

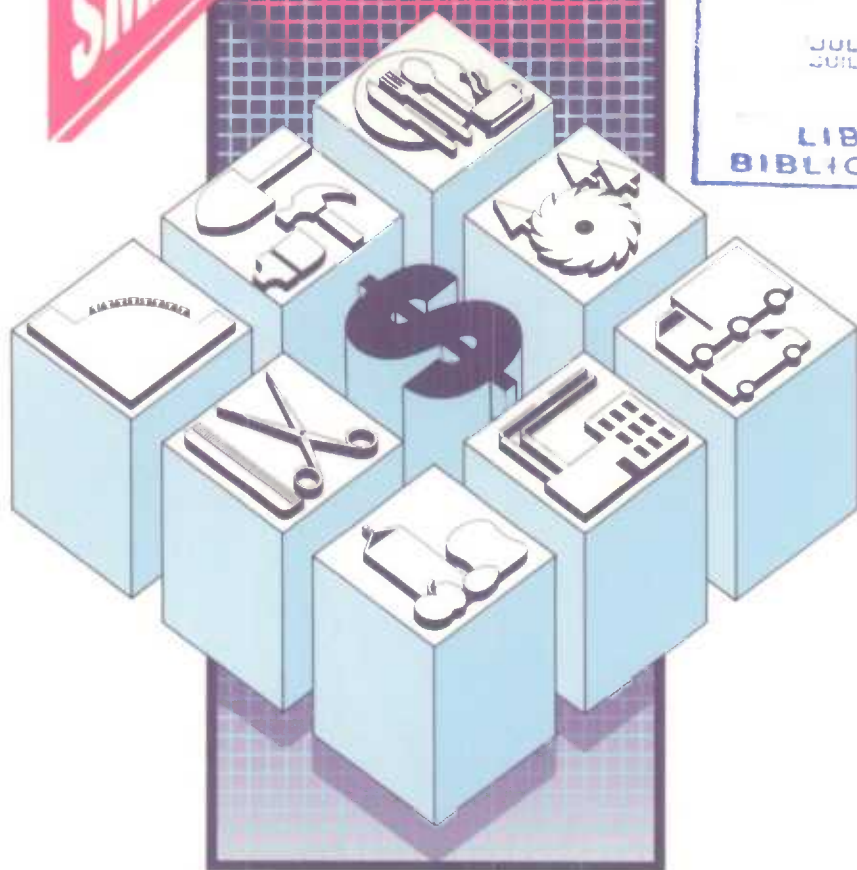
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SMALL BUSINESS PROFILES

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INTRODUCTION AND DATA SOURCES

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

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

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

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

METHODOLOGY

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

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

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

DATA LIMITATIONS

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

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

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

STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

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

AVAILABLE INDUSTRIES FOR 1987

Standard Industrial Classification

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

AVAILABLE INDUSTRIES FOR 1987

Standard Industrial Classification

| | |
|---|------|
| Automobile (Used) Dealers | 6312 |
| Gasoline Service Stations | 6331 |
| Tire, Battery Parts and Accessories Stores | 6342 |
| Garages (General Repairs) | 6351 |
| Paint and Body Repair Shops | 6352 |
| General Stores | 6412 |
| Other General Merchandise Stores | 6413 |
| Florist Shops | 6521 |
| Hardware Stores | 6531 |
| Sporting Goods Stores | 6541 |
| Musical Instrument and Record Stores | 6550 |
| Jewellery Stores | 6561 |
| Toy, Hobby Novelty and Souvenir Stores | 6580 |
| Gift, Novelty and Souvenir Stores | 6582 |
| Second-Hand Merchandise Stores, n.e.c. | 6591 |
| Vending Machine Operators | 6911 |
| Direct Sellers | 6921 |
| Operators of Buildings and Dwellings | 7510 |
| Operators of Residential Buildings and Dwellings | 7511 |
| Operators of Non-Residential Buildings | 7512 |
| Insurance and Real Estate Agencies | 7611 |
| Computer Services | 7721 |
| Advertising Agencies | 7741 |
| Management Consulting Services | 7771 |
| Hotels and Motor Hotels | 9111 |
| Motels | 9112 |
| Licensed Restaurants | 9211 |
| Unlicensed Restaurants (Including Drive-Ins) | 9212 |
| Take-Out Food Services | 9213 |
| Caterers | 9214 |
| Taverns, Bars and Night Clubs | 9221 |
| Entertainment Production Companies and Artists | 9631 |
| Sports and Recreation Clubs and Services | 9650 |
| Barber Shops | 9711 |
| Beauty Shops | 9712 |
| Combination Barber and Beauty Shops | 9713 |
| Laundry and Cleaners | 9720 |
| Power Laundries and/or Dry Cleaners | 9721 |
| Self-Serve Laundries and/or Dry Cleaners | 9723 |
| Industrial Machinery and Equipment Rental and Leasing | 9911 |
| Audio-Visual Equipment Rental & Leasing | 9912 |
| Automobile and Truck Rental and Leasing Services | 9921 |
| Photographers | 9931 |
| Welding | 9942 |
| Services to Buildings and Dwellings | 9950 |
| Janitorial Services | 9953 |
| Ticket and Travel Agencies | 9961 |

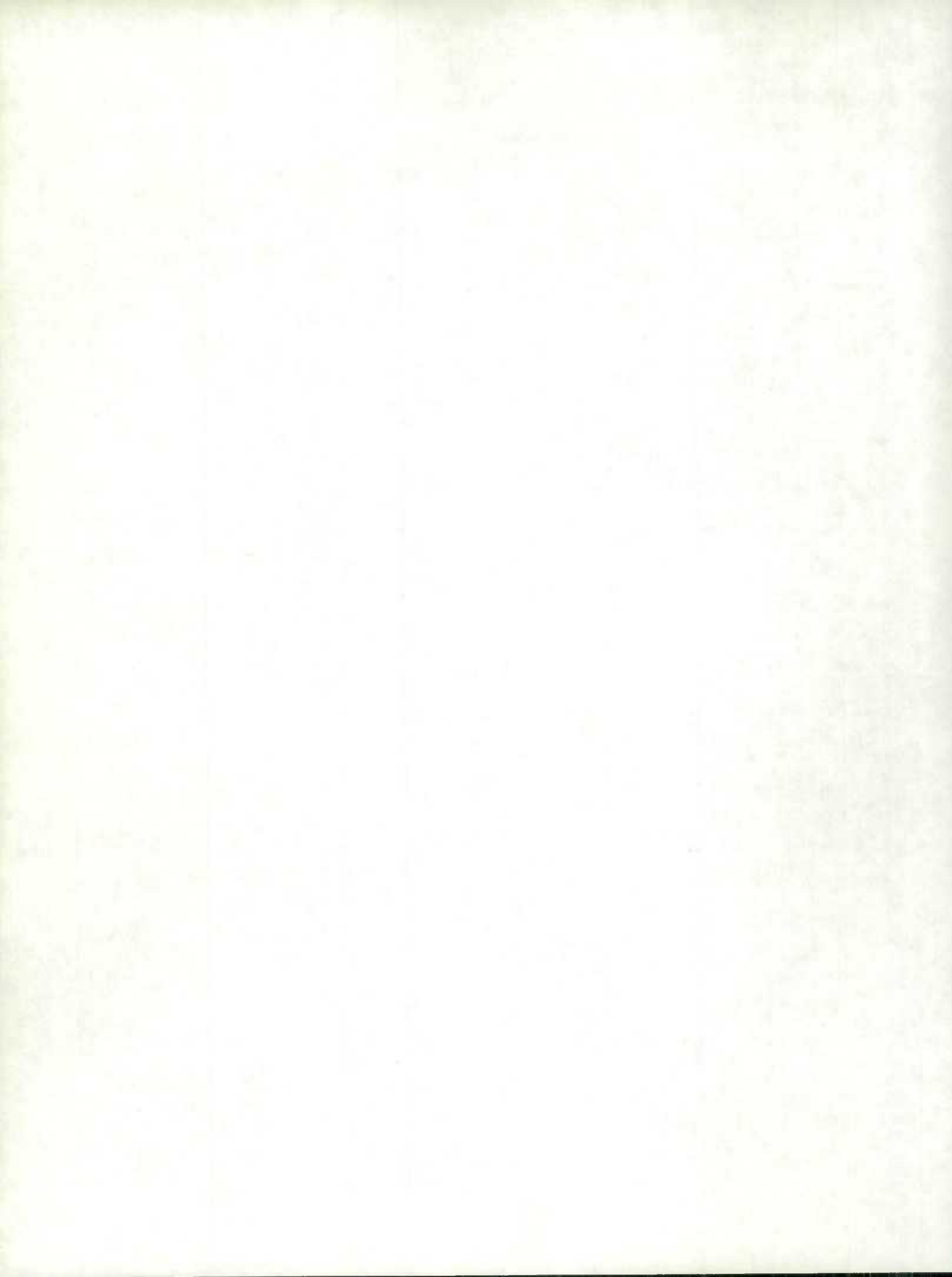


TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Logging Industry (SIC 0411)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 83 | | | | |
| Low sales value (\$000's) | (1) | (1) | 137 | 228 | 411 |
| High sales value (\$000's) | (1) | 137 | 228 | 411 | (1) |
| Average (\$000's) | | | | | |
| Accounts receivable | - | - | - | - | - |
| Accounts and notes receivable | 17 | 1 | 16 | 13 | 38 |
| Inventory | - | - | - | - | - |
| Other current assets | 50 | 20 | 29 | 37 | 114 |
| Total current assets | 68 | 21 | 46 | 49 | 152 |
| Fixed assets | 91 | 14 | 67 | 100 | 179 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 4 | - | 1 | 10 | 7 |
| Total assets | 163 | 35 | 113 | 159 | 338 |
| Liabilities and equity | | | | | |
| Current loans | 14 | 3 | 14 | 14 | 25 |
| Other current liabilities | 44 | 12 | 28 | 34 | 102 |
| Total current liabilities | 58 | 15 | 42 | 48 | 127 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 13 | 5 | 24 | 12 | 19 |
| Other liabilities | 36 | 4 | 26 | 39 | 74 |
| Total liabilities | 108 | 23 | 92 | 99 | 214 |
| Total equity | 55 | 12 | 21 | 61 | 124 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Logging Industry (SIC 0411)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 83 | | | | |
| Low sales value (\$000's) | (1) | (1) | 137 | 228 | 411 |
| High sales value (\$000's) | (1) | 137 | 228 | 411 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 1.4 | 1.1 | 1.0 | 1.2 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.0 | 1.9 | 4.3 | 1.6 | 1.7 |
| Interest coverage ratio (times) | 5.4 | 12.8 | 3.8 | 5.7 | 5.2 |
| Debt ratio (times) | 0.7 | 0.7 | 0.8 | 0.6 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Logging Industry (SIC 0411)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 41 | | | | |
| Low sales value (\$000's) | (1) | (1) | 160 | 228 | 386 |
| High sales value (\$000's) | (1) | 160 | 228 | 386 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 23 | 10 | 1 | 35 | 44 |
| Depreciation | 34 | 18 | 28 | 40 | 49 |
| Other | -18 | -1 | -20 | -29 | -22 |
| Dividends | -11 | - | -8 | -15 | -17 |
| Investment activities | | | | | |
| Disposal of fixed assets | 20 | 1 | 16 | 28 | 24 |
| Purchase of fixed assets | -56 | -69 | -48 | -48 | -60 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 26 | 25 | 44 | 22 | 15 |
| Repayment of long term debt | -27 | -8 | -33 | -26 | -37 |
| Loans from shareholders | 5 | - | 16 | 2 | - |
| Repayment of loans from shareholders | -8 | -23 | -4 | -6 | -2 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | -2 | - | 1 | -1 |
| Increase(decrease) in cash & equivalents | -12 | -49 | -9 | 5 | 2 |
| Cash & equivalents-Beginning of the year | 28 | 15 | 35 | 14 | 41 |
| Cash & equivalents - End of the year | 16 | -34 | 26 | 18 | 43 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 153 | 41,723 | 1,426 | 25 | 13 |
| less than 20 | 137 | 8,814 | 268 | 23 | 13 |
| 20 - 99 | 12 | 18,239 | 555 | - | - |
| 100 - 499 | 2 | X | 600 | - | - |
| 500 and over | 2 | X | 3 | 2 | - |
| 1987 | | | | | |
| Total | 123 | 53,439 | 1,717 | 9 | ... |
| less than 20 | 110 | 7,412 | 211 | 9 | ... |
| 20 - 99 | 9 | 13,860 | 395 | - | ... |
| 100 - 499 | 2 | X | 450 | - | ... |
| 500 and over | 2 | X | 661 | - | ... |

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Logging Industry (SIC 0411)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 278 | | | | |
| Average sales \$ | 119,907 | 30,101 | 42,382 | 80,174 | 326,971 |
| Average expense \$ | 106,191 | 24,733 | 36,398 | 68,687 | 294,346 |
| Average net profit (loss) \$ | 13,716 | 5,368 | 5,984 | 11,487 | 32,025 |
| Businesses reporting a profit (No.) | 239 | | | | |
| Average sales \$ | 118,150 | 30,597 | 42,853 | 79,528 | 319,820 |
| Average expense \$ | 101,522 | 21,405 | 32,896 | 66,875 | 284,912 |
| Average net profit \$ | 16,628 | 9,192 | 9,757 | 12,853 | 34,908 |
| Businesses reporting a loss (No.) | 39 | | | | |
| Average sales \$ | 153,653 | 28,831 | 41,591 | 88,935 | 455,456 |
| Average expense \$ | 162,436 | 34,608 | 46,624 | 93,253 | 475,257 |
| Average net loss \$ | -8,783 | -5,977 | -5,033 | -4,318 | -19,801 |
| 1986 | | | | | |
| Number of observations in sample | 373 | | | | |
| Average sales \$ | 150,589 | 32,057 | 48,607 | 91,664 | 430,028 |
| Average expense \$ | 137,194 | 28,254 | 39,882 | 73,980 | 406,681 |
| Average net profit (loss) \$ | 13,395 | 3,803 | 8,745 | 17,684 | 23,347 |
| Businesses reporting a profit (No.) | 301 | | | | |
| Average sales \$ | 154,372 | 32,007 | 48,235 | 91,048 | 446,196 |
| Average expense \$ | 134,499 | 25,078 | 32,271 | 70,602 | 410,045 |
| Average net profit \$ | 19,873 | 6,929 | 15,964 | 20,446 | 36,151 |
| Businesses reporting a loss (No.) | 72 | | | | |
| Average sales \$ | 135,939 | 32,196 | 49,523 | 96,543 | 365,493 |
| Average expense \$ | 147,377 | 37,001 | 58,545 | 100,707 | 393,255 |
| Average net loss \$ | -11,438 | -4,805 | -9,022 | -4,164 | -27,762 |
| 1987 | | | | | |
| Number of observations in sample | 172 | | | | |
| Average sales \$ | 130,133 | 31,658 | 50,283 | 101,587 | 337,004 |
| Average expense \$ | 114,067 | 28,196 | 34,773 | 87,668 | 305,631 |
| Average net profit (loss) \$ | 16,066 | 3,462 | 15,510 | 13,919 | 31,373 |
| Businesses reporting a profit (No.) | 147 | | | | |
| Average sales \$ | 130,733 | 33,539 | 50,283 | 102,782 | 336,326 |
| Average expense \$ | 110,579 | 25,482 | 34,773 | 85,074 | 297,007 |
| Average net profit \$ | 20,154 | 8,077 | 15,510 | 17,708 | 39,319 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 155,171 | 28,726 | - | 95,577 | 341,210 |
| Average expense \$ | 164,111 | 32,458 | - | 100,709 | 359,165 |
| Average net loss \$ | -8,940 | -3,732 | - | -5,132 | -17,955 |

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

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

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 4.7 | -- | -- | -- | -- | 37.9 | 12.5 | -- | -- | -- | -- |
| Occupancy expenses | 15.2 | -- | -- | -- | -- | 100.0 | 15.2 | -- | -- | -- | -- |
| Depreciation | 9.8 | -- | -- | -- | -- | 100.0 | 9.8 | -- | -- | -- | -- |
| Repairs & maintenance | 3.3 | -- | -- | -- | -- | 71.4 | 4.6 | -- | -- | -- | -- |
| Heat, light & telephone | 1.0 | -- | -- | -- | -- | 46.7 | 2.1 | -- | -- | -- | -- |
| Rent | 1.1 | -- | -- | -- | -- | 54.0 | 2.0 | -- | -- | -- | -- |
| Personnel expenses | 17.0 | -- | -- | -- | -- | 43.8 | 38.7 | -- | -- | -- | -- |
| Financial expenses | 1.5 | -- | -- | -- | -- | 74.7 | 2.1 | -- | -- | -- | -- |
| Interest & bank charges | 0.7 | -- | -- | -- | -- | 43.8 | 1.7 | -- | -- | -- | -- |
| Professional fees | 0.8 | -- | -- | -- | -- | 68.7 | 1.2 | -- | -- | -- | -- |
| Other expenses | 49.6 | -- | -- | -- | -- | 100.0 | 49.6 | -- | -- | -- | -- |
| Profit (loss) | 12.0 | -- | -- | -- | -- | 100.0 | 12.0 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

Symbols

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

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 0910 - Service Industries Incidental to Crude Petroleum and Natural Gas
Businesses primarily engaged in providing contract drilling and other services to petroleum and natural gas industries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|--------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 7 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 41 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 277 | -- | -- | -- | -- |
| Total current assets | 318 | -- | -- | -- | -- |
| Fixed assets | 36 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 777 | -- | -- | -- | -- |
| Total assets | 1,132 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 13 | -- | -- | -- | -- |
| Other current liabilities | 77 | -- | -- | -- | -- |
| Total current liabilities | 90 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Other liabilities | 191 | -- | -- | -- | -- |
| Total liabilities | 282 | -- | -- | -- | -- |
| Total equity | 850 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 7 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 3.5 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 0.3 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 5.2 | -- | -- | -- | -- |
| Debt ratio (times) | 0.2 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

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

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 55 | 103,276 | 4,331 | 14 | 5 |
| less than 20 | 38 | 2,229 | 73 | 12 | 4 |
| 20 - 99 | 4 | 5,987 | 189 | - | 1 |
| 100 - 499 | 8 | 3,169 | 123 | 2 | - |
| 500 and over | 5 | 91,891 | 3,946 | - | - |
| 1987 | | | | | |
| Total | 63 | 114,884 | 4,315 | 12 | ... |
| less than 20 | 44 | 5,375 | 134 | 8 | ... |
| 20 - 99 | 8 | 5,574 | 141 | 4 | ... |
| 100 - 499 | 6 | 3,816 | 89 | - | ... |
| 500 and over | 5 | 99,919 | 3,951 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 7 | | | | |
| Average sales \$ | 144,057 | -- | -- | -- | -- |
| Average expense \$ | 149,468 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -5,401 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 5 | | | | |
| Average sales \$ | 61,166 | -- | -- | -- | -- |
| Average expense \$ | 37,362 | -- | -- | -- | -- |
| Average net profit \$ | 23,804 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 225,186 | -- | -- | -- | -- |
| Average expense \$ | 254,474 | -- | -- | -- | -- |
| Average net loss \$ | -29,288 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 11 | | | | |
| Average sales \$ | 175,635 | -- | -- | -- | -- |
| Average expense \$ | 191,614 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -15,979 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 8 | | | | |
| Average sales \$ | 177,292 | -- | -- | -- | -- |
| Average expense \$ | 153,115 | -- | -- | -- | -- |
| Average net profit \$ | 24,177 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 3 | | | | |
| Average sales \$ | 72,652 | -- | -- | -- | -- |
| Average expense \$ | 186,159 | -- | -- | -- | -- |
| Average net loss \$ | -113,507 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 9 | | | | |
| Average sales \$ | 166,192 | -- | -- | -- | -- |
| Average expense \$ | 149,594 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 16,598 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 5 | | | | |
| Average sales \$ | 165,925 | -- | -- | -- | -- |
| Average expense \$ | 118,645 | -- | -- | -- | -- |
| Average net profit \$ | 47,280 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 4 | | | | |
| Average sales \$ | 181,799 | -- | -- | -- | -- |
| Average expense \$ | 202,649 | -- | -- | -- | -- |
| Average net loss \$ | -20,850 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes

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

Ontario, Services Industries Incidental to Mining (SIC 092)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 9 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- | | | | | | |
| High sales value (\$000's) | (1) | -- | -- | -- | -- | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | - | -- | -- | -- | -- | - | - | -- | -- | -- | -- |
| Occupancy expenses | 7.9 | -- | -- | -- | -- | 63.2 | 12.6 | -- | -- | -- | -- |
| Depreciation | 1.0 | -- | -- | -- | -- | 28.7 | 3.4 | -- | -- | -- | -- |
| Repairs & maintenance | 1.5 | -- | -- | -- | -- | 49.9 | 3.1 | -- | -- | -- | -- |
| Heat, light & telephone | 0.8 | -- | -- | -- | -- | 61.2 | 1.3 | -- | -- | -- | -- |
| Rent | 4.6 | -- | -- | -- | -- | 49.9 | 9.3 | -- | -- | -- | -- |
| Personnel expenses | 27.4 | -- | -- | -- | -- | 59.8 | 27.4 | -- | -- | -- | -- |
| Financial expenses | 1.6 | -- | -- | -- | -- | 61.4 | 2.6 | -- | -- | -- | -- |
| Interest & bank charges | 0.4 | -- | -- | -- | -- | 45.6 | 0.9 | -- | -- | -- | -- |
| Professional fees | 1.2 | -- | -- | -- | -- | 61.4 | 1.9 | -- | -- | -- | -- |
| Other expenses | 42.8 | -- | -- | -- | -- | 100.0 | 42.8 | -- | -- | -- | -- |
| Profit (loss) | 20.2 | -- | -- | -- | -- | 100.0 | 20.2 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 0920 - Service Industries Incidental to Mining

Businesses primarily engaged in contract drilling and other services incidental to mining establishments.

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

Ontario, Services Industries Incidental to Mining (SIC 092)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|--------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 7 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 62 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 302 | -- | -- | -- | -- |
| Total current assets | 364 | -- | -- | -- | -- |
| Fixed assets | 124 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 855 | -- | -- | -- | -- |
| Total assets | 1,343 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 6 | -- | -- | -- | -- |
| Other current liabilities | 160 | -- | -- | -- | -- |
| Total current liabilities | 166 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 15 | -- | -- | -- | -- |
| Total liabilities | 183 | -- | -- | -- | -- |
| Total equity | 1,161 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

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

Ontario, Services Industries Incidental to Mining (SIC 092)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 7 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 2.2 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 0.2 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 54.0 | -- | -- | -- | -- |
| Debt ratio (times) | 0.1 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Services Industries Incidental to Mining (SIC 092)

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

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Services Industries Incidental to Mining (SIC 092)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|--|----------------------|-------------------------|-------------------------|---|------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 298 | 134,907 | 4,098 | 69 | 29 |
| less than 20 | 254 | 19,044 | 539 | 63 | 28 |
| 20 - 99 | 27 | 24,027 | 683 | 2 | 1 |
| 100 - 499 | 15 | X | 2,078 | 2 | - |
| 500 and over | 2 | X | 798 | 2 | - |
| 1987 | | | | | |
| Total | 329 | 225,367 | 6,070 | 74 | ... |
| less than 20 | 267 | 30,506 | 806 | 66 | ... |
| 20 - 99 | 36 | 37,381 | 994 | 4 | ... |
| 100 - 499 | 23 | 89,427 | 2,284 | 4 | ... |
| 500 and over | 3 | 68,053 | 1,986 | - | ... |

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Services Industries Incidental to Mining (SIC 092)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 5 | | | | |
| Average sales \$ | 273,951 | -- | -- | -- | -- |
| Average expense \$ | 274,919 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -968 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 3 | | | | |
| Average sales \$ | 138,286 | -- | -- | -- | -- |
| Average expense \$ | 118,569 | -- | -- | -- | -- |
| Average net profit \$ | 19,697 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 958,000 | -- | -- | -- | -- |
| Average expense \$ | 1,062,500 | -- | -- | -- | -- |
| Average net loss \$ | -104,500 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 12 | | | | |
| Average sales \$ | 329,950 | -- | -- | -- | -- |
| Average expense \$ | 236,630 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 93,320 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 10 | | | | |
| Average sales \$ | 445,216 | -- | -- | -- | -- |
| Average expense \$ | 314,454 | -- | -- | -- | -- |
| Average net profit \$ | 130,762 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 27,830 | -- | -- | -- | -- |
| Average expense \$ | 31,471 | -- | -- | -- | -- |
| Average net loss \$ | -3,641 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 8 | | | | |
| Average sales \$ | 289,959 | -- | -- | -- | -- |
| Average expense \$ | 255,584 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 34,375 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 6 | | | | |
| Average sales \$ | 340,012 | -- | -- | -- | -- |
| Average expense \$ | 285,719 | -- | -- | -- | -- |
| Average net profit \$ | 54,293 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 205,875 | -- | -- | -- | -- |
| Average expense \$ | 253,607 | -- | -- | -- | -- |
| Average net loss \$ | -47,732 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes

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

Ontario, Women's Clothing Industries (SIC 244)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|--|--|--|--|
| Businesses in sample (No.) | 125 | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 120 | 341 | 717 | | | | | |
| High sales value (\$000's) | (1) | 120 | 341 | 717 | (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 sales | | | | |
| Cost of sales | 21.7 | 14.5 | 12.8 | 24.6 | 34.0 | 78.8 | 27.5 | 22.4 | 21.7 | 27.6 | 34.0 |
| Occupancy expenses | 8.1 | 12.7 | 9.1 | 8.6 | 4.1 | 100.0 | 8.1 | 12.7 | 9.1 | 6.6 | 4.1 |
| Depreciation | 2.0 | 3.6 | 1.9 | 1.3 | 1.2 | 85.2 | 2.3 | 5.0 | 2.4 | 1.5 | 1.2 |
| Repairs & maintenance | 0.7 | 1.2 | 0.7 | 0.5 | 0.3 | 67.4 | 1.0 | 1.8 | 0.9 | 0.8 | 0.6 |
| Heat, light & telephone | 1.7 | 3.5 | 1.6 | 1.2 | 0.7 | 96.3 | 1.8 | 3.5 | 1.7 | 1.2 | 0.7 |
| Rent | 3.6 | 4.4 | 4.9 | 3.6 | 1.8 | 73.6 | 5.0 | 7.0 | 6.1 | 4.8 | 2.4 |
| Personnel expenses | 38.4 | 28.3 | 44.9 | 44.4 | 35.5 | 92.2 | 41.7 | 40.4 | 44.9 | 45.6 | 35.5 |
| Financial expenses | 2.0 | 2.6 | 1.9 | 1.7 | 2.0 | 95.2 | 2.2 | 3.1 | 2.0 | 1.7 | 2.0 |
| Interest & bank charges | 1.2 | 1.6 | 1.1 | 0.9 | 1.2 | 83.2 | 1.5 | 2.0 | 1.5 | 1.0 | 1.4 |
| Professional fees | 0.8 | 1.0 | 0.8 | 0.8 | 0.8 | 90.6 | 0.9 | 1.2 | 0.9 | 0.8 | 0.8 |
| Other expenses | 24.1 | 30.0 | 24.7 | 22.7 | 19.4 | 100.0 | 24.1 | 30.0 | 24.7 | 22.7 | 19.4 |
| Profit (loss) | 5.6 | 11.3 | 8.6 | - | 5.1 | 100.0 | 5.6 | 11.3 | 8.6 | - | 5.1 |
| 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 \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2440 - Women's Clothing Industries

Businesses primarily engaged in manufacturing women's, misses' and juniors' outerwear, sportswear, dresses, blouses, shirts and similar products according to recognized size scales. Both "regular" factories and "contract" factories making women's clothing are classified in this industry group.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 92 | | | | |
| Low sales value (\$000's) | (1) | (1) | 223 | 433 | 879 |
| High sales value (\$000's) | (1) | 223 | 433 | 879 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 74 | 9 | 27 | 112 | 142 |
| Inventory | - | - | - | - | - |
| Other current assets | 131 | 43 | 67 | 140 | 268 |
| Total current assets | 205 | 52 | 94 | 252 | 410 |
| Fixed assets | 42 | 31 | 25 | 26 | 86 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 21 | 1 | 5 | 6 | 72 |
| Total assets | 268 | 84 | 124 | 284 | 568 |
| Liabilities and equity | | | | | |
| Current loans | 37 | 11 | 26 | 46 | 64 |
| Other current liabilities | 107 | 32 | 44 | 101 | 248 |
| Total current liabilities | 144 | 42 | 70 | 147 | 311 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | - | - | 2 | 11 |
| Other liabilities | 42 | 37 | 36 | 40 | 52 |
| Total liabilities | 189 | 80 | 107 | 189 | 374 |
| Total equity | 79 | 4 | 18 | 95 | 194 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Women's Clothing Industries (SIC 244)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 92 | | | | |
| Low sales value (\$000's) | (1) | (1) | 223 | 433 | 879 |
| High sales value (\$000's) | (1) | 223 | 433 | 879 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 1.2 | 1.3 | 1.7 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.4 | 17.7 | 8.0 | 2.0 | 1.9 |
| Interest coverage ratio (times) | 3.9 | ... | ... | 7.0 | 5.3 |
| Debt ratio (times) | 0.7 | 0.9 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Women's Clothing Industries (SIC 244)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 47 | | | | |
| Low sales value (\$000's) | (1) | (1) | 115 | 458 | 910 |
| High sales value (\$000's) | (1) | 115 | 458 | 910 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 29 | -2 | -1 | 42 | 74 |
| Depreciation | 13 | 3 | 8 | 7 | 30 |
| Other | -17 | - | -17 | -40 | -4 |
| Dividends | -7 | - | -1 | -6 | -22 |
| Investment activities | | | | | |
| Disposal of fixed assets | - | - | - | - | 1 |
| Purchase of fixed assets | -14 | -3 | -10 | -10 | -30 |
| Increase in investment | - | - | - | -1 | -1 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 8 | - | 8 | 2 | 17 |
| Repayment of long term debt | -3 | -1 | -2 | -1 | -7 |
| Loans from shareholders | 9 | 10 | 5 | 10 | 11 |
| Repayment of loans from shareholders | -6 | -1 | -1 | -3 | -19 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 2 | - | 6 | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | 1 | - | - | - | 3 |
| Increase(decrease) in cash & equivalents | 14 | 7 | -3 | 1 | 53 |
| Cash & equivalents-Beginning of the year | 3 | -8 | 5 | 18 | -8 |
| Cash & equivalents - End of the year | 17 | -1 | 2 | 20 | 45 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Women's Clothing Industries (SIC 244)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 318 | 126,554 | 10.115 | 65 | 39 |
| less than 20 | 198 | 14,330 | 1,128 | 52 | 31 |
| 20 - 99 | 91 | 51,381 | 4,011 | 11 | 7 |
| 100 - 499 | 26 | 44,457 | 3,550 | 2 | 1 |
| 500 and over | 3 | 16,386 | 1,426 | - | - |
| 1987 | | | | | |
| Total | 308 | 158,712 | 10.017 | 84 | ... |
| less than 20 | 255 | 22,290 | 1,369 | 61 | ... |
| 20 - 99 | 102 | 65,335 | 4,041 | 17 | ... |
| 100 - 499 | 27 | 46,264 | 3,064 | 6 | ... |
| 500 and over | 4 | 24,822 | 1,543 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Women's Clothing Industries (SIC 244)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 61 | | | | |
| Average sales \$ | 467,406 | 77,175 | 256,159 | 479,137 | 1,057,152 |
| Average expense \$ | 457,429 | 75,531 | 268,424 | 446,205 | 1,039,557 |
| Average net profit (loss) \$ | 9,977 | 1,644 | -12,265 | 32,932 | 17,595 |
| Businesses reporting a profit (No.) | 48 | | | | |
| Average sales \$ | 479,839 | 91,576 | 315,637 | 467,396 | 1,044,745 |
| Average expense \$ | 434,751 | 73,664 | 304,008 | 424,520 | 936,810 |
| Average net profit \$ | 45,088 | 17,912 | 11,629 | 42,876 | 107,935 |
| Businesses reporting a loss (No.) | 13 | | | | |
| Average sales \$ | 479,451 | 47,678 | 248,362 | 535,857 | 1,085,907 |
| Average expense \$ | 542,943 | 79,354 | 263,759 | 550,959 | 1,277,699 |
| Average net loss \$ | -63,492 | -31,676 | -15,397 | -15,102 | -191,792 |
| 1986 | | | | | |
| Number of observations in sample | 78 | | | | |
| Average sales \$ | 387,516 | 68,967 | 159,763 | 370,833 | 950,501 |
| Average expense \$ | 382,246 | 73,576 | 151,276 | 361,094 | 943,039 |
| Average net profit (loss) \$ | 5,270 | -4,609 | 8,487 | 9,739 | 7,462 |
| Businesses reporting a profit (No.) | 57 | | | | |
| Average sales \$ | 377,634 | 87,421 | 159,147 | 312,873 | 951,093 |
| Average expense \$ | 351,438 | 79,524 | 150,283 | 285,797 | 890,149 |
| Average net profit \$ | 26,196 | 7,897 | 8,864 | 27,076 | 60,944 |
| Businesses reporting a loss (No.) | 21 | | | | |
| Average sales \$ | 410,670 | 45,233 | 179,522 | 468,245 | 949,680 |
| Average expense \$ | 438,289 | 65,926 | 183,140 | 487,644 | 1,016,446 |
| Average net loss \$ | -27,619 | -20,693 | -3,618 | -19,399 | -66,766 |
| 1987 | | | | | |
| Number of observations in sample | 113 | | | | |
| Average sales \$ | 517,333 | 72,737 | 229,462 | 511,685 | 1,255,448 |
| Average expense \$ | 499,138 | 77,788 | 225,166 | 500,221 | 1,193,375 |
| Average net profit (loss) \$ | 18,195 | -5,051 | 4,296 | 11,464 | 62,073 |
| Businesses reporting a profit (No.) | 80 | | | | |
| Average sales \$ | 542,197 | 89,208 | 246,987 | 568,922 | 1,269,672 |
| Average expense \$ | 497,583 | 72,555 | 229,423 | 523,486 | 1,164,868 |
| Average net profit \$ | 44,614 | 16,653 | 17,564 | 45,436 | 98,804 |
| Businesses reporting a loss (No.) | 33 | | | | |
| Average sales \$ | 474,178 | 61,989 | 205,032 | 410,665 | 1,219,027 |
| Average expense \$ | 519,803 | 81,202 | 219,233 | 459,160 | 1,319,617 |
| Average net loss \$ | -45,625 | -19,213 | -14,201 | -48,495 | -100,590 |

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

See Table 1 for symbols and notes

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 82 | | | | | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Low sales value (\$000's) | (1) | (1) | 84 | 355 | 855 | | Percent of sales | | | | |
| High sales value (\$000's) | (1) | 84 | 355 | 855 | (1) | | Percent of sales | | | | |
| 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% |
| Cost of sales | 30.9 | 21.9 | 34.4 | 37.8 | 28.1 | 88.1 | 35.0 | 24.5 | 42.1 | 44.1 | 29.3 |
| Occupancy expenses | 12.3 | 17.1 | 12.1 | 10.0 | 10.7 | 100.0 | 12.3 | 17.1 | 12.1 | 10.0 | 10.7 |
| Depreciation | 4.4 | 6.3 | 3.1 | 4.5 | 4.2 | 95.2 | 4.7 | 7.1 | 3.2 | 4.8 | 4.2 |
| Repairs & maintenance | 3.9 | 4.2 | 4.8 | 2.3 | 4.5 | 70.5 | 5.8 | 7.3 | 8.1 | 3.8 | 5.7 |
| Heat, light & telephone | 1.9 | 2.3 | 1.8 | 2.5 | 1.4 | 95.4 | 2.0 | 2.3 | 1.8 | 2.6 | 1.6 |
| Rent | 2.0 | 4.3 | 2.6 | 0.7 | 0.7 | 49.5 | 4.1 | 8.9 | 3.9 | 1.5 | 2.1 |
| Personnel expenses | 23.5 | 21.1 | 17.7 | 28.1 | 27.1 | 93.4 | 25.1 | 22.8 | 21.8 | 28.1 | 27.1 |
| Financial expenses | 3.8 | 6.0 | 3.4 | 3.8 | 2.2 | 92.6 | 4.1 | 8.3 | 4.1 | 3.9 | 2.3 |
| Interest & bank charges | 2.9 | 5.1 | 2.1 | 3.2 | 1.6 | 89.3 | 3.3 | 5.9 | 2.5 | 3.3 | 1.8 |
| Professional fees | 0.9 | 1.0 | 1.3 | 0.6 | 0.6 | 89.0 | 1.0 | 1.0 | 1.6 | 0.7 | 0.6 |
| Other expenses | 23.7 | 24.1 | 26.5 | 18.4 | 25.7 | 100.0 | 23.7 | 24.1 | 26.5 | 18.4 | 25.7 |
| Profit (loss) | 5.9 | 9.8 | 6.0 | 2.0 | 8.2 | 100.0 | 5.9 | 9.8 | 6.0 | 2.0 | 6.2 |
| 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

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

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 60 | | 198 | 432 | 1,012 |
| Low sales value (\$000's) | (1) | (1) | 198 | 432 | 1,012 |
| High sales value (\$000's) | (1) | 198 | 432 | 1,012 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 59 | 16 | 27 | 55 | 131 |
| Inventory | - | - | - | - | - |
| Other current assets | 176 | 22 | 90 | 207 | 356 |
| Total current assets | 235 | 39 | 117 | 263 | 487 |
| Fixed assets | 179 | 52 | 88 | 175 | 377 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 15 | 1 | 9 | 20 | 29 |
| Total assets | 429 | 91 | 214 | 457 | 894 |
| Liabilities and equity | | | | | |
| Current loans | 66 | 8 | 36 | 89 | 120 |
| Other current liabilities | 87 | 33 | 87 | 92 | 144 |
| Total current liabilities | 153 | 41 | 104 | 181 | 264 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 7 | 5 | 1 | 11 | 10 |
| Other liabilities | 123 | 55 | 96 | 108 | 218 |
| Total liabilities | 283 | 101 | 200 | 300 | 492 |
| Total equity | 147 | -10 | 14 | 157 | 401 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 60 | | 198 | 432 | 1,012 |
| Low sales value (\$000's) | (1) | (1) | 198 | 432 | 1,012 |
| High sales value (\$000's) | (1) | 198 | 432 | 1,012 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 0.9 | 1.1 | 1.4 | 1.8 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.9 | -10.1 | 14.8 | 1.9 | 1.2 |
| Interest coverage ratio (times) | 3.2 | 1.7 | 3.6 | 1.6 | 4.3 |
| Debt ratio (times) | 0.7 | 1.1 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 40 | | | | |
| Low sales value (\$000's) | (1) | (1) | 333 | 588 | 1,083 |
| High sales value (\$000's) | (1) | 333 | 588 | 1,083 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 45 | 26 | 24 | 25 | 98 |
| Depreciation | 32 | 11 | 19 | 41 | 53 |
| Other | -45 | -63 | -18 | -20 | -76 |
| Dividends | -9 | - | -22 | -14 | - |
| Investment activities | | | | | |
| Disposal of fixed assets | 10 | 5 | 1 | 5 | 26 |
| Purchase of fixed assets | -38 | -31 | -26 | -48 | -45 |
| Increase in investment | -2 | -2 | - | - | -4 |
| Decrease in investment | 1 | - | - | - | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 18 | 50 | 2 | 5 | 15 |
| Repayment of long term debt | -14 | -4 | -8 | -17 | -27 |
| Loans from shareholders | 8 | 4 | 13 | - | 14 |
| Repayment of loans from shareholders | -14 | -14 | - | -11 | -28 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 3 | - | - | - | 12 |
| Decrease in equity | - | - | -2 | - | - |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | -5 | -18 | -16 | -32 | 40 |
| Cash & equivalents—Beginning of the year | -37 | -21 | 2 | -56 | -70 |
| Cash & equivalents—End of the year | -43 | -39 | -14 | -89 | -30 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 294 | 157,452 | 7,406 | 37 | 17 |
| less than 20 | 231 | 18,209 | 846 | 32 | 16 |
| 20 - 99 | 40 | 32,706 | 1,548 | 2 | 1 |
| 100 - 499 | 17 | 76,093 | 3,580 | 1 | - |
| 500 and over | 6 | 30,444 | 1,432 | 2 | - |
| 1987 | | | | | |
| Total | 291 | 192,951 | 7,773 | 36 | ... |
| less than 20 | 218 | 19,295 | 765 | 28 | ... |
| 20 - 99 | 46 | 44,206 | 1,784 | 3 | ... |
| 100 - 499 | 18 | 93,682 | 3,781 | 3 | ... |
| 500 and over | 9 | 35,788 | 1,443 | 2 | ... |

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 121 | | | | |
| Average sales \$ | 324,115 | 40,004 | 68,602 | 136,062 | 1,051,793 |
| Average expense \$ | 294,032 | 38,109 | 59,710 | 127,531 | 950,779 |
| Average net profit (loss) \$ | 30,083 | 1,895 | 8,892 | 8,531 | 101,014 |
| Businesses reporting a profit (No.) | 95 | | | | |
| Average sales \$ | 341,390 | 42,902 | 68,649 | 130,743 | 1,123,266 |
| Average expense \$ | 301,027 | 37,476 | 58,739 | 119,663 | 988,228 |
| Average net profit \$ | 40,363 | 5,426 | 9,910 | 11,080 | 135,038 |
| Businesses reporting a loss (No.) | 26 | | | | |
| Average sales \$ | 267,074 | 35,090 | 68,138 | 173,083 | 791,985 |
| Average expense \$ | 276,335 | 39,182 | 69,224 | 182,281 | 814,654 |
| Average net loss \$ | -9,261 | -4,092 | -1,086 | -9,198 | -22,669 |
| 1986 | | | | | |
| Number of observations in sample | 124 | | | | |
| Average sales \$ | 353,140 | 35,911 | 82,420 | 219,397 | 1,074,232 |
| Average expense \$ | 347,398 | 25,367 | 76,614 | 219,592 | 1,068,017 |
| Average net profit (loss) \$ | 5,742 | 10,544 | 5,806 | 405 | 6,215 |
| Businesses reporting a profit (No.) | 90 | | | | |
| Average sales \$ | 298,689 | 32,943 | 82,448 | 214,084 | 865,281 |
| Average expense \$ | 272,056 | 18,868 | 69,359 | 195,616 | 804,381 |
| Average net profit \$ | 26,633 | 14,075 | 13,089 | 18,468 | 60,900 |
| Businesses reporting a loss (No.) | 34 | | | | |
| Average sales \$ | 420,770 | 47,823 | 82,384 | 232,400 | 1,320,473 |
| Average expense \$ | 446,423 | 51,452 | 85,655 | 269,885 | 1,378,700 |
| Average net loss \$ | -25,653 | -3,629 | -3,271 | -37,485 | -58,227 |
| 1987 | | | | | |
| Number of observations in sample | 79 | | | | |
| Average sales \$ | 551,324 | 64,409 | 227,366 | 567,212 | 1,346,308 |
| Average expense \$ | 523,983 | 58,519 | 213,182 | 560,939 | 1,263,290 |
| Average net profit (loss) \$ | 27,341 | 5,890 | 14,184 | 6,273 | 83,018 |
| Businesses reporting a profit (No.) | 61 | | | | |
| Average sales \$ | 552,600 | 66,788 | 207,489 | 560,329 | 1,375,794 |
| Average expense \$ | 510,330 | 58,948 | 181,861 | 530,400 | 1,270,112 |
| Average net profit \$ | 42,270 | 7,840 | 25,628 | 29,929 | 105,682 |
| Businesses reporting a loss (No.) | 18 | | | | |
| Average sales \$ | 535,520 | 52,183 | 272,063 | 596,123 | 1,221,709 |
| Average expense \$ | 565,898 | 56,314 | 283,616 | 689,198 | 1,234,463 |
| Average net loss \$ | -30,378 | -4,131 | -11,553 | -93,075 | -12,754 |

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

See Table 1 for symbols and notes

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

Ontario, Household Furniture Industries (SIC 261)

| | 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 | | | | |
| Businesses in sample (No.) | 218 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 95 | 220 | 622 | | | | | | |
| High sales value (\$000's) | (1) | 95 | 220 | 622 | (1) | | | | | | |
| Cost of sales | 39.0 | 36.4 | 37.9 | 40.3 | 41.3 | 94.2 | 41.4 | 39.3 | 41.4 | 43.0 | 41.8 |
| Occupancy expenses | 9.4 | 12.2 | 9.5 | 8.7 | 7.4 | 99.7 | 9.5 | 12.2 | 9.5 | 8.7 | 7.5 |
| Depreciation | 3.0 | 4.9 | 2.4 | 2.2 | 2.3 | 94.2 | 3.1 | 5.3 | 2.6 | 2.3 | 2.4 |
| Repairs & maintenance | 0.8 | 0.9 | 1.3 | 0.6 | 0.6 | 66.9 | 1.2 | 1.8 | 1.4 | 0.8 | 0.9 |
| Heat, light & telephone | 2.0 | 3.0 | 2.2 | 1.6 | 1.3 | 92.7 | 2.2 | 3.6 | 2.3 | 1.7 | 1.4 |
| Rent | 3.6 | 3.5 | 3.8 | 4.3 | 3.2 | 73.3 | 5.0 | 5.3 | 4.7 | 5.8 | 4.2 |
| Personnel expenses | 26.2 | 15.0 | 27.4 | 29.4 | 32.6 | 92.6 | 28.3 | 21.2 | 27.4 | 29.8 | 32.7 |
| Financial expenses | 2.3 | 2.3 | 2.4 | 2.8 | 2.1 | 95.4 | 2.5 | 2.7 | 2.4 | 2.8 | 2.1 |
| Interest & bank charges | 1.6 | 1.5 | 1.7 | 1.8 | 1.4 | 79.5 | 2.0 | 2.5 | 2.0 | 1.9 | 1.6 |
| Professional fees | 0.8 | 0.8 | 0.7 | 0.8 | 0.7 | 81.3 | 0.9 | 1.4 | 0.9 | 0.9 | 0.8 |
| Other expenses | 16.8 | 18.1 | 15.6 | 19.8 | 13.8 | 100.0 | 16.8 | 18.1 | 15.6 | 19.8 | 13.8 |
| Profit (loss) | 6.3 | 16.0 | 7.2 | -0.6 | 2.7 | 99.0 | 8.4 | 16.0 | 7.4 | -0.6 | 2.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2610 - Household Furniture Industries

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

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

Ontario, Household Furniture Industries (SIC 261)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 157 | | | | |
| Low sales value (\$000's) | (1) | (1) | 148 | 393 | 884 |
| High sales value (\$000's) | (1) | 148 | 393 | 884 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 76 | 5 | 27 | 75 | 194 |
| Inventory | - | - | - | - | - |
| Other current assets | 136 | 15 | 53 | 157 | 313 |
| Total current assets | 212 | 20 | 81 | 232 | 506 |
| Fixed assets | 77 | 11 | 32 | 136 | 127 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 20 | 2 | 14 | 23 | 38 |
| Total assets | 309 | 33 | 126 | 392 | 671 |
| Liabilities and equity | | | | | |
| Current loans | 46 | 5 | 15 | 57 | 107 |
| Other current liabilities | 105 | 16 | 42 | 127 | 231 |
| Total current liabilities | 151 | 21 | 57 | 184 | 338 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 9 | - | 4 | 9 | 22 |
| Other liabilities | 90 | 13 | 54 | 147 | 139 |
| Total liabilities | 250 | 35 | 114 | 340 | 499 |
| Equity | 59 | -2 | 12 | 52 | 172 |

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

See Table 1 for symbols and notes.

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

Ontario, Household Furniture Industries (SIC 261)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 157 | | | | |
| Low sales value (\$000's) | (1) | (1) | 148 | 393 | 884 |
| High sales value (\$000's) | (1) | 148 | 393 | 884 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 0.9 | 1.4 | 1.3 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 4.2 | -21.6 | 9.6 | 6.6 | 2.9 |
| Interest coverage ratio (times) | 2.7 | 1.8 | ... | 1.6 | 4.6 |
| Debt ratio (times) | 0.8 | 1.0 | 0.9 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Household Furniture Industries (SIC 261)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 56 | | | | |
| Low sales value (\$000's) | (1) | (1) | 148 | 396 | 846 |
| High sales value (\$000's) | (1) | 148 | 396 | 846 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | - | -8 | 7 | -27 | 22 |
| Depreciation | 17 | 3 | 7 | 33 | 27 |
| Other | -31 | -1 | -14 | -76 | -31 |
| Dividends | -6 | - | -5 | -5 | -14 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | - | 1 | 4 | 11 |
| Purchase of fixed assets | -30 | -1 | -12 | -37 | -68 |
| Increase in investment | - | - | - | - | -1 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 24 | - | 13 | 47 | 34 |
| Repayment of long term debt | -11 | - | -4 | -20 | -19 |
| Loans from shareholders | 15 | 6 | 12 | 32 | 8 |
| Repayment of loans from shareholders | -3 | -3 | -1 | -2 | -5 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 2 | - | - | - | 7 |
| Decrease in equity | - | - | - | - | - |
| Other | 1 | - | - | - | 3 |
| Increase(decrease) in cash & equivalents | -15 | -4 | 2 | -51 | -26 |
| Cash & equivalents-Beginning of the year | -15 | 5 | 5 | 4 | -71 |
| Cash & equivalents - End of the year | -34 | 2 | 7 | -47 | -97 |

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

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

Ontario, Household Furniture Industries (SIC 261)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 545 | 195,630 | 10,060 | 102 | 59 |
| less than 20 | 434 | 31,999 | 1,641 | 96 | 53 |
| 20 - 99 | 86 | 59,577 | 3,056 | 5 | 4 |
| 100 - 499 | 22 | 59,363 | 3,059 | 1 | 2 |
| 500 and over | 3 | 44,691 | 2,304 | - | - |
| 1987 | | | | | |
| Total | 639 | 284,410 | 14,180 | 94 | ... |
| less than 20 | 498 | 41,831 | 2,083 | 86 | ... |
| 20 - 99 | 109 | 86,546 | 4,308 | 6 | ... |
| 100 - 499 | 27 | 74,681 | 3,692 | 2 | ... |
| 500 and over | 5 | 61,372 | 4,097 | - | ... |

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Household Furniture Industries (SIC 261)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 177 | | | | |
| Average sales \$ | 409,872 | 55,067 | 146,779 | 228,717 | 1,208,923 |
| Average expense \$ | 376,393 | 49,551 | 48,539 | 233,565 | 1,173,316 |
| Average net profit (loss) \$ | 33,479 | 5,516 | 98,240 | -4,848 | 35,007 |
| Businesses reporting a profit (No.) | 135 | | | | |
| Average sales \$ | 423,176 | 55,822 | 146,593 | 246,413 | 1,243,877 |
| Average expense \$ | 373,877 | 41,249 | 41,265 | 219,824 | 1,193,168 |
| Average net profit \$ | 49,299 | 14,573 | 105,328 | 26,589 | 50,709 |
| Businesses reporting a loss (No.) | 41 | | | | |
| Average sales \$ | 364,156 | 53,399 | 150,000 | 200,740 | 1,052,484 |
| Average expense \$ | 396,363 | 67,911 | 174,500 | 255,289 | 1,087,753 |
| Average net loss \$ | -32,207 | -14,512 | -24,500 | -54,549 | -35,269 |
| 1986 | | | | | |
| Number of observations in sample | 158 | | | | |
| Average sales \$ | 334,609 | 34,203 | 58,998 | 169,776 | 1,075,458 |
| Average expense \$ | 319,355 | 31,452 | 54,366 | 162,205 | 1,029,394 |
| Average net profit (loss) \$ | 15,254 | 2,751 | 4,632 | 7,567 | 46,064 |
| Businesses reporting a profit (No.) | 117 | | | | |
| Average sales \$ | 350,843 | 34,873 | 55,685 | 179,602 | 1,133,610 |
| Average expense \$ | 325,072 | 31,366 | 47,355 | 159,470 | 1,062,095 |
| Average net profit \$ | 25,871 | 3,507 | 8,330 | 20,132 | 71,515 |
| Businesses reporting a loss (No.) | 41 | | | | |
| Average sales \$ | 286,934 | 26,442 | 67,422 | 151,918 | 901,955 |
| Average expense \$ | 300,913 | 32,454 | 72,189 | 167,186 | 931,824 |
| Average net loss \$ | -13,979 | -6,012 | -4,767 | -15,268 | -29,869 |
| 1987 | | | | | |
| Number of observations in sample | 215 | | | | |
| Average sales \$ | 431,326 | 54,422 | 152,419 | 385,662 | 1,132,799 |
| Average expense \$ | 418,098 | 48,514 | 138,659 | 386,752 | 1,098,468 |
| Average net profit (loss) \$ | 13,228 | 5,908 | 13,760 | -1,090 | 34,331 |
| Businesses reporting a profit (No.) | 181 | | | | |
| Average sales \$ | 439,221 | 52,258 | 151,698 | 405,429 | 1,147,498 |
| Average expense \$ | 405,937 | 42,418 | 135,400 | 374,825 | 1,071,106 |
| Average net profit \$ | 33,284 | 9,840 | 16,298 | 30,604 | 76,392 |
| Businesses reporting a loss (No.) | 54 | | | | |
| Average sales \$ | 410,559 | 60,348 | 159,017 | 350,279 | 1,072,593 |
| Average expense \$ | 463,073 | 65,201 | 168,446 | 408,102 | 1,210,542 |
| Average net loss \$ | -52,514 | -4,853 | -9,429 | -57,823 | -137,949 |

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Commercial Printing Industries (SIC 281)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|--|--|
| Businesses in sample (No.) | 626 | | | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 99 | 228 | 228 | | | | | | | | | |
| High sales value (\$000's) | (1) | 99 | | | | | | | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | |
| | Percent of sales | | | | | | Percent of sales | | | | | | | |
| Cost of sales | 27.9 | 29.1 | 26.6 | 26.7 | 23.0 | 84.9 | 32.8 | 39.7 | 32.3 | 30.3 | 30.3 | | | |
| Occupancy expenses | 10.5 | 13.2 | 11.5 | 9.1 | 8.4 | 95.2 | 11.1 | 15.3 | 11.5 | 9.5 | 8.5 | | | |
| Depreciation | 3.7 | 4.0 | 4.0 | 3.4 | 3.6 | 85.9 | 4.3 | 6.5 | 4.3 | 3.7 | 3.7 | | | |
| Repairs & maintenance | 1.0 | 1.2 | 1.2 | 0.8 | 1.0 | 71.1 | 1.5 | 1.9 | 1.6 | 1.2 | 1.3 | | | |
| Heat, light & telephone | 1.7 | 2.3 | 2.0 | 1.5 | 1.1 | 85.3 | 2.0 | 3.6 | 2.2 | 1.6 | 1.2 | | | |
| Rent | 4.0 | 5.7 | 4.3 | 3.4 | 2.7 | 73.4 | 5.5 | 10.5 | 5.4 | 4.3 | 3.4 | | | |
| Personnel expenses | 25.0 | 9.3 | 26.2 | 32.0 | 32.3 | 89.0 | 28.1 | 13.9 | 28.6 | 32.5 | 32.7 | | | |
| Financial expenses | 2.8 | 3.0 | 3.1 | 3.0 | 2.1 | 94.8 | 3.0 | 3.6 | 3.2 | 3.1 | 2.1 | | | |
| Interest & bank charges | 1.9 | 2.1 | 2.0 | 2.0 | 1.4 | 82.4 | 2.2 | 3.0 | 2.4 | 2.2 | 1.6 | | | |
| Professional fees | 1.0 | 0.9 | 1.1 | 1.1 | 0.7 | 90.4 | 1.1 | 1.3 | 1.1 | 1.1 | 0.8 | | | |
| Other expenses | 24.3 | 25.5 | 25.4 | 26.0 | 20.2 | 100.0 | 24.3 | 25.5 | 25.4 | 26.0 | 20.2 | | | |
| Profit (loss) | 9.5 | 19.9 | 7.2 | 3.3 | 7.9 | 98.7 | 9.6 | 19.9 | 7.3 | 3.4 | 7.9 | | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | | | |

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2810 - Commercial Printing Industries

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 528 | | | | |
| Low sales value (\$000's) | (1) | (1) | 181 | 341 | 677 |
| High sales value (\$000's) | (1) | 181 | 341 | 677 | (1) |
| Average (\$000's) | | | | | |
| Accounts and notes receivable | 79 | 18 | 32 | 70 | 195 |
| Inventory | - | - | - | - | - |
| Other current assets | 64 | 11 | 35 | 60 | 151 |
| Total current assets | 143 | 29 | 67 | 130 | 346 |
| Fixed assets | 106 | 30 | 54 | 88 | 252 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 15 | 5 | 7 | 15 | 34 |
| Total assets | 265 | 64 | 128 | 233 | 632 |
| Liabilities and equity | | | | | |
| Current loans | 23 | 9 | 10 | 20 | 51 |
| Other current liabilities | 86 | 23 | 51 | 83 | 185 |
| Total current liabilities | 108 | 33 | 61 | 103 | 235 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 8 | 4 | 4 | 7 | 16 |
| Other liabilities | 55 | 18 | 21 | 48 | 133 |
| Total liabilities | 171 | 55 | 87 | 159 | 384 |
| Total equity | 94 | 9 | 42 | 75 | 248 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Commercial Printing Industries (SIC 281)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 528 | | | | |
| Low sales value (\$000's) | (1) | (1) | 181 | 341 | 677 |
| High sales value (\$000's) | (1) | 181 | 341 | 677 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 0.9 | 1.1 | 1.3 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.8 | 6.1 | 2.1 | 2.1 | 1.5 |
| Interest coverage ratio (times) | 4.9 | 2.0 | 2.3 | 5.5 | 6.0 |
| Debt ratio (times) | 0.6 | 0.9 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 351 | | | | |
| Low sales value (\$000's) | (1) | (1) | 181 | 352 | 585 |
| High sales value (\$000's) | (1) | 181 | 352 | 585 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 35 | 14 | 21 | 35 | 69 |
| Depreciation | 20 | 8 | 11 | 17 | 45 |
| Other | -9 | 1 | 3 | -8 | -31 |
| Dividends | -18 | -13 | -13 | -16 | -21 |
| Investment activities | | | | | |
| Disposal of fixed assets | 7 | - | 2 | 6 | 18 |
| Purchase of fixed assets | -40 | -9 | -21 | -26 | -104 |
| Increase in investment | -2 | - | -2 | -2 | -4 |
| Decrease in investment | 2 | - | 2 | - | 4 |
| Financing activities | | | | | |
| Increase in long term debt | 15 | 5 | 7 | 10 | 39 |
| Repayment of long term debt | -11 | -4 | -7 | -8 | -23 |
| Loans from shareholders | 7 | 1 | 4 | 5 | 17 |
| Repayment of loans from shareholders | -5 | -2 | -4 | -5 | -9 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | 1 | - | 2 |
| Decrease in equity | -1 | - | -2 | - | -2 |
| Other | -1 | - | -1 | -1 | -1 |
| Increase(decrease) in cash & equivalents | 2 | 1 | 1 | 6 | 1 |
| Cash & equivalents-Beginning of the year | 8 | -2 | 16 | - | 19 |
| Cash & equivalents - End of the year | 11 | -1 | 17 | 6 | 20 |

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,677 | 770,267 | 35,826 | 206 | 167 |
| less than 20 | 1,442 | 126,534 | 5,897 | 198 | 156 |
| 20 - 99 | 172 | 151,722 | 7,038 | 7 | 10 |
| 100 - 499 | 50 | 156,202 | 7,245 | 3 | 1 |
| 500 and over | 13 | 335,809 | 15,646 | - | - |
| 1987 | | | | | |
| Total | 1,352 | 1,078,191 | 40,114 | 273 | ... |
| less than 20 | 1,713 | 187,439 | 6,989 | 257 | ... |
| 20 - 99 | 203 | 215,288 | 8,008 | 9 | ... |
| 100 - 499 | 62 | 226,085 | 8,385 | 7 | ... |
| 500 and over | 14 | 449,399 | 16,732 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 759 | | | | |
| Average sales \$ | 313,068 | 50,825 | 117,647 | 270,630 | 813,169 |
| Average expense \$ | 284,840 | 43,303 | 112,005 | 246,433 | 737,618 |
| Average net profit (loss) \$ | 28,228 | 7,522 | 5,642 | 24,197 | 75,551 |
| Businesses reporting a profit (No.) | 651 | | | | |
| Average sales \$ | 315,316 | 52,097 | 123,020 | 274,092 | 812,055 |
| Average expense \$ | 280,437 | 40,552 | 108,644 | 244,455 | 730,097 |
| Average net profit \$ | 34,879 | 11,545 | 16,376 | 29,637 | 81,958 |
| Businesses reporting a loss (No.) | 108 | | | | |
| Average sales \$ | 307,666 | 46,184 | 106,457 | 245,540 | 932,482 |
| Average expense \$ | 326,321 | 53,340 | 123,171 | 260,772 | 868,001 |
| Average net loss \$ | -18,655 | -7,156 | -16,714 | -15,232 | -35,519 |
| 1986 | | | | | |
| Number of observations in sample | 779 | | | | |
| Average sales \$ | 352,646 | 62,780 | 139,331 | 295,445 | 913,029 |
| Average expense \$ | 328,284 | 55,163 | 123,413 | 282,899 | 841,661 |
| Average net profit (loss) \$ | 24,362 | 7,617 | 5,918 | 12,546 | 71,368 |
| Businesses reporting a profit (No.) | 639 | | | | |
| Average sales \$ | 347,435 | 61,189 | 136,580 | 292,093 | 899,898 |
| Average expense \$ | 315,495 | 48,890 | 124,953 | 271,231 | 816,905 |
| Average net profit \$ | 31,940 | 12,279 | 11,627 | 20,862 | 82,993 |
| Businesses reporting a loss (No.) | 140 | | | | |
| Average sales \$ | 392,574 | 68,829 | 146,452 | 305,767 | 1,049,249 |
| Average expense \$ | 412,835 | 78,714 | 155,309 | 318,823 | 1,098,493 |
| Average net loss \$ | -20,261 | -9,885 | -8,857 | -13,056 | -49,244 |
| 1987 | | | | | |
| Number of observations in sample | 650 | | | | |
| Average sales \$ | 384,721 | 46,208 | 163,820 | 348,339 | 980,515 |
| Average expense \$ | 357,252 | 39,062 | 151,548 | 331,673 | 906,725 |
| Average net profit (loss) \$ | 27,469 | 7,146 | 12,272 | 16,666 | 73,790 |
| Businesses reporting a profit (No.) | 528 | | | | |
| Average sales \$ | 387,394 | 46,586 | 164,985 | 355,051 | 982,955 |
| Average expense \$ | 347,419 | 34,402 | 146,652 | 318,618 | 890,002 |
| Average net profit \$ | 39,975 | 12,184 | 18,333 | 36,433 | 92,953 |
| Businesses reporting a loss (No.) | 122 | | | | |
| Average sales \$ | 374,140 | 44,591 | 159,146 | 327,743 | 965,081 |
| Average expense \$ | 403,605 | 59,004 | 171,186 | 371,729 | 1,012,501 |
| Average net loss \$ | -29,465 | -14,413 | -12,040 | -43,986 | -47,420 |

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

See Table 1 for symbols and notes

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

Ontario, Platemaking, Typesetting & Bindery Industry (SIC 282)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|--|--|--|--|
| Businesses in sample (No.) | 210 | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 81 | 175 | 508 | | | | | |
| High sales value (\$000's) | (1) | 81 | 175 | 508 | (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 | 18.3 | 8.1 | 27.1 | 17.9 | 19.7 | 65.1 | 28.1 | 28.3 | 50.1 | 21.3 | 21.6 |
| Occupancy expenses | 14.1 | 16.2 | 18.4 | 11.9 | 10.2 | 99.2 | 14.2 | 16.7 | 18.4 | 11.9 | 10.2 |
| Depreciation | 5.8 | 5.2 | 8.6 | 5.0 | 4.2 | 90.3 | 6.4 | 6.8 | 8.6 | 6.1 | 4.2 |
| Repairs & maintenance | 1.3 | 0.9 | 1.9 | 1.0 | 1.3 | 69.0 | 1.9 | 3.0 | 2.1 | 1.3 | 1.7 |
| Heat, light & telephone | 1.8 | 2.0 | 2.3 | 1.8 | 1.3 | 80.6 | 2.2 | 3.5 | 3.1 | 1.7 | 1.4 |
| Rent | 5.3 | 8.1 | 5.6 | 4.3 | 3.3 | 78.6 | 6.7 | 11.9 | 6.7 | 5.1 | 4.2 |
| Personnel expenses | 27.2 | 9.6 | 17.6 | 37.7 | 43.0 | 82.9 | 32.8 | 15.6 | 24.4 | 38.6 | 43.4 |
| Financial expenses | 3.3 | 3.8 | 4.0 | 3.1 | 2.5 | 92.2 | 3.6 | 4.4 | 4.6 | 3.2 | 2.5 |
| Interest & bank charges | 2.2 | 1.9 | 3.1 | 2.0 | 1.6 | 78.0 | 2.8 | 3.6 | 4.1 | 2.2 | 1.8 |
| Professional fees | 1.1 | 1.6 | 1.0 | 1.1 | 0.9 | 88.0 | 1.3 | 2.1 | 1.2 | 1.2 | 0.9 |
| Other expenses | 25.0 | 42.5 | 20.9 | 21.5 | 15.9 | 100.0 | 25.0 | 42.5 | 20.9 | 21.5 | 15.9 |
| Profit (loss) | 12.0 | 20.0 | 12.0 | 7.8 | 8.8 | 99.7 | 12.1 | 20.0 | 12.0 | 7.8 | 8.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2820 - Platemaking, Typesetting and Bindery Industry

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

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

Ontario, Platemaking, Typesetting & Bindery Industry (SIC 282)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 186 | (1) | 96 | 289 | 639 |
| Low sales value (\$000's) | (1) | 96 | 289 | 639 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 76 | 3 | 30 | 69 | 199 |
| Inventory | - | - | - | - | - |
| Other current assets | 67 | 15 | 66 | 63 | 135 |
| Total current assets | 143 | 18 | 96 | 132 | 323 |
| Fixed assets | 108 | 44 | 58 | 95 | 235 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 15 | - | 15 | 16 | 28 |
| Total assets | 267 | 62 | 169 | 243 | 587 |
| Liabilities and equity | | | | | |
| Current loans | 18 | 2 | 8 | 21 | 42 |
| Other current liabilities | 73 | 11 | 35 | 73 | 172 |
| Total current liabilities | 92 | 13 | 43 | 94 | 214 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 11 | 3 | 6 | 8 | 26 |
| Other liabilities | 54 | 38 | 18 | 54 | 103 |
| Total liabilities | 156 | 54 | 87 | 156 | 344 |
| Total equity | 111 | 8 | 102 | 87 | 243 |

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

See Table 1 for symbols and notes.

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

Ontario, Platemaking, Typesetting & Bindery Industry (SIC 282)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 186 | (1) | 96 | 289 | 639 |
| Low sales value (\$000's) | (1) | (1) | 96 | 289 | 639 |
| High sales value (\$000's) | (1) | 96 | 289 | 639 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.4 | 2.2 | 1.4 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.4 | 7.1 | 0.7 | 1.8 | 1.4 |
| Interest coverage ratio (times) | 6.5 | 0.6 | 13.4 | 5.7 | 6.5 |
| Debt ratio (times) | 0.6 | 0.9 | 0.4 | 0.6 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 133 | | | | |
| Low sales value (\$000's) | (1) | (1) | 96 | 313 | 680 |
| High sales value (\$000's) | (1) | 96 | 313 | 680 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 33 | 6 | 5 | 35 | 37 |
| Depreciation | 24 | 11 | 13 | 20 | 51 |
| Other | -1 | - | 6 | -2 | -7 |
| Dividends | -17 | -5 | -4 | -24 | -35 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | - | 2 | 5 |
| Purchase of fixed assets | -40 | -33 | -14 | -23 | -92 |
| Increase in investment | -2 | - | -5 | - | -2 |
| Decrease in investment | 2 | - | 3 | 4 | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 13 | - | 4 | 12 | 35 |
| Repayment of long term debt | -12 | -5 | -6 | -11 | -25 |
| Loans from shareholders | 17 | - | 38 | 8 | 15 |
| Repayment of loans from shareholders | -8 | - | -3 | -16 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 5 | 22 | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | -2 | - | - | -1 | -6 |
| Increase(decrease) in cash & equivalents | 14 | -5 | 38 | 4 | 12 |
| Cash & equivalents-Beginning of the year | 32 | -1 | 100 | 12 | 4 |
| Cash & equivalents - End of the year | 46 | -6 | 138 | 17 | 18 |

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 631 | 218,124 | 9,558 | 103 | 69 |
| less than 20 | 518 | 48,500 | 2,169 | 106 | 64 |
| 20 - 99 | 89 | 78,798 | 3,351 | 3 | 3 |
| 100 - 499 | 23 | X | 3,580 | - | 2 |
| 500 and over | 1 | X | 458 | - | - |
| 1987 | | | | | |
| Total | 709 | 236,708 | 12,023 | 102 | ... |
| less than 20 | 570 | 58,603 | 2,470 | 96 | ... |
| 20 - 99 | 107 | 111,454 | 4,323 | 4 | ... |
| 100 - 499 | 31 | X | 4,906 | 2 | ... |
| 500 and over | 1 | X | 324 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Platemaking, Typesetting & Bindery Industry (SIC 282)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 209 | | | | |
| Average sales \$ | 294,245 | 50,401 | 132,026 | 261,463 | 733,091 |
| Average expense \$ | 281,993 | 43,648 | 121,046 | 245,921 | 717,956 |
| Average net profit (loss) \$ | 12,252 | 6,753 | 10,980 | 15,542 | 15,735 |
| Businesses reporting a profit (No.) | 172 | | | | |
| Average sales \$ | 290,771 | 49,664 | 135,847 | 254,721 | 722,852 |
| Average expense \$ | 252,926 | 39,063 | 115,016 | 233,174 | 624,450 |
| Average net profit \$ | 37,845 | 10,601 | 20,831 | 21,547 | 98,402 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 306,959 | 56,165 | 122,868 | 283,800 | 765,003 |
| Average expense \$ | 377,515 | 79,498 | 135,495 | 288,152 | 1,006,913 |
| Average net loss \$ | -70,556 | -23,333 | -12,627 | -4,352 | -241,910 |
| 1986 | | | | | |
| Number of observations in sample | 217 | | | | |
| Average sales \$ | 285,139 | 52,962 | 104,121 | 198,443 | 705,031 |
| Average expense \$ | 251,809 | 41,998 | 120,650 | 189,805 | 654,782 |
| Average net profit (loss) \$ | 13,330 | 10,964 | -16,529 | 8,638 | 50,249 |
| Businesses reporting a profit (No.) | 165 | | | | |
| Average sales \$ | 294,286 | 49,717 | 108,758 | 208,401 | 810,267 |
| Average expense \$ | 282,325 | 31,153 | 97,781 | 189,113 | 731,253 |
| Average net profit \$ | 31,961 | 18,564 | 10,977 | 19,288 | 79,014 |
| Businesses reporting a loss (No.) | 52 | | | | |
| Average sales \$ | 185,357 | 61,966 | 102,823 | 178,754 | 397,884 |
| Average expense \$ | 205,479 | 72,101 | 127,051 | 191,175 | 431,587 |
| Average net loss \$ | -20,122 | -10,135 | -24,228 | -12,421 | -33,703 |
| 1987 | | | | | |
| Number of observations in sample | 227 | | | | |
| Average sales \$ | 369,366 | 51,123 | 123,851 | 310,109 | 992,380 |
| Average expense \$ | 333,113 | 39,874 | 99,970 | 285,761 | 906,847 |
| Average net profit (loss) \$ | 36,253 | 11,249 | 23,881 | 24,348 | 85,533 |
| Businesses reporting a profit (No.) | 185 | | | | |
| Average sales \$ | 378,868 | 50,082 | 135,850 | 308,708 | 1,020,830 |
| Average expense \$ | 329,693 | 28,164 | 97,705 | 271,912 | 920,989 |
| Average net profit \$ | 49,175 | 21,918 | 38,145 | 36,796 | 99,841 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 309,593 | 53,621 | 97,846 | 315,007 | 771,898 |
| Average expense \$ | 326,066 | 67,960 | 104,880 | 334,173 | 797,252 |
| Average net loss \$ | -16,473 | -14,339 | -7,034 | -19,166 | -25,354 |

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

See Table 1 for symbols and notes

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

Ontario, Publishing Industries (SIC 283)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|--|--|--|--|-----|
| Businesses in sample (No.) | 125 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 46 | 143 | 391 | | | | | | (1) |
| High sales value (\$000's) | (1) | 46 | 143 | 391 | (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 | 7.7 | 7.7 | 11.8 | 8.2 | 38.9 | 22.8 | 24.5 | 27.1 | 22.0 | 19.7 |
| Occupancy expenses | 8.5 | 19.3 | 4.4 | 4.2 | 8.4 | 97.3 | 8.7 | 19.3 | 4.4 | 4.7 | 6.4 |
| Depreciation | 1.4 | 1.2 | 0.9 | 1.1 | 2.3 | 84.5 | 1.6 | 1.3 | 1.1 | 1.7 | 2.3 |
| Repairs & maintenance | 0.3 | 0.2 | 0.2 | 0.4 | 0.4 | 28.5 | 1.1 | 1.7 | 0.9 | 1.0 | 0.9 |
| Heat, light & telephone | 1.3 | 0.7 | 1.7 | 1.3 | 1.4 | 64.9 | 2.0 | 3.2 | 2.4 | 1.7 | 1.6 |
| Rent | 5.5 | 17.2 | 1.7 | 1.4 | 2.2 | 75.2 | 7.3 | 17.2 | 2.5 | 2.5 | 2.8 |
| Personnel expenses | 22.3 | 2.8 | 28.3 | 26.6 | 30.6 | 82.8 | 26.9 | 9.0 | 28.7 | 27.0 | 30.6 |
| Financial expenses | 3.3 | 3.7 | 2.3 | 4.7 | 2.7 | 95.2 | 3.5 | 3.7 | 2.6 | 4.7 | 2.8 |
| Interest & bank charges | 1.2 | 2.4 | 0.5 | 0.9 | 1.0 | 74.0 | 1.6 | 2.8 | 0.8 | 1.2 | 1.2 |
| Professional fees | 2.2 | 1.3 | 1.8 | 3.9 | 1.7 | 80.3 | 2.7 | 2.9 | 2.1 | 3.9 | 1.9 |
| Other expenses | 57.7 | 72.8 | 53.3 | 51.2 | 54.4 | 100.0 | 57.7 | 72.8 | 53.3 | 51.2 | 54.4 |
| Profit (loss) | -0.7 | -6.4 | 4.0 | 1.4 | -2.2 | 98.5 | -0.8 | -6.8 | 4.0 | 1.4 | -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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2830 - Publishing Industries

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 113 | | | | |
| Low sales value (\$000's) | (1) | (1) | 83 | 206 | 499 |
| High sales value (\$000's) | (1) | 83 | 206 | 499 | (1) |
| Average (\$000's) | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 45 | 5 | 11 | 38 | 124 |
| Inventory | - | - | - | - | - |
| Other current assets | 79 | 13 | 48 | 51 | 203 |
| Total current assets | 124 | 18 | 59 | 88 | 326 |
| Fixed assets | 24 | 2 | 5 | 22 | 65 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 19 | - | 15 | 12 | 45 |
| Total assets | 167 | 20 | 79 | 123 | 436 |
| Liabilities and equity | | | | | |
| Current loans | 16 | 1 | 6 | 13 | 44 |
| Other current liabilities | 94 | 12 | 48 | 85 | 246 |
| Total current liabilities | 110 | 13 | 55 | 77 | 289 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 2 | 1 |
| Other liabilities | 38 | 7 | 18 | 22 | 103 |
| Total liabilities | 149 | 20 | 73 | 102 | 393 |
| Total equity | 18 | -1 | 6 | 21 | 43 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Publishing Industries (SIC 283)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 113 | | | | |
| Low sales value (\$000's) | (1) | (1) | 83 | 206 | 499 |
| High sales value (\$000's) | (1) | 83 | 206 | 499 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | 1.3 | 1.1 | 1.1 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 8.4 | -33.1 | 12.7 | 4.8 | 9.1 |
| Interest coverage ratio (times) | 0.6 | ... | ... | 3.5 | 0.3 |
| Debt ratio (times) | 0.9 | 1.0 | 0.9 | 0.8 | 0.9 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Publishing Industries (SIC 283)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 68 | | | | |
| Low sales value (\$000's) | (1) | (1) | 139 | 258 | 543 |
| High sales value (\$000's) | (1) | 139 | 258 | 543 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | -2 | 6 | -33 | 10 | 8 |
| Depreciation | 6 | 1 | 2 | 5 | 16 |
| Other | -2 | - | - | 5 | -12 |
| Dividends | -12 | -1 | - | -5 | -43 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | 1 | 1 |
| Purchase of fixed assets | -7 | - | -1 | -10 | -16 |
| Increase in investment | -1 | - | - | - | -5 |
| Decrease in investment | 2 | - | 7 | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 1 | 3 | 7 |
| Repayment of long term debt | -2 | - | - | -3 | -6 |
| Loans from shareholders | 24 | 5 | 25 | - | 67 |
| Repayment of loans from shareholders | -11 | -3 | - | -3 | -38 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | 2 | 2 |
| Decrease in equity | - | - | - | - | -2 |
| Other | - | - | - | 1 | -1 |
| Increase(decrease) in cash & equivalents | -1 | 9 | 1 | 7 | -21 |
| Cash & equivalents-Beginning of the year | 16 | 4 | 3 | 23 | 26 |
| Cash & equivalents - End of the year | 14 | 13 | 4 | 35 | 5 |

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

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

Ontario, Publishing Industries (SIC 283)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 532 | 219,765 | 10,495 | 100 | 54 |
| less than 20 | 458 | 31,057 | 1,516 | 96 | 47 |
| 20 - 99 | 51 | 36,019 | 1,749 | 3 | 6 |
| 100 - 499 | 18 | 72,990 | 3,352 | 1 | 1 |
| 500 and over | 5 | 79,699 | 3,878 | - | - |
| 1987 | | | | | |
| Total | 575 | 319,881 | 13,483 | 89 | ... |
| less than 20 | 468 | 41,543 | 1,784 | 80 | ... |
| 20 - 99 | 83 | 83,341 | 2,713 | 9 | ... |
| 100 - 499 | 19 | 88,947 | 2,947 | - | ... |
| 500 and over | 7 | 146,050 | 8,039 | - | ... |

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 137 | | | | |
| Average sales \$ | 362,902 | 53,179 | 154,970 | 357,370 | 886,090 |
| Average expense \$ | 347,583 | 49,714 | 175,784 | 317,939 | 845,895 |
| Average net profit (loss) \$ | 15,319 | 3,465 | -21,814 | 39,431 | 40,195 |
| Businesses reporting a profit (No.) | 102 | | | | |
| Average sales \$ | 316,047 | 51,198 | 149,291 | 347,618 | 716,079 |
| Average expense \$ | 270,993 | 39,990 | 122,279 | 287,589 | 634,112 |
| Average net profit \$ | 45,054 | 11,208 | 27,012 | 60,029 | 81,967 |
| Businesses reporting a loss (No.) | 35 | | | | |
| Average sales \$ | 519,990 | 57,585 | 166,911 | 378,479 | 1,476,988 |
| Average expense \$ | 582,088 | 71,348 | 291,399 | 383,630 | 1,581,976 |
| Average net loss \$ | -62,098 | -13,763 | -124,488 | -5,151 | -104,990 |
| 1986 | | | | | |
| Number of observations in sample | 127 | | | | |
| Average sales \$ | 232,199 | 67,889 | 116,100 | 202,431 | 542,374 |
| Average expense \$ | 233,440 | 78,616 | 116,623 | 226,938 | 511,581 |
| Average net profit (loss) \$ | -1,241 | -10,727 | -523 | -24,507 | 30,793 |
| Businesses reporting a profit (No.) | 84 | | | | |
| Average sales \$ | 250,325 | 78,177 | 137,236 | 222,516 | 563,372 |
| Average expense \$ | 227,451 | 69,799 | 112,707 | 206,398 | 520,900 |
| Average net profit \$ | 22,874 | 8,378 | 24,529 | 16,120 | 42,472 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 198,236 | 60,801 | 110,844 | 195,600 | 425,697 |
| Average expense \$ | 224,003 | 84,690 | 117,597 | 233,924 | 459,800 |
| Average net loss \$ | -25,767 | -23,889 | -6,753 | -38,324 | -34,103 |
| 1987 | | | | | |
| Number of observations in sample | 142 | | | | |
| Average sales \$ | 298,378 | 29,819 | 104,094 | 256,214 | 803,385 |
| Average expense \$ | 303,643 | 31,260 | 103,546 | 250,769 | 828,995 |
| Average net profit (loss) \$ | -5,265 | -1,441 | 548 | 5,445 | -25,610 |
| Businesses reporting a profit (No.) | 97 | | | | |
| Average sales \$ | 301,558 | 27,179 | 112,215 | 276,287 | 790,549 |
| Average expense \$ | 267,015 | 25,617 | 92,376 | 248,808 | 701,260 |
| Average net profit \$ | 34,543 | 1,562 | 19,839 | 27,479 | 89,289 |
| Businesses reporting a loss (No.) | 45 | | | | |
| Average sales \$ | 299,385 | 43,027 | 94,212 | 222,887 | 837,412 |
| Average expense \$ | 399,560 | 59,491 | 117,137 | 254,025 | 1,167,588 |
| Average net loss \$ | -100,175 | -16,464 | -22,925 | -31,138 | -330,176 |

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

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Ornamental & Architectural Metal Products Industries (SIC 303)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | |
|----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 151 | (1) | 321 | 588 | 973 | | | | | | |
| Low sales value (\$000's) | (1) | 321 | 588 | 973 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 321 | 588 | 973 | (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 | 44.7 | 38.2 | 47.5 | 45.3 | 47.7 | 97.7 | 45.8 | 40.0 | 48.7 | 46.4 | 47.7 |
| Occupancy expenses | 5.7 | 7.8 | 5.2 | 5.4 | 4.7 | 99.4 | 5.8 | 7.8 | 5.2 | 5.4 | 4.8 |
| Depreciation | 2.0 | 3.4 | 1.4 | 1.6 | 1.6 | 96.0 | 2.1 | 3.4 | 1.5 | 1.6 | 1.7 |
| Repairs & maintenance | 0.5 | 0.5 | 0.5 | 0.6 | 0.5 | 57.7 | 0.9 | 0.8 | 0.8 | 1.0 | 0.9 |
| Heat, light & telephone | 1.2 | 1.8 | 1.2 | 0.9 | 0.9 | 97.2 | 1.2 | 1.8 | 1.3 | 0.9 | 0.9 |
| Rent | 2.1 | 2.1 | 2.1 | 2.4 | 1.7 | 71.3 | 2.9 | 4.6 | 2.6 | 3.0 | 2.2 |
| Personnel expenses | 26.1 | 28.7 | 24.0 | 25.3 | 25.6 | 98.7 | 28.5 | 30.3 | 24.0 | 26.3 | 25.6 |
| Financial expenses | 1.5 | 1.8 | 1.3 | 1.7 | 1.4 | 98.6 | 1.6 | 1.8 | 1.3 | 1.7 | 1.4 |
| Interest & bank charges | 0.8 | 0.9 | 0.6 | 0.9 | 0.9 | 83.0 | 1.0 | 1.3 | 0.7 | 0.9 | 1.0 |
| Professional fees | 0.7 | 0.9 | 0.7 | 0.9 | 0.5 | 95.1 | 0.8 | 0.9 | 0.7 | 0.9 | 0.5 |
| Other expenses | 13.2 | 12.2 | 13.4 | 13.0 | 14.0 | 100.0 | 13.2 | 12.2 | 13.4 | 13.0 | 14.0 |
| Profit (loss) | 8.7 | 11.3 | 8.5 | 8.3 | 5.7 | 100.0 | 8.7 | 11.3 | 8.5 | 8.3 | 5.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3030 - Ornamental and Architectural Metal Products Industries

Businesses primarily engaged in manufacturing metal windows and doors; prefabricated, portable metal buildings; and other ornamental and architectural metal products.

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 127 | | | | |
| Low sales value (\$000's) | (1) | (1) | 352 | 669 | 1,083 |
| High sales value (\$000's) | (1) | 352 | 669 | 1,083 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 108 | 19 | 60 | 125 | 219 |
| Inventory | - | - | - | - | - |
| Other current assets | 145 | 61 | 90 | 156 | 273 |
| Total current assets | 251 | 80 | 150 | 281 | 492 |
| Fixed assets | 82 | 52 | 26 | 77 | 174 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 23 | 3 | 6 | 29 | 52 |
| Total assets | 356 | 135 | 181 | 387 | 718 |
| Liabilities and equity | | | | | |
| Current loans | 31 | 6 | 8 | 39 | 68 |
| Other current liabilities | 136 | 38 | 72 | 148 | 285 |
| Total current liabilities | 167 | 45 | 81 | 187 | 353 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 2 | - | 5 | 3 |
| Other liabilities | 52 | 54 | 16 | 41 | 97 |
| Total liabilities | 221 | 101 | 96 | 233 | 453 |
| Equity | 135 | 35 | 85 | 154 | 266 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Ornamental & Architectural Metal Products Industries (SIC 303)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 127 | | | | |
| Low sales value (\$000's) | (1) | (1) | 352 | 669 | 1,083 |
| High sales value (\$000's) | (1) | 352 | 669 | 1,083 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 1.8 | 1.9 | 1.5 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.6 | 2.9 | 1.1 | 1.5 | 1.7 |
| Interest coverage ratio (times) | 9.8 | 6.8 | 17.4 | 12.0 | 7.7 |
| Debt ratio (times) | 0.6 | 0.7 | 0.5 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Ornamental & Architectural Metal Products Industries (SIC 303)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 76 | | | | |
| Low sales value (\$000's) | (1) | (1) | 363 | 695 | 1,083 |
| High sales value (\$000's) | (1) | 363 | 695 | 1,083 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 50 | 12 | 32 | 73 | 93 |
| Depreciation | 14 | 7 | 9 | 16 | 23 |
| Other | -22 | 19 | -10 | -30 | -66 |
| Dividends | -27 | -1 | -10 | -15 | -81 |
| Investment activities | | | | | |
| Disposal of fixed assets | 5 | - | 2 | 2 | 14 |
| Purchase of fixed assets | -30 | -9 | -17 | -34 | -59 |
| Increase in investment | -6 | - | - | -5 | -17 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 15 | 2 | 7 | 24 | 27 |
| Repayment of long term debt | -6 | -5 | -5 | -10 | -6 |
| Loans from shareholders | 14 | 3 | 5 | 2 | 44 |
| Repayment of loans from shareholders | -10 | -3 | -4 | -17 | -16 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 6 | - | - | - | 24 |
| Decrease in equity | -1 | - | - | - | -3 |
| Other | - | - | -1 | - | - |
| Increase(decrease) in cash & equivalents | 2 | 26 | 9 | 7 | -31 |
| Cash & equivalents-Beginning of the year | 20 | 11 | 14 | 31 | 23 |
| Cash & equivalents - End of the year | 22 | 37 | 23 | 38 | -8 |

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

See Table 1 for symbols and notes.

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

Ontario, Ornamental & Architectural Metal Products Industries (SIC 303)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 398 | 188,985 | 7,749 | 42 | 27 |
| less than 20 | 318 | 36,735 | 1,678 | 36 | 21 |
| 20 - 99 | 70 | 58,588 | 2,673 | 5 | 5 |
| 100 - 499 | 9 | 19,160 | 877 | 1 | 1 |
| 500 and over | 3 | 74,502 | 2,521 | - | - |
| 1987 | | | | | |
| Total | 449 | 201,030 | 7,105 | 56 | ... |
| less than 20 | 340 | 54,607 | 1,922 | 49 | ... |
| 20 - 99 | 96 | 111,216 | 3,941 | 6 | ... |
| 100 - 499 | 11 | X | 863 | 1 | ... |
| 500 and over | 2 | X | 379 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 182 | | | | |
| Average sales \$ | 415,616 | 64,460 | 145,657 | 234,862 | 1,217,484 |
| Average expense \$ | 389,084 | 57,083 | 138,535 | 225,510 | 1,135,207 |
| Average net profit (loss) \$ | 26,532 | 7,377 | 7,122 | 9,352 | 82,277 |
| Businesses reporting a profit (No.) | 135 | | | | |
| Average sales \$ | 412,676 | 66,211 | 150,734 | 230,872 | 1,202,886 |
| Average expense \$ | 377,364 | 54,404 | 138,922 | 220,026 | 1,096,105 |
| Average net profit \$ | 35,312 | 11,807 | 11,812 | 10,846 | 106,781 |
| Businesses reporting a loss (No.) | 27 | | | | |
| Average sales \$ | 451,940 | 58,681 | 127,365 | 328,406 | 1,293,309 |
| Average expense \$ | 473,869 | 65,928 | 137,139 | 354,095 | 1,338,312 |
| Average net loss \$ | -21,929 | -7,247 | -9,774 | -25,689 | -45,003 |
| 1986 | | | | | |
| Number of observations in sample | 150 | | | | |
| Average sales \$ | 453,970 | 75,186 | 186,325 | 460,603 | 1,093,765 |
| Average expense \$ | 421,693 | 70,831 | 186,888 | 417,747 | 1,011,246 |
| Average net profit (loss) \$ | 32,277 | 4,295 | -563 | 42,856 | 82,519 |
| Businesses reporting a profit (No.) | 124 | | | | |
| Average sales \$ | 451,332 | 75,241 | 196,898 | 434,565 | 1,098,625 |
| Average expense \$ | 403,493 | 63,400 | 178,386 | 358,083 | 1,014,103 |
| Average net profit \$ | 47,839 | 11,841 | 18,512 | 76,482 | 84,522 |
| Businesses reporting a loss (No.) | 26 | | | | |
| Average sales \$ | 395,969 | 75,071 | 171,604 | 511,470 | 825,730 |
| Average expense \$ | 418,320 | 86,586 | 198,723 | 534,302 | 853,667 |
| Average net loss \$ | -22,351 | -11,515 | -27,119 | -22,832 | -27,937 |
| 1987 | | | | | |
| Number of observations in sample | 159 | | | | |
| Average sales \$ | 713,228 | 199,991 | 453,446 | 785,054 | 1,414,419 |
| Average expense \$ | 657,935 | 184,867 | 414,199 | 720,052 | 1,312,623 |
| Average net profit (loss) \$ | 55,293 | 15,124 | 39,247 | 65,002 | 101,796 |
| Businesses reporting a profit (No.) | 138 | | | | |
| Average sales \$ | 715,111 | 193,001 | 452,183 | 783,591 | 1,431,670 |
| Average expense \$ | 646,859 | 173,288 | 403,592 | 704,635 | 1,305,921 |
| Average net profit \$ | 68,252 | 19,713 | 48,591 | 78,956 | 125,749 |
| Businesses reporting a loss (No.) | 21 | | | | |
| Average sales \$ | 692,743 | 244,464 | 460,332 | 793,116 | 1,273,061 |
| Average expense \$ | 725,772 | 258,530 | 472,024 | 804,994 | 1,367,538 |
| Average net loss \$ | -33,029 | -14,066 | -11,692 | -11,878 | -94,477 |

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|
| Businesses in sample (No.) | 209 | | | | | |
| Low sales value (\$000's) | (1) | (1) | 195 | 471 | 900 | |
| High sales value (\$000's) | (1) | 195 | 471 | 900 | (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 | 25.0 | 18.2 | 26.7 | 28.2 | 30.9 | 94.4 | 27.6 | 21.8 | 27.5 | 28.6 | 31.3 |
| Occupancy expenses | 11.0 | 12.7 | 11.8 | 10.6 | 9.1 | 99.8 | 11.0 | 12.7 | 11.6 | 10.6 | 9.2 |
| Depreciation | 4.1 | 5.4 | 3.9 | 3.6 | 3.3 | 97.8 | 4.1 | 5.4 | 4.1 | 3.7 | 3.4 |
| Repairs & maintenance | 1.1 | 0.8 | 1.0 | 1.1 | 1.4 | 61.2 | 1.7 | 2.7 | 1.6 | 1.5 | 1.7 |
| Heat, light & telephone | 2.6 | 2.1 | 2.8 | 2.8 | 2.6 | 92.9 | 2.8 | 2.6 | 2.9 | 2.9 | 2.6 |
| Rent | 3.3 | 4.4 | 3.8 | 3.2 | 1.9 | 71.0 | 4.6 | 6.6 | 4.8 | 4.4 | 2.9 |
| Personnel expenses | 35.3 | 34.6 | 36.0 | 36.8 | 33.8 | 93.8 | 37.6 | 44.4 | 36.5 | 37.3 | 33.8 |
| Financial expenses | 2.7 | 3.6 | 2.2 | 2.8 | 2.0 | 99.2 | 2.7 | 3.6 | 2.3 | 2.8 | 2.0 |
| Interest & bank charges | 1.5 | 1.7 | 1.0 | 1.9 | 1.4 | 81.0 | 1.9 | 2.6 | 1.3 | 2.0 | 1.7 |
| Professional fees | 1.2 | 1.9 | 1.2 | 0.9 | 0.6 | 97.1 | 1.2 | 2.0 | 1.3 | 0.9 | 0.6 |
| Other expenses | 16.5 | 19.7 | 13.6 | 15.1 | 17.8 | 100.0 | 16.5 | 19.7 | 13.6 | 15.1 | 17.8 |
| Profit (loss) | 8.5 | 11.2 | 9.9 | 8.5 | 6.5 | 100.0 | 8.5 | 11.2 | 9.9 | 8.5 | 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 \$25,000 and \$2,000,000.
Total weighted expenditure on a given item

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3040 - Stamped, Pressed and Coated Metal Products Industries

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 198 | | | | |
| Low sales value (\$000's) | (1) | (1) | 260 | 523 | 934 |
| High sales value (\$000's) | (1) | 260 | 523 | 934 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 107 | 20 | 62 | 121 | 223 |
| Inventory | - | - | - | - | - |
| Other current assets | 135 | 64 | 69 | 126 | 278 |
| Total current assets | 241 | 84 | 131 | 247 | 501 |
| Fixed assets | 144 | 30 | 91 | 185 | 270 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 36 | 1 | 27 | 63 | 52 |
| Total assets | 421 | 116 | 248 | 495 | 823 |
| Liabilities and equity | | | | | |
| Current loans | 32 | 2 | 15 | 38 | 74 |
| Other current liabilities | 121 | 52 | 64 | 127 | 242 |
| Total current liabilities | 154 | 54 | 78 | 165 | 317 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 18 | 4 | 9 | 30 | 28 |
| Other liabilities | 69 | 17 | 45 | 99 | 113 |
| Total liabilities | 240 | 75 | 132 | 294 | 458 |
| Total equity | 181 | 41 | 116 | 202 | 365 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 198 | | | | |
| Low sales value (\$000's) | (1) | (1) | 260 | 523 | 934 |
| High sales value (\$000's) | (1) | 260 | 523 | 934 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.5 | 1.7 | 1.5 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.3 | 1.8 | 1.1 | 1.5 | 1.3 |
| Interest coverage ratio (times) | 5.3 | 4.7 | 7.5 | 5.3 | 4.9 |
| Debt ratio (times) | 0.6 | 0.6 | 0.5 | 0.6 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 114 | | | | |
| Low sales value (\$000's) | (1) | (1) | 275 | 515 | 966 |
| High sales value (\$000's) | (1) | 275 | 515 | 966 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 32 | 16 | 28 | 22 | 60 |
| Depreciation | 29 | 9 | 18 | 39 | 50 |
| Other | -15 | -8 | -11 | -1 | -41 |
| Dividends | -12 | -3 | -16 | -14 | -15 |
| Investment activities | | | | | |
| Disposal of fixed assets | 10 | - | 11 | 12 | 18 |
| Purchase of fixed assets | -54 | -14 | -22 | -108 | -70 |
| Increase in investment | -7 | - | - | -7 | -21 |
| Decrease in investment | 3 | - | 1 | 1 | 11 |
| Financing activities | | | | | |
| Increase in long term debt | 29 | 2 | 7 | 69 | 36 |
| Repayment of long term debt | -24 | -3 | -8 | -41 | -42 |
| Loans from shareholders | 16 | 7 | 3 | 34 | 20 |
| Repayment of loans from shareholders | -18 | -4 | -7 | -20 | -40 |
| Advances & loans from government | - | - | - | 1 | - |
| Increase in equity | 7 | - | 7 | 2 | 17 |
| Decrease in equity | - | - | -1 | - | -1 |
| Other | -1 | - | - | -4 | 1 |
| Increase(decrease) in cash & equivalents | -5 | 3 | 10 | -16 | -18 |
| Cash & equivalents-Beginning of the year | 25 | 6 | 37 | 35 | 20 |
| Cash & equivalents - End of the year | 20 | 9 | 47 | 19 | 2 |

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

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 592 | 581,527 | 24,293 | 63 | 47 |
| less than 20 | 400 | 51,242 | 2,123 | 56 | 43 |
| 20 - 99 | 144 | 136,230 | 5,652 | 5 | 4 |
| 100 - 499 | 37 | 133,021 | 5,638 | 2 | - |
| 500 and over | 11 | 261,034 | 10,880 | - | - |
| 1987 | | | | | |
| Total | 670 | 792,093 | 29,490 | 68 | ... |
| less than 20 | 444 | 67,228 | 2,492 | 61 | ... |
| 20 - 99 | 172 | 180,429 | 6,887 | 6 | ... |
| 100 - 499 | 42 | 202,381 | 7,587 | 1 | ... |
| 500 and over | 12 | 342,055 | 12,724 | - | ... |

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

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

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

See Table 1 for symbols and notes.

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

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 206 | | | | |
| Average sales \$ | 406,388 | 45,807 | 123,099 | 317,545 | 1,141,500 |
| Average expense \$ | 265,118 | 26,288 | 104,026 | 282,590 | 642,568 |
| Average net profit (loss) \$ | 141,870 | 19,519 | 19,073 | 29,955 | 498,932 |
| Businesses reporting a profit (No.) | 181 | | | | |
| Average sales \$ | 407,948 | 45,519 | 122,922 | 319,660 | 1,143,692 |
| Average expense \$ | 261,338 | 24,779 | 103,419 | 282,540 | 634,612 |
| Average net profit \$ | 146,610 | 20,740 | 19,503 | 37,120 | 509,080 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 377,689 | 51,257 | 131,517 | 299,788 | 1,028,194 |
| Average expense \$ | 392,869 | 54,842 | 132,883 | 329,979 | 1,053,770 |
| Average net loss \$ | -15,180 | -3,585 | -1,366 | -30,191 | -25,576 |
| 1986 | | | | | |
| Number of observations in sample | 213 | | | | |
| Average sales \$ | 384,643 | 74,435 | 158,822 | 331,100 | 974,218 |
| Average expense \$ | 370,116 | 69,186 | 153,175 | 308,532 | 949,570 |
| Average net profit (loss) \$ | 14,527 | 5,249 | 5,647 | 22,568 | 24,646 |
| Businesses reporting a profit (No.) | 186 | | | | |
| Average sales \$ | 378,363 | 78,256 | 162,163 | 332,845 | 940,386 |
| Average expense \$ | 333,798 | 69,822 | 145,503 | 288,661 | 831,207 |
| Average net profit \$ | 44,565 | 8,434 | 16,660 | 43,984 | 109,179 |
| Businesses reporting a loss (No.) | 47 | | | | |
| Average sales \$ | 401,189 | 60,878 | 156,345 | 327,864 | 1,059,669 |
| Average expense \$ | 456,122 | 66,928 | 158,862 | 350,144 | 1,248,552 |
| Average net loss \$ | -54,933 | -6,050 | -2,517 | -22,280 | -188,883 |
| 1987 | | | | | |
| Number of observations in sample | 223 | | | | |
| Average sales \$ | 611,830 | 104,280 | 338,309 | 665,428 | 1,339,301 |
| Average expense \$ | 569,782 | 94,023 | 302,818 | 627,267 | 1,255,021 |
| Average net profit (loss) \$ | 42,048 | 10,257 | 35,491 | 38,161 | 84,280 |
| Businesses reporting a profit (No.) | 177 | | | | |
| Average sales \$ | 606,193 | 100,895 | 337,544 | 667,683 | 1,318,649 |
| Average expense \$ | 541,446 | 83,757 | 288,576 | 593,005 | 1,200,447 |
| Average net profit \$ | 64,747 | 17,138 | 48,968 | 74,678 | 118,202 |
| Businesses reporting a loss (No.) | 46 | | | | |
| Average sales \$ | 638,727 | 115,537 | 341,165 | 657,140 | 1,441,064 |
| Average expense \$ | 690,325 | 128,162 | 355,973 | 753,236 | 1,523,929 |
| Average net loss \$ | -51,598 | -12,625 | -14,808 | -96,096 | -82,865 |

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

See Table 1 for symbols and notes

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

Ontario, Hardware, Tool & Cutlery Industries (SIC 306)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 361 | | | | | | 361 | | | | |
| Low sales value (\$'000's) | (1) | (1) | 60 | 296 | 602 | | (1) | 60 | 296 | 602 | (1) |
| High sales value (\$'000's) | (1) | 60 | 296 | 602 | (1) | | (1) | 60 | 296 | 602 | (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 | | | | | | | | | | |
| Cost of sales | 16.3 | 12.3 | 11.6 | 18.1 | 23.1 | 83.2 | 15.6 | 15.8 | 18.4 | 19.3 | 23.8 |
| Occupancy expenses | 11.9 | 17.7 | 11.8 | 9.8 | 8.6 | 99.8 | 11.9 | 17.7 | 11.8 | 9.8 | 8.7 |
| Depreciation | 5.7 | 7.1 | 5.3 | 5.5 | 4.8 | 95.8 | 5.9 | 8.2 | 5.4 | 5.6 | 4.9 |
| Repairs & maintenance | 0.8 | 1.0 | 0.6 | 0.6 | 0.9 | 62.3 | 1.2 | 1.3 | 1.5 | 1.0 | 1.1 |
| Heat, light & telephone | 2.0 | 4.0 | 1.4 | 1.4 | 1.3 | 93.8 | 2.1 | 4.4 | 1.6 | 1.4 | 1.4 |
| Rent | 3.5 | 5.5 | 4.4 | 2.3 | 1.6 | 66.4 | 5.2 | 10.2 | 6.1 | 3.2 | 2.5 |
| Personnel expenses | 29.0 | 9.7 | 26.1 | 40.1 | 39.3 | 84.9 | 34.2 | 24.4 | 28.4 | 40.4 | 39.6 |
| Financial expenses | 4.3 | 9.7 | 2.9 | 2.8 | 2.4 | 94.5 | 4.5 | 12.0 | 2.9 | 2.6 | 2.4 |
| Interest & bank charges | 3.3 | 8.6 | 1.7 | 1.6 | 1.6 | 82.3 | 4.0 | 12.3 | 2.1 | 1.8 | 1.8 |
| Professional fees | 1.0 | 1.1 | 1.1 | 1.0 | 0.8 | 85.0 | 1.2 | 2.2 | 1.2 | 1.0 | 0.8 |
| Other expenses | 19.2 | 23.1 | 19.9 | 16.1 | 17.9 | 100.0 | 19.2 | 23.1 | 19.9 | 16.1 | 17.9 |
| Profit (loss) | 19.3 | 27.5 | 27.8 | 13.3 | 8.6 | 99.5 | 19.4 | 27.5 | 27.8 | 13.5 | 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3060 - Hardware, Tool and Cutlery Industries

Businesses primarily engaged in manufacturing basic hardware; metal dies, moulds and patterns; hand tools and implements (except power-driven); cutlery (except silver) and hardware not elsewhere classified.

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

Ontario, Hardware, Tool & Cutlery Industries (SIC 306)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 328 | | | | |
| Low sales value (\$000's) | (1) | (1) | 190 | 444 | 784 |
| High sales value (\$000's) | (1) | 190 | 444 | 784 | (1) |
| Average (\$000's) | | | | | |
| Accounts and notes receivable | 85 | 9 | 43 | 91 | 195 |
| Inventory | - | - | - | - | - |
| Other current assets | 104 | 12 | 68 | 100 | 234 |
| Total current assets | 189 | 21 | 112 | 192 | 429 |
| Fixed assets | 167 | 61 | 90 | 183 | 332 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 14 | 2 | 6 | 14 | 35 |
| Total assets | 370 | 84 | 208 | 388 | 795 |
| Liabilities and equity | | | | | |
| Current loans | 29 | 2 | 15 | 31 | 67 |
| Other current liabilities | 105 | 17 | 55 | 114 | 232 |
| Total current liabilities | 134 | 20 | 71 | 144 | 299 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 11 | 5 | 5 | 13 | 20 |
| Other liabilities | 80 | 48 | 41 | 54 | 178 |
| Total liabilities | 225 | 73 | 116 | 211 | 497 |
| Total equity | 145 | 11 | 92 | 177 | 298 |

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

See Table 1 for symbols and notes.

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

Ontario, Hardware, Tool & Cutlery Industries (SIC 306)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 328 | | | | |
| Low sales value (\$000's) | (1) | (1) | 190 | 444 | 784 |
| High sales value (\$000's) | (1) | 190 | 444 | 784 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 1.1 | 1.6 | 1.3 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.5 | 6.7 | 1.3 | 1.2 | 1.7 |
| Interest coverage ratio (times) | 6.5 | 2.6 | 8.1 | 8.4 | 6.2 |
| Debt ratio (times) | 0.6 | 0.9 | 0.6 | 0.5 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Hardware, Tool & Cutlery Industries (SIC 306)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 216 | | | | |
| Low sales value (\$000's) | (1) | (1) | 286 | 478 | 792 |
| High sales value (\$000's) | (1) | 286 | 478 | 792 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 52 | 11 | 44 | 65 | 86 |
| Depreciation | 30 | 9 | 22 | 32 | 56 |
| Other | -2 | -4 | -1 | -5 | 1 |
| Dividends | -21 | -6 | -18 | -23 | -34 |
| Investment activities | | | | | |
| Disposal of fixed assets | 7 | 3 | 12 | 1 | 11 |
| Purchase of fixed assets | -64 | -12 | -49 | -77 | -117 |
| Increase in investment | -3 | -3 | -4 | -1 | -2 |
| Decrease in investment | 2 | - | - | - | 7 |
| Financing activities | | | | | |
| Increase in long term debt | 25 | 8 | 17 | 24 | 51 |
| Repayment of long term debt | -17 | -16 | -10 | -16 | -26 |
| Loans from shareholders | 10 | 14 | 4 | 9 | 13 |
| Repayment of loans from shareholders | -7 | -1 | -5 | -10 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | 1 | - |
| Decrease in equity | -4 | -1 | - | -1 | -14 |
| Other | -1 | - | -1 | -2 | -2 |
| Increase(decrease) in cash & equivalents | 7 | 1 | 11 | -1 | 17 |
| Cash & equivalents-Beginning of the year | 15 | 2 | 12 | 20 | 25 |
| Cash & equivalents - End of the year | 22 | 3 | 23 | 19 | 42 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Hardware, Tool & Cutlery Industries (SIC 306)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 790 | 352,044 | 14,407 | 85 | 56 |
| less than 20 | 625 | 75,073 | 3,041 | 77 | 54 |
| 20 - 99 | 131 | 128,988 | 5,259 | 6 | 2 |
| 100 - 499 | 28 | 100,309 | 4,174 | 1 | - |
| 500 and over | 6 | 47,676 | 1,933 | 1 | - |
| 1987 | | | | | |
| Total | 889 | 509,993 | 18,037 | 86 | ... |
| less than 20 | 708 | 117,487 | 3,811 | 82 | ... |
| 20 - 99 | 152 | 204,407 | 8,320 | 4 | ... |
| 100 - 499 | 26 | 128,681 | 3,988 | - | ... |
| 500 and over | 5 | 59,418 | 2,118 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 404 | | | | |
| Average sales \$ | 287,340 | 52,499 | 116,867 | 255,756 | 724,237 |
| Average expense \$ | 247,983 | 42,640 | 84,979 | 217,964 | 546,348 |
| Average net profit (loss) \$ | 39,357 | 9,859 | 31,888 | 37,792 | 77,889 |
| Businesses reporting a profit (No.) | 359 | | | | |
| Average sales \$ | 300,432 | 51,877 | 117,220 | 257,196 | 775,434 |
| Average expense \$ | 251,885 | 39,670 | 79,866 | 213,451 | 674,554 |
| Average net profit \$ | 48,547 | 12,207 | 37,354 | 43,745 | 100,880 |
| Businesses reporting a loss (No.) | 45 | | | | |
| Average sales \$ | 216,497 | 58,752 | 113,771 | 242,308 | 451,156 |
| Average expense \$ | 239,605 | 72,536 | 129,853 | 260,131 | 495,899 |
| Average net loss \$ | -23,108 | -13,784 | -16,082 | -17,823 | -44,743 |
| 1986 | | | | | |
| Number of observations in sample | 397 | | | | |
| Average sales \$ | 333,274 | 75,674 | 150,910 | 286,882 | 819,631 |
| Average expense \$ | 300,958 | 65,698 | 145,848 | 256,548 | 735,739 |
| Average net profit (loss) \$ | 32,316 | 9,976 | 5,062 | 30,334 | 83,892 |
| Businesses reporting a profit (No.) | 334 | | | | |
| Average sales \$ | 339,563 | 76,295 | 157,414 | 289,124 | 833,418 |
| Average expense \$ | 297,148 | 61,765 | 137,080 | 254,835 | 734,912 |
| Average net profit \$ | 42,415 | 18,530 | 20,334 | 34,289 | 98,506 |
| Businesses reporting a loss (No.) | 83 | | | | |
| Average sales \$ | 285,884 | 67,636 | 140,972 | 257,264 | 677,665 |
| Average expense \$ | 315,107 | 77,760 | 159,243 | 279,175 | 744,249 |
| Average net loss \$ | -29,223 | -10,124 | -18,271 | -21,911 | -66,584 |
| 1987 | | | | | |
| Number of observations in sample | 402 | | | | |
| Average sales \$ | 412,952 | 38,113 | 140,019 | 438,880 | 1,034,794 |
| Average expense \$ | 369,588 | 28,501 | 110,087 | 356,424 | 943,338 |
| Average net profit (loss) \$ | 43,364 | 9,612 | 29,932 | 42,456 | 91,456 |
| Businesses reporting a profit (No.) | 333 | | | | |
| Average sales \$ | 414,963 | 37,720 | 131,206 | 438,332 | 1,052,592 |
| Average expense \$ | 350,859 | 24,829 | 86,464 | 365,371 | 926,770 |
| Average net profit \$ | 64,104 | 12,891 | 44,742 | 72,961 | 125,822 |
| Businesses reporting a loss (No.) | 89 | | | | |
| Average sales \$ | 400,854 | 39,845 | 169,648 | 441,944 | 951,977 |
| Average expense \$ | 456,123 | 44,722 | 189,516 | 569,820 | 1,020,435 |
| Average net loss \$ | -55,269 | -4,877 | -19,868 | -127,876 | -68,458 |

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

See Table 1 for symbols and notes

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

Ontario, Machine Shop Industry (SIC 3081)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 380 | (1) | 76 | 212 | 451 | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Low sales value (\$000's) | (1) | 76 | 212 | 451 | (1) | | Percent of sales | | | | |
| High sales value (\$000's) | (1) | | | | | | Percent of sales | | | | |
| 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% |
| Cost of sales | 18.4 | 14.6 | 19.1 | 18.7 | 23.2 | 83.6 | 22.0 | 20.8 | 24.6 | 18.5 | 24.2 |
| Occupancy expenses | 12.7 | 13.5 | 11.9 | 10.4 | 8.9 | 99.9 | 12.7 | 19.5 | 11.9 | 10.4 | 9.0 |
| Depreciation | 5.5 | 7.8 | 4.8 | 4.9 | 4.7 | 94.7 | 5.9 | 8.2 | 5.3 | 5.2 | 4.7 |
| Repairs & maintenance | 1.1 | 2.2 | 0.7 | 0.7 | 0.9 | 66.9 | 1.6 | 3.5 | 1.0 | 1.1 | 1.1 |
| Heat, light & telephone | 2.1 | 3.1 | 2.3 | 1.7 | 1.5 | 96.7 | 2.2 | 3.2 | 2.4 | 1.8 | 1.5 |
| Rent | 3.9 | 6.4 | 4.1 | 3.2 | 1.9 | 66.5 | 5.8 | 10.5 | 5.8 | 5.1 | 2.7 |
| Personnel expenses | 31.9 | 21.8 | 29.3 | 36.5 | 39.8 | 89.9 | 35.5 | 29.5 | 31.7 | 38.9 | 40.0 |
| Financial expenses | 2.5 | 2.5 | 2.8 | 2.5 | 2.4 | 96.6 | 2.6 | 2.7 | 2.9 | 2.5 | 2.5 |
| Interest & bank charges | 1.5 | 1.0 | 1.9 | 1.6 | 1.7 | 82.0 | 1.9 | 1.5 | 2.3 | 1.8 | 1.9 |
| Professional fees | 1.0 | 1.5 | 1.0 | 0.9 | 0.7 | 89.2 | 1.1 | 1.7 | 1.2 | 0.9 | 0.7 |
| Other expenses | 19.3 | 21.9 | 17.2 | 21.3 | 16.5 | 100.0 | 19.3 | 21.9 | 17.2 | 21.3 | 16.5 |
| Profit (loss) | 15.2 | 19.7 | 19.7 | 12.7 | 9.1 | 100.0 | 15.2 | 19.7 | 19.7 | 12.7 | 9.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3081 - Machine Shop Industry

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

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

Ontario, Machine Shop Industry (SIC 3081)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 321 | (1) | 146 | 281 | 576 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 146 | 281 | 576 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 85 | 9 | 29 | 52 | 167 |
| Inventory | - | - | - | - | - |
| Other current assets | 79 | 19 | 43 | 70 | 185 |
| Total current assets | 144 | 27 | 72 | 122 | 352 |
| Fixed assets | 126 | 25 | 44 | 107 | 328 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 39 | 1 | 7 | 17 | 130 |
| Total assets | 309 | 53 | 122 | 245 | 810 |
| Liabilities and equity | | | | | |
| Current loans | 19 | 2 | 8 | 16 | 51 |
| Other current liabilities | 72 | 14 | 30 | 65 | 176 |
| Total current liabilities | 91 | 16 | 38 | 81 | 227 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 13 | 7 | 5 | 8 | 32 |
| Other liabilities | 82 | 16 | 17 | 44 | 249 |
| Total liabilities | 185 | 39 | 60 | 133 | 507 |
| Total equity | 124 | 14 | 63 | 112 | 303 |

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

See Table 1 for symbols and notes.

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

Ontario, Machine Shop Industry (SIC 3081)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 321 | (1) | 146 | 281 | 576 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 146 | 281 | 576 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.7 | 1.9 | 1.5 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.5 | 2.7 | 1.0 | 1.2 | 1.7 |
| Interest coverage ratio (times) | 8.9 | 12.1 | 8.1 | 7.5 | 8.1 |
| Debt ratio (times) | 0.8 | 0.7 | 0.5 | 0.5 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Machine Shop Industry (SIC 3081)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 182 | | | | 506 |
| Low sales value (\$000's) | (1) | (1) | 189 | 296 | (1) |
| High sales value (\$000's) | (1) | 185 | 296 | 606 | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 31 | 9 | 19 | 29 | 58 |
| Depreciation | 24 | 7 | 12 | 22 | 56 |
| Other | -11 | -2 | -3 | 2 | -40 |
| Dividends | -12 | -5 | -5 | -10 | -28 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | 2 | 3 | 8 |
| Purchase of fixed assets | -45 | -13 | -14 | -46 | -107 |
| Increase in investment | -1 | - | -1 | - | -1 |
| Decrease in investment | 1 | - | - | 1 | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 20 | 8 | 2 | 13 | 59 |
| Repayment of long term debt | -12 | -2 | -5 | -10 | -31 |
| Loans from shareholders | 6 | 6 | - | 7 | 10 |
| Repayment of loans from shareholders | -8 | -3 | -4 | -4 | -19 |
| Advances & loans from government | 1 | - | - | - | 2 |
| Increase in equity | - | - | - | - | 1 |
| Decrease in equity | -1 | - | - | -1 | -2 |
| Other | -1 | - | - | -1 | -1 |
| Increase(decrease) in cash & equivalents | -3 | 2 | 2 | 6 | -22 |
| Cash & equivalents-Beginning of the year | 17 | 2 | 8 | 18 | 38 |
| Cash & equivalents - End of the year | 14 | 4 | 10 | 24 | 16 |

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

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

Ontario, Machine Shop Industry (SIC 3081)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 849 | 187,956 | 8,765 | 83 | 103 |
| less than 20 | 748 | 72,262 | 3,419 | 87 | 99 |
| 20 - 99 | 93 | 76,581 | 3,608 | 2 | 3 |
| 100 - 499 | 7 | X | 1,224 | - | 1 |
| 500 and over | 1 | X | 514 | - | - |
| 1987 | | | | | |
| Total | 1,039 | 303,781 | 11,593 | 131 | ... |
| less than 20 | 902 | 110,929 | 4,274 | 120 | ... |
| 20 - 99 | 126 | 123,690 | 4,752 | 9 | ... |
| 100 - 499 | 10 | X | 1,848 | 2 | ... |
| 500 and over | 1 | X | 719 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Machine Shop Industry (SIC 3081)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 428 | | | | |
| Average sales \$ | 223,844 | 45,887 | 98,214 | 177,577 | 573,996 |
| Average expense \$ | 196,826 | 36,301 | 76,230 | 153,240 | 521,533 |
| Average net profit (loss) \$ | 27,018 | 9,586 | 21,984 | 24,337 | 52,163 |
| Businesses reporting a profit (No.) | 374 | | | | |
| Average sales \$ | 223,744 | 45,540 | 98,605 | 174,521 | 576,311 |
| Average expense \$ | 190,405 | 33,879 | 71,275 | 138,734 | 517,731 |
| Average net profit \$ | 33,339 | 11,661 | 27,330 | 35,787 | 58,580 |
| Businesses reporting a loss (No.) | 54 | | | | |
| Average sales \$ | 219,066 | 49,563 | 95,101 | 187,733 | 543,867 |
| Average expense \$ | 235,966 | 61,900 | 115,609 | 201,447 | 564,907 |
| Average net loss \$ | -16,900 | -12,337 | -20,508 | -13,714 | -21,040 |
| 1986 | | | | | |
| Number of observations in sample | 447 | | | | |
| Average sales \$ | 253,271 | 55,846 | 113,357 | 211,519 | 632,362 |
| Average expense \$ | 226,627 | 45,667 | 105,302 | 192,705 | 562,834 |
| Average net profit (loss) \$ | 26,644 | 10,179 | 8,055 | 18,814 | 69,528 |
| Businesses reporting a profit (No.) | 379 | | | | |
| Average sales \$ | 252,684 | 53,822 | 110,903 | 212,296 | 633,715 |
| Average expense \$ | 218,620 | 39,779 | 97,238 | 187,256 | 550,208 |
| Average net profit \$ | 34,064 | 14,043 | 13,665 | 25,040 | 83,507 |
| Businesses reporting a loss (No.) | 68 | | | | |
| Average sales \$ | 252,856 | 86,009 | 118,621 | 206,067 | 620,727 |
| Average expense \$ | 275,040 | 75,237 | 122,600 | 230,958 | 671,364 |
| Average net loss \$ | -22,184 | -9,228 | -3,979 | -24,891 | -50,637 |
| 1987 | | | | | |
| Number of observations in sample | 405 | | | | |
| Average sales \$ | 347,155 | 49,211 | 138,145 | 296,034 | 905,231 |
| Average expense \$ | 309,400 | 40,150 | 112,576 | 259,922 | 824,953 |
| Average net profit (loss) \$ | 37,755 | 9,061 | 25,569 | 36,112 | 80,278 |
| Businesses reporting a profit (No.) | 335 | | | | |
| Average sales \$ | 344,692 | 48,629 | 137,792 | 295,091 | 897,257 |
| Average expense \$ | 293,504 | 32,916 | 106,635 | 249,133 | 785,333 |
| Average net profit \$ | 51,188 | 15,713 | 31,157 | 45,958 | 111,924 |
| Businesses reporting a loss (No.) | 70 | | | | |
| Average sales \$ | 357,813 | 50,717 | 140,148 | 302,613 | 937,775 |
| Average expense \$ | 381,736 | 56,831 | 146,343 | 335,124 | 986,646 |
| Average net loss \$ | -23,923 | -8,114 | -6,195 | -32,511 | -48,871 |

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

See Table 1 for symbols and notes.

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

Ontario, Single Family Housing (SIC 4011)

| | 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.) | 1,142 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 101 | 227 | 494 | | | | | | | |
| High sales value (\$000's) | (1) | 101 | 227 | 494 | (1) | | | | | | | |
| Cost of sales | 25.7 | 21.9 | 28.7 | 27.4 | 24.7 | 71.4 | 36.0 | 33.2 | 39.6 | 37.7 | 33.3 | |
| Occupancy expenses | 4.4 | 6.5 | 4.4 | 4.1 | 2.5 | 92.1 | 4.8 | 7.3 | 4.9 | 4.3 | 2.7 | |
| Depreciation | 2.2 | 3.6 | 2.3 | 1.7 | 1.1 | 80.0 | 2.7 | 5.0 | 3.0 | 1.9 | 1.3 | |
| Repairs & maintenance | 0.7 | 0.7 | 0.7 | 0.9 | 0.4 | 30.8 | 2.2 | 2.8 | 2.1 | 3.0 | 1.2 | |
| Heat, light & telephone | 0.6 | 1.1 | 0.6 | 0.4 | 0.3 | 69.5 | 0.9 | 1.9 | 0.8 | 0.8 | 0.4 | |
| Rent | 0.9 | 1.1 | 0.9 | 1.1 | 0.7 | 48.0 | 1.9 | 2.9 | 1.9 | 1.8 | 1.4 | |
| Personnel expenses | 17.3 | 16.5 | 20.7 | 17.4 | 14.4 | 81.4 | 21.2 | 27.7 | 25.3 | 19.2 | 15.5 | |
| Financial expenses | 2.1 | 2.5 | 1.7 | 2.1 | 2.1 | 95.6 | 2.2 | 2.6 | 1.8 | 2.1 | 2.1 | |
| Interest & bank charges | 1.4 | 1.6 | 1.2 | 1.5 | 1.4 | 79.0 | 1.8 | 2.1 | 1.7 | 1.8 | 1.6 | |
| Professional fees | 0.7 | 0.9 | 0.5 | 0.8 | 0.7 | 85.1 | 0.8 | 1.1 | 0.7 | 0.7 | 0.7 | |
| Other expenses | 39.3 | 33.4 | 32.7 | 41.2 | 49.8 | 100.0 | 39.3 | 33.4 | 32.7 | 41.2 | 49.8 | |
| Profit (loss) | 11.3 | 19.2 | 11.8 | 7.8 | 6.5 | 98.1 | 11.5 | 19.2 | 12.8 | 7.8 | 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high 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 4011 - Single Family Housing Contractors

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 807 | (1) | 157 | 307 | 649 |
| Low sales value (\$000's) | (1) | 157 | 307 | 649 | (1) |
| High sales value (\$000's) | (1) | | | | |
| | Average (\$000's) | | | | |
| Accounts and notes receivable | 35 | 4 | 15 | 37 | 85 |
| Inventory | - | - | - | - | - |
| Other current assets | 104 | 26 | 41 | 113 | 237 |
| Total current assets | 140 | 30 | 56 | 150 | 322 |
| Fixed assets | 54 | 33 | 40 | 73 | 70 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 24 | 22 | 13 | 19 | 44 |
| Total assets | 218 | 85 | 109 | 241 | 436 |
| Liabilities and equity | | | | | |
| Current loans | 17 | 4 | 8 | 23 | 34 |
| Other current liabilities | 96 | 22 | 47 | 99 | 213 |
| Total current liabilities | 113 | 27 | 55 | 122 | 247 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 1 | 1 | 3 |
| Other liabilities | 53 | 43 | 28 | 71 | 73 |
| Total liabilities | 168 | 70 | 84 | 194 | 324 |
| Total equity | 50 | 15 | 25 | 47 | 113 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Single Family Housing (SIC 4011)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 807 | (1) | 157 | 307 | 649 |
| Low sales value (\$000's) | (1) | 157 | 307 | 649 | (1) |
| High sales value (\$000's) | (1) | | | | |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 1.1 | 1.0 | 1.2 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.3 | 4.6 | 3.4 | 4.1 | 2.9 |
| Interest coverage ratio (times) | 5.1 | 4.5 | 5.3 | 4.3 | 8.4 |
| Debt ratio (times) | 0.8 | 0.8 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Single Family Housing (SIC 4011)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 396 | | | | |
| Low sales value (\$000's) | (1) | (1) | 144 | 326 | 564 |
| High sales value (\$000's) | (1) | 144 | 326 | 564 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 24 | 8 | 16 | 13 | 50 |
| Depreciation | 8 | 4 | 8 | 10 | 10 |
| Other | -10 | -15 | -1 | 1 | -24 |
| Dividends | -8 | -8 | -8 | -5 | -13 |
| Investment activities | | | | | |
| Disposal of fixed assets | 13 | 42 | 2 | 2 | 7 |
| Purchase of fixed assets | -26 | -34 | -8 | -36 | -27 |
| Increase in investment | -12 | -16 | -8 | -1 | -22 |
| Decrease in investment | 5 | 1 | 3 | 3 | 12 |
| Financing activities | | | | | |
| Increase in long term debt | 16 | 23 | 1 | 11 | 30 |
| Repayment of long term debt | -19 | -38 | -4 | -15 | -20 |
| Loans from shareholders | 16 | 35 | 7 | 10 | 12 |
| Repayment of loans from shareholders | -8 | -2 | -3 | -7 | -18 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | 1 | - | 1 |
| Decrease in equity | - | -1 | - | - | -1 |
| Other | -1 | -4 | - | - | - |
| Increase(decrease) in cash & equivalents | -2 | -5 | 6 | -14 | 6 |
| Cash & equivalents-Beginning of the year | 4 | 6 | 5 | 5 | -1 |
| Cash & equivalents - End of the year | 2 | 1 | 12 | -9 | 5 |

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

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

Ontario, Residential Building and Development (SIC 401)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 7,025 | 415,759 | 18,591 | 1,641 | 1,078 |
| less than 20 | 6,891 | 278,669 | 12,482 | 1,620 | 1,063 |
| 20 - 99 | 114 | 77,789 | 3,520 | 19 | 10 |
| 100 - 499 | 19 | X | 2,414 | 2 | 3 |
| 500 and over | 1 | X | 175 | - | - |
| 1987 | | | | | |
| Total | 9,400 | 922,022 | 33,363 | 2,139 | ... |
| less than 20 | 9,140 | 567,976 | 20,588 | 2,100 | ... |
| 20 - 99 | 230 | 213,804 | 7,769 | 37 | ... |
| 100 - 499 | 30 | 140,242 | 5,026 | 2 | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Single Family Housing (SIC 4011)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|--------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,117 | | | | |
| Average sales \$ | 360,388 | 61,782 | 155,813 | 325,344 | 898,812 |
| Average expense \$ | 334,289 | 51,904 | 150,839 | 295,166 | 839,248 |
| Average net profit (loss) \$ | 26,099 | 9,878 | 4,974 | 30,178 | 59,566 |
| Businesses reporting a profit (No.) | 951 | | | | |
| Average sales \$ | 363,865 | 61,777 | 153,651 | 325,618 | 914,415 |
| Average expense \$ | 327,336 | 50,423 | 137,119 | 288,118 | 833,684 |
| Average net profit \$ | 36,529 | 11,354 | 16,532 | 37,500 | 80,731 |
| Businesses reporting a loss (No.) | 166 | | | | |
| Average sales \$ | 344,445 | 61,849 | 159,835 | 323,590 | 832,505 |
| Average expense \$ | 362,821 | 72,149 | 176,352 | 340,271 | 862,510 |
| Average net loss \$ | -18,376 | -10,300 | -16,517 | -16,681 | -30,005 |
| 1986 | | | | | |
| Number of observations in sample | 1,230 | | | | |
| Average sales \$ | 404,690 | 59,821 | 167,079 | 381,365 | 1,010,496 |
| Average expense \$ | 380,590 | 55,402 | 154,088 | 361,269 | 951,600 |
| Average net profit (loss) \$ | 24,100 | 4,419 | 12,991 | 20,096 | 58,896 |
| Businesses reporting a profit (No.) | 1,051 | | | | |
| Average sales \$ | 409,037 | 60,133 | 168,590 | 383,981 | 1,023,445 |
| Average expense \$ | 376,540 | 43,992 | 149,791 | 358,016 | 954,360 |
| Average net profit \$ | 32,497 | 16,141 | 18,799 | 25,965 | 69,085 |
| Businesses reporting a loss (No.) | 179 | | | | |
| Average sales \$ | 376,033 | 59,427 | 160,556 | 367,032 | 917,116 |
| Average expense \$ | 388,303 | 69,784 | 172,640 | 379,091 | 931,696 |
| Average net loss \$ | -12,270 | -10,357 | -12,084 | -12,059 | -14,580 |
| 1987 | | | | | |
| Number of observations in sample | 1,284 | | | | |
| Average sales \$ | 372,609 | 59,297 | 159,536 | 336,303 | 935,300 |
| Average expense \$ | 343,378 | 49,215 | 143,735 | 309,889 | 870,672 |
| Average net profit (loss) \$ | 29,231 | 10,082 | 15,801 | 26,414 | 64,628 |
| Businesses reporting a profit (No.) | 1,090 | | | | |
| Average sales \$ | 374,537 | 59,913 | 158,638 | 332,201 | 947,394 |
| Average expense \$ | 335,997 | 45,718 | 133,649 | 298,457 | 866,163 |
| Average net profit \$ | 38,540 | 14,195 | 24,989 | 33,744 | 81,231 |
| Businesses reporting a loss (No.) | 194 | | | | |
| Average sales \$ | 361,083 | 57,280 | 163,536 | 359,960 | 863,554 |
| Average expense \$ | 380,644 | 60,672 | 188,660 | 375,823 | 897,422 |
| Average net loss \$ | -19,561 | -3,392 | -25,124 | -15,863 | -33,868 |

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

See Table 1 for symbols and notes

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

Ontario, Residential Renovation (SIC 4013)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|------------------|--|--|--|--|
| Businesses in sample (No.) | 506 | | | | | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 41 | 72 | 158 | | | | | | | | | | | |
| High sales value (\$000's) | (1) | 41 | 72 | 158 | (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 | 25.6 | 26.7 | 25.6 | 21.6 | 28.5 | 67.8 | 37.7 | 43.3 | 35.4 | 35.6 | 37.2 | | | | | |
| Occupancy expenses | 6.0 | 9.9 | 6.0 | 5.3 | 3.1 | 93.6 | 6.4 | 10.0 | 7.1 | 5.5 | 3.2 | | | | | |
| Depreciation | 2.1 | 2.4 | 2.7 | 2.1 | 1.3 | 77.7 | 2.7 | 3.5 | 3.9 | 2.6 | 1.4 | | | | | |
| Repairs & maintenance | 0.8 | 1.5 | 1.0 | 0.5 | 0.3 | 38.4 | 2.1 | 3.0 | 2.8 | 1.3 | 1.0 | | | | | |
| Heat, light & telephone | 0.9 | 1.8 | 0.7 | 0.7 | 0.6 | 65.3 | 1.4 | 3.1 | 1.3 | 1.0 | 0.7 | | | | | |
| Rent | 2.2 | 4.2 | 1.6 | 2.0 | 0.9 | 57.6 | 3.7 | 7.0 | 3.3 | 3.3 | 1.5 | | | | | |
| Personnel expenses | 13.7 | 8.7 | 10.1 | 15.4 | 20.6 | 67.4 | 20.4 | 16.0 | 20.1 | 20.3 | 23.3 | | | | | |
| Financial expenses | 1.7 | 2.0 | 1.7 | 1.4 | 1.5 | 86.6 | 1.9 | 2.5 | 2.1 | 1.8 | 1.6 | | | | | |
| Interest & bank charges | 0.9 | 0.8 | 1.2 | 0.8 | 0.9 | 68.1 | 1.4 | 1.4 | 1.8 | 1.2 | 1.1 | | | | | |
| Professional fees | 0.7 | 1.2 | 0.6 | 0.6 | 0.6 | 69.1 | 1.1 | 2.2 | 1.0 | 0.8 | 0.7 | | | | | |
| Other expenses | 36.5 | 35.1 | 32.9 | 34.5 | 39.5 | 99.7 | 36.6 | 39.1 | 33.4 | 34.5 | 39.5 | | | | | |
| Profit (loss) | 16.5 | 13.7 | 23.6 | 21.9 | 6.8 | 93.9 | 16.5 | 13.7 | 23.6 | 21.9 | 6.8 | | | | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | | | | | |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4013 - Residential Renovation Contractors

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

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

Ontario, Residential Renovation (SIC 4013)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 211 | (1) | 109 | 210 | 387 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 109 | 210 | 387 | (1) |
| Average (\$000's) | | | | | |
| Current assets | - | - | - | - | - |
| Accounts and notes receivable | 33 | 5 | 6 | 23 | 94 |
| Inventory | - | - | - | - | - |
| Other current assets | 47 | 8 | 54 | 37 | 85 |
| Total current assets | 80 | 13 | 61 | 61 | 179 |
| Fixed assets | 19 | 6 | 10 | 13 | 45 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 6 | 1 | 1 | 8 | 12 |
| Total assets | 105 | 20 | 72 | 82 | 236 |
| Liabilities and equity | | | | | |
| Current loans | 10 | 6 | 2 | 12 | 21 |
| Other current liabilities | 50 | 11 | 21 | 40 | 125 |
| Total current liabilities | 61 | 17 | 23 | 52 | 145 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | 2 | 1 |
| Other liabilities | 11 | 2 | 5 | 9 | 26 |
| Total liabilities | 73 | 20 | 29 | 62 | 173 |
| Capital equity | 32 | - | 44 | 20 | 63 |

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

See Table 1 for symbols and notes.

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

Ontario, Residential Renovation (SIC 4013)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 211 | (1) | 109 | 210 | 387 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 109 | 210 | 387 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 0.7 | 2.6 | 1.2 | 1.2 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.3 | -92.5 | 0.7 | 3.2 | 2.7 |
| Interest coverage ratio (times) | 8.3 | 6.5 | 41.7 | 3.1 | 9.2 |
| Debt ratio (times) | 0.7 | 1.0 | 0.4 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 99 | | | | |
| Low sales value (\$000's) | (1) | (1) | 164 | 210 | 399 |
| High sales value (\$000's) | (1) | 164 | 210 | 399 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 14 | 6 | 3 | 7 | 36 |
| Depreciation | 5 | 4 | 3 | 3 | 10 |
| Other | 5 | -5 | -11 | 19 | 11 |
| Dividends | -5 | -3 | -1 | -8 | -8 |
| Investment activities | | | | | |
| Disposal of fixed assets | 6 | 4 | - | 1 | 17 |
| Purchase of fixed assets | -14 | -6 | -4 | -7 | -40 |
| Increase in investment | -5 | - | - | -11 | -5 |
| Decrease in investment | 1 | - | - | - | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 4 | - | 2 | 2 | 13 |
| Repayment of long term debt | -5 | -1 | -2 | -4 | -14 |
| Loans from shareholders | 3 | 1 | - | 9 | 1 |
| Repayment of loans from shareholders | -4 | - | -2 | -8 | -5 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | 1 |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 5 | -2 | -5 | 5 | 16 |
| Cash & equivalents-Beginning of the year | - | -4 | 4 | 11 | -13 |
| Cash & equivalents - End of the year | 5 | -5 | -1 | 16 | 8 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Residential Building and Development (SIC 401)

| Business size expressed in average labour units (1) | Number of businesses | Total payroll (\$000's) | Average labour units (1) | Changes in number of businesses with paid employees | |
|--|-------------------------|----------------------------|-----------------------------|--|----------------------------|
| | | | | Newly reporting (2) | No longer reporting (3) |
| 1984 | | | | | |
| Total | 7,025 | 415,759 | 18,591 | 1,841 | 1,076 |
| less than 20 | 6,891 | 278,669 | 12,482 | 1,620 | 1,063 |
| 20 - 99 | 114 | 77,789 | 3,520 | 19 | 10 |
| 100 - 499 | 19 | X | 2,414 | 2 | 3 |
| 500 and over | 1 | X | 175 | - | - |
| 1987 | | | | | |
| Total | 9,400 | 922,022 | 33,363 | 2,139 | ... |
| less than 20 | 9,140 | 567,976 | 20,568 | 2,100 | ... |
| 20 - 99 | 230 | 213,804 | 7,769 | 37 | ... |
| 100 - 499 | 30 | 140,242 | 5,026 | 2 | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Residential Renovation (SIC 4013)

| | Total (I) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 883 | | | | |
| Average sales \$ | 144,221 | 34,238 | 63,732 | 115,740 | 363,172 |
| Average expense \$ | 129,493 | 26,077 | 53,196 | 102,276 | 336,422 |
| Average net profit (loss) \$ | 14,728 | 8,161 | 10,536 | 13,464 | 26,750 |
| Businesses reporting a profit (No.) | 795 | | | | |
| Average sales \$ | 145,813 | 34,079 | 64,141 | 115,296 | 369,735 |
| Average expense \$ | 128,367 | 23,608 | 52,030 | 99,957 | 337,871 |
| Average net profit \$ | 17,446 | 10,471 | 12,111 | 15,339 | 31,864 |
| Businesses reporting a loss (No.) | 88 | | | | |
| Average sales \$ | 132,094 | 35,097 | 58,992 | 120,774 | 313,512 |
| Average expense \$ | 140,055 | 39,439 | 66,709 | 128,611 | 325,461 |
| Average net loss \$ | -7,961 | -4,342 | -7,717 | -7,837 | -11,949 |
| 1986 | | | | | |
| Number of observations in sample | 991 | | | | |
| Average sales \$ | 171,087 | 36,904 | 75,251 | 140,296 | 431,896 |
| Average expense \$ | 157,004 | 29,655 | 61,607 | 130,803 | 405,949 |
| Average net profit (loss) \$ | 14,083 | 7,249 | 13,644 | 9,493 | 25,947 |
| Businesses reporting a profit (No.) | 813 | | | | |
| Average sales \$ | 174,381 | 37,601 | 75,272 | 137,281 | 447,368 |
| Average expense \$ | 153,396 | 26,705 | 58,860 | 118,092 | 409,927 |
| Average net profit \$ | 20,985 | 10,896 | 16,412 | 19,189 | 37,441 |
| Businesses reporting a loss (No.) | 178 | | | | |
| Average sales \$ | 157,477 | 34,419 | 75,096 | 148,788 | 371,606 |
| Average expense \$ | 169,723 | 40,186 | 81,646 | 166,611 | 390,448 |
| Average net loss \$ | -12,246 | -5,767 | -6,550 | -17,823 | -18,842 |
| 1987 | | | | | |
| Number of observations in sample | 477 | | | | |
| Average sales \$ | 148,936 | 33,273 | 55,254 | 110,390 | 396,825 |
| Average expense \$ | 133,132 | 29,280 | 43,041 | 87,591 | 372,615 |
| Average net profit (loss) \$ | 15,804 | 3,993 | 12,213 | 22,799 | 24,210 |
| Businesses reporting a profit (No.) | 404 | | | | |
| Average sales \$ | 151,300 | 34,208 | 54,357 | 109,522 | 407,112 |
| Average expense \$ | 130,258 | 23,958 | 39,295 | 84,416 | 373,352 |
| Average net profit \$ | 21,042 | 10,240 | 15,062 | 25,106 | 33,760 |
| Businesses reporting a loss (No.) | 73 | | | | |
| Average sales \$ | 141,895 | 31,661 | 61,005 | 122,267 | 352,646 |
| Average expense \$ | 151,491 | 38,438 | 67,060 | 131,018 | 369,449 |
| Average net loss \$ | -9,596 | -6,777 | -6,055 | -8,751 | -16,803 |

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

See Table 1 for symbols and notes

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

Ontario, Excavating and Grading (SIC 4214)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | |
|----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|
| Businesses in sample (No.) | 311 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 53 | 105 | 268 | | | | | | | |
| High sales value (\$000's) | (1) | 53 | 105 | 268 | (1) | | | | | | | |
| Selected expense item | Industry average (2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Cost of sales | 7.2 | 5.2 | 4.8 | 10.1 | 8.5 | 35.7 | 20.0 | 20.4 | 23.5 | 20.8 | 17.6 | |
| Occupancy expenses | 28.4 | 28.5 | 30.6 | 25.0 | 21.3 | 99.9 | 28.4 | 28.5 | 30.6 | 25.0 | 21.4 | |
| Depreciation | 12.6 | 12.2 | 14.4 | 13.7 | 10.3 | 92.3 | 13.7 | 14.7 | 16.0 | 13.9 | 10.6 | |
| Repairs & maintenance | 8.4 | 9.6 | 10.8 | 6.8 | 6.2 | 71.4 | 11.7 | 14.5 | 15.4 | 9.4 | 8.1 | |
| Heat, light & telephone | 1.3 | 2.1 | 1.4 | 1.2 | 0.7 | 74.7 | 1.8 | 2.9 | 1.8 | 1.7 | 0.9 | |
| Rent | 4.0 | 4.5 | 4.0 | 3.4 | 4.1 | 60.8 | 6.6 | 9.4 | 6.8 | 5.2 | 5.7 | |
| Personnel expenses | 16.5 | 10.5 | 9.5 | 19.0 | 26.9 | 78.4 | 21.1 | 20.7 | 13.3 | 20.1 | 27.7 | |
| Financial expenses | 3.5 | 4.8 | 3.8 | 3.1 | 2.4 | 96.6 | 3.7 | 5.1 | 4.0 | 3.2 | 2.5 | |
| Interest & bank charges | 2.7 | 3.2 | 3.2 | 2.4 | 1.8 | 82.4 | 3.2 | 4.5 | 4.1 | 2.5 | 2.1 | |
| Professional fees | 0.9 | 1.6 | 0.6 | 0.7 | 0.6 | 85.4 | 1.0 | 2.0 | 0.8 | 0.8 | 0.7 | |
| Other expenses | 32.9 | 35.3 | 31.4 | 32.7 | 31.2 | 100.0 | 32.9 | 35.3 | 31.4 | 32.7 | 31.2 | |
| Profit (loss) | 13.6 | 14.7 | 19.9 | 10.1 | 9.7 | 99.1 | 13.7 | 14.7 | 19.9 | 10.2 | 9.9 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4214 - Excavating and Grading Contractors

Businesses primarily engaged in construction site excavating and grading. Included are businesses engaged in construction site blasting, construction site drainage, construction site excavating, construction site grading, construction site land breaking and clearing, construction site rock removal and construction site trenching.

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

Ontario, Excavating and Grading (SIC 4214)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 186 | | | | |
| Low sales value (\$000's) | (1) | (1) | 139 | 281 | 622 |
| High sales value (\$000's) | (1) | 139 | 281 | 622 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 56 | 6 | 15 | 60 | 141 |
| Inventory | - | - | - | - | - |
| Other current assets | 47 | 8 | 28 | 57 | 96 |
| Total current assets | 103 | 14 | 42 | 117 | 237 |
| Fixed assets | 154 | 56 | 68 | 189 | 304 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 9 | 3 | 3 | 8 | 22 |
| Total assets | 266 | 72 | 113 | 314 | 563 |
| Liabilities and equity | | | | | |
| Current loans | 22 | 7 | 11 | 27 | 41 |
| Other current liabilities | 83 | 17 | 41 | 90 | 185 |
| Total current liabilities | 105 | 24 | 52 | 116 | 226 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 9 | 7 | 2 | 13 | 15 |
| Other liabilities | 71 | 33 | 28 | 88 | 135 |
| Total liabilities | 186 | 64 | 82 | 218 | 377 |
| Total equity | 81 | 8 | 31 | 96 | 187 |

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

See Table 1 for symbols and notes.

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

Ontario, Excavating and Grading (SIC 4214)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 186 | | | | |
| Low sales value (\$000's) | (1) | (1) | 139 | 281 | 622 |
| High sales value (\$000's) | (1) | 139 | 281 | 622 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.0 | 0.8 | 0.8 | 1.0 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.3 | 8.4 | 2.7 | 2.3 | 2.0 |
| Interest coverage ratio (times) | 5.8 | 0.5 | 4.4 | 6.4 | 6.8 |
| Debt ratio (times) | 0.7 | 0.9 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Excavating and Grading (SIC 4214)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 102 | (1) | 182 | 316 | 728 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 182 | 316 | 728 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 42 | 11 | 12 | 57 | 46 |
| Depreciation | 47 | 23 | 29 | 54 | 80 |
| Other | -7 | 7 | -3 | -23 | -9 |
| Dividends | -7 | -1 | -5 | -11 | -10 |
| Investment activities | | | | | |
| Disposal of fixed assets | 32 | 35 | 3 | - | 59 |
| Purchase of fixed assets | -112 | -86 | -39 | -120 | -202 |
| Increase in investment | -1 | - | - | -2 | -1 |
| Decrease in investment | 2 | - | - | 8 | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 42 | 56 | 13 | 39 | 58 |
| Repayment of long term debt | -24 | -32 | -10 | -28 | -25 |
| Loans from shareholders | 5 | 5 | 2 | 5 | 10 |
| Repayment of loans from shareholders | -13 | -5 | -6 | -11 | -31 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | -1 | -2 | - | -1 | - |
| Other | -1 | -3 | - | 1 | -1 |
| Increase(decrease) in cash & equivalents | 5 | 8 | -4 | - | 16 |
| Cash & equivalents-Beginning of the year | 18 | 8 | 30 | 18 | 20 |
| Cash & equivalents - End of the year | 24 | 16 | 26 | 18 | 36 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Excavating and Grading (SIC 4214)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,141 | 95,150 | 3,342 | 157 | 133 |
| less than 20 | 1,107 | 65,669 | 2,702 | 154 | 132 |
| 20 - 99 | 32 | X | 1,105 | 2 | 1 |
| 100 - 499 | 2 | X | 135 | 1 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,471 | 196,355 | 6,668 | 268 | ... |
| less than 20 | 1,394 | 110,324 | 3,723 | 261 | ... |
| 20 - 99 | 72 | 86,732 | 2,273 | 7 | ... |
| 100 - 499 | 5 | 13,899 | 872 | - | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Excavating and Grading (SIC 4214)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 838 | | | | |
| Average sales \$ | 174,559 | 36,179 | 61,732 | 122,858 | 477,465 |
| Average expense \$ | 152,359 | 24,997 | 49,539 | 105,824 | 429,674 |
| Average net profit (loss) \$ | 22,200 | 11,782 | 12,193 | 17,034 | 47,791 |
| Businesses reporting a profit (No.) | 745 | | | | |
| Average sales \$ | 171,285 | 36,203 | 61,373 | 122,213 | 465,350 |
| Average expense \$ | 144,400 | 22,963 | 46,965 | 103,105 | 404,564 |
| Average net profit \$ | 26,885 | 13,240 | 14,408 | 19,107 | 60,786 |
| Businesses reporting a loss (No.) | 93 | | | | |
| Average sales \$ | 194,844 | 35,918 | 65,754 | 131,298 | 545,607 |
| Average expense \$ | 207,764 | 40,401 | 78,328 | 141,413 | 570,913 |
| Average net loss \$ | -13,120 | -4,485 | -12,574 | -10,115 | -25,306 |
| 1986 | | | | | |
| Number of observations in sample | 818 | | | | |
| Average sales \$ | 221,154 | 43,700 | 73,318 | 165,336 | 602,285 |
| Average expense \$ | 200,803 | 31,024 | 56,811 | 150,483 | 564,892 |
| Average net profit (loss) \$ | 20,351 | 12,676 | 16,505 | 14,853 | 37,373 |
| Businesses reporting a profit (No.) | 700 | | | | |
| Average sales \$ | 218,224 | 43,927 | 73,427 | 162,384 | 593,176 |
| Average expense \$ | 190,901 | 28,621 | 51,536 | 142,865 | 540,582 |
| Average net profit \$ | 27,323 | 15,306 | 21,891 | 19,499 | 52,594 |
| Businesses reporting a loss (No.) | 118 | | | | |
| Average sales \$ | 237,607 | 42,094 | 72,810 | 183,781 | 651,751 |
| Average expense \$ | 255,996 | 48,083 | 80,915 | 197,702 | 697,283 |
| Average net loss \$ | -18,389 | -5,989 | -8,105 | -13,941 | -45,522 |
| 1987 | | | | | |
| Number of observations in sample | 287 | | | | |
| Average sales \$ | 239,534 | 38,259 | 79,744 | 163,788 | 676,344 |
| Average expense \$ | 214,648 | 34,824 | 64,373 | 146,331 | 613,063 |
| Average net profit (loss) \$ | 24,886 | 3,435 | 15,371 | 17,457 | 63,281 |
| Businesses reporting a profit (No.) | 244 | | | | |
| Average sales \$ | 240,080 | 41,098 | 77,472 | 161,321 | 680,430 |
| Average expense \$ | 207,090 | 32,543 | 58,463 | 136,249 | 601,105 |
| Average net profit \$ | 32,990 | 8,555 | 19,009 | 25,072 | 79,325 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 238,153 | 33,133 | 94,627 | 174,922 | 649,931 |
| Average expense \$ | 256,063 | 38,942 | 103,090 | 191,848 | 690,373 |
| Average net loss \$ | -17,910 | -5,809 | -8,463 | -16,926 | -40,442 |

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

See Table 1 for symbols and notes

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

Ontario, Other Site Work (SIC 4219)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|
| Businesses in sample (No.) | 262 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 45 | 85 | 187 | | | | | | | |
| High sales value (\$000's) | (1) | 45 | 85 | 187 | (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 | 13.2 | 3.8 | 10.0 | 16.7 | 22.1 | 54.1 | 24.4 | 11.0 | 21.8 | 26.0 | 30.8 | |
| Occupancy expenses | 10.5 | 12.7 | 8.8 | 10.0 | 10.7 | 98.8 | 10.7 | 13.4 | 8.8 | 10.0 | 10.7 | |
| Depreciation | 5.1 | 6.6 | 4.6 | 4.7 | 4.7 | 88.0 | 5.8 | 8.9 | 5.3 | 5.0 | 4.8 | |
| Repairs & maintenance | 2.4 | 2.4 | 1.8 | 2.8 | 2.7 | 55.9 | 4.3 | 4.7 | 4.9 | 4.0 | 3.8 | |
| Heat, light & telephone | 0.8 | 0.9 | 0.7 | 0.7 | 0.8 | 71.6 | 1.1 | 1.8 | 1.0 | 1.0 | 1.0 | |
| Rent | 2.2 | 2.7 | 1.7 | 2.0 | 2.5 | 65.6 | 3.4 | 4.8 | 3.6 | 2.6 | 3.1 | |
| Personnel expenses | 22.0 | 5.4 | 25.2 | 26.8 | 30.8 | 90.2 | 24.4 | 6.9 | 28.5 | 28.1 | 31.0 | |
| Financial expenses | 2.2 | 2.1 | 2.5 | 2.2 | 1.8 | 85.8 | 2.5 | 3.0 | 3.5 | 2.2 | 1.8 | |
| Interest & bank charges | 1.4 | 1.4 | 1.6 | 1.4 | 1.2 | 69.9 | 2.0 | 2.8 | 2.9 | 1.8 | 1.4 | |
| Professional fees | 0.7 | 0.7 | 0.9 | 0.9 | 0.5 | 69.7 | 1.1 | 1.3 | 1.7 | 1.1 | 0.6 | |
| Other expenses | 33.3 | 38.7 | 35.8 | 31.1 | 27.8 | 100.0 | 33.3 | 38.7 | 35.8 | 31.1 | 27.8 | |
| Profit (loss) | 18.8 | 37.3 | 17.7 | 13.3 | 7.1 | 98.8 | 19.1 | 37.3 | 18.3 | 13.3 | 7.3 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4219 - Other Site Work

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

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

Ontario, Other Site Work (SIC 4219)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 143 | (1) | 105 | 224 | 438 |
| Low sales value (\$000's) | (1) | (1) | 105 | 224 | 438 |
| High sales value (\$000's) | (1) | (1) | 105 | 224 | 438 |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 33 | 3 | 9 | 20 | 97 |
| Inventory | - | - | - | - | - |
| Other current assets | 32 | 16 | 15 | 37 | 61 |
| Total current assets | 66 | 19 | 23 | 58 | 158 |
| Fixed assets | 59 | 24 | 27 | 75 | 108 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 11 | 1 | - | 7 | 33 |
| Total assets | 135 | 44 | 50 | 140 | 298 |
| Liabilities and equity | | | | | |
| Current loans | 16 | 5 | 7 | 13 | 36 |
| Other current liabilities | 49 | 18 | 16 | 50 | 111 |
| Total current liabilities | 65 | 23 | 23 | 63 | 147 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | - | 2 | 5 | 5 |
| Other liabilities | 35 | 10 | 28 | 34 | 65 |
| Total liabilities | 103 | 33 | 54 | 103 | 216 |
| Total equity | 32 | 12 | -3 | 37 | 82 |

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

See Table 1 for symbols and notes.

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

Ontario, Other Site Work (SIC 4219)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 143 | (1) | 105 | 224 | 438 |
| Low sales value (\$000's) | (1) | (1) | 105 | 224 | 438 |
| High sales value (\$000's) | (1) | 105 | 224 | 438 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.0 | 0.8 | 1.0 | 0.9 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.2 | 2.8 | -16.1 | 2.8 | 2.6 |
| Interest coverage ratio (times) | 5.5 | 9.0 | 1.0 | 4.8 | 6.5 |
| Debt ratio (times) | 0.8 | 0.7 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Other Site Work (SIC 4219)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 49 | | | | |
| Low sales value (\$000's) | (1) | (1) | 97 | 223 | 458 |
| High sales value (\$000's) | (1) | 87 | 223 | 458 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 11 | -53 | 15 | 21 | 31 |
| Depreciation | 24 | 58 | 5 | 14 | 37 |
| Other | -27 | -88 | -6 | | -47 |
| Dividends | -10 | - | -13 | -16 | -5 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | - | 3 | 8 |
| Purchase of fixed assets | -20 | - | -4 | 25 | -47 |
| Increase in investment | - | - | - | -1 | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 30 | 87 | 2 | 11 | 54 |
| Repayment of long term debt | -15 | - | -1 | -7 | -51 |
| Loans from shareholders | 4 | - | - | 9 | 7 |
| Repayment of loans from shareholders | -2 | - | - | -2 | -6 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | -3 | 5 | -3 | 7 | -20 |
| Cash & equivalents-Beginning of the year | 6 | -4 | 3 | 21 | - |
| Cash & equivalents - End of the year | 3 | 1 | 1 | 27 | -20 |

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

See Table 1 for symbols and notes.

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

Ontario, Other Site Work (SIC 4219)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,218 | 73,227 | 3,034 | 243 | 172 |
| less than 20 | 1,203 | 51,743 | 2,134 | 242 | 172 |
| 20 - 99 | 12 | X | 390 | 1 | - |
| 100 - 499 | - | - | - | - | - |
| 500 and over | 1 | X | 510 | - | - |
| 1987 | | | | | |
| Total | 1,630 | 128,053 | 4,350 | 368 | ... |
| less than 20 | 1,609 | 95,730 | 3,231 | 368 | ... |
| 20 - 99 | 20 | X | 605 | 2 | ... |
| 100 - 499 | - | - | - | - | ... |
| 500 and over | 1 | X | 514 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 489 | | | | |
| Average sales \$ | 175,752 | 35,953 | 67,166 | 125,175 | 474,715 |
| Average expense \$ | 154,945 | 27,118 | 58,350 | 106,160 | 428,151 |
| Average net profit (loss) \$ | 20,807 | 8,835 | 8,816 | 19,015 | 46,564 |
| Businesses reporting a profit (No.) | 442 | | | | |
| Average sales \$ | 169,583 | 36,135 | 64,915 | 124,836 | 452,445 |
| Average expense \$ | 144,174 | 25,286 | 49,689 | 103,397 | 398,323 |
| Average net profit \$ | 25,409 | 10,849 | 15,226 | 21,439 | 54,122 |
| Businesses reporting a loss (No.) | 47 | | | | |
| Average sales \$ | 229,814 | 34,311 | 73,180 | 128,572 | 683,194 |
| Average expense \$ | 241,582 | 43,643 | 81,486 | 133,819 | 707,378 |
| Average net loss \$ | -11,768 | -9,332 | -8,308 | -5,247 | -24,184 |
| 1986 | | | | | |
| Number of observations in sample | 507 | | | | |
| Average sales \$ | 155,431 | 32,395 | 60,973 | 114,725 | 413,632 |
| Average expense \$ | 141,486 | 24,128 | 48,410 | 99,445 | 393,960 |
| Average net profit (loss) \$ | 13,945 | 8,267 | 12,563 | 15,280 | 19,672 |
| Businesses reporting a profit (No.) | 441 | | | | |
| Average sales \$ | 153,965 | 32,402 | 61,513 | 115,133 | 406,812 |
| Average expense \$ | 136,352 | 23,430 | 47,349 | 98,681 | 375,949 |
| Average net profit \$ | 17,613 | 8,972 | 14,164 | 16,452 | 30,863 |
| Businesses reporting a loss (No.) | 66 | | | | |
| Average sales \$ | 157,973 | 32,277 | 54,693 | 107,862 | 437,058 |
| Average expense \$ | 166,607 | 37,527 | 60,764 | 112,304 | 455,831 |
| Average net loss \$ | -8,634 | -5,250 | -6,071 | -4,442 | -18,773 |
| 1987 | | | | | |
| Number of observations in sample | 254 | | | | |
| Average sales \$ | 169,168 | 33,400 | 65,126 | 124,950 | 453,195 |
| Average expense \$ | 152,048 | 21,969 | 55,752 | 108,386 | 422,083 |
| Average net profit (loss) \$ | 17,120 | 11,431 | 9,374 | 16,564 | 31,112 |
| Businesses reporting a profit (No.) | 215 | | | | |
| Average sales \$ | 170,496 | 32,501 | 65,001 | 124,876 | 459,604 |
| Average expense \$ | 147,296 | 19,663 | 54,038 | 100,402 | 415,079 |
| Average net profit \$ | 23,200 | 12,838 | 10,963 | 24,474 | 44,525 |
| Businesses reporting a loss (No.) | 39 | | | | |
| Average sales \$ | 166,113 | 42,634 | 66,685 | 125,321 | 429,813 |
| Average expense \$ | 179,752 | 45,645 | 77,283 | 148,447 | 447,632 |
| Average net loss \$ | -13,639 | -3,011 | -10,598 | -23,126 | -17,819 |

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

See Table 1 for symbols and notes

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

Ontario, Concrete Pouring & Finishing (SIC 4224)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|-----|
| Businesses in sample (No.) | 128 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 32 | | | | | 82 | | | | 249 |
| High sales value (\$000's) | (1) | 32 | 82 | | | | | 249 | | | | (1) |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Cost of sales | 27.9 | 30.3 | 32.9 | 18.8 | 30.2 | 75.6 | 36.9 | 31.9 | 45.1 | 34.8 | 36.8 | |
| Occupancy expenses | 8.2 | 10.8 | 12.6 | 5.5 | 4.3 | 99.4 | 8.2 | 10.8 | 12.6 | 5.6 | 4.3 | |
| Depreciation | 3.2 | 1.2 | 7.3 | 2.4 | 2.0 | 72.2 | 4.5 | 3.7 | 10.5 | 2.8 | 2.1 | |
| Repairs & maintenance | 1.1 | 0.4 | 2.7 | 0.8 | 0.5 | 43.7 | 2.5 | 0.6 | 6.5 | 3.0 | 1.2 | |
| Heat, light & telephone | 1.0 | 2.1 | 1.1 | 0.5 | 0.5 | 64.1 | 1.8 | 3.2 | 1.9 | 0.9 | 0.6 | |
| Rent | 2.8 | 7.0 | 1.5 | 1.7 | 1.3 | 62.2 | 4.5 | 11.5 | 3.2 | 2.3 | 2.0 | |
| Personnel expenses | 23.0 | 17.8 | 19.4 | 22.8 | 31.7 | 82.8 | 27.7 | 27.2 | 28.3 | 23.8 | 31.7 | |
| Financial expenses | 1.6 | 0.5 | 3.4 | 1.4 | 1.1 | 86.4 | 1.8 | 0.7 | 3.8 | 1.5 | 1.1 | |
| Interest & bank charges | 0.8 | 0.1 | 1.6 | 0.7 | 0.6 | 62.2 | 1.2 | 0.3 | 2.6 | 1.0 | 0.7 | |
| Professional fees | 0.8 | 0.4 | 1.7 | 0.7 | 0.5 | 78.8 | 1.0 | 0.6 | 2.0 | 0.9 | 0.5 | |
| Other expenses | 28.4 | 27.5 | 24.8 | 38.0 | 22.8 | 100.0 | 28.4 | 27.5 | 24.8 | 38.0 | 22.8 | |
| Profit (loss) | 10.9 | 13.4 | 6.9 | 13.5 | 9.9 | 98.7 | 11.1 | 12.4 | 7.3 | 13.5 | 9.9 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4224 - Concrete Pouring and Finishing Contractors

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 80 | | | | |
| Low sales value (\$000's) | (1) | (1) | 82 | 219 | 591 |
| High sales value (\$000's) | (1) | 82 | 219 | 591 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 57 | 4 | 19 | 52 | 147 |
| Inventory | - | - | - | - | - |
| Other current assets | 51 | 10 | 10 | 75 | 106 |
| Total current assets | 108 | 14 | 29 | 127 | 252 |
| Fixed assets | 37 | 10 | 16 | 27 | 94 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 5 | 2 | 4 | 1 | 13 |
| Total assets | 150 | 26 | 50 | 156 | 359 |
| Liabilities and equity | | | | | |
| Current loans | 9 | 3 | 6 | 6 | 20 |
| Other current liabilities | 66 | 17 | 23 | 64 | 159 |
| Total current liabilities | 75 | 20 | 29 | 71 | 178 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | - | 3 | - | 7 |
| Other liabilities | 12 | 1 | 7 | 5 | 32 |
| Total liabilities | 90 | 21 | 40 | 76 | 218 |
| Total equity | 60 | 5 | 10 | 80 | 142 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Concrete Pouring & Finishing (SIC 4224)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 80 | | | | |
| Low sales value (\$000's) | (1) | (1) | 82 | 219 | 591 |
| High sales value (\$000's) | (1) | 82 | 219 | 591 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 0.7 | 1.0 | 1.8 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.5 | 3.9 | 3.9 | 1.0 | 1.5 |
| Interest coverage ratio (times) | 15.4 | ... