Low sales value (\$000's)	(1)	(1)	228	355	608
High sales value (\$000's)	(1)	228	355	608	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.4	3.0	1.9	1.7	3.0
Leverage ratios					
Debt/equity ratio (times)	17.7	-0.3	9.7	50.4	2.3
Interest coverage ratio (times)	6.5	0.9	4.3	10.5	6.9
Debt ratio (times)	0.8	1.1	0.8	0.9	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	(1)	203	444	723
High sales value (\$000's)	(1)	203	444	723	(1)
Average (\$000's)					
Operating activities					
Cash from operations	10	-20	13	13	29
Depreciation	4	1	3	6	8
Other	-2	-3	3	-7	-1
Dividends	-2	-	-1	-2	-4
Investment activities					
Disposal of fixed assets	1	1	-	1	1
Purchase of fixed assets	-6	-	-8	-6	-10
Increase in investment	-5	-5	-1	-3	-10
Decrease in investment	1	1	-	-	2
Financing activities					
Increase in long term debt	13	-	5	-	46
Repayment of long term debt	-16	-2	-4	-17	-38
Loans from shareholders	5	2	-	17	1
Repayment of loans from shareholders	-6	-	-10	-1	-13
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-4	-	-
Other	-	-	-	-	1
Increase(decrease) in cash & equivalents	-3	-24	-3	1	10
Cash & equivalents-Beginning of the year	-1	-2	7	1	-10
Cash & equivalents - End of the year	-4	-26	4	1	-

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,204	77,771	6,887	106	127
less than 20	1,165	55,734	5,113	101	125
20 - 99	35	10,957	990	4	2
100 - 499	3	X	420	1	-
500 and over	1	X	364	-	-
1986					
Total	1,531	117,319	9,769	198	...
less than 20	1,448	75,582	6,395	194	...
20 - 99	78	28,925	2,387	3	...
100 - 499	4	X	753	1	...
500 and over	1	X	234	-	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	262				
Average sales \$	312,905	30,095	118,554	280,561	822,410
Average expense \$	299,270	29,761	107,514	270,396	789,407
Average net profit (loss) \$	13,635	334	11,040	10,165	33,003
Businesses reporting a profit (No.)	224				
Average sales \$	318,286	28,528	118,353	275,658	850,604
Average expense \$	299,690	23,537	104,063	261,707	809,451
Average net profit \$	18,596	4,991	14,290	13,951	41,153
Businesses reporting a loss (No.)	38				
Average sales \$	272,627	31,527	119,672	301,146	638,161
Average expense \$	281,866	35,453	126,720	306,872	658,419
Average net loss \$	-9,239	-3,926	-7,048	-5,726	-20,258
1985					
Number of observations in sample	266				
Average sales \$	366,438	44,981	158,795	362,450	899,524
Average expense \$	350,870	45,958	152,863	353,700	850,958
Average net profit (loss) \$	15,568	-977	5,932	8,750	48,566
Businesses reporting a profit (No.)	231				
Average sales \$	370,249	58,816	150,385	371,373	900,423
Average expense \$	346,524	50,797	136,186	349,731	849,382
Average net profit \$	23,725	8,019	14,199	21,642	51,038
Businesses reporting a loss (No.)	35				
Average sales \$	360,448	26,531	201,196	341,829	872,234
Average expense \$	384,576	39,505	236,952	362,874	898,974
Average net loss \$	-24,128	-12,974	-35,756	-21,045	-26,740
1986					
Number of observations in sample	268				
Average sales \$	349,132	64,278	184,739	335,322	812,188
Average expense \$	337,566	61,110	184,842	325,882	778,428
Average net profit (loss) \$	11,566	3,168	-103	9,440	33,760
Businesses reporting a profit (No.)	206				
Average sales \$	354,787	73,489	191,702	326,141	827,815
Average expense \$	335,649	64,640	177,912	310,655	789,389
Average net profit \$	19,138	8,849	13,790	15,486	38,426
Businesses reporting a loss (No.)	62				
Average sales \$	317,366	48,748	175,932	393,828	650,957
Average expense \$	334,257	55,159	193,608	422,910	665,350
Average net loss \$	-16,891	-6,411	-17,676	-29,082	-14,393

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)					
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Industry average(2)						Percent of sales					
	Percent of sales						Percent of sales					
Businesses in sample (No.)	105											
Low sales value (\$000's)	(1)	(1)	28	165	309							
High sales value (\$000's)	(1)	28	165	309	(1)							
Cost of sales	56.1	5.5	67.3	59.7	66.9	87.1	64.4	50.2	67.7	59.7	66.9	
Occupancy expenses	10.5	10.6	15.3	8.1	7.4	99.2	10.5	10.6	15.7	8.1	7.4	
Depreciation	1.4	0.9	2.1	1.0	1.5	80.1	1.8	8.0	2.7	1.0	1.6	
Repairs & maintenance	0.8	0.2	1.2	0.9	0.5	69.2	1.1	6.3	1.7	0.9	0.6	
Heat, light & telephone	2.5	1.2	3.1	3.0	1.8	95.4	2.6	1.3	3.3	3.2	1.8	
Rent	5.7	8.2	8.9	3.2	3.6	73.6	7.8	8.9	13.5	5.7	3.8	
Personnel expenses	11.1	5.7	4.2	18.3	13.9	66.9	16.6	52.7	12.6	18.3	13.9	
Financial expenses	3.2	1.4	4.2	3.5	2.7	100.0	3.2	1.4	4.2	3.5	2.7	
Interest & bank charges	1.7	0.1	1.7	2.5	1.8	86.1	2.0	0.6	1.8	2.5	1.8	
Professional fees	1.5	1.4	2.5	1.0	0.9	93.3	1.6	1.4	3.1	1.0	0.9	
Other expenses	9.2	9.5	11.9	8.4	6.8	100.0	9.2	9.5	11.9	8.4	6.8	
Profit (loss)	9.9	67.3	-2.9	2.0	2.3	99.4	10.0	67.3	-3.0	2.0	2.3	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6541 - Sporting Goods Stores

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

TABLE 2. Balance sheet profile for 1986

Ontario, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)	28	165	309
High sales value (\$000's)	(1)	28	165	309	(1)
Average (\$000's)					
Assets					
Cash	9	-	3	6	24
Accounts and notes receivable	6	-	2	9	12
Inventory	70	-	16	89	152
Other current assets	3	1	2	1	9
Total current assets	88	1	23	105	197
Fixed assets	28	1	10	43	47
Less: Accum. dep. on fixed assets	12	-	3	21	20
Other assets	3	-	1	2	9
Total assets	108	2	33	129	233
Liabilities and equity					
Current loans	22	-	5	37	38
Other current liabilities	36	1	8	40	86
Total current liabilities	58	1	12	77	125
Mortgages payable	-	-	1	-	1
Long term debt	22	-	19	28	31
Other liabilities	1	-	-	-	3
Total liabilities	82	1	32	105	160
Total equity	26	-	-	24	73

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

See Table 1 for symbols and notes.

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

Ontario, Sporting Goods Stores (SIC 6541)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	82				
Low sales value (\$000's)	(1)	(1)	163	279	435
High sales value (\$000's)	(1)	163	279	435	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.9	2.5	1.5	1.9	2.1
Leverage ratios					
Debt/equity ratio (times)	-16.9	1.2	-50.9	1.6	-6.4
Interest coverage ratio (times)	5.1	-10.8	5.0	3.1	16.0
Debt ratio (times)	0.8	1.0	0.9	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	120	244	435
High sales value (\$000's)	(1)	120	244	435	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	8	4	-5	5	22
Depreciation	5	2	3	5	8
Other	2	-8	6	2	5
Dividends	-	-1	-	-	-
Investment activities					
Disposal of fixed assets	1	-	-	-	3
Purchase of fixed assets	-11	-	-1	-16	-15
Increase in investment	-1	-	-1	-	-2
Decrease in investment	-	-	-	-	1
Financing activities					
Increase in long term debt	2	-	-	5	-
Repayment of long term debt	-3	-2	-7	-	-4
Loans from shareholders	2	2	3	2	2
Repayment of loans from shareholders	-3	-1	-1	-4	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	2	-	-	-
Decrease in equity	-1	-	-	-	-3
Other	-	-1	-	-	-
Increase(decrease) in cash & equivalents	2	-3	-1	-2	12
Cash & equivalents—Beginning of the year	6	2	-20	4	30
Cash & equivalents - End of the year	8	-1	-21	2	42

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	488	23,350	2,121	72	86
less than 20	477	18,814	1,709	72	83
20 - 99	9	X	302	-	2
100 - 499	2	X	110	-	-
500 and over	-	-	-	-	1
1986					
Total	743	48,157	3,435	136	...
less than 20	716	30,401	2,164	132	...
20 - 99	23	9,450	680	4	...
100 - 499	3	X	191	-	...
500 and over	1	X	400	-	...

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	169				
Average sales \$	267,807	35,110	111,619	226,576	697,923
Average expense \$	255,912	34,072	106,277	213,728	669,572
Average net profit (loss) \$	11,895	1,038	5,342	12,848	28,351
Businesses reporting a profit (No.)	129				
Average sales \$	268,170	37,320	118,350	222,844	694,165
Average expense \$	248,663	33,082	108,299	201,885	651,385
Average net profit \$	19,507	4,238	10,051	20,959	42,780
Businesses reporting a loss (No.)	40				
Average sales \$	271,054	32,574	96,389	246,217	709,035
Average expense \$	284,080	35,210	101,702	276,057	723,350
Average net loss \$	-13,026	-2,636	-5,313	-29,840	-14,315
1985					
Number of observations in sample	237				
Average sales \$	194,032	21,260	64,855	182,081	507,931
Average expense \$	191,116	22,685	62,556	175,517	503,707
Average net profit (loss) \$	2,916	-1,425	2,299	6,564	4,224
Businesses reporting a profit (No.)	191				
Average sales \$	198,388	23,785	65,817	175,338	528,613
Average expense \$	189,214	20,219	60,805	164,334	511,499
Average net profit \$	9,174	3,566	5,012	11,004	17,114
Businesses reporting a loss (No.)	46				
Average sales \$	182,618	19,059	61,100	205,410	444,903
Average expense \$	197,099	24,835	69,393	214,209	479,959
Average net loss \$	-14,481	-5,776	-8,293	-8,799	-35,056
1986					
Number of observations in sample	190				
Average sales \$	243,407	24,194	92,124	235,382	621,926
Average expense \$	232,180	26,393	88,725	226,579	587,022
Average net profit (loss) \$	11,227	-2,199	3,399	8,803	34,904
Businesses reporting a profit (No.)	136				
Average sales \$	241,051	24,548	82,032	240,154	617,470
Average expense \$	223,364	15,499	73,517	226,849	577,589
Average net profit \$	17,687	9,049	8,515	13,305	39,881
Businesses reporting a loss (No.)	54				
Average sales \$	255,731	24,074	116,264	218,556	664,028
Average expense \$	264,233	30,068	125,101	225,627	676,135
Average net loss \$	-8,502	-5,994	-8,837	-7,071	-12,107

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	106										
Low sales value (\$000's)	(1)	(1)	21	70	154						(1)
High sales value (\$000's)	(1)	21	70	154	(1)						

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	47.3	36.6	60.0	35.9	51.3	99.5	47.5	37.5	60.0	35.9	51.3
Occupancy expenses	18.1	33.0	22.5	8.2	10.0	98.8	18.3	33.0	22.5	8.2	10.4
Depreciation	1.7	3.4	1.9	0.6	1.0	70.2	2.4	6.0	3.1	0.7	1.2
Repairs & maintenance	0.8	0.7	0.5	0.8	1.4	52.3	1.6	4.1	1.4	1.2	1.6
Heat, light & telephone	2.8	4.7	2.5	2.5	1.7	89.0	3.1	4.7	3.2	2.6	2.1
Rent	12.8	24.1	17.5	4.3	5.9	87.5	14.6	27.0	18.0	4.7	7.9
Personnel expenses	15.4	3.2	3.7	40.6	17.1	68.5	22.5	30.5	5.4	44.2	18.1
Financial expenses	3.1	2.8	3.4	2.8	3.1	92.7	3.3	3.0	4.3	2.8	3.1
Interest & bank charges	2.1	2.0	2.2	1.7	2.2	81.0	2.5	2.1	3.1	2.2	2.7
Professional fees	1.0	0.8	1.2	1.0	0.8	76.6	1.3	2.9	1.6	1.0	0.9
Other expenses	11.9	17.6	8.8	10.2	11.8	100.0	11.9	17.6	8.8	10.2	11.8
Profit (loss)	4.3	6.8	1.6	2.4	6.7	100.0	4.3	6.8	1.6	2.4	6.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	---	---	---	---	---

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):**SIC 658 - Toy, Hobby, Novelty and Souvenir Stores**

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

TABLE 2. Balance sheet profile for 1986
Ontario, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	106				
Low sales value (\$000's)	(1)	(1)	21	70	154
High sales value (\$000's)	(1)	21	70	154	(1)
Average (\$000's)					
Assets					
Cash	4	1	1	10	5
Accounts and notes receivable	6	-	1	6	17
Inventory	37	2	18	11	102
Other current assets	1	-	-	-	3
Total current assets	48	3	20	27	127
Fixed assets	20	4	6	7	58
Less: Accum. dep. on fixed assets	6	1	1	3	16
Other assets	3	-	-	3	7
Total assets	66	7	24	34	175
Liabilities and equity					
Current loans	16	1	6	12	41
Other current liabilities	19	1	3	10	54
Total current liabilities	35	2	9	22	95
Mortgages payable	1	-	-	-	2
Long term debt	16	-	4	7	46
Other liabilities	-	-	-	-	1
Total liabilities	52	2	13	29	144
Total equity	14	5	11	5	31

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Ontario, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	60				
Low sales value (\$000's)	(1)	(1)	130	169	274
High sales value (\$000's)	(1)	130	169	274	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.2	4.7	0.9	2.1	1.4
Leverage ratios					
Debt/equity ratio (times)	-0.2	12.7	-11.5	-4.8	0.8
Interest coverage ratio (times)	27.6	102.4	0.1	2.0	8.3
Debt ratio (times)	1.0	1.2	1.0	0.9	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	(1)	130	159	238
High sales value (\$000's)	(1)	130	159	238	(1)
Average (\$000's)					
Operating activities					
Cash from operations	21	32	10	9	41
Depreciation	3	1	1	2	6
Other	-8	-34	7	-6	-7
Dividends	-6	-	-	-	-24
Investment activities					
Disposal of fixed assets	1	1	-	1	1
Purchase of fixed assets	-4	-	-	-6	-7
Increase in investment	-	-	-	-	-
Decrease in investment	1	-	-	2	-
Financing activities					
Increase in long term debt	1	-	-	-	4
Repayment of long term debt	-3	-	-	-4	-6
Loans from shareholders	1	3	1	-	-
Repayment of loans from shareholders	-1	-1	-1	-	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	4	2	17	-2	5
Cash & equivalents-Beginning of the year	4	2	17	-1	3
Cash & equivalents - End of the year	8	5	34	-3	8

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	3,705	229,099	20,004	303	471
less than 20	3,527	117,712	10,261	299	470
20 - 99	156	60,001	5,324	2	1
100 - 499	20	X	3,326	2	-
500 and over	2	X	1,093	-	-
1986					
Total	4,697	361,587	24,786	687	...
less than 20	4,488	167,571	11,626	684	...
20 - 99	184	95,854	6,766	3	...
100 - 499	21	70,060	4,530	-	...
500 and over	4	28,102	1,864	-	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	376				
Average sales \$	100,731	13,903	31,271	78,596	279,053
Average expense \$	93,535	15,706	31,517	73,547	253,371
Average net profit (loss) \$	7,196	-1,803	-246	5,149	25,682
Businesses reporting a profit (No.)	261				
Average sales \$	100,515	14,367	31,474	80,702	275,516
Average expense \$	88,363	11,396	26,104	70,252	245,700
Average net profit \$	12,152	2,971	5,370	10,450	29,816
Businesses reporting a loss (No.)	115				
Average sales \$	108,122	13,590	31,061	73,581	314,254
Average expense \$	116,855	18,619	37,138	81,950	329,714
Average net loss \$	-8,733	-5,029	-6,077	-8,369	-15,460
1985					
Number of observations in sample	367				
Average sales \$	104,385	16,593	37,311	81,341	282,293
Average expense \$	100,023	17,882	35,849	79,531	266,829
Average net profit (loss) \$	4,362	-1,289	1,462	1,810	15,464
Businesses reporting a profit (No.)	260				
Average sales \$	106,671	15,821	39,108	86,834	284,921
Average expense \$	94,659	9,186	33,363	76,444	259,644
Average net profit \$	12,012	6,635	5,745	10,390	25,277
Businesses reporting a loss (No.)	107				
Average sales \$	99,197	17,132	34,187	71,460	274,010
Average expense \$	109,671	23,959	40,170	85,085	289,468
Average net loss \$	-10,474	-6,827	-5,983	-13,625	-15,458
1986					
Number of observations in sample	274				
Average sales \$	136,023	16,137	44,782	108,692	374,481
Average expense \$	128,793	14,530	43,953	102,265	354,423
Average net profit (loss) \$	7,230	1,607	829	6,427	20,058
Businesses reporting a profit (No.)	195				
Average sales \$	142,137	16,036	46,433	112,560	393,519
Average expense \$	129,827	11,684	39,835	101,431	366,359
Average net profit \$	12,310	4,352	6,598	11,129	27,160
Businesses reporting a loss (No.)	79				
Average sales \$	109,664	16,339	42,445	94,915	284,957
Average expense \$	118,380	20,210	49,782	105,235	298,294
Average net loss \$	-8,716	-3,871	-7,337	-10,320	-13,337

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)							
Businesses in sample (No.)	93													
Low sales value (\$000's)	(1)	(1)	21	60	169									
High sales value (\$000's)	(1)	21	60	169	(1)									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only (3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	49.8	36.9	63.4	48.2	51.0	99.4	50.1	37.9	63.4	48.2	51.0			
Occupancy expenses	19.2	32.7	16.4	17.5	11.0	98.8	19.4	32.7	16.4	17.5	11.5			
Depreciation	2.1	3.7	1.7	2.1	0.9	69.6	3.0	6.0	2.6	2.6	1.3			
Repairs & maintenance	0.9	0.5	0.3	1.2	1.4	47.8	1.8	4.4	0.9	2.3	1.5			
Heat, light & telephone	2.6	4.7	1.9	2.4	1.6	84.7	3.1	4.7	2.6	2.7	2.1			
Rent	13.6	23.8	12.6	11.9	7.0	84.6	16.1	26.8	13.0	13.7	10.2			
Personnel expenses	10.2	3.4	4.5	17.6	14.5	68.0	14.9	30.5	5.4	21.6	15.6			
Financial expenses	3.5	3.0	3.5	3.8	3.6	97.1	3.6	3.0	3.9	3.8	3.6			
Interest & bank charges	2.4	2.1	1.9	2.9	2.8	88.6	2.7	2.1	2.4	3.7	2.8			
Professional fees	1.0	0.9	1.6	0.9	0.8	77.6	1.3	2.9	1.8	0.9	0.8			
Other expenses	13.0	18.0	9.4	11.1	13.4	100.0	13.0	18.0	9.4	11.1	13.4			
Profit (loss)	4.3	6.0	2.8	1.8	6.5	100.0	4.3	6.0	2.8	1.8	6.5			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):**SIC 6582 - Gift, Novelty and Souvenir Stores**

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	93				
Low sales value (\$000's)	(1)	(1)	21	60	169
High sales value (\$000's)	(1)	21	60	169	(1)
Average (\$000's)					
Assets					
Cash	5	-	1	11	6
Accounts and notes receivable	4	-	1	2	12
Inventory	39	1	20	17	109
Other current assets	1	-	-	-	3
Total current assets	48	2	22	30	129
Fixed assets	24	4	3	14	70
Less: Accum. dep. on fixed assets	7	1	1	5	19
Other assets	2	-	-	3	5
Total assets	68	5	24	42	185
Liabilities and equity					
Current loans	18	1	8	8	49
Other current liabilities	14	1	2	11	37
Total current liabilities	31	2	10	19	87
Mortgages payable	1	-	-	-	4
Long term debt	18	-	2	12	54
Other liabilities	-	-	-	-	1
Total liabilities	50	2	12	32	145
Total equity	17	3	13	9	40

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	53				
Low sales value (\$000's)	(1)	(1)	130	210	328
High sales value (\$000's)	(1)	130	210	328	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.4	7.5	1.6	1.9	1.6
Leverage ratios					
Debt/equity ratio (times)	-3.0	5.1	-14.9	-1.5	3.0
Interest coverage ratio (times)	35.6	216.4	2.5	2.6	9.2
Debt ratio (times)	1.0	1.7	1.0	0.9	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	(1)	149	204	313
High sales value (\$000's)	(1)	149	204	313	(1)
Average (\$000's)					
Operating activities					
Cash from operations	21	19	19	-5	47
Depreciation	3	1	1	4	6
Other	-7	-8	-16	6	-11
Dividends	-8	-	-	-5	-23
Investment activities					
Disposal of fixed assets	1	-	-	4	-
Purchase of fixed assets	-3	-	-1	-1	-9
Increase in investment	-	-	-	-1	-
Decrease in investment	1	-	4	1	-
Financing activities					
Increase in long term debt	2	-	-	-	5
Repayment of long term debt	-4	-	-7	-3	-6
Loans from shareholders	1	1	2	-	-
Repayment of loans from shareholders	-2	-2	-	-4	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	1	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	4	11	3	-4	7
Cash & equivalents—Beginning of the year	6	11	2	11	2
Cash & equivalents - End of the year	11	22	4	7	9

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	3,705	229,099	20,004	303	471
less than 20	3,527	117,712	10,261	299	470
20 - 99	156	60,001	5,324	2	1
100 - 499	20	X	3,326	2	-
500 and over	2	X	1,093	-	-
1986					
Total	4,697	361,587	24,786	687	...
less than 20	4,488	167,571	11,626	684	...
20 - 99	184	95,854	6,766	3	...
100 - 499	21	70,060	4,530	-	...
500 and over	4	28,102	1,864	-	...

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	310				
Average sales \$	101,122	13,981	32,891	84,796	272,818
Average expense \$	93,661	15,500	32,981	78,202	247,959
Average net profit (loss) \$	7,461	-1,519	-90	6,594	24,859
Businesses reporting a profit (No.)	221				
Average sales \$	101,145	14,427	33,853	87,251	269,050
Average expense \$	88,901	11,790	27,652	75,981	240,181
Average net profit \$	12,244	2,637	6,201	11,270	28,869
Businesses reporting a loss (No.)	89				
Average sales \$	108,145	13,548	31,966	77,591	309,474
Average expense \$	116,383	19,097	38,106	84,719	323,611
Average net loss \$	-8,238	-5,549	-6,140	-7,128	-14,137
1985					
Number of observations in sample	306				
Average sales \$	93,134	17,164	37,732	77,260	240,381
Average expense \$	89,844	20,148	36,369	75,713	227,144
Average net profit (loss) \$	3,290	-2,984	1,363	1,547	13,237
Businesses reporting a profit (No.)	219				
Average sales \$	94,452	16,769	39,110	81,306	240,624
Average expense \$	83,416	13,251	33,339	69,141	217,931
Average net profit \$	11,036	3,518	5,771	12,165	22,693
Businesses reporting a loss (No.)	87				
Average sales \$	90,939	17,412	35,344	71,282	239,716
Average expense \$	100,972	24,484	41,617	85,424	252,364
Average net loss \$	-10,033	-7,072	-6,273	-14,142	-12,648
1986					
Number of observations in sample	235				
Average sales \$	138,491	16,559	41,302	106,514	389,587
Average expense \$	129,347	13,884	39,975	99,277	364,252
Average net profit (loss) \$	9,144	2,675	1,327	7,237	25,335
Businesses reporting a profit (No.)	166				
Average sales \$	141,811	17,028	43,876	111,741	394,598
Average expense \$	128,364	10,796	37,869	98,177	366,613
Average net profit \$	13,447	6,232	6,007	13,564	27,985
Businesses reporting a loss (No.)	69				
Average sales \$	110,480	15,814	37,862	92,236	296,008
Average expense \$	121,005	18,795	42,790	102,283	320,151
Average net loss \$	-10,525	-2,981	-4,928	-10,047	-24,143

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)						
Businesses in sample (No.)	59												
Low sales value (\$000's)	(1)	(1)											
High sales value (\$000's)	(1)	15	15	25	25	39							(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	40.6	27.8	49.3	41.7	41.8	63.9	63.5	83.1	64.2	61.7	56.7
Occupancy expenses	19.7	19.3	31.0	17.5	11.1	95.7	20.6	23.7	31.0	17.5	11.1
Depreciation	4.6	4.7	6.4	6.3	1.2	68.9	6.7	11.5	8.3	8.5	1.6
Repairs & maintenance	7.4	8.8	9.9	4.8	6.0	83.7	8.8	11.1	9.9	6.6	7.3
Heat, light & telephone	1.9	1.7	2.9	1.4	1.6	52.7	3.6	4.1	9.0	2.1	2.3
Rent	5.8	4.1	11.8	5.0	2.2	47.4	12.3	17.1	26.3	9.4	3.5
Personnel expenses	6.8	2.2	1.7	5.3	16.8	58.9	11.5	5.1	7.5	6.3	19.8
Financial expenses	2.5	2.7	2.4	3.3	1.6	82.3	3.0	3.7	4.2	3.3	1.6
Interest & bank charges	1.3	1.8	1.7	1.1	0.6	61.2	2.2	3.0	3.7	2.0	0.8
Professional fees	1.1	0.9	0.6	2.1	1.0	79.3	1.4	1.2	1.1	2.1	1.1
Other expenses	24.1	30.0	24.7	26.8	16.1	100.0	24.1	30.0	24.7	26.8	16.1
Profit (loss)	6.4	18.0	-9.1	5.5	12.6	99.8	6.4	18.0	-9.1	5.5	12.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):**SIC 6921 - Direct Sellers**

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. The salespeople involved normally work on a commission basis and each salesperson is considered to be a separate business. Mail-order houses are included here.

TABLE 2. Balance sheet profile for 1986

Ontario, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	59				
Low sales value (\$000's)	(1)	(1)	15	25	39
High sales value (\$000's)	(1)	15	25	39	(1)
Average (\$000's)					
Assets					
Cash	4	-	-	-	15
Accounts and notes receivable	5	-	-	-	20
Inventory	2	-	-	-	5
Other current assets	1	-	-	-	2
Total current assets	12	-	-	-	42
Fixed assets	4	-	5	-	9
Less: Accum. dep. on fixed assets	1	-	1	-	4
Other assets	2	-	-	-	7
Total assets	16	-	4	-	55
Liabilities and equity					
Current loans	2	-	2	-	4
Other current liabilities	6	-	-	1	22
Total current liabilities	8	-	2	1	26
Mortgages payable	-	-	-	-	-
Long term debt	3	-	-	5	5
Other liabilities	-	-	-	-	-
Total liabilities	11	-	2	6	31
Total equity	6	-	2	-6	24

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

See Table 1 for symbols and notes.

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

Ontario, Direct Sellers (SIC 6921)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	(1)	34	143	536
High sales value (\$000's)	(1)	34	143	536	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.9	0.3	0.6	6.3	2.3
Leverage ratios					
Debt/equity ratio (times)	2.4	-2.7	6.3	-0.9	2.5
Interest coverage ratio (times)	4.0	12.7	-22.9	21.0	15.2
Debt ratio (times)	0.8	1.4	1.0	0.9	0.5

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Direct Sellers (SIC 6921)

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

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

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

Ontario, Direct Sellers (SIC 6921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	129	20,410	1,882	30	39
less than 20	113	4,567	399	30	39
20 - 99	13	6,472	558	-	-
100 - 499	2	X	485	-	-
500 and over	1	X	440	-	-
1986					
Total	252	33,418	2,399	58	...
less than 20	231	9,518	647	58	...
20 - 99	18	11,007	770	-	...
100 - 499	2	X	506	-	...
500 and over	1	X	476	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	297				
Average sales \$	67,684	12,210	17,599	36,543	204,385
Average expense \$	62,958	12,487	18,099	32,140	189,104
Average net profit (loss) \$	4,726	-277	-500	4,403	15,281
Businesses reporting a profit (No.)	192				
Average sales \$	72,464	11,755	17,113	37,731	223,255
Average expense \$	62,949	8,966	13,524	27,275	202,030
Average net profit \$	9,515	2,789	3,589	10,456	21,225
Businesses reporting a loss (No.)	105				
Average sales \$	49,807	12,802	18,026	34,740	133,660
Average expense \$	54,840	17,073	22,111	39,519	140,655
Average net loss \$	-5,033	-4,271	-4,085	-4,779	-6,995
1985					
Number of observations in sample	278				
Average sales \$	64,788	13,692	22,942	38,714	183,803
Average expense \$	59,700	13,248	20,239	32,493	172,821
Average net profit (loss) \$	5,088	444	2,703	6,221	10,982
Businesses reporting a profit (No.)	212				
Average sales \$	68,571	13,527	22,697	39,156	198,902
Average expense \$	60,505	11,132	16,606	29,632	184,650
Average net profit \$	8,066	2,395	6,091	9,524	14,252
Businesses reporting a loss (No.)	66				
Average sales \$	41,231	13,873	23,583	37,204	90,265
Average expense \$	46,775	15,557	29,739	42,270	99,533
Average net loss \$	-5,544	-1,684	-6,156	-5,066	-9,268
1986					
Number of observations in sample	192				
Average sales \$	91,816	12,432	18,820	35,840	300,170
Average expense \$	85,901	12,257	16,597	33,795	280,956
Average net profit (loss) \$	5,915	175	2,223	2,045	19,214
Businesses reporting a profit (No.)	142				
Average sales \$	96,526	12,683	18,743	36,030	318,648
Average expense \$	83,955	9,609	12,849	24,625	288,736
Average net profit \$	12,571	3,074	5,894	11,405	29,912
Businesses reporting a loss (No.)	50				
Average sales \$	67,795	11,745	19,030	35,638	204,767
Average expense \$	82,650	19,524	26,773	43,518	240,785
Average net loss \$	-14,855	-7,779	-7,743	-7,880	-36,018

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

See Table 1 for symbols and notes

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

Ontario, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	353									
Low sales value (\$000's)	(1)	(1)	25	63	166					
High sales value (\$000's)	(1)	25	63	166	(1)					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	27.6	34.6	25.2	27.0	23.9	95.6	28.9	37.5	26.4	28.2	24.2
Depreciation	13.8	20.8	13.7	11.9	9.0	83.8	16.5	29.0	16.5	13.9	9.4
Repairs & maintenance	6.6	6.9	5.4	8.0	6.2	67.2	9.9	14.1	9.1	10.8	7.2
Heat, light & telephone	6.3	6.7	4.9	6.3	7.4	65.0	9.7	13.4	8.0	8.8	9.6
Rent	0.9	0.3	1.2	0.8	1.3	11.3	7.9	29.5	10.1	7.4	6.1
Personnel expenses	11.0	6.8	10.7	12.1	14.5	42.2	26.1	35.2	32.6	23.3	22.5
Financial expenses	32.8	35.3	36.1	32.3	27.6	98.7	33.2	35.4	37.0	32.5	28.2
Interest & bank charges	25.3	26.3	27.3	26.7	21.1	86.9	29.2	36.5	30.2	28.9	22.8
Professional fees	7.5	9.0	8.8	5.5	6.5	93.4	8.0	10.4	9.3	5.9	6.7
Other expenses	18.7	21.9	16.6	17.7	18.6	99.0	18.9	22.1	17.1	17.7	18.6
Profit (loss)	9.8	1.4	11.4	11.0	15.4	93.3	10.5	1.6	11.5	12.3	15.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 751 - Operators of Buildings and Dwellings

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

TABLE 2. Balance sheet profile for 1986

Ontario, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	353				
Low sales value (\$000's)	(1)	(1)	25	63	166
High sales value (\$000's)	(1)	25	63	166	(1)
Average (\$000's)					
Assets					
Cash	35	6	27	42	65
Accounts and notes receivable	16	3	7	11	44
Inventory	15	3	6	6	45
Other current assets	23	5	5	12	72
Total current assets	90	16	45	71	226
Fixed assets	552	168	238	426	1,365
Less: Accum. dep. on fixed assets	103	21	32	65	291
Other assets	87	35	43	67	200
Total assets	626	199	294	499	1,500
Liabilities and equity					
Current loans	60	28	46	43	121
Other current liabilities	43	15	21	33	103
Total current liabilities	103	43	66	76	224
Mortgages payable	232	38	89	146	651
Long term debt	128	62	68	106	275
Other liabilities	19	2	3	13	58
Total liabilities	482	145	226	341	1,207
Total equity	144	54	68	159	293

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

See Table 1 for symbols and notes.

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

Ontario, Operators of Buildings and Dwellings (SIC 751)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	321				
Low sales value (\$000's)	(1)	(1)	25	64	172
High sales value (\$000's)	(1)	25	64	172	(1)
Average					
Liquidity ratio					
Current ratio (times)	5.3	3.9	8.3	5.5	3.3
Leverage ratios					
Debt/equity ratio (times)	...	...	-16.2	-116.8	1.7
Interest coverage ratio (times)	78.0	-16.6	34.7	162.6	109.6
Debt ratio (times)	0.9	1.6	0.7	0.7	0.8

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	183				
Low sales value (\$000's)	(1)	(1)	27	59	145
High sales value (\$000's)	(1)	27	59	145	(1)
Average (\$000's)					
Operating activities					
Cash from operations	30	-10	19	23	87
Depreciation	15	7	5	13	36
Other	-10	6	-19	-2	-26
Dividends	-22	-	-26	-9	-54
Investment activities					
Disposal of fixed assets	51	1	21	98	83
Purchase of fixed assets	-48	-11	-45	-77	-59
Increase in investment	-27	-3	-	-26	-77
Decrease in investment	21	10	7	1	65
Financing activities					
Increase in long term debt	59	4	56	32	143
Repayment of long term debt	-63	-14	-46	-36	-154
Loans from shareholders	22	9	34	9	38
Repayment of loans from shareholders	-27	-	-29	-12	-67
Advances & loans from government	-	-	-	-	-
Increase in equity	10	-	33	-	8
Decrease in equity	-4	-	-12	-	-4
Other	-2	-	-	-3	-4
Increase(decrease) in cash & equivalents	6	-1	-2	11	15
Cash & equivalents-Beginning of the year	16	9	45	13	-3
Cash & equivalents - End of the year	22	8	43	23	12

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	6,002	703,108	39,598	674	734
less than 20	5,675	252,240	14,087	644	706
20 - 99	262	167,706	9,722	23	20
100 - 499	50	114,391	6,282	4	8
500 and over	15	168,771	9,507	3	-
1986					
Total	7,736	1,033,611	46,621	1,138	...
less than 20	7,324	366,663	16,506	1,100	...
20 - 99	328	260,526	11,794	30	...
100 - 499	72	213,032	9,647	8	...
500 and over	12	193,390	8,674	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Operators of Buildings and Dwellings (SIC 751)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	529				
Average sales \$	158,177	18,466	43,367	99,459	471,414
Average expense \$	118,591	16,481	36,475	88,138	333,270
Average net profit (loss) \$	39,586	1,985	6,892	11,321	138,144
Businesses reporting a profit (No.)	384				
Average sales \$	154,134	18,357	43,765	102,636	451,779
Average expense \$	93,992	12,527	27,889	73,055	262,498
Average net profit \$	60,142	5,830	15,876	29,581	189,281
Businesses reporting a loss (No.)	145				
Average sales \$	179,132	18,741	42,386	94,796	560,605
Average expense \$	212,294	26,510	57,627	110,279	654,758
Average net loss \$	-33,162	-7,769	-15,241	-15,483	-94,153
1985					
Number of observations in sample	542				
Average sales \$	161,986	17,774	41,134	105,331	483,706
Average expense \$	121,149	13,953	24,968	66,918	378,755
Average net profit (loss) \$	40,837	3,821	16,166	38,413	104,951
Businesses reporting a profit (No.)	399				
Average sales \$	162,611	17,913	40,372	102,222	489,938
Average expense \$	95,422	8,715	7,482	38,731	326,760
Average net profit \$	67,189	9,198	32,890	63,491	163,178
Businesses reporting a loss (No.)	143				
Average sales \$	158,641	17,431	42,409	111,936	462,786
Average expense \$	190,310	26,916	54,230	126,811	553,282
Average net loss \$	-31,669	-9,485	-11,821	-14,875	-90,496
1986					
Number of observations in sample	660				
Average sales \$	153,693	16,583	40,296	99,888	458,006
Average expense \$	135,608	18,958	36,717	92,410	394,345
Average net profit (loss) \$	18,085	-2,375	3,579	7,478	63,661
Businesses reporting a profit (No.)	451				
Average sales \$	153,611	16,099	40,063	101,204	457,077
Average expense \$	114,206	12,005	27,281	75,894	341,643
Average net profit \$	39,405	4,094	12,782	25,310	115,434
Businesses reporting a loss (No.)	209				
Average sales \$	153,731	17,145	40,690	96,629	460,459
Average expense \$	186,660	27,032	52,731	133,339	533,537
Average net loss \$	-32,929	-9,887	-12,041	-36,710	-73,078

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

See Table 1 for symbols and notes

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

Ontario, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)							
Businesses in sample (No.)	153													
Low sales value (\$000's)	(1)	(1)	30	68	68									
High sales value (\$000's)	(1)	30	68	177	177									(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Occupancy expenses	25.2	27.0	19.3	33.1	21.6	93.6	27.0	33.3	20.8	33.1	21.6			
Depreciation	13.0	16.6	10.2	14.4	10.9	87.8	14.8	22.7	12.0	15.6	11.0			
Repairs & maintenance	5.7	2.3	3.6	11.3	5.2	58.8	9.6	5.8	8.0	15.6	6.7			
Heat, light & telephone	4.9	6.0	4.2	5.1	4.4	56.7	8.7	13.7	8.1	7.4	7.3			
Rent	1.7	2.1	1.2	2.3	1.1	13.3	12.5	27.8	8.8	27.9	4.6			
Personnel expenses	7.5	1.3	11.4	6.5	10.6	28.5	26.5	11.9	52.9	22.4	20.5			
Financial expenses	35.3	36.1	32.8	35.6	36.6	98.2	35.9	36.3	35.2	35.6	36.6			
Interest & bank charges	26.8	18.9	29.7	28.9	29.4	89.6	29.9	24.6	34.5	29.7	30.0			
Professional fees	8.5	17.3	3.1	6.6	7.2	92.6	9.1	19.1	3.6	7.1	7.2			
Other expenses	17.7	25.2	13.3	18.1	14.4	98.3	18.0	25.2	14.3	18.1	14.4			
Profit (loss)	14.3	10.4	23.1	6.8	16.7	95.2	15.0	12.7	23.6	6.8	16.7			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7512 - Operators of Non-Residential Buildings

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

TABLE 2. Balance sheet profile for 1986

Ontario, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	153				
Low sales value (\$000's)	(1)	(1)	30	68	177
High sales value (\$000's)	(1)	30	68	177	(1)
Average (\$000's)					
Assets					
Cash	25	7	9	34	49
Accounts and notes receivable	12	2	14	5	26
Inventory	-	-	-	-	-
Other current assets	25	1	5	9	84
Total current assets	62	10	28	48	160
Fixed assets	691	219	247	457	1,823
Less: Accum. dep. on fixed assets	119	26	40	76	332
Other assets	108	2	63	93	269
Total assets	742	205	297	522	1,920
Liabilities and equity					
Current loans	54	29	25	57	103
Other current liabilities	50	23	21	34	119
Total current liabilities	103	52	46	91	222
Mortgages payable	316	73	82	168	931
Long term debt	144	52	91	94	333
Other liabilities	13	1	2	8	40
Total liabilities	576	179	222	360	1,526
Total equity	166	26	76	162	394

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

See Table 1 for symbols and notes.

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

Ontario, Operators of Non-Residential Buildings (SIC 7512)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	144				
Low sales value (\$000's)	(1)	(1)	30	68	177
High sales value (\$000's)	(1)	30	68	177	(1)
Average					
Liquidity ratio					
Current ratio (times)	4.3	3.0	5.5	7.7	1.0
Leverage ratios					
Debt/equity ratio (times)	8.9	27.3	14.9	-3.5	-1.2
Interest coverage ratio (times)	106.9	25.7	24.4	290.6	56.4
Debt ratio (times)	0.7	0.7	0.8	0.8	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	94				
Low sales value (\$000's)	(1)	(1)	30	68	120
High sales value (\$000's)	(1)	30	68	120	(1)
Average (\$000's)					
Operating activities					
Cash from operations	41	2	2	12	146
Depreciation	17	4	5	17	42
Other	-36	14	-11	-	-145
Dividends	-23	-1	-7	-3	-82
Investment activities					
Disposal of fixed assets	69	2	-	195	79
Purchase of fixed assets	-61	-22	-2	-170	-50
Increase in investment	-37	-1	-	-35	-109
Decrease in investment	20	-	10	2	66
Financing activities					
Increase in long term debt	84	9	24	93	210
Repayment of long term debt	-76	-13	-30	-92	-167
Loans from shareholders	16	-	6	6	52
Repayment of loans from shareholders	-21	-1	-9	-28	-43
Advances & loans from government	-	-	-	-	-
Increase in equity	6	-	-	-	24
Decrease in equity	-2	-	-	-	-7
Other	-4	-	-	-11	-4
Increase(decrease) in cash & equivalents	-6	-7	-12	-14	12
Cash & equivalents-Beginning of the year	14	2	24	20	10
Cash & equivalents - End of the year	9	-5	12	5	22

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	6,002	703,108	39,598	674	734
less than 20	5,675	252,240	14,087	644	706
20 - 99	262	167,706	9,722	23	20
100 - 499	50	114,391	6,282	4	8
500 and over	15	168,771	9,507	3	-
1986					
Total	7,736	1,033,611	46,621	1,138	...
less than 20	7,324	366,663	16,506	1,100	...
20 - 99	328	260,526	11,794	30	...
100 - 499	72	213,032	9,647	8	...
500 and over	12	193,390	8,674	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	153				
Average sales \$	169,080	19,204	46,061	108,466	502,587
Average expense \$	94,885	17,795	36,729	100,999	224,015
Average net profit (loss) \$	74,195	1,409	9,332	7,467	278,572
Businesses reporting a profit (No.)	120				
Average sales \$	163,345	19,000	44,837	115,752	473,791
Average expense \$	74,366	15,348	29,313	97,833	154,970
Average net profit \$	88,979	3,652	15,524	17,919	318,821
Businesses reporting a loss (No.)	33				
Average sales \$	235,893	19,822	49,517	95,572	778,659
Average expense \$	268,856	25,201	57,658	106,602	885,963
Average net loss \$	-32,963	-5,379	-8,141	-11,030	-107,304
1985					
Number of observations in sample	184				
Average sales \$	164,782	19,484	45,886	111,877	481,879
Average expense \$	125,901	15,922	2,754	66,960	417,966
Average net profit (loss) \$	38,881	3,562	43,132	44,917	63,913
Businesses reporting a profit (No.)	134				
Average sales \$	162,854	19,737	45,934	105,577	480,167
Average expense \$	97,196	13,315	23,250	44,415	354,302
Average net profit \$	65,658	6,422	22,684	61,162	125,865
Businesses reporting a loss (No.)	50				
Average sales \$	171,069	18,496	45,772	133,550	486,458
Average expense \$	205,701	26,139	63,981	144,514	588,168
Average net loss \$	-34,632	-7,643	-18,209	-10,964	-101,710
1986					
Number of observations in sample	334				
Average sales \$	168,294	17,697	42,464	101,895	511,120
Average expense \$	142,516	17,542	37,899	87,279	427,342
Average net profit (loss) \$	25,778	155	4,565	14,616	83,778
Businesses reporting a profit (No.)	237				
Average sales \$	178,560	18,369	42,232	107,361	546,277
Average expense \$	123,445	11,892	31,376	75,038	375,474
Average net profit \$	55,115	6,477	10,856	32,323	170,803
Businesses reporting a loss (No.)	97				
Average sales \$	149,034	16,754	43,253	88,548	447,581
Average expense \$	180,932	25,474	60,002	117,171	521,080
Average net loss \$	-31,898	-8,720	-16,749	-28,623	-73,499

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Industry average(2)						Percent of sales				
	Percent of sales						Percent of sales				
Businesses in sample (No.)	157										
Low sales value (\$000's)	(1)	(1)									
High sales value (\$000's)	(1)	36		36							(1)
Occupancy expenses	11.5	17.4	9.1	10.6	9.5	90.4	12.7	20.9	10.4	11.6	9.5
Depreciation	2.6	2.9	1.6	3.1	2.7	74.3	3.5	5.5	2.6	3.7	2.8
Repairs & maintenance	2.8	5.3	2.5	2.4	1.3	73.7	3.9	7.4	4.3	3.1	1.5
Heat, light & telephone	2.9	5.7	1.9	2.2	2.2	77.8	3.8	7.9	3.1	2.7	2.3
Rent	3.2	3.6	3.0	2.9	3.2	64.7	4.9	7.1	6.3	4.1	3.5
Personnel expenses	44.3	12.8	53.1	50.6	58.4	84.4	52.5	26.0	58.0	53.4	58.7
Financial expenses	8.8	19.0	8.3	4.4	4.2	97.1	9.1	21.4	8.3	4.4	4.2
Interest & bank charges	2.9	6.6	1.8	1.9	1.4	81.0	3.5	9.6	2.1	2.2	1.7
Professional fees	6.0	12.4	6.5	2.5	2.8	95.5	6.3	14.3	6.5	2.7	2.8
Other expenses	20.6	33.1	18.0	18.0	13.9	98.0	21.0	36.1	18.0	18.0	13.9
Profit (loss)	14.8	17.6	11.6	16.4	13.9	99.9	14.8	17.6	11.6	16.5	13.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7611 - Insurance and Real Estate Agencies

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	157				
Low sales value (\$000's)	(1)	(1)	36	108	215
High sales value (\$000's)	(1)	36	108	215	(1)
Average (\$000's)					
Assets					
Cash	36	4	10	41	89
Accounts and notes receivable	51	2	21	62	116
Inventory	3	3	-	-	6
Other current assets	29	7	5	17	88
Total current assets	119	16	36	119	299
Fixed assets	41	17	13	27	106
Less: Accum. dep. on fixed assets	16	12	5	11	34
Other assets	55	2	17	40	159
Total assets	200	23	62	176	529
Liabilities and equity					
Current loans	20	13	13	11	41
Other current liabilities	73	6	26	70	184
Total current liabilities	92	20	39	81	225
Mortgages payable	12	12	3	1	31
Long term debt	21	10	7	7	60
Other liabilities	25	-	3	10	86
Total liabilities	150	42	52	100	401
Total equity	50	-19	10	76	128

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	116				
Low sales value (\$000's)	(1)	(1)	69	151	313
High sales value (\$000's)	(1)	69	151	313	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.5	3.2	1.4	3.0	2.5
Leverage ratios					
Debt/equity ratio (times)	-10.5	-51.5	5.3	-3.4	6.4
Interest coverage ratio (times)	23.4	86.7	26.1	99.6	-120.1
Debt ratio (times)	1.1	1.6	1.5	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	64	146	313
High sales value (\$000's)	(1)	64	146	313	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	31	26	16	13	70
Depreciation	8	4	3	9	16
Other	-7	-5	-2	-8	-14
Dividends	-11	-	-6	-10	-25
Investment activities					
Disposal of fixed assets	1	-	-	2	3
Purchase of fixed assets	-10	-2	-3	-16	-20
Increase in investment	-9	-20	-	-1	-18
Decrease in investment	2	-	-	1	6
Financing activities					
Increase in long term debt	2	-	-	2	7
Repayment of long term debt	-6	-1	-1	-2	-18
Loans from shareholders	9	10	3	6	19
Repayment of loans from shareholders	-7	-	-10	-4	-13
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	-	6
Decrease in equity	-	-	-	-	-1
Other	1	-	-1	-1	8
Increase(decrease) in cash & equivalents	6	13	-3	-9	26
Cash & equivalents-Beginning of the year	49	3	13	63	113
Cash & equivalents - End of the year	55	16	10	53	139

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	4,634	713,453	35,919	585	608
less than 20	4,330	274,148	13,649	566	598
20 - 99	250	171,621	8,652	19	7
100 - 499	44	127,051	6,394	-	2
500 and over	10	140,633	7,224	-	1
1986					
Total	6,333	1,420,634	57,062	886	...
less than 20	5,823	458,619	18,072	852	...
20 - 99	423	379,624	15,014	30	...
100 - 499	73	287,378	11,567	4	...
500 and over	14	295,013	12,409	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	321				
Average sales \$	177,786	23,982	62,985	127,841	496,337
Average expense \$	149,620	19,309	52,368	104,800	422,001
Average net profit (loss) \$	28,166	4,673	10,617	23,041	74,336
Businesses reporting a profit (No.)	281				
Average sales \$	180,179	24,599	61,679	129,991	504,448
Average expense \$	144,600	13,870	46,361	103,326	414,841
Average net profit \$	35,579	10,729	15,318	26,665	89,607
Businesses reporting a loss (No.)	40				
Average sales \$	160,554	22,584	69,444	109,428	440,761
Average expense \$	175,550	31,636	82,076	117,422	471,067
Average net loss \$	-14,996	-9,052	-12,632	-7,994	-30,306
1985					
Number of observations in sample	321				
Average sales \$	193,598	29,193	74,496	145,006	525,697
Average expense \$	165,774	17,255	59,419	121,829	464,594
Average net profit (loss) \$	27,824	11,938	15,077	23,177	61,103
Businesses reporting a profit (No.)	274				
Average sales \$	195,776	29,202	73,901	143,312	536,686
Average expense \$	157,236	12,187	54,445	109,754	452,556
Average net profit \$	38,540	17,015	19,456	33,558	84,133
Businesses reporting a loss (No.)	47				
Average sales \$	183,531	29,161	79,152	149,806	476,006
Average expense \$	201,760	33,692	98,284	156,048	519,014
Average net loss \$	-18,229	-4,531	-19,132	-6,242	-43,008
1986					
Number of observations in sample	412				
Average sales \$	218,642	25,277	76,713	170,789	601,789
Average expense \$	190,936	19,376	66,017	155,080	523,269
Average net profit (loss) \$	27,706	5,901	10,696	15,709	78,520
Businesses reporting a profit (No.)	351				
Average sales \$	229,890	23,978	75,828	172,696	647,059
Average expense \$	187,395	11,649	56,099	143,178	538,653
Average net profit \$	42,495	12,329	19,729	29,518	108,406
Businesses reporting a loss (No.)	61				
Average sales \$	180,548	28,957	78,350	164,043	450,842
Average expense \$	198,697	41,267	84,378	197,169	471,975
Average net loss \$	-18,149	-12,310	-6,028	-33,126	-21,133

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

See Table 1 for symbols and notes

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

Ontario, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	124										
Low sales value (\$000's)	(1)	(1)									
High sales value (\$000's)	(1)	18	18	38	102						(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	19.4	28.4	26.4	14.0	9.2	95.6	20.3	28.4	26.4	17.0	9.2
Depreciation	11.7	17.9	17.2	7.9	4.1	85.6	13.7	19.6	20.3	10.2	4.6
Repairs & maintenance	1.7	1.4	1.8	2.7	0.8	35.7	4.6	3.1	4.8	8.2	2.9
Heat, light & telephone	1.8	1.8	3.0	0.8	1.4	60.1	2.9	3.7	4.0	1.6	2.2
Rent	4.3	7.4	4.4	2.5	2.9	58.5	7.3	10.3	12.7	4.7	3.8
Personnel expenses	26.4	5.3	25.9	39.8	34.4	64.1	41.3	18.5	43.4	56.6	35.8
Financial expenses	4.5	2.2	6.2	5.6	3.9	88.2	5.1	3.0	6.9	5.7	4.3
Interest & bank charges	2.2	1.1	3.8	2.5	1.2	72.5	3.0	2.4	4.2	3.2	1.6
Professional fees	2.3	1.1	2.4	3.2	2.7	73.2	3.2	1.9	3.7	3.8	3.0
Other expenses	27.4	33.3	21.3	17.1	37.6	100.0	27.4	33.3	21.3	17.1	37.6
Profit (loss)	22.2	30.8	20.2	23.5	14.9	100.0	22.2	30.8	20.2	23.5	14.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7721 - Computer Services

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

TABLE 2. Balance sheet profile for 1986

Ontario, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	124				
Low sales value (\$000's)	(1)	(1)	18	38	102
High sales value (\$000's)	(1)	18	38	102	(1)
Average (\$000's)					
Assets					
Cash	7	3	1	2	20
Accounts and notes receivable	14	1	5	4	44
Inventory	2	-	-	-	8
Other current assets	3	-	1	-	9
Total current assets	25	4	7	6	81
Fixed assets	38	11	36	17	85
Less: Accum. dep. on fixed assets	15	4	13	8	34
Other assets	5	-	1	-	18
Total assets	53	11	31	15	150
Liabilities and equity					
Current loans	8	1	2	5	22
Other current liabilities	15	1	5	7	46
Total current liabilities	23	2	7	12	68
Mortgages payable	-	-	-	-	-
Long term debt	14	1	25	-	29
Other liabilities	1	-	-	-	2
Total liabilities	37	3	31	13	98
Total equity	16	8	-1	3	52

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

See Table 1 for symbols and notes.

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

Ontario, Computer Services (SIC 7721)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	94				
Low sales value (\$000's)	(1)	(1)	25	59	195
High sales value (\$000's)	(1)	25	59	195	(1)
Average					
Liquidity ratio					
Current ratio (times)	16.4	1.8	1.8	51.3	1.5
Leverage ratios					
Debt/equity ratio (times)	4.4	0.4	19.5	20.3	-25.7
Interest coverage ratio (times)	48.1	-46.8	83.7	40.7	88.2
Debt ratio (times)	0.9	0.9	1.3	0.9	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	25	50	102
High sales value (\$000's)	(1)	25	50	102	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	7	-1	6	5	13
Depreciation	11	1	8	3	24
Other	1	-6	-	2	5
Dividends	-2	-	-	-5	-4
Investment activities					
Disposal of fixed assets	3	-	2	1	8
Purchase of fixed assets	-19	-2	-5	-1	-52
Increase in investment	-6	-	-	-	-20
Decrease in investment	1	-	-	-	4
Financing activities					
Increase in long term debt	-	-	-	-	1
Repayment of long term debt	-5	-	-4	-	-11
Loans from shareholders	9	10	-	6	19
Repayment of loans from shareholders	-6	-	-5	-13	-7
Advances & loans from government	1	-	-	-	2
Increase in equity	4	-	-	-	11
Decrease in equity	-	-2	-	-	-
Other	-1	-	-	-	-2
Increase(decrease) in cash & equivalents	-3	-	2	-1	-10
Cash & equivalents-Beginning of the year	15	1	-	5	42
Cash & equivalents - End of the year	12	1	2	4	32

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	877	541,462	18,326	227	348
less than 20	790	60,630	1,959	219	334
20 - 99	64	54,392	1,912	5	8
100 - 499	17	57,661	2,014	3	6
500 and over	6	368,779	12,441	-	-
1986					
Total	1,860	940,067	29,221	502	...
less than 20	1,680	132,628	4,075	481	...
20 - 99	137	140,553	4,388	17	...
100 - 499	34	125,454	3,909	3	...
500 and over	9	541,432	16,849	1	...

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	67				
Average sales \$	194,118	26,815	58,064	147,293	544,301
Average expense \$	177,812	19,638	52,051	118,916	520,643
Average net profit (loss) \$	16,306	7,177	6,013	28,377	23,658
Businesses reporting a profit (No.)	50				
Average sales \$	182,526	27,126	54,599	146,329	502,049
Average expense \$	149,610	17,864	38,390	114,438	427,746
Average net profit \$	32,916	9,262	16,209	31,891	74,303
Businesses reporting a loss (No.)	17				
Average sales \$	251,210	24,761	64,823	155,671	759,584
Average expense \$	315,471	31,371	78,701	157,838	993,973
Average net loss \$	-64,261	-6,610	-13,878	-2,167	-234,389
1985					
Number of observations in sample	45				
Average sales \$	187,965	--	--	--	--
Average expense \$	171,512	--	--	--	--
Average net profit (loss) \$	16,453	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	178,144	--	--	--	--
Average expense \$	144,160	--	--	--	--
Average net profit \$	33,984	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	225,924	--	--	--	--
Average expense \$	305,963	--	--	--	--
Average net loss \$	-80,039	--	--	--	--
1986					
Number of observations in sample	184				
Average sales \$	135,226	13,013	24,927	59,810	443,153
Average expense \$	122,129	9,433	19,248	42,905	416,929
Average net profit (loss) \$	13,097	3,580	5,679	16,905	26,224
Businesses reporting a profit (No.)	153				
Average sales \$	125,292	13,258	24,938	60,757	402,216
Average expense \$	101,981	8,804	12,887	41,833	344,400
Average net profit \$	23,311	4,454	12,051	18,924	57,816
Businesses reporting a loss (No.)	31				
Average sales \$	206,139	10,969	24,901	51,181	737,504
Average expense \$	260,039	14,674	34,369	52,675	938,437
Average net loss \$	-53,900	-3,705	-9,468	-1,494	-200,933

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)							
Businesses in sample (No.)	191													
Low sales value (\$000's)	(1)	(1)												
High sales value (\$000's)	(1)	18												(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	10.6	18.4	10.6	6.5	7.4	77.8	13.7	23.6	17.0	7.6	8.7
Depreciation	2.5	2.5	3.1	2.5	1.8	54.7	4.6	5.8	8.3	4.6	2.2
Repairs & maintenance	1.0	0.6	2.4	0.8	0.3	21.0	4.8	3.8	13.5	3.4	1.2
Heat, light & telephone	2.1	4.1	2.1	0.8	1.5	54.2	3.9	6.8	5.4	1.8	2.1
Rent	5.0	11.2	3.0	2.4	3.7	48.3	10.3	27.0	8.0	5.0	5.6
Personnel expenses	28.0	21.2	22.5	24.7	43.3	56.6	49.4	59.2	45.1	48.4	48.7
Financial expenses	9.4	5.2	5.4	11.7	15.1	86.7	10.8	6.5	6.7	13.3	15.5
Interest & bank charges	1.4	0.6	0.5	1.8	2.5	65.8	2.1	1.4	0.8	2.7	2.8
Professional fees	8.0	4.6	4.9	9.8	12.6	77.8	10.3	6.7	7.4	11.9	13.5
Other expenses	27.4	47.6	24.4	18.6	20.2	95.7	28.7	49.6	25.1	20.6	20.4
Profit (loss)	24.6	7.5	37.1	38.5	14.0	94.2	26.1	7.5	39.8	41.7	15.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7771 - Management Consulting Services

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	191				
Low sales value (\$000's)	(1)	(1)	18	34	90
High sales value (\$000's)	(1)	18	34	90	(1)
Average (\$000's)					
Assets					
Cash	15	1	3	7	48
Accounts and notes receivable	20	1	5	12	61
Inventory	-	-	-	-	1
Other current assets	10	1	5	1	32
Total current assets	45	3	12	20	142
Fixed assets	29	2	9	20	86
Less: Accum. dep. on fixed assets	7	1	4	5	19
Other assets	30	1	1	30	89
Total assets	97	5	19	64	299
Liabilities and equity					
Current loans	15	2	6	15	38
Other current liabilities	22	2	7	7	73
Total current liabilities	37	4	13	22	110
Mortgages payable	12	-	-	4	43
Long term debt	18	3	-	16	54
Other liabilities	1	-	-	-	2
Total liabilities	68	6	13	41	210
Total equity	29	-2	6	23	89

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	99				
Low sales value (\$000's)	(1)	(1)	32	88	166
High sales value (\$000's)	(1)	32	88	166	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.7	1.7	5.4	2.3	1.4
Leverage ratios					
Debt/equity ratio (times)	22.6	28.1	10.7	7.4	43.9
Interest coverage ratio (times)	111.4	...	...	58.0	149.1
Debt ratio (times)	0.9	1.2	1.0	0.7	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	(1)	57	83	163
High sales value (\$000's)	(1)	57	83	163	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	26	7	-	16	73
Depreciation	5	4	2	3	12
Other	7	-18	-6	30	20
Dividends	-29	-	-3	-49	-58
Investment activities					
Disposal of fixed assets	-	-	1	-	-
Purchase of fixed assets	-13	-39	-5	-1	-8
Increase in investment	-9	-	-	-	-34
Decrease in investment	3	-	4	8	2
Financing activities					
Increase in long term debt	76	36	3	-	248
Repayment of long term debt	-1	-	-	-	-4
Loans from shareholders	5	11	-	-	8
Repayment of loans from shareholders	-81	-4	-1	-12	-285
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-4	-	-3	-12	-
Other	3	-	9	3	2
Increase(decrease) in cash & equivalents	-11	-3	-	-14	-24
Cash & equivalents-Beginning of the year	28	8	8	-16	105
Cash & equivalents - End of the year	17	5	9	-29	82

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	2,963	295,084	15,990	526	672
less than 20	2,832	140,719	7,315	513	641
20 - 99	106	69,577	3,623	11	27
100 - 499	22	44,378	2,428	2	2
500 and over	3	40,410	2,624	-	2
1986					
Total	4,822	572,225	23,774	1,066	...
less than 20	4,590	261,472	11,014	1,034	...
20 - 99	196	136,106	5,764	27	...
100 - 499	27	80,273	3,545	4	...
500 and over	9	94,374	3,451	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	524				
Average sales \$	105,698	14,624	31,189	70,782	306,198
Average expense \$	73,525	6,393	14,536	34,543	238,629
Average net profit (loss) \$	32,173	8,231	16,653	36,239	67,569
Businesses reporting a profit (No.)	488				
Average sales \$	107,160	14,753	31,122	69,781	312,985
Average expense \$	69,509	4,159	12,228	31,006	230,641
Average net profit \$	37,651	10,594	18,894	38,775	82,344
Businesses reporting a loss (No.)	36				
Average sales \$	101,125	13,889	32,098	90,430	268,081
Average expense \$	113,067	19,134	45,679	103,960	283,496
Average net loss \$	-11,942	-5,245	-13,581	-13,530	-15,415
1985					
Number of observations in sample	397				
Average sales \$	109,204	14,530	31,425	74,061	316,799
Average expense \$	80,974	6,743	18,221	57,711	241,221
Average net profit (loss) \$	28,230	7,787	13,204	16,350	75,578
Businesses reporting a profit (No.)	365				
Average sales \$	108,905	14,554	31,474	74,425	315,165
Average expense \$	76,329	5,604	17,236	53,180	229,295
Average net profit \$	32,576	8,950	14,238	21,245	85,870
Businesses reporting a loss (No.)	32				
Average sales \$	112,147	14,331	30,541	72,512	331,204
Average expense \$	118,904	16,163	36,084	76,974	346,394
Average net loss \$	-6,757	-1,832	-5,543	-4,462	-15,190
1986					
Number of observations in sample	479				
Average sales \$	89,599	13,132	23,634	51,719	269,911
Average expense \$	65,991	5,946	10,443	24,800	222,773
Average net profit (loss) \$	23,608	7,186	13,191	26,919	47,138
Businesses reporting a profit (No.)	431				
Average sales \$	89,113	12,998	23,411	50,984	269,060
Average expense \$	58,114	2,802	8,634	21,174	199,847
Average net profit \$	30,999	10,196	14,777	29,810	69,213
Businesses reporting a loss (No.)	48				
Average sales \$	93,294	13,882	25,970	59,412	273,913
Average expense \$	111,582	23,602	29,379	62,726	330,628
Average net loss \$	-18,288	-9,720	-3,403	-3,314	-56,715

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

See Table 1 for symbols and notes

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

Ontario, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	44										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	15.6	--	--	--	--	100.0	15.6	--	--	--	--
Depreciation	5.1	--	--	--	--	83.6	6.1	--	--	--	--
Repairs & maintenance	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Heat, light & telephone	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Rent	0.2	--	--	--	--	7.4	2.1	--	--	--	--
Personnel expenses	22.7	--	--	--	--	98.3	23.1	--	--	--	--
Financial expenses	8.2	--	--	--	--	100.0	8.2	--	--	--	--
Interest & bank charges	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Professional fees	1.5	--	--	--	--	93.2	1.6	--	--	--	--
Other expenses	51.4	--	--	--	--	100.0	51.4	--	--	--	--
Profit (loss)	2.1	--	--	--	--	96.7	2.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior.

TABLE 2. Balance sheet profile for 1986

Ontario, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	58	--	--	--	--
Accounts and notes receivable	34	--	--	--	--
Inventory	10	--	--	--	--
Other current assets	11	--	--	--	--
Total current assets	113	--	--	--	--
Fixed assets	502	--	--	--	--
Less: Accum. dep. on fixed assets	153	--	--	--	--
Other assets	86	--	--	--	--
Total assets	549	--	--	--	--
Liabilities and equity					
Current loans	33	--	--	--	--
Other current liabilities	47	--	--	--	--
Total current liabilities	80	--	--	--	--
Mortgages payable	206	--	--	--	--
Long term debt	129	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	416	--	--	--	--
Total equity	133	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, Hotels and Motor Hotels (SIC 9111)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	35				
Low sales value (\$000's)	(1)	(1)	212	396	702
High sales value (\$000's)	(1)	212	396	702	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.9	0.9	0.8	3.2	2.4
Leverage ratios					
Debt/equity ratio (times)	4.7	6.8	0.2	0.6	11.1
Interest coverage ratio (times)	1.3	1.7	-1.2	2.1	2.5
Debt ratio (times)	0.8	0.9	1.1	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	(1)	192	396	743
High sales value (\$000's)	(1)	192	396	743	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	7	1	-3	10	23
Depreciation	24	4	10	27	52
Other	-28	4	4	6	-127
Dividends	-10	-	-5	-18	-13
Investment activities					
Disposal of fixed assets	3	-	-	1	9
Purchase of fixed assets	-33	-	-6	-87	-34
Increase in investment	-3	-	-	-12	-
Decrease in investment	8	-	7	-	23
Financing activities					
Increase in long term debt	45	-	1	75	99
Repayment of long term debt	-21	-9	-17	-19	-39
Loans from shareholders	12	-	15	13	17
Repayment of loans from shareholders	-10	-	-8	-	-31
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-2	-	-	-3	-3
Other	-1	-	-	-1	-2
Increase(decrease) in cash & equivalents	-9	-	-3	-7	-25
Cash & equivalents-Beginning of the year	66	14	15	104	128
Cash & equivalents - End of the year	57	13	11	97	103

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Hotels and Motor Hotels (SIC 9111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	720	310,728	34,109	57	83
less than 20	483	32,315	3,527	41	58
20 - 99	176	66,364	7,274	13	16
100 - 499	40	60,158	6,721	1	7
500 and over	21	151,891	16,587	2	2
1986					
Total	997	453,262	43,005	161	...
less than 20	665	43,017	4,029	112	...
20 - 99	242	95,922	9,039	37	...
100 - 499	63	103,257	9,856	9	...
500 and over	27	211,066	20,081	3	...

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	180				
Average sales \$	338,059	52,973	153,718	315,913	829,632
Average expense \$	331,090	51,182	145,375	303,246	824,558
Average net profit (loss) \$	6,969	1,791	8,343	12,667	5,074
Businesses reporting a profit (No.)	134				
Average sales \$	336,810	59,979	144,775	310,897	831,590
Average expense \$	306,957	54,124	123,585	291,942	758,176
Average net profit \$	29,853	5,855	21,190	18,955	73,414
Businesses reporting a loss (No.)	46				
Average sales \$	344,887	30,903	169,894	351,126	827,626
Average expense \$	375,464	41,915	184,790	382,614	892,536
Average net loss \$	-30,577	-11,012	-14,896	-31,488	-64,910
1985					
Number of observations in sample	134				
Average sales \$	487,928	87,896	253,670	491,637	1,118,510
Average expense \$	485,066	83,193	265,568	469,622	1,121,879
Average net profit (loss) \$	2,862	4,703	-11,898	22,015	-3,369
Businesses reporting a profit (No.)	85				
Average sales \$	468,878	91,220	255,084	472,558	1,056,651
Average expense \$	431,868	82,348	238,251	416,662	990,212
Average net profit \$	37,010	8,872	16,833	55,896	66,439
Businesses reporting a loss (No.)	49				
Average sales \$	520,919	76,480	252,326	514,284	1,240,587
Average expense \$	572,955	86,093	291,517	532,487	1,381,723
Average net loss \$	-52,036	-9,613	-39,191	-18,203	-141,136
1986					
Number of observations in sample	112				
Average sales \$	394,840	33,870	159,237	375,286	1,010,965
Average expense \$	383,424	34,229	128,313	387,924	983,231
Average net profit (loss) \$	11,416	-359	30,924	-12,638	27,734
Businesses reporting a profit (No.)	76				
Average sales \$	379,828	33,886	152,827	360,964	971,636
Average expense \$	345,794	28,203	112,656	346,819	895,499
Average net profit \$	34,034	5,683	40,171	14,145	76,137
Businesses reporting a loss (No.)	36				
Average sales \$	423,945	33,837	185,403	384,342	1,092,196
Average expense \$	454,213	46,282	192,224	413,914	1,164,433
Average net loss \$	-30,268	-12,445	-6,821	-29,572	-72,237

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

See Table 1 for symbols and notes

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

Ontario, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	45										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	36.9	--	--	--	--	100.0	36.9	--	--	--	--
Depreciation	6.8	--	--	--	--	68.5	9.9	--	--	--	--
Repairs & maintenance	11.4	--	--	--	--	99.3	11.5	--	--	--	--
Heat, light & telephone	16.0	--	--	--	--	99.3	16.1	--	--	--	--
Rent	2.7	--	--	--	--	11.4	23.6	--	--	--	--
Personnel expenses	14.9	--	--	--	--	64.5	23.2	--	--	--	--
Financial expenses	16.0	--	--	--	--	99.3	16.2	--	--	--	--
Interest & bank charges	13.8	--	--	--	--	91.0	15.1	--	--	--	--
Professional fees	2.3	--	--	--	--	89.0	2.6	--	--	--	--
Other expenses	29.7	--	--	--	--	100.0	29.7	--	--	--	--
Profit (loss)	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9112 - Motels

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

TABLE 2. Balance sheet profile for 1986

Ontario, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	16	--	--	--	--
Accounts and notes receivable	3	--	--	--	--
Inventory	3	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	23	--	--	--	--
Fixed assets	347	--	--	--	--
Less: Accum. dep. on fixed assets	88	--	--	--	--
Other assets	13	--	--	--	--
Total assets	295	--	--	--	--
Liabilities and equity					
Current loans	31	--	--	--	--
Other current liabilities	39	--	--	--	--
Total current liabilities	70	--	--	--	--
Mortgages payable	67	--	--	--	--
Long term debt	99	--	--	--	--
Other liabilities	7	--	--	--	--
Total liabilities	243	--	--	--	--
Total equity	51	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, Motels (SIC 9112)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-1.8	--	--	--	--
Interest coverage ratio (times)	2.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	30	--	--	--	--
Depreciation	37	--	--	--	--
Other	-22	--	--	--	--
Dividends	-7	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-125	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	92	--	--	--	--
Repayment of long term debt	-75	--	--	--	--
Loans from shareholders	46	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	5	--	--	--	--
Increase in equity	38	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	1	--	--	--	--
Increase(decrease) in cash & equivalents	22	--	--	--	--
Cash & equivalents-Beginning of the year	21	--	--	--	--
Cash & equivalents - End of the year	43	--	--	--	--

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

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

Ontario, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	514	26,878	2,931	64	96
less than 20	478	14,460	1,577	60	90
20 - 99	35	X	1,155	4	5
100 - 499	1	X	199	-	1
500 and over	-	-	-	-	-
1986					
Total	771	47,924	4,498	146	...
less than 20	716	25,643	2,407	138	...
20 - 99	50	16,769	1,574	7	...
100 - 499	5	5,512	517	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Motels (SIC 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	226				
Average sales \$	139,511	22,928	52,165	108,026	374,926
Average expense \$	128,826	25,930	51,438	108,310	329,626
Average net profit (loss) \$	10,685	-3,002	727	-284	45,300
Businesses reporting a profit (No.)	170				
Average sales \$	140,879	24,031	56,564	114,610	368,310
Average expense \$	119,194	18,407	46,300	99,560	312,509
Average net profit \$	21,685	5,624	10,264	15,050	55,801
Businesses reporting a loss (No.)	56				
Average sales \$	152,271	21,891	46,197	92,730	448,264
Average expense \$	184,853	33,006	58,410	128,638	519,358
Average net loss \$	-32,582	-11,115	-12,213	-35,908	-71,094
1985					
Number of observations in sample	240				
Average sales \$	211,132	28,830	69,503	127,947	618,247
Average expense \$	202,035	27,682	74,004	106,883	599,570
Average net profit (loss) \$	9,097	1,148	-4,501	21,064	18,677
Businesses reporting a profit (No.)	184				
Average sales \$	214,270	31,634	68,192	127,737	629,515
Average expense \$	189,018	24,015	53,587	103,310	575,158
Average net profit \$	25,252	7,619	14,605	24,427	54,357
Businesses reporting a loss (No.)	56				
Average sales \$	204,250	24,398	70,877	129,783	591,943
Average expense \$	230,873	33,476	95,403	138,058	656,556
Average net loss \$	-26,623	-9,078	-24,526	-8,275	-64,613
1986					
Number of observations in sample	171				
Average sales \$	186,105	23,365	51,946	107,072	562,035
Average expense \$	172,247	25,427	50,438	96,865	516,259
Average net profit (loss) \$	13,858	-2,062	1,508	10,207	45,776
Businesses reporting a profit (No.)	133				
Average sales \$	195,200	22,208	54,925	114,242	589,426
Average expense \$	172,970	17,440	46,198	94,743	533,497
Average net profit \$	22,230	4,768	8,727	19,499	55,929
Businesses reporting a loss (No.)	38				
Average sales \$	141,534	23,928	44,075	93,547	404,587
Average expense \$	152,250	29,318	61,640	100,868	417,174
Average net loss \$	-10,716	-5,390	-17,565	-7,321	-12,587

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

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for 1986

Ontario, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	417				
Low sales value (\$000's)	(1)	(1)	143	255	514
High sales value (\$000's)	(1)	143	255	514	(1)
Average (\$000's)					
Assets					
Cash	16	2	4	19	38
Accounts and notes receivable	8	-	14	5	15
Inventory	10	2	7	9	21
Other current assets	6	1	1	10	10
Total current assets	40	5	26	43	84
Fixed assets	191	78	148	205	331
Less: Accum. dep. on fixed assets	56	7	25	66	125
Other assets	23	11	9	27	45
Total assets	198	88	158	208	335
Liabilities and equity					
Current loans	30	11	17	35	57
Other current liabilities	30	6	11	32	69
Total current liabilities	59	17	27	67	127
Mortgages payable	30	31	19	25	45
Long term debt	73	29	100	82	81
Other liabilities	2	1	3	1	4
Total liabilities	165	77	150	174	258
Total equity	33	10	9	34	78

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

See Table 1 for symbols and notes.

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

Ontario, Licensed Restaurants (SIC 9211)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	240				
Low sales value (\$000's)	(1)	(1)	212	398	646
High sales value (\$000's)	(1)	212	398	646	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.1	0.7	1.2	1.2	1.2
Leverage ratios					
Debt/equity ratio (times)	-8.1	-270.0	215.9	-4.3	-6.4
Interest coverage ratio (times)	7.6	6.6	1.3	16.1	6.3
Debt ratio (times)	0.9	1.1	1.0	0.8	0.8

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	135				
Low sales value (\$000's)	(1)	(1)	211	398	646
High sales value (\$000's)	(1)	211	398	646	(1)
Average (\$000's)					
Operating activities					
Cash from operations	7	-34	8	18	31
Depreciation	19	17	11	16	34
Other	9	39	-1	-2	5
Dividends	-5	-	-4	-8	-6
Investment activities					
Disposal of fixed assets	3	-	2	-	10
Purchase of fixed assets	-14	-7	-8	-12	-28
Increase in investment	-6	-7	-4	-	-15
Decrease in investment	1	-	-	-	5
Financing activities					
Increase in long term debt	12	24	9	3	14
Repayment of long term debt	-19	-20	-9	-15	-32
Loans from shareholders	6	-	-	10	15
Repayment of loans from shareholders	-9	-12	-2	-3	-19
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	3
Decrease in equity	-1	-	-	-	-2
Other	-1	-	-1	-	-1
Increase(decrease) in cash & equivalents	5	-	-	6	12
Cash & equivalents-Beginning of the year	8	-9	11	16	12
Cash & equivalents - End of the year	12	-9	12	21	24

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	4,477	626,802	85,777	383	563
less than 20	3,536	175,299	23,920	278	407
20 - 99	863	214,215	29,388	94	141
100 - 499	63	69,362	9,431	10	14
500 and over	15	167,926	23,038	1	1
1986					
Total	5,529	928,163	110,985	701	...
less than 20	4,169	229,842	27,381	500	...
20 - 99	1,266	359,423	43,076	195	...
100 - 499	78	111,320	13,241	4	...
500 and over	16	227,578	27,287	2	...

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

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

See Table 1 for symbols and notes.

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

Ontario, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	1,048				
Average sales \$	392,306	87,054	206,593	363,197	912,361
Average expense \$	377,592	84,718	196,673	353,331	875,646
Average net profit (loss) \$	14,714	2,336	9,920	9,866	36,735
Businesses reporting a profit (No.)	850				
Average sales \$	398,190	94,334	210,608	364,839	922,977
Average expense \$	367,266	82,776	191,431	335,310	859,547
Average net profit \$	30,924	11,558	19,177	29,529	63,430
Businesses reporting a loss (No.)	198				
Average sales \$	374,384	73,557	191,352	359,671	872,954
Average expense \$	408,122	88,319	216,569	392,046	935,554
Average net loss \$	-33,738	-14,762	-25,217	-32,375	-62,600
1985					
Number of observations in sample	1,108				
Average sales \$	362,195	75,173	193,415	350,049	830,144
Average expense \$	353,321	81,787	186,034	341,200	804,264
Average net profit (loss) \$	8,874	-6,614	7,381	8,849	25,880
Businesses reporting a profit (No.)	917				
Average sales \$	364,806	78,742	189,822	355,258	835,403
Average expense \$	339,889	69,550	174,361	330,538	785,108
Average net profit \$	24,917	9,192	15,461	24,720	50,295
Businesses reporting a loss (No.)	191				
Average sales \$	357,417	70,481	205,602	340,021	813,564
Average expense \$	387,470	97,874	225,620	361,727	864,660
Average net loss \$	-30,053	-27,393	-20,018	-21,706	-51,096
1986					
Number of observations in sample	1,020				
Average sales \$	375,472	66,437	181,907	357,191	896,352
Average expense \$	365,495	67,886	178,458	349,615	866,019
Average net profit (loss) \$	9,977	-1,449	3,449	7,576	30,333
Businesses reporting a profit (No.)	783				
Average sales \$	383,313	75,972	180,107	349,669	927,504
Average expense \$	357,791	63,631	165,714	330,267	871,550
Average net profit \$	25,522	12,341	14,393	19,402	55,954
Businesses reporting a loss (No.)	237				
Average sales \$	359,540	56,413	184,494	375,497	821,757
Average expense \$	379,654	72,359	196,781	396,699	852,775
Average net loss \$	-20,114	-15,946	-12,287	-21,202	-31,018

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)					
Businesses in sample (No.)	136											
Low sales value (\$000's)	(1)	(1)										
High sales value (\$000's)	(1)	47		47								(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only (3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	43.4	47.2	41.9	41.7	44.0	97.8	44.4	53.4	41.9	41.7	44.0	
Occupancy expenses	17.4	21.8	14.4	15.9	19.1	95.9	18.1	24.7	15.4	15.9	19.1	
Depreciation	4.0	3.3	4.0	3.9	4.5	75.8	5.2	9.8	5.0	4.6	4.8	
Repairs & maintenance	1.8	2.9	1.8	1.4	1.5	92.6	2.0	3.3	2.1	1.4	1.5	
Heat, light & telephone	3.6	3.8	3.6	4.1	2.8	92.1	3.9	4.3	4.0	4.6	2.8	
Rent	8.0	11.8	5.0	6.5	10.4	64.4	12.5	16.1	11.5	10.4	12.3	
Personnel expenses	25.3	27.7	25.4	22.7	26.1	92.2	27.4	39.2	27.0	22.9	26.1	
Financial expenses	4.0	7.8	2.9	3.8	2.7	99.7	4.0	7.8	2.9	3.8	2.7	
Interest & bank charges	2.6	5.5	1.1	3.0	1.9	89.5	2.9	5.5	1.3	3.8	1.9	
Professional fees	1.4	2.3	1.8	0.8	0.8	92.5	1.5	2.8	2.0	0.8	0.9	
Other expenses	10.7	17.0	11.8	6.4	9.0	98.1	10.9	17.0	12.6	6.4	9.0	
Profit (loss)	-0.9	-21.4	3.6	9.6	-0.9	99.6	-0.9	-21.4	3.6	9.7	-0.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises and not licensed to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises.

TABLE 2. Balance sheet profile for 1986

Ontario, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	136				
Low sales value (\$000's)	(1)	(1)	47	118	206
High sales value (\$000's)	(1)	47	118	206	(1)
Average (\$000's)					
Assets					
Cash	7	-	9	8	7
Accounts and notes receivable	1	-	-	1	2
Inventory	3	-	1	4	8
Other current assets	2	-	1	2	6
Total current assets	13	-	12	14	23
Fixed assets	113	7	50	222	164
Less: Accum. dep. on fixed assets	29	-	29	36	43
Other assets	18	8	1	16	48
Total assets	116	15	34	217	193
Liabilities and equity					
Current loans	13	10	14	2	25
Other current liabilities	15	1	7	16	35
Total current liabilities	28	11	21	18	60
Mortgages payable	6	-	1	15	8
Long term debt	50	7	5	43	145
Other liabilities	1	-	-	1	4
Total liabilities	85	17	28	77	217
Total equity	30	-2	6	139	-24

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

See Table 1 for symbols and notes.

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

Ontario, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	78				
Low sales value (\$000's)	(1)	(1)	57	198	396
High sales value (\$000's)	(1)	57	198	396	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.1	0.2	0.8	1.9	1.3
Leverage ratios					
Debt/equity ratio (times)	-0.3	2.8	-12.1	-30.0	39.3
Interest coverage ratio (times)	-2.6	-16.3	1.5	-11.4	18.8
Debt ratio (times)	3.6	11.0	0.7	1.5	1.1

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	(1)	188	270	393
High sales value (\$000's)	(1)	188	270	393	(1)
Average (\$000's)					
Operating activities					
Cash from operations	6	16	9	-17	18
Depreciation	17	9	5	19	28
Other	2	-2	3	-19	24
Dividends	-6	-	-9	-2	-11
Investment activities					
Disposal of fixed assets	4	14	-	-	4
Purchase of fixed assets	-59	-164	-1	-7	-82
Increase in investment	-2	-	-	-1	-7
Decrease in investment	1	3	-	-	1
Financing activities					
Increase in long term debt	11	2	-	3	32
Repayment of long term debt	-19	-2	-6	-2	-59
Loans from shareholders	16	4	1	17	35
Repayment of loans from shareholders	-8	-4	-1	-	-23
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-1	-3	-1	-	-2
Increase(decrease) in cash & equivalents	-41	-129	-1	-10	-42
Cash & equivalents-Beginning of the year	41	148	5	8	28
Cash & equivalents - End of the year	-	20	3	-1	-14

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,732	154,020	21,054	160	284
less than 20	1,506	56,751	7,743	148	260
20 - 99	207	57,759	7,892	12	22
100 - 499	15	20,458	2,806	-	2
500 and over	4	19,052	2,613	-	-
1986					
Total	2,320	250,416	29,968	313	...
less than 20	1,983	83,741	10,022	268	...
20 - 99	299	92,754	11,083	39	...
100 - 499	35	49,842	5,976	6	...
500 and over	3	24,079	2,887	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	581				
Average sales \$	190,918	26,161	75,624	146,415	515,473
Average expense \$	187,705	25,494	83,606	146,220	494,498
Average net profit (loss) \$	3,213	-333	-7,982	195	20,975
Businesses reporting a profit (No.)	470				
Average sales \$	199,018	29,500	75,768	149,659	541,146
Average expense \$	182,700	25,316	64,895	135,477	505,110
Average net profit \$	16,318	4,184	10,873	14,182	36,036
Businesses reporting a loss (No.)	111				
Average sales \$	167,483	21,961	75,155	138,198	434,617
Average expense \$	201,782	27,976	144,638	173,438	461,077
Average net loss \$	-34,299	-6,015	-69,483	-35,240	-26,460
1985					
Number of observations in sample	509				
Average sales \$	152,475	25,687	56,864	108,479	418,870
Average expense \$	143,654	28,879	47,695	101,342	396,698
Average net profit (loss) \$	8,821	-3,192	9,169	7,137	22,172
Businesses reporting a profit (No.)	399				
Average sales \$	168,469	25,487	57,750	108,749	481,891
Average expense \$	151,163	21,318	41,946	94,237	447,149
Average net profit \$	17,306	4,169	15,804	14,512	34,742
Businesses reporting a loss (No.)	110				
Average sales \$	109,676	25,906	54,658	107,826	250,314
Average expense \$	119,854	37,138	62,013	118,504	261,762
Average net loss \$	-10,178	-11,232	-7,355	-10,678	-11,448
1986					
Number of observations in sample	392				
Average sales \$	185,078	33,484	83,659	163,544	459,626
Average expense \$	181,773	41,266	80,789	153,758	451,280
Average net profit (loss) \$	3,305	-7,782	2,870	9,786	8,346
Businesses reporting a profit (No.)	283				
Average sales \$	199,138	39,997	85,099	163,576	507,878
Average expense \$	183,875	35,040	72,412	150,604	477,444
Average net profit \$	15,263	4,957	12,687	12,972	30,434
Businesses reporting a loss (No.)	109				
Average sales \$	164,723	29,725	81,270	163,386	384,512
Average expense \$	179,926	44,859	94,680	169,614	410,552
Average net loss \$	-15,203	-15,134	-13,410	-6,228	-26,040

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)				
Selected expense item	Industry average(2)					% busi- nesses reporting	Percent of sales				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	202										
Low sales value (\$000's)	(1)	(1)	60	117	210						
High sales value (\$000's)	(1)	60	117	210	(1)						
Cost of sales	40.9	39.9	43.3	38.4	42.1	96.9	42.2	45.0	43.8	38.4	42.1
Occupancy expenses	23.2	37.7	23.1	19.0	13.4	100.0	23.2	37.7	23.1	19.0	13.4
Depreciation	7.0	16.4	4.1	4.1	3.3	82.4	8.4	28.4	4.4	4.9	3.5
Repairs & maintenance	1.9	1.5	2.3	1.6	2.3	77.9	2.5	3.3	2.4	2.1	2.5
Heat, light & telephone	4.6	7.8	4.5	3.2	3.1	95.8	4.8	8.8	4.6	3.2	3.2
Rent	9.7	12.0	12.2	10.0	4.7	78.6	12.3	20.2	13.0	11.8	6.1
Personnel expenses	19.4	10.1	15.1	25.6	26.2	85.5	22.6	17.7	17.5	26.2	26.2
Financial expenses	5.9	13.4	2.0	4.2	4.0	93.6	6.3	17.3	2.0	4.2	4.1
Interest & bank charges	3.3	7.5	1.1	2.4	2.1	87.4	3.8	14.0	1.1	2.4	2.2
Professional fees	2.6	5.9	1.0	1.8	1.9	83.7	3.1	11.0	1.1	1.8	2.0
Other expenses	12.5	23.4	9.0	9.0	8.8	99.9	12.5	23.5	9.0	9.0	8.8
Profit (loss)	-1.9	-24.5	7.5	3.8	5.5	96.4	-1.9	-24.5	7.5	4.5	5.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths, and prepared food take-out service (exc. caterers and mobile food services).

TABLE 2. Balance sheet profile for 1986

Ontario, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	202				
Low sales value (\$000's)	(1)	(1)	60	117	210
High sales value (\$000's)	(1)	60	117	210	(1)
Average (\$000's)					
Assets					
Cash	12	1	2	4	42
Accounts and notes receivable	5	1	-	14	3
Inventory	3	-	1	3	7
Other current assets	1	-	1	1	4
Total current assets	21	3	4	22	56
Fixed assets	58	10	21	49	152
Less: Accum. dep. on fixed assets	20	4	9	14	51
Other assets	16	2	21	22	19
Total assets	76	11	38	78	175
Liabilities and equity					
Current loans	13	4	3	14	30
Other current liabilities	12	1	2	11	32
Total current liabilities	25	5	5	25	62
Mortgages payable	8	-	3	3	26
Long term debt	22	4	18	42	23
Other liabilities	1	-	-	2	2
Total liabilities	55	9	27	71	112
Total equity	21	1	11	7	63

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

See Table 1 for symbols and notes.

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

Ontario, Take-Out Food Services (SIC 9213)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	96				
Low sales value (\$000's)	(1)	(1)	72	155	266
High sales value (\$000's)	(1)	72	155	266	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.7	1.7	2.6	1.2	0.9
Leverage ratios					
Debt/equity ratio (times)	...	-4.1	...	-6.3	-7.4
Interest coverage ratio (times)	17.8	63.3	-0.3	31.5	14.6
Debt ratio (times)	1.0	1.0	1.1	0.9	0.8

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	(1)	42	158	235
High sales value (\$000's)	(1)	42	158	235	(1)
Average (\$000's)					
Operating activities					
Cash from operations	12	-2	8	8	25
Depreciation	8	2	4	7	16
Other	4	-4	-4	8	15
Dividends	-1	-	-	-3	-2
Investment activities					
Disposal of fixed assets	2	-	-	5	1
Purchase of fixed assets	-8	-	-1	-9	-17
Increase in investment	-4	-	-	-	-13
Decrease in investment	-	-	-	-	1
Financing activities					
Increase in long term debt	3	-	-	7	6
Repayment of long term debt	-9	-5	-	-15	-17
Loans from shareholders	1	-	-	1	1
Repayment of loans from shareholders	-2	-1	-1	-1	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-	-	-	-2
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	7	-10	5	7	11
Cash & equivalents-Beginning of the year	7	5	-3	-3	33
Cash & equivalents - End of the year	15	-4	2	5	45

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Take-Out Food Services (SIC 9213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,151	83,097	11,392	180	315
less than 20	1,083	35,639	4,882	178	305
20 - 99	61	14,887	2,042	2	9
100 - 499	6	X	1,270	-	1
500 and over	1	X	3,198	-	-
1986					
Total	2,267	152,360	18,214	647	...
less than 20	2,151	72,362	8,646	628	...
20 - 99	104	29,062	3,461	17	...
100 - 499	10	X	1,505	2	...
500 and over	2	X	4,602	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	563				
Average sales \$	170,671	28,832	72,931	150,762	430,159
Average expense \$	159,950	29,065	66,304	139,855	402,576
Average net profit (loss) \$	10,721	-233	4,627	10,907	27,583
Businesses reporting a profit (No.)	454				
Average sales \$	174,235	28,759	75,507	153,137	439,536
Average expense \$	157,512	23,853	64,775	139,681	401,737
Average net profit \$	16,723	4,906	10,732	13,456	37,799
Businesses reporting a loss (No.)	109				
Average sales \$	148,581	28,954	67,441	136,501	361,428
Average expense \$	165,804	37,764	75,824	140,900	408,728
Average net loss \$	-17,223	-8,810	-8,383	-4,399	-47,300
1985					
Number of observations in sample	574				
Average sales \$	175,938	25,455	76,482	154,046	447,770
Average expense \$	167,269	31,170	71,344	142,761	423,800
Average net profit (loss) \$	8,669	-5,715	5,138	11,285	23,970
Businesses reporting a profit (No.)	454				
Average sales \$	182,591	27,753	77,040	155,584	469,985
Average expense \$	165,004	22,671	65,199	135,657	436,488
Average net profit \$	17,587	5,082	11,841	19,927	33,497
Businesses reporting a loss (No.)	120				
Average sales \$	155,673	24,027	75,359	147,694	375,610
Average expense \$	168,709	36,451	83,688	172,107	382,588
Average net loss \$	-13,036	-12,424	-8,329	-24,413	-6,978
1986					
Number of observations in sample	485				
Average sales \$	182,165	30,984	81,487	151,529	464,661
Average expense \$	177,985	36,620	86,792	145,995	442,534
Average net profit (loss) \$	4,180	-5,636	-5,305	5,534	22,127
Businesses reporting a profit (No.)	383				
Average sales \$	194,944	34,364	85,062	155,737	504,614
Average expense \$	179,001	27,544	76,467	143,723	468,268
Average net profit \$	15,943	6,820	8,595	12,014	36,346
Businesses reporting a loss (No.)	102				
Average sales \$	147,313	28,978	77,631	139,116	343,526
Average expense \$	164,286	42,009	97,927	152,695	364,511
Average net loss \$	-16,973	-13,031	-20,296	-13,579	-20,985

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

See Table 1 for symbols and notes

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

Ontario, Taverns, Bars, and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	97										
Low sales value (\$000's)	(1)	(1)	147	434	646						(1)
High sales value (\$000's)	(1)	147	434	646	(1)						

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	35.2	42.3	38.7	27.7	33.2	97.2	36.3	42.3	38.7	31.0	33.2
Occupancy expenses	12.3	16.6	11.2	11.8	9.6	99.7	12.3	16.6	11.2	11.9	9.6
Depreciation	3.2	4.4	2.9	2.9	2.8	89.8	3.6	5.2	3.0	3.7	2.8
Repairs & maintenance	2.8	1.1	3.3	4.4	2.5	89.7	3.2	1.4	3.3	5.5	2.5
Heat, light & telephone	4.1	6.8	4.7	3.1	2.2	98.0	4.2	7.3	4.7	3.1	2.2
Rent	2.0	4.3	0.3	1.4	2.1	22.7	9.0	42.8	3.8	3.8	6.4
Personnel expenses	20.5	13.8	22.5	22.1	23.6	97.1	21.2	15.7	22.5	22.1	23.6
Financial expenses	4.8	3.8	4.5	6.5	4.5	99.8	4.9	3.8	4.5	6.5	4.5
Interest & bank charges	3.6	3.0	3.0	4.4	3.7	84.0	4.2	3.3	4.0	6.3	3.7
Professional fees	1.3	0.8	1.5	2.1	0.8	99.5	1.3	0.8	1.5	2.1	0.8
Other expenses	19.9	11.6	19.7	25.3	22.4	100.0	19.9	11.6	19.7	25.3	22.4
Profit (loss)	7.2	11.8	3.4	6.8	6.7	99.3	7.3	12.1	3.4	6.8	6.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity

TABLE 2. Balance sheet profile for 1986
Ontario, Taverns, Bars, and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	97				
Low sales value (\$000's)	(1)	(1)	147	434	646
High sales value (\$000's)	(1)	147	434	646	(1)
Average (\$000's)					
Assets					
Cash	23	4	36	12	41
Accounts and notes receivable	4	7	3	4	4
Inventory	8	3	6	7	16
Other current assets	15	29	5	21	6
Total current assets	51	43	49	44	67
Fixed assets	336	144	220	468	484
Less: Accum. dep. on fixed assets	111	70	129	137	108
Other assets	33	4	41	32	54
Total assets	309	121	182	408	497
Liabilities and equity					
Current loans	34	15	26	36	56
Other current liabilities	40	3	18	34	101
Total current liabilities	74	18	44	70	157
Mortgages payable	105	19	35	162	191
Long term debt	53	7	45	70	88
Other liabilities	4	-	2	-	13
Total liabilities	237	44	127	302	449
Total equity	72	78	56	106	48

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Ontario, Taverns, Bars, and Night Clubs (SIC 9221)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	89				
Low sales value (\$000's)	(1)	(1)	254	465	665
High sales value (\$000's)	(1)	254	465	665	(1)
Average					
Liquidity ratio					
Current ratio (times)	14.3	68.7	2.6	1.8	0.6
Leverage ratios					
Debt/equity ratio (times)	...	53.7	-3.0	...	...
Interest coverage ratio (times)	30.2	127.7	-0.5	-4.3	8.2
Debt ratio (times)	0.8	0.5	0.7	1.1	0.9

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Taverns, Bars, and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	254	465	653
High sales value (\$000's)	(1)	254	465	653	(1)
	Average (\$000's)				
Operating activities					
Cash from operations	25	61	3	14	32
Depreciation	18	6	8	14	39
Other	-11	-60	-1	6	-8
Dividends	-7	-	-	-8	-15
Investment activities					
Disposal of fixed assets	17	68	-	-	16
Purchase of fixed assets	-90	-3	-3	-9	-315
Increase in investment	-4	-	-	-	-13
Decrease in investment	1	4	-	-	-
Financing activities					
Increase in long term debt	71	3	6	1	252
Repayment of long term debt	-27	-43	-11	-11	-49
Loans from shareholders	17	2	-	1	59
Repayment of loans from shareholders	-10	-21	-1	-9	-12
Advances & loans from government	3	-	-	-	12
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-4	-	-	-1	-15
Increase(decrease) in cash & equivalents	-2	15	1	-1	-16
Cash & equivalents—Beginning of the year	14	17	3	4	31
Cash & equivalents - End of the year	12	33	4	3	15

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Taverns, Bars, and Night Clubs (SIC 9221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	500	38,546	5,269	50	62
less than 20	437	22,364	3,056	46	55
20 - 99	61	X	1,943	4	7
100 - 499	2	X	270	-	-
500 and over	-	-	-	-	-
1986					
Total	639	51,572	6,164	89	...
less than 20	558	29,708	3,551	77	...
20 - 99	80	X	2,500	12	...
100 - 499	1	X	113	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Taverns, Bars, and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	105				
Average sales \$	323,329	51,762	207,168	337,892	696,494
Average expense \$	315,063	52,441	198,305	334,831	674,676
Average net profit (loss) \$	8,266	-679	8,863	3,061	21,818
Businesses reporting a profit (No.)	80				
Average sales \$	346,428	65,543	212,404	330,552	777,213
Average expense \$	320,774	60,293	201,621	310,056	711,126
Average net profit \$	25,654	5,250	10,783	20,496	66,087
Businesses reporting a loss (No.)	25				
Average sales \$	280,477	40,709	156,485	357,238	567,475
Average expense \$	307,225	46,144	166,208	400,131	616,416
Average net loss \$	-26,748	-5,435	-9,723	-42,893	-48,941
1985					
Number of observations in sample	112				
Average sales \$	348,250	52,446	201,324	358,567	780,664
Average expense \$	329,847	50,027	195,309	344,379	729,674
Average net profit (loss) \$	18,403	2,419	6,015	14,188	50,990
Businesses reporting a profit (No.)	89				
Average sales \$	337,519	58,628	187,371	350,601	753,475
Average expense \$	305,021	25,638	171,723	331,744	690,977
Average net profit \$	32,498	32,990	15,648	18,857	62,498
Businesses reporting a loss (No.)	23				
Average sales \$	423,878	45,481	231,834	390,712	1,027,486
Average expense \$	450,181	77,510	246,881	395,371	1,080,962
Average net loss \$	-26,303	-32,029	-15,047	-4,659	-53,476
1986					
Number of observations in sample	154				
Average sales \$	460,813	105,392	244,954	529,822	963,084
Average expense \$	441,460	102,299	237,197	521,437	904,905
Average net profit (loss) \$	19,353	3,093	7,757	8,385	58,179
Businesses reporting a profit (No.)	111				
Average sales \$	461,979	111,416	239,052	535,834	961,615
Average expense \$	429,382	100,823	216,021	513,372	887,312
Average net profit \$	32,597	10,593	23,031	22,462	74,303
Businesses reporting a loss (No.)	43				
Average sales \$	459,697	93,896	258,035	513,424	973,432
Average expense \$	490,377	105,118	284,132	543,436	1,028,821
Average net loss \$	-30,680	-11,222	-26,097	-30,012	-55,389

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

See Table 1 for symbols and notes

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

Ontario, Barber Shops (SIC 9711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	30.6	--	--	--	--	100.0	30.6	--	--	--	--
Depreciation	3.7	--	--	--	--	55.0	6.7	--	--	--	--
Repairs & maintenance	2.3	--	--	--	--	84.5	2.8	--	--	--	--
Heat, light & telephone	3.5	--	--	--	--	100.0	3.5	--	--	--	--
Rent	21.0	--	--	--	--	87.0	24.2	--	--	--	--
Personnel expenses	11.4	--	--	--	--	45.6	25.1	--	--	--	--
Financial expenses	3.2	--	--	--	--	80.9	4.0	--	--	--	--
Interest & bank charges	0.8	--	--	--	--	66.6	1.2	--	--	--	--
Professional fees	2.4	--	--	--	--	53.9	4.5	--	--	--	--
Other expenses	12.9	--	--	--	--	100.0	12.9	--	--	--	--
Profit (loss)	41.9	--	--	--	--	100.0	41.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9711 - Barber Shops

Establishments primarily engaged in providing men's barbering and hair styling services.

TABLE 2. Balance sheet profile for 1986

Ontario, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	1	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	1	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	1	--	--	--	--
Fixed assets	7	--	--	--	--
Less: Accum. dep. on fixed assets	2	--	--	--	--
Other assets	1	--	--	--	--
Total assets	8	--	--	--	--
Liabilities and equity					
Current loans	1	--	--	--	--
Other current liabilities	-	--	--	--	--
Total current liabilities	1	--	--	--	--
Mortgages payable	3	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	5	--	--	--	--
Total equity	3	--	--	--	--

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

See Table 1 for symbols and notes.

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

Ontario, Barber Shops (SIC 9711)

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

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Barber Shops (SIC 9711)

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

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

Ontario, Barber Shops (SIC 9711)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	4,361	167,053	15,256	648	837
less than 20	4,274	122,445	11,207	644	832
20 - 99	82	29,896	2,703	4	5
100 - 499	4	X	870	-	-
500 and over	1	X	476	-	-
1986					
Total	6,422	269,548	22,856	1,093	...
less than 20	6,277	193,763	16,445	1,080	...
20 - 99	138	50,543	4,269	13	...
100 - 499	4	6,465	548	-	...
500 and over	3	18,777	1,594	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Ontario, Barber Shops (SIC 9711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	188				
Average sales \$	51,530	13,007	19,055	31,198	142,859
Average expense \$	37,004	5,022	8,335	19,091	115,568
Average net profit (loss) \$	14,526	7,985	10,720	12,107	27,291
Businesses reporting a profit (No.)	182				
Average sales \$	54,253	13,007	19,167	31,198	153,638
Average expense \$	38,440	5,022	7,328	19,091	122,319
Average net profit \$	15,813	7,985	11,839	12,107	31,319
Businesses reporting a loss (No.)	6				
Average sales \$	42,385	-	17,750	-	67,020
Average expense \$	44,045	-	20,024	-	68,065
Average net loss \$	-1,660	-	-2,274	-	-1,045
1985					
Number of observations in sample	161				
Average sales \$	34,128	12,309	16,272	25,276	82,656
Average expense \$	21,102	4,870	6,441	10,490	62,606
Average net profit (loss) \$	13,026	7,439	9,831	14,786	20,050
Businesses reporting a profit (No.)	157				
Average sales \$	30,747	12,309	16,272	25,194	69,213
Average expense \$	16,976	4,870	6,441	10,042	46,550
Average net profit \$	13,771	7,439	9,831	15,152	22,663
Businesses reporting a loss (No.)	4				
Average sales \$	123,158	-	-	28,712	217,604
Average expense \$	126,446	-	-	29,110	223,781
Average net loss \$	-3,288	-	-	-398	-6,177
1986					
Number of observations in sample	107				
Average sales \$	42,210	12,208	18,365	31,499	106,766
Average expense \$	26,818	5,784	6,153	14,665	80,668
Average net profit (loss) \$	15,392	6,424	12,212	16,834	26,098
Businesses reporting a profit (No.)	105				
Average sales \$	42,170	12,208	18,365	31,499	106,607
Average expense \$	26,723	5,784	6,153	14,665	80,288
Average net profit \$	15,447	6,424	12,212	16,834	26,319
Businesses reporting a loss (No.)	2				
Average sales \$	127,168	-	-	-	127,168
Average expense \$	129,469	-	-	-	129,469
Average net loss \$	-2,301	-	-	-	-2,301

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	75									
Low sales value (\$000's)	(1)	(1)								
High sales value (\$000's)	(1)	16	37	37	69					(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	18.5	27.1	15.0	15.3	17.2	93.6	19.8	27.1	20.2	15.3	17.2
Depreciation	2.9	7.3	1.0	1.3	2.3	79.4	3.7	7.3	2.1	1.6	2.7
Repairs & maintenance	1.7	2.1	1.1	2.1	1.4	63.5	2.6	10.4	1.7	2.9	1.5
Heat, light & telephone	4.5	4.8	5.4	4.0	3.8	79.0	5.7	6.5	9.5	4.6	3.8
Rent	9.5	12.9	7.6	7.9	9.7	71.8	13.2	27.6	13.4	8.8	10.5
Personnel expenses	22.5	-	6.2	32.3	50.3	52.9	42.6	-	20.2	38.1	54.3
Financial expenses	2.0	0.5	1.4	2.3	3.8	87.3	2.3	1.2	1.4	2.3	3.8
Interest & bank charges	1.3	-	1.0	1.7	2.5	70.2	1.9	-	1.2	1.8	2.6
Professional fees	0.7	0.5	0.4	0.6	1.2	70.4	1.0	1.2	0.6	0.7	1.3
Other expenses	20.5	20.8	25.2	15.7	20.3	100.0	20.5	20.8	25.2	15.7	20.3
Profit (loss)	36.5	51.6	52.2	34.4	8.4	99.0	36.8	51.6	52.2	34.4	8.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):**SIC 9712 - Beauty Shops**

Businesses primarily engaged in providing women's hairdressing and beauty services.

TABLE 2. Balance sheet profile for 1986

Ontario, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	75				
Low sales value (\$000's)	(1)	(1)	16	37	69
High sales value (\$000's)	(1)	16	37	69	(1)
Average (\$000's)					
Assets					
Cash	2	-	-	1	5
Accounts and notes receivable	-	-	-	-	-
Inventory	1	-	-	-	5
Other current assets	-	-	-	-	1
Total current assets	3	-	-	1	12
Fixed assets	14	-	-	5	53
Less: Accum. dep. on fixed assets	5	-	-	1	18
Other assets	1	-	-	1	4
Total assets	14	-	-	6	50
Liabilities and equity					
Current loans	3	-	-	-	11
Other current liabilities	2	-	-	1	9
Total current liabilities	5	-	-	1	19
Mortgages payable	1	-	-	2	3
Long term debt	5	-	-	1	19
Other liabilities	-	-	-	-	1
Total liabilities	12	-	-	3	42
Total equity	3	-	-	2	8

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Beauty Shops (SIC 9712)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-6.1	--	--	--	--
Interest coverage ratio (times)	6.7	--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	15	--	--	--	--
Depreciation	8	--	--	--	--
Other	-6	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-7	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	24	--	--	--	--
Repayment of long term debt	-25	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	7	--	--	--	--
Cash & equivalents-Beginning of the year	7	--	--	--	--
Cash & equivalents - End of the year	13	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Beauty Shops (SIC 9712)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	4,361	167,053	15.256	648	837
less than 20	4,274	122,445	11.207	644	832
20 - 99	82	29,896	2,703	4	5
100 - 499	4	X	870	-	-
500 and over	1	X	476	-	-
1986					
Total	6,422	269,548	22,856	1,093	...
less than 20	6,277	193,763	16,445	1,080	...
20 - 99	138	50,543	4,269	13	...
100 - 499	4	6,465	548	-	...
500 and over	3	18,777	1,594	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Ontario, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Total 25%
1984					
Number of observations in sample	422				
Average sales \$	66,655	16,091	28,012	51,198	171,318
Average expense \$	55,811	11,000	20,237	39,195	152,812
Average net profit (loss) \$	10,844	5,091	7,775	12,003	18,506
Businesses reporting a profit (No.)	396				
Average sales \$	65,331	16,014	27,821	51,398	166,089
Average expense \$	52,909	9,399	19,279	37,817	145,142
Average net profit \$	12,422	6,615	8,542	13,581	20,947
Businesses reporting a loss (No.)	26				
Average sales \$	81,633	16,731	31,456	49,264	229,079
Average expense \$	87,945	24,221	37,539	52,489	237,532
Average net loss \$	-6,312	-7,490	-6,083	-3,225	-8,453
1985					
Number of observations in sample	479				
Average sales \$	54,697	13,144	21,570	39,929	144,143
Average expense \$	43,337	8,662	15,029	28,535	121,123
Average net profit (loss) \$	11,360	4,482	6,541	11,394	23,020
Businesses reporting a profit (No.)	449				
Average sales \$	54,345	13,119	21,746	40,072	142,441
Average expense \$	41,653	7,771	13,815	28,075	116,951
Average net profit \$	12,692	5,348	7,931	11,997	25,490
Businesses reporting a loss (No.)	30				
Average sales \$	58,219	13,499	20,250	36,475	162,650
Average expense \$	62,901	21,406	24,087	39,630	166,480
Average net loss \$	-4,682	-7,907	-3,837	-3,155	-3,830
1986					
Number of observations in sample	302				
Average sales \$	59,134	13,233	23,306	43,897	156,099
Average expense \$	48,948	7,565	14,805	32,230	141,190
Average net profit (loss) \$	10,186	5,668	8,501	11,667	14,909
Businesses reporting a profit (No.)	279				
Average sales \$	60,165	13,272	23,142	43,938	160,309
Average expense \$	48,468	7,351	13,504	31,736	141,280
Average net profit \$	11,697	5,921	9,638	12,202	19,029
Businesses reporting a loss (No.)	23				
Average sales \$	54,032	12,080	25,172	41,890	136,987
Average expense \$	60,070	13,814	29,671	56,014	140,779
Average net loss \$	-6,038	-1,734	-4,499	-14,124	-3,792

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

Ontario, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	38	--	--	--	--						
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	22.9	--	--	--	--	100.0	22.9	--	--	--	--
Depreciation	2.9	--	--	--	--	79.7	3.6	--	--	--	--
Repairs & maintenance	1.3	--	--	--	--	83.1	1.6	--	--	--	--
Heat, light & telephone	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Rent	14.2	--	--	--	--	85.6	16.5	--	--	--	--
Personnel expenses	35.7	--	--	--	--	85.6	41.7	--	--	--	--
Financial expenses	5.4	--	--	--	--	99.9	5.5	--	--	--	--
Interest & bank charges	4.4	--	--	--	--	86.6	5.1	--	--	--	--
Professional fees	1.0	--	--	--	--	98.2	1.0	--	--	--	--
Other expenses	21.6	--	--	--	--	100.0	21.6	--	--	--	--
Profit (loss)	14.2	--	--	--	--	100.0	14.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9713 - Combination Barber and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises.

TABLE 2. Balance sheet profile for 1986

Ontario, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	1	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	5	--	--	--	--
Fixed assets	12	--	--	--	--
Less: Accum. dep. on fixed assets	6	--	--	--	--
Other assets	2	--	--	--	--
Total assets	14	--	--	--	--
Liabilities and equity					
Current loans	3	--	--	--	--
Other current liabilities	3	--	--	--	--
Total current liabilities	6	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	9	--	--	--	--
Total equity	5	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Combination Barber and Beauty Shops (SIC 9713)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	38.0	--	--	--	--
Interest coverage ratio (times)	5.0	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
		Average (\$000's)			
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Combination Barber and Beauty Shops (SIC 9713)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	4,361	167,053	15,256	648	837
less than 20	4,274	122,445	11,207	644	832
20 - 99	82	29,896	2,703	4	5
100 - 499	4	X	870	-	-
500 and over	1	X	476	-	-
1986					
Total	6,422	269,548	22,856	1,093	...
less than 20	6,277	193,763	16,445	1,080	...
20 - 99	138	50,543	4,269	13	...
100 - 499	4	6,465	548	-	...
500 and over	3	18,777	1,594	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	148				
Average sales \$	101,197	18,756	35,735	62,344	287,954
Average expense \$	83,198	12,908	27,060	50,943	241,882
Average net profit (loss) \$	17,999	5,848	8,675	11,401	46,072
Businesses reporting a profit (No.)	137				
Average sales \$	101,406	18,928	36,560	62,267	287,868
Average expense \$	82,935	12,658	26,767	50,730	241,584
Average net profit \$	18,471	6,270	9,793	11,537	46,284
Businesses reporting a loss (No.)	11				
Average sales \$	107,808	15,401	29,113	72,115	314,604
Average expense \$	114,807	17,790	29,411	78,072	333,954
Average net loss \$	-6,999	-2,389	-298	-5,957	-19,350
1985					
Number of observations in sample	175				
Average sales \$	84,856	16,539	31,132	64,408	227,343
Average expense \$	72,225	11,198	22,366	50,373	204,963
Average net profit (loss) \$	12,631	5,341	8,766	14,035	22,380
Businesses reporting a profit (No.)	156				
Average sales \$	83,221	16,458	31,719	64,457	220,248
Average expense \$	67,486	9,945	21,380	48,185	190,433
Average net profit \$	15,735	6,513	10,339	16,272	29,815
Businesses reporting a loss (No.)	19				
Average sales \$	89,816	17,210	26,999	63,911	251,142
Average expense \$	94,266	21,519	29,310	72,528	253,706
Average net loss \$	-4,450	-4,309	-2,311	-8,617	-2,564
1986					
Number of observations in sample	133				
Average sales \$	77,318	16,555	35,247	74,341	183,130
Average expense \$	69,449	14,375	29,350	59,874	174,195
Average net profit (loss) \$	7,869	2,180	5,897	14,467	8,935
Businesses reporting a profit (No.)	118				
Average sales \$	78,519	16,711	34,668	74,221	188,476
Average expense \$	67,907	12,754	27,429	59,115	172,331
Average net profit \$	10,612	3,957	7,239	15,106	16,145
Businesses reporting a loss (No.)	15				
Average sales \$	75,881	15,920	42,058	77,227	168,320
Average expense \$	82,582	20,944	51,961	78,064	179,359
Average net loss \$	-6,701	-5,024	-9,903	-837	-11,039

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

Ontario, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	75										
Low sales value (\$000's)	(1)	(1)	20	53	110						
High sales value (\$000's)	(1)	20	53	110	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	31.3	28.2	39.7	35.0	21.8	100.0	31.3	28.2	39.7	35.0	21.8
Depreciation	7.4	7.6	7.9	8.0	6.4	80.9	9.2	12.0	10.7	9.2	6.5
Repairs & maintenance	5.9	6.8	7.4	5.7	3.7	100.0	5.9	6.8	7.4	5.7	3.7
Heat, light & telephone	10.6	7.9	18.5	8.2	7.1	90.4	11.8	13.9	18.5	8.2	7.1
Rent	7.3	5.9	6.0	12.9	4.7	72.4	10.1	8.4	10.9	14.2	6.3
Personnel expenses	20.2	6.7	20.0	14.3	37.0	72.8	27.7	14.8	38.7	15.6	37.0
Financial expenses	3.8	2.1	3.7	4.3	5.0	91.9	4.2	2.7	4.1	4.4	5.0
Interest & bank charges	3.0	1.7	3.0	3.6	3.5	86.1	3.5	2.5	3.5	3.9	3.6
Professional fees	0.9	0.4	0.7	0.7	1.5	81.1	1.1	0.6	1.0	0.8	1.6
Other expenses	29.8	38.1	28.6	27.4	26.1	97.9	30.4	38.1	31.1	27.4	26.1
Profit (loss)	15.0	24.9	8.0	19.0	10.1	94.6	15.8	24.9	8.0	19.0	12.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 972 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for 1986

Ontario, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	75				
Low sales value (\$000's)	(1)	(1)	20	53	110
High sales value (\$000's)	(1)	20	53	110	(1)
Average (\$000's)					
Assets					
Cash	3	-	-	2	11
Accounts and notes receivable	3	-	-	-	9
Inventory	1	-	-	2	3
Other current assets	2	-	-	3	4
Total current assets	9	-	1	7	27
Fixed assets	54	3	18	28	158
Less: Accum. dep. on fixed assets	28	-	8	10	87
Other assets	16	-	1	21	39
Total assets	52	3	12	46	137
Liabilities and equity					
Current loans	5	-	3	4	12
Other current liabilities	7	-	2	1	25
Total current liabilities	12	-	4	5	37
Mortgages payable	7	-	-	12	17
Long term debt	8	2	1	3	24
Other liabilities	1	-	-	1	3
Total liabilities	28	2	5	21	80
Total equity	23	-	7	26	57

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Laundries and Cleaners (SIC 972)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-1.8	--	--	--	--
Interest coverage ratio (times)	14.9	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Laundries and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	9	--	--	--	--
Depreciation	20	--	--	--	--
Other	6	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-26	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	5	--	--	--	--
Financing activities					
Increase in long term debt	9	--	--	--	--
Repayment of long term debt	-12	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-6	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-8	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	2	--	--	--	--
Cash & equivalents-Beginning of the year	15	--	--	--	--
Cash & equivalents - End of the year	18	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Laundries and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,226	128,505	11,755	144	193
less than 20	1,126	48,001	4,464	143	161
20 - 99	81	34,685	3,165	-	10
100 - 499	16	31,611	2,848	-	1
500 and over	3	14,208	1,278	1	1
1986					
Total	1,637	199,473	15,411	253	...
less than 20	1,507	65,304	5,165	240	...
20 - 99	106	55,431	4,229	10	...
100 - 499	20	40,426	3,171	3	...
500 and over	4	38,312	2,846	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Ontario, Laundries and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	321				
Average sales \$	106,532	17,077	33,299	73,188	302,564
Average expense \$	91,104	13,704	25,432	56,135	269,146
Average net profit (loss) \$	15,428	3,373	7,867	17,053	33,418
Businesses reporting a profit (No.)	268				
Average sales \$	109,005	17,571	33,592	75,925	308,933
Average expense \$	89,360	11,054	21,205	54,286	270,896
Average net profit \$	19,645	6,517	12,387	21,639	38,037
Businesses reporting a loss (No.)	53				
Average sales \$	88,520	15,888	32,320	60,660	245,211
Average expense \$	94,411	20,091	39,579	64,599	253,381
Average net loss \$	-5,891	-4,203	-7,253	-3,939	-8,170
1985					
Number of observations in sample	293				
Average sales \$	104,552	17,136	34,941	63,530	302,601
Average expense \$	94,875	15,109	29,393	53,579	281,426
Average net profit (loss) \$	9,677	2,027	5,548	9,957	21,175
Businesses reporting a profit (No.)	241				
Average sales \$	106,729	18,121	35,219	67,222	306,355
Average expense \$	91,157	11,756	28,466	50,720	273,686
Average net profit \$	15,572	6,365	6,753	16,502	32,669
Businesses reporting a loss (No.)	52				
Average sales \$	97,402	15,072	32,448	51,364	290,722
Average expense \$	107,182	22,141	37,695	62,976	305,916
Average net loss \$	-9,780	-7,069	-5,247	-11,612	-15,194
1986					
Number of observations in sample	210				
Average sales \$	98,869	16,002	34,800	81,218	269,456
Average expense \$	89,003	13,991	30,202	67,675	244,142
Average net profit (loss) \$	9,866	2,011	4,598	13,543	19,314
Businesses reporting a profit (No.)	181				
Average sales \$	97,691	15,681	36,914	81,123	257,046
Average expense \$	84,163	10,131	28,347	65,855	232,319
Average net profit \$	13,528	5,550	8,567	15,268	24,727
Businesses reporting a loss (No.)	29				
Average sales \$	105,207	17,138	29,295	82,513	291,880
Average expense \$	112,938	27,653	35,033	92,503	296,562
Average net loss \$	-7,731	-10,515	-5,738	-9,990	-4,682

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	15					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	19.6	--	--	--	--	100.0	19.6	--	--	--	--
Repairs & maintenance	4.9	--	--	--	--	75.6	6.5	--	--	--	--
Heat, light & telephone	0.9	--	--	--	--	70.7	1.3	--	--	--	--
Rent	0.6	--	--	--	--	66.6	0.9	--	--	--	--
Personnel expenses	19.5	--	--	--	--	80.5	24.2	--	--	--	--
Financial expenses	8.8	--	--	--	--	100.0	8.8	--	--	--	--
Interest & bank charges	4.3	--	--	--	--	92.0	4.7	--	--	--	--
Professional fees	4.5	--	--	--	--	100.0	4.5	--	--	--	--
Other expenses	18.5	--	--	--	--	100.0	18.5	--	--	--	--
Profit (loss)	27.1	--	--	--	--	100.0	27.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):**SIC 9911 - Industrial Machinery and Equipment Rental and Leasing**

Businesses primarily engaged in the rental or leasing of machinery, equipment, furniture and fixtures.

TABLE 2. Balance sheet profile for 1986

Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	32	--	--	--	--
Accounts and notes receivable	45	--	--	--	--
Inventory	4	--	--	--	--
Other current assets	31	--	--	--	--
Total current assets	112	--	--	--	--
Fixed assets	730	--	--	--	--
Less: Accum. dep. on fixed assets	328	--	--	--	--
Other assets	54	--	--	--	--
Total assets	568	--	--	--	--
Liabilities and equity					
Current loans	22	--	--	--	--
Other current liabilities	46	--	--	--	--
Total current liabilities	69	--	--	--	--
Mortgages payable	4	--	--	--	--
Long term debt	90	--	--	--	--
Other liabilities	130	--	--	--	--
Total liabilities	292	--	--	--	--
Total equity	275	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	6.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.0	--	--	--	--
Interest coverage ratio (times)	114.8	--	--	--	--
Debt ratio (times)	0.3	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	70	--	--	--	--
Depreciation	73	--	--	--	--
Other	-38	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	74	--	--	--	--
Purchase of fixed assets	-134	--	--	--	--
Increase in investment	-9	--	--	--	--
Decrease in investment	4	--	--	--	--
Financing activities					
Increase in long term debt	48	--	--	--	--
Repayment of long term debt	-41	--	--	--	--
Loans from shareholders	18	--	--	--	--
Repayment of loans from shareholders	-43	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-9	--	--	--	--
Increase(decrease) in cash & equivalents	11	--	--	--	--
Cash & equivalents-Beginning of the year	43	--	--	--	--
Cash & equivalents - End of the year	54	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	162	21,554	930	35	31
less than 20	151	11,441	478	35	30
20 - 99	11	10,113	452	-	-
100 - 499	-	-	-	-	1
500 and over	-	-	-	-	-
1986					
Total	231	39,415	1,694	30	...
less than 20	208	17,894	763	28	...
20 - 99	18	12,653	566	1	...
100 - 499	5	8,868	365	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	39				
Average sales \$	166,351	--	--	--	--
Average expense \$	132,371	--	--	--	--
Average net profit (loss) \$	33,980	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	187,133	--	--	--	--
Average expense \$	133,099	--	--	--	--
Average net profit \$	54,034	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	89,590	--	--	--	--
Average expense \$	117,678	--	--	--	--
Average net loss \$	-28,088	--	--	--	--
1985					
Number of observations in sample	56				
Average sales \$	276,172	27,380	106,403	172,011	798,894
Average expense \$	239,785	30,012	82,352	121,939	724,838
Average net profit (loss) \$	36,387	-2,632	24,051	50,072	74,056
Businesses reporting a profit (No.)	39				
Average sales \$	269,353	35,061	108,634	170,934	762,781
Average expense \$	219,103	27,147	82,564	119,721	646,979
Average net profit \$	50,250	7,914	26,070	51,213	115,802
Businesses reporting a loss (No.)	17				
Average sales \$	313,531	20,600	67,931	243,650	921,943
Average expense \$	342,732	32,541	78,697	269,560	990,130
Average net loss \$	-29,201	-11,941	-10,766	-25,910	-68,187
1986					
Number of observations in sample	38				
Average sales \$	267,846	--	--	--	--
Average expense \$	234,380	--	--	--	--
Average net profit (loss) \$	33,466	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	322,968	--	--	--	--
Average expense \$	271,484	--	--	--	--
Average net profit \$	51,484	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	93,811	--	--	--	--
Average expense \$	120,705	--	--	--	--
Average net loss \$	-26,894	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	18					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	28.9	--	--	--	--	100.0	28.9	--	--	--	--
Depreciation	13.4	--	--	--	--	79.3	16.9	--	--	--	--
Repairs & maintenance	1.4	--	--	--	--	92.7	1.5	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	95.8	2.4	--	--	--	--
Rent	11.8	--	--	--	--	100.0	11.8	--	--	--	--
Personnel expenses	16.6	--	--	--	--	63.9	26.0	--	--	--	--
Financial expenses	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Interest & bank charges	4.2	--	--	--	--	85.7	5.0	--	--	--	--
Professional fees	2.6	--	--	--	--	82.5	3.1	--	--	--	--
Other expenses	43.0	--	--	--	--	100.0	43.0	--	--	--	--
Profit (loss)	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

(1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".

(2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.

(3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9912 - Video Movies and Audio-Visual Equipment Rental

Businesses primarily engaged in renting and leasing audio-visual equipment such as: audio-visual equipment rental and leasing, tape recorder rental, television rental, video cassette recorder rental and video movie rental.

TABLE 2. Balance sheet profile for 1986

Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	8	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	14	--	--	--	--
Fixed assets	66	--	--	--	--
Less: Accum. dep. on fixed assets	30	--	--	--	--
Other assets	4	--	--	--	--
Total assets	54	--	--	--	--
Liabilities and equity					
Current loans	23	--	--	--	--
Other current liabilities	4	--	--	--	--
Total current liabilities	27	--	--	--	--
Mortgages payable	2	--	--	--	--
Long term debt	12	--	--	--	--
Other liabilities	-	--	--	--	--
Total liabilities	41	--	--	--	--
Total equity	13	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-1.3	--	--	--	--
Interest coverage ratio (times)	-2.6	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-21	--	--	--	--
Depreciation	39	--	--	--	--
Other	-7	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	27	--	--	--	--
Purchase of fixed assets	-66	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	31	--	--	--	--
Repayment of loans from shareholders	-7	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-12	--	--	--	--
Increase(decrease) in cash & equivalents	-21	--	--	--	--
Cash & equivalents-Beginning of the year	14	--	--	--	--
Cash & equivalents - End of the year	-6	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	392	49,495	2,193	110	169
less than 20	374	18,048	797	110	169
20 - 99	14	10,073	506	-	-
100 - 499	3	X	470	-	-
500 and over	1	X	420	-	-
1986					
Total	740	84,195	3,751	140	...
less than 20	715	34,561	1,519	140	...
20 - 99	19	13,350	660	-	...
100 - 499	5	X	928	-	...
500 and over	1	X	644	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	105				
Average sales \$	106.887	14.922	31.109	77.547	303.969
Average expense \$	98.919	17.971	29.162	67.790	280.754
Average net profit (loss) \$	7.968	-3.049	1.947	9.757	23.215
Businesses reporting a profit (No.)	79				
Average sales \$	105.962	12.429	34.770	78.886	297.761
Average expense \$	91.410	7.263	22.716	65.539	270.122
Average net profit \$	14.552	5.166	12.054	13.347	27.639
Businesses reporting a loss (No.)	26				
Average sales \$	117.724	17.116	28.092	70.353	355.335
Average expense \$	127.621	27.399	34.473	79.879	368.732
Average net loss \$	-9.897	-10.283	-6.381	-9.526	-13.397
1985					
Number of observations in sample	106				
Average sales \$	86.297	22.341	37.150	54.448	231.248
Average expense \$	85.850	24.369	49.170	51.377	218.483
Average net profit (loss) \$	447	-2.028	-12.020	3.071	12.765
Businesses reporting a profit (No.)	66				
Average sales \$	87.497	21.503	36.421	56.066	235.957
Average expense \$	75.870	15.593	22.336	44.345	221.206
Average net profit \$	11.627	5.910	14.085	11.721	14.791
Businesses reporting a loss (No.)	40				
Average sales \$	70.788	22.644	37.615	52.240	170.653
Average expense \$	84.637	27.549	66.277	60.976	183.747
Average net loss \$	-13.849	-4.905	-28.662	-8.736	-13.094
1986					
Number of observations in sample	67				
Average sales \$	104.985	16.773	50.303	89.126	263.739
Average expense \$	96.256	18.403	36.873	84.336	245.411
Average net profit (loss) \$	8.729	-1.630	13.430	4.790	18.328
Businesses reporting a profit (No.)	47				
Average sales \$	120.386	22.006	49.776	91.527	318.233
Average expense \$	98.828	19.346	35.129	80.459	260.379
Average net profit \$	21.558	2.660	14.647	11.068	57.854
Businesses reporting a loss (No.)	20				
Average sales \$	91.665	13.581	57.385	84.910	210.782
Average expense \$	100.040	17.827	60.326	91.142	230.865
Average net loss \$	-8.375	-4.246	-2.941	-6.232	-20.083

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

Ontario, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	13					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	20.8	--	--	--	--	100.0	20.8	--	--	--	--
Depreciation	6.6	--	--	--	--	94.5	7.0	--	--	--	--
Repairs & maintenance	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Heat, light & telephone	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Rent	8.3	--	--	--	--	66.9	12.3	--	--	--	--
Personnel expenses	16.0	--	--	--	--	59.6	26.8	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	69.5	2.1	--	--	--	--
Professional fees	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Other expenses	50.6	--	--	--	--	100.0	50.6	--	--	--	--
Profit (loss)	9.8	--	--	--	--	86.6	11.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding service, blacksmith service, brazing welding service, electric welding service (exc. construction site), welding repair work, and welding shops.

TABLE 2. Balance sheet profile for 1986

Ontario, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	4	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	10	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	30	--	--	--	--
Fixed assets	47	--	--	--	--
Less: Accum. dep. on fixed assets	24	--	--	--	--
Other assets	-	--	--	--	--
Total assets	53	--	--	--	--
Liabilities and equity					
Current loans	6	--	--	--	--
Other current liabilities	19	--	--	--	--
Total current liabilities	25	--	--	--	--
Mortgages payable	3	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	29	--	--	--	--
Total equity	24	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Welding (SIC 9942)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.6	--	--	--	--
Interest coverage ratio (times)	6.0	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
Operating activities					
Cash from operations	17	--	--	--	--
Depreciation	12	--	--	--	--
Other	20	--	--	--	--
Dividends	-13	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-8	--	--	--	--
Increase in investment	-4	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	16	--	--	--	--
Cash & equivalents-Beginning of the year	9	--	--	--	--
Cash & equivalents - End of the year	25	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	476	32,097	1,640	38	81
less than 20	462	23,522	1,201	37	77
20 - 99	14	8,575	439	1	4
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	651	61,221	2,651	84	...
less than 20	622	38,419	1,668	84	...
20 - 99	28	X	847	-	...
100 - 499	1	X	136	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Ontario, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	110				
Average sales \$	89,559	13,758	22,267	47,061	275,148
Average expense \$	80,020	10,055	15,596	42,257	252,170
Average net profit (loss) \$	9,539	3,703	6,671	4,804	22,978
Businesses reporting a profit (No.)	102				
Average sales \$	84,760	13,687	22,911	45,186	257,254
Average expense \$	72,070	9,240	13,597	33,694	231,749
Average net profit \$	12,690	4,447	9,314	11,492	25,505
Businesses reporting a loss (No.)	8				
Average sales \$	171,579	14,421	19,425	55,200	597,269
Average expense \$	185,315	17,641	24,425	79,415	619,779
Average net loss \$	-13,736	-3,220	-5,000	-24,215	-22,510
1985					
Number of observations in sample	130				
Average sales \$	102,388	14,804	34,487	67,720	292,539
Average expense \$	88,185	10,581	26,868	51,439	269,852
Average net profit (loss) \$	14,203	4,223	7,619	16,281	28,687
Businesses reporting a profit (No.)	119				
Average sales \$	101,484	14,686	34,444	67,324	289,480
Average expense \$	84,968	9,427	22,693	50,373	257,379
Average net profit \$	16,516	5,259	11,751	16,951	32,101
Businesses reporting a loss (No.)	11				
Average sales \$	115,719	15,727	34,601	87,596	324,953
Average expense \$	123,749	19,633	37,999	104,909	332,456
Average net loss \$	-8,030	-3,906	-3,398	-17,313	-7,503
1986					
Number of observations in sample	69				
Average sales \$	135,234	14,155	36,037	74,876	415,868
Average expense \$	120,200	12,301	24,658	68,028	375,814
Average net profit (loss) \$	15,034	1,854	11,379	6,848	40,054
Businesses reporting a profit (No.)	63				
Average sales \$	137,792	15,353	35,386	84,559	415,868
Average expense \$	118,108	12,171	23,531	60,917	375,814
Average net profit \$	19,684	3,182	11,855	23,642	40,054
Businesses reporting a loss (No.)	6				
Average sales \$	41,546	11,688	52,107	60,844	-
Average expense \$	47,781	12,568	52,441	78,333	-
Average net loss \$	-6,235	-880	-334	-17,489	-

1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	145					
Low sales value (\$000's)	(1)	(1)	16	29	66	
High sales value (\$000's)	(1)	16	29	66	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	13.0	17.6	13.3	13.4	7.8	99.7	13.0	17.6	13.4	13.5	7.8
Depreciation	4.6	6.4	3.0	5.9	2.9	75.8	6.0	9.6	5.0	7.5	3.0
Repairs & maintenance	4.2	6.9	4.6	2.6	2.8	77.2	5.4	7.6	6.1	3.8	3.8
Heat, light & telephone	1.8	0.9	2.8	2.4	1.2	67.7	2.7	2.4	3.8	3.1	1.5
Rent	2.4	3.4	2.9	2.4	0.9	48.9	4.9	6.9	6.5	4.4	1.8
Personnel expenses	23.8	6.6	17.4	20.3	49.9	66.1	36.0	20.0	27.1	30.1	50.8
Financial expenses	3.1	2.0	5.2	2.4	2.8	94.8	3.2	2.3	5.2	2.6	2.8
Interest & bank charges	1.9	1.4	3.4	1.2	1.7	71.5	2.6	3.9	4.3	1.6	1.8
Professional fees	1.2	0.7	1.8	1.2	1.2	79.9	1.5	0.8	2.8	1.4	1.3
Other expenses	31.6	30.2	28.0	35.4	32.4	100.0	31.6	30.2	28.0	35.4	32.4
Profit (loss)	28.5	43.6	36.2	28.5	7.1	99.4	28.7	43.6	36.2	28.8	7.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- * confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):**SIC 995 - Services to Buildings and Dwellings**

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for 1986
Ontario, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	145				
Low sales value (\$000's)	(1)	(1)	16	29	66
High sales value (\$000's)	(1)	16	29	66	(1)
Average (\$000's)					
Assets					
Cash	4	-	-	1	14
Accounts and notes receivable	7	1	-	1	24
Inventory	1	-	-	-	2
Other current assets	1	-	-	-	3
Total current assets	12	1	1	2	43
Fixed assets	52	2	1	7	197
Less: Accum. dep. on fixed assets	45	1	1	4	170
Other assets	4	-	-	-	14
Total assets	23	2	1	5	84
Liabilities and equity					
Current loans	4	-	1	1	13
Other current liabilities	5	-	-	1	20
Total current liabilities	9	-	1	2	33
Mortgages payable	1	-	-	-	4
Long term debt	6	-	-	2	21
Other liabilities	-	-	-	-	1
Total liabilities	16	1	1	3	60
Total equity	7	1	-	1	25

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Ontario, Services to Buildings and Dwellings (SIC 995)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	61				
Low sales value (\$000's)	(1)	(1)	54	129	290
High sales value (\$000's)	(1)	54	129	290	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.9	2.5	3.5	0.5	2.4
Leverage ratios					
Debt/equity ratio (times)	...	-3.3	1.8	...	2.2
Interest coverage ratio (times)	2.4	8.7	-19.7	5.6	6.1
Debt ratio (times)	1.0	1.2	0.4	1.4	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	61	169	290
High sales value (\$000's)	(1)	61	169	290	(1)
Average (\$000's)					
Operating activities					
Cash from operations	9	5	12	3	16
Depreciation	5	1	2	2	14
Other	-6	-	-12	1	-9
Dividends	-5	-4	-3	-5	-6
Investment activities					
Disposal of fixed assets	3	-	1	2	7
Purchase of fixed assets	-14	-2	-3	-1	-43
Increase in investment	-1	-	-	-1	-3
Decrease in investment	1	-	-	-	5
Financing activities					
Increase in long term debt	10	-	3	-	32
Repayment of long term debt	-1	-	-1	-	-1
Loans from shareholders	1	2	1	1	1
Repayment of loans from shareholders	-3	-1	-1	-2	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	-	-1	-1	-1	4
Cash & equivalents-Beginning of the year	11	1	5	5	29
Cash & equivalents - End of the year	11	1	4	4	33

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,958	203,732	23,105	344	409
less than 20	1,791	53,256	5,745	335	399
20 - 99	132	42,118	4,705	7	9
100 - 499	28	47,194	5,512	2	1
500 and over	7	61,164	7,143	-	-
1986					
Total	3,078	296,551	26,514	683	...
less than 20	2,864	92,245	7,783	666	...
20 - 99	167	66,769	5,913	9	...
100 - 499	35	59,100	5,508	6	...
500 and over	12	78,437	7,310	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Ontario, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	561				
Average sales \$	68,455	13,336	22,240	41,073	197,170
Average expense \$	57,671	8,366	13,390	30,549	178,378
Average net profit (loss) \$	10,784	4,970	8,850	10,524	18,792
Businesses reporting a profit (No.)	527				
Average sales \$	70,340	13,490	22,209	41,123	204,536
Average expense \$	56,127	6,751	12,080	26,931	178,747
Average net profit \$	14,213	6,739	10,129	14,192	25,789
Businesses reporting a loss (No.)	34				
Average sales \$	47,696	12,704	22,672	40,670	114,739
Average expense \$	70,233	14,956	31,392	60,289	174,255
Average net loss \$	-22,537	-2,292	-8,720	-19,619	-59,516
1985					
Number of observations in sample	562				
Average sales \$	71,648	13,312	21,976	38,941	212,361
Average expense \$	61,319	8,498	15,087	25,643	196,047
Average net profit (loss) \$	10,329	4,814	6,889	13,298	16,314
Businesses reporting a profit (No.)	527				
Average sales \$	71,276	13,445	22,103	39,091	210,463
Average expense \$	59,195	7,901	14,327	23,968	190,583
Average net profit \$	12,081	5,544	7,776	15,123	19,880
Businesses reporting a loss (No.)	35				
Average sales \$	73,360	11,848	20,459	37,283	223,857
Average expense \$	78,159	15,069	24,211	44,212	229,142
Average net loss \$	-4,799	-3,221	-3,758	-6,929	-5,285
1986					
Number of observations in sample	458				
Average sales \$	81,406	12,776	22,203	43,489	247,154
Average expense \$	70,694	7,364	14,172	30,305	230,933
Average net profit (loss) \$	10,712	5,412	8,031	13,184	16,221
Businesses reporting a profit (No.)	386				
Average sales \$	79,774	12,818	22,192	43,451	240,634
Average expense \$	66,601	6,696	13,405	28,691	217,613
Average net profit \$	13,173	6,122	8,787	14,760	23,021
Businesses reporting a loss (No.)	72				
Average sales \$	87,005	12,296	22,377	43,912	269,436
Average expense \$	91,262	14,873	25,744	47,976	276,453
Average net loss \$	-4,257	-2,577	-3,367	-4,064	-7,017

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

Ontario, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	105										
Low sales value (\$000's)	(1)	(1)	14	25	56						(1)
High sales value (\$000's)	(1)	14	25	56	(1)						

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	14.6	20.6	13.6	17.8	7.7	99.5	14.7	20.6	13.7	17.9	7.7
Depreciation	4.5	5.3	3.3	7.6	2.1	72.0	6.2	11.4	6.1	8.1	2.3
Repairs & maintenance	5.5	8.7	5.2	5.3	3.4	88.9	6.2	10.6	5.9	5.4	3.9
Heat, light & telephone	2.2	1.2	2.7	3.4	1.3	74.4	2.9	2.6	3.7	3.9	1.5
Rent	2.5	5.4	2.4	1.5	0.9	48.6	5.1	9.4	4.6	4.9	1.7
Personnel expenses	22.6	7.2	12.2	23.4	45.1	65.8	34.4	16.4	21.3	38.7	46.3
Financial expenses	2.7	2.1	3.1	3.9	1.8	94.6	2.9	2.6	3.1	3.9	1.9
Interest & bank charges	1.7	1.5	2.7	1.5	1.0	66.3	2.5	5.5	4.7	1.7	1.1
Professional fees	1.0	0.6	0.5	2.3	0.8	79.9	1.3	0.7	0.8	2.3	1.0
Other expenses	29.7	30.6	22.0	29.7	36.2	100.0	29.7	30.6	22.0	29.7	36.2
Profit (loss)	30.3	39.5	49.1	25.3	9.2	99.4	30.5	39.5	49.1	25.6	9.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as car service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance sheet profile for 1986

Ontario, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)	14	25	56
High sales value (\$000's)	(1)	14	25	56	(1)
Average (\$000's)					
Assets					
Cash	4	-	-	1	15
Accounts and notes receivable	7	1	-	2	22
Inventory	-	-	-	-	2
Other current assets	1	-	-	-	3
Total current assets	12	1	-	3	42
Fixed assets	9	2	-	5	28
Less: Accum. dep. on fixed assets	4	1	-	2	12
Other assets	3	-	-	-	12
Total assets	20	2	-	5	69
Liabilities and equity					
Current loans	4	-	-	1	13
Other current liabilities	6	-	-	1	19
Total current liabilities	9	1	-	2	32
Mortgages payable	1	-	-	-	3
Long term debt	3	-	-	1	11
Other liabilities	-	-	-	-	-
Total liabilities	13	1	-	3	46
Total equity	7	2	-	2	23

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Ontario, Janitorial Services (SIC 9953)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	51				
Low sales value (\$000's)	(1)	(1)	40	129	233
High sales value (\$000's)	(1)	40	129	233	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.3	1.0	2.0	0.6	1.9
Leverage ratios					
Debt/equity ratio (times)	...	-2.9	2.3	...	-0.5
Interest coverage ratio (times)	8.4	10.4	12.1	5.4	7.7
Debt ratio (times)	1.1	1.1	0.8	1.3	1.0

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Ontario, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44				
Low sales value (\$000's)	(1)	(1)	29	138	255
High sales value (\$000's)	(1)	29	138	255	(1)
Average (\$000's)					
Operating activities					
Cash from operations	12	2	7	10	24
Depreciation	4	1	2	2	9
Other	-1	-1	-2	-11	9
Dividends	-6	-	-7	-2	-11
Investment activities					
Disposal of fixed assets	2	-	1	3	3
Purchase of fixed assets	-9	-1	-4	-1	-24
Increase in investment	-1	-	-	-2	-3
Decrease in investment	1	-	-	-	2
Financing activities					
Increase in long term debt	3	-	3	-	7
Repayment of long term debt	-	-	-	-	-
Loans from shareholders	1	-	4	1	-
Repayment of loans from shareholders	-1	-	-1	-1	-2
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-1	-	-1	-	-2
Increase(decrease) in cash & equivalents	3	1	-1	-2	12
Cash & equivalents-Beginning of the year	15	1	2	8	41
Cash & equivalents - End of the year	18	1	1	6	53

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Ontario, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,958	203,732	23,105	344	409
less than 20	1,791	53,256	5,745	335	399
20 - 99	132	42,118	4,705	7	9
100 - 499	28	47,194	5,512	2	1
500 and over	7	61,164	7,143	-	-
1986					
Total	3,078	296,551	26,514	683	...
less than 20	2,864	92,245	7,789	566	...
20 - 99	167	66,769	5,913	9	...
100 - 499	35	59,100	5,508	6	...
500 and over	12	78,437	7,310	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Ontario, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	398				
Average sales \$	64,138	12,648	20,099	37,337	186,467
Average expense \$	54,220	8,007	11,153	25,550	172,171
Average net profit (loss) \$	9,918	4,641	8,946	11,787	14,296
Businesses reporting a profit (No.)	376				
Average sales \$	66,059	12,786	20,243	37,126	194,080
Average expense \$	52,466	6,094	10,753	22,082	170,934
Average net profit \$	13,593	6,692	9,490	15,044	23,146
Businesses reporting a loss (No.)	22				
Average sales \$	46,502	12,175	17,254	40,141	116,437
Average expense \$	72,198	14,569	19,054	71,623	183,544
Average net loss \$	-25,696	-2,394	-1,800	-31,482	-67,107
1985					
Number of observations in sample	403				
Average sales \$	66,537	13,048	21,514	37,495	194,089
Average expense \$	56,131	7,916	13,898	23,773	178,935
Average net profit (loss) \$	10,406	5,132	7,616	13,722	15,154
Businesses reporting a profit (No.)	387				
Average sales \$	63,072	13,124	21,580	37,609	179,975
Average expense \$	51,710	7,470	13,383	23,291	162,696
Average net profit \$	11,362	5,654	8,197	14,318	17,279
Businesses reporting a loss (No.)	16				
Average sales \$	106,848	11,887	20,377	33,750	361,376
Average expense \$	112,135	14,758	22,819	39,548	371,416
Average net loss \$	-5,287	-2,871	-2,442	-5,798	-10,040
1986					
Number of observations in sample	308				
Average sales \$	73,434	12,303	19,409	38,834	223,191
Average expense \$	62,348	6,935	11,503	27,128	203,824
Average net profit (loss) \$	11,086	5,368	7,906	11,706	19,367
Businesses reporting a profit (No.)	262				
Average sales \$	69,911	12,366	19,097	38,411	209,771
Average expense \$	57,040	6,367	10,263	24,986	186,545
Average net profit \$	12,871	5,999	8,834	13,425	23,226
Businesses reporting a loss (No.)	46				
Average sales \$	100,078	11,416	23,371	43,153	322,373
Average expense \$	105,655	14,877	27,264	48,948	331,529
Average net loss \$	-5,577	-3,461	-3,893	-5,795	-9,156

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Ontario, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	60										
Low sales value (\$000's)	(1)	(1)									
High sales value (\$000's)	(1)	26	131	131	358						(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.4	-	3.2	48.8	42.6	26.7	91.4	-	90.5	93.8	89.2
Occupancy expenses	14.3	6.2	30.7	8.5	7.8	90.8	15.8	9.8	30.7	8.5	8.5
Depreciation	2.1	-	5.4	1.0	1.0	76.3	2.7	-	5.6	1.0	1.1
Repairs & maintenance	0.2	-	0.3	0.2	0.3	39.5	0.6	-	0.5	0.4	0.9
Heat, light & telephone	4.0	1.3	7.2	3.3	3.2	90.7	4.4	2.1	7.2	3.3	3.5
Rent	8.0	4.9	17.8	4.0	3.3	87.9	9.1	7.7	18.1	4.0	3.9
Personnel expenses	32.9	28.1	42.5	21.1	36.6	79.7	41.3	76.5	42.5	31.8	36.8
Financial expenses	4.8	2.1	9.3	5.4	1.5	100.0	4.8	2.1	9.3	5.4	1.5
Interest & bank charges	1.6	0.1	4.3	0.8	0.4	81.1	1.9	0.2	4.5	0.8	0.4
Professional fees	3.2	2.0	5.0	4.6	1.2	98.5	3.3	2.0	5.1	4.7	1.2
Other expenses	19.0	15.5	32.2	15.8	10.3	100.0	19.0	15.5	32.2	15.8	10.3
Profit (loss)	4.6	48.1	-17.9	0.3	1.2	100.0	4.6	48.1	-17.9	0.3	1.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- > too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments.

TABLE 2. Balance sheet profile for 1986
Ontario, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	60				
Low sales value (\$000's)	(1)	(1)	26	131	358
High sales value (\$000's)	(1)	26	131	358	(1)
Average (\$000's)					
Assets					
Cash	35	3	23	9	92
Accounts and notes receivable	30	-	11	27	73
Inventory	-	-	-	-	-
Other current assets	18	-	3	9	54
Total current assets	83	3	37	46	220
Fixed assets	19	-	14	17	40
Less: Accum. dep. on fixed assets	7	-	4	8	13
Other assets	16	-	16	24	22
Total assets	112	3	63	79	269
Liabilities and equity					
Current loans	12	-	9	5	27
Other current liabilities	40	2	13	21	112
Total current liabilities	52	2	23	26	139
Mortgages payable	-	-	-	-	-
Long term debt	9	-	13	9	10
Other liabilities	-	-	-	-	-
Total liabilities	61	2	36	35	149
Total equity	51	1	26	43	120

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Ontario, Ticket and Travel Agencies (SIC 9961)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27				
Low sales value (\$000's)	(1)	(1)	93	178	411
High sales value (\$000's)	(1)	93	178	411	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.2	2.1	0.9	3.4	1.9
Leverage ratios					
Debt/equity ratio (times)	0.6	1.4	-0.2	0.7	0.3
Interest coverage ratio (times)	-22.1	1.0	-3.5	-7.5	-82.7
Debt ratio (times)	3.2	1.0	12.3	0.6	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

Ontario, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-4	--	--	--	--
Depreciation	6	--	--	--	--
Other	16	--	--	--	--
Dividends	-18	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-11	--	--	--	--
Increase in investment	-6	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	4	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	16	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	1	--	--	--	--
Increase in equity	2	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	31	--	--	--	--
Cash & equivalents - End of the year	31	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

Ontario, Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	1,123	111,835	6,392	129	142
less than 20	1,081	55,571	3,317	127	138
20 - 99	34	15,969	966	2	4
100 - 499	6	X	903	-	-
500 and over	2	X	1,206	-	-
1986					
Total	1,476	190,248	8,911	183	...
less than 20	1,422	88,619	4,430	175	...
20 - 99	44	25,715	1,298	8	...
100 - 499	7	16,810	840	-	...
500 and over	3	59,104	2,343	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

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TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Ontario, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1984					
Number of observations in sample	159				
Average sales \$	337,922	25,421	87,572	253,756	984,937
Average expense \$	329,639	25,865	112,540	232,657	947,495
Average net profit (loss) \$	8,283	-444	-24,968	21,099	37,442
Businesses reporting a profit (No.)	126				
Average sales \$	328,416	29,018	85,933	239,984	958,729
Average expense \$	299,717	20,100	65,709	200,233	912,825
Average net profit \$	28,699	8,918	20,224	39,751	45,904
Businesses reporting a loss (No.)	33				
Average sales \$	391,622	19,249	92,206	284,392	1,170,641
Average expense \$	444,661	35,756	244,941	304,786	1,193,161
Average net loss \$	-53,039	-16,507	-152,735	-20,394	-22,520
1985					
Number of observations in sample	165				
Average sales \$	235,471	25,646	84,499	179,038	652,702
Average expense \$	233,112	23,373	91,371	169,607	648,095
Average net profit (loss) \$	2,359	2,273	-6,872	9,431	4,607
Businesses reporting a profit (No.)	121				
Average sales \$	248,639	22,082	85,163	183,218	704,034
Average expense \$	230,692	14,081	64,651	166,781	677,254
Average net profit \$	17,947	8,001	20,512	16,437	26,840
Businesses reporting a loss (No.)	44				
Average sales \$	208,841	35,772	84,342	168,386	546,864
Average expense \$	228,084	49,770	97,713	176,808	588,045
Average net loss \$	-19,243	-13,998	-13,371	-8,422	-41,181
1986					
Number of observations in sample	145				
Average sales \$	245,268	19,619	81,497	191,006	688,949
Average expense \$	242,376	16,471	89,334	187,914	675,786
Average net profit (loss) \$	2,892	3,148	-7,837	3,092	13,163
Businesses reporting a profit (No.)	101				
Average sales \$	222,950	18,994	73,588	194,588	604,628
Average expense \$	197,399	11,280	41,554	178,719	558,043
Average net profit \$	25,551	7,714	32,034	15,869	46,585
Businesses reporting a loss (No.)	44				
Average sales \$	299,165	20,777	84,187	186,516	905,181
Average expense \$	327,211	26,091	105,584	199,440	977,728
Average net loss \$	-28,046	-5,314	-21,397	-12,924	-72,547

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes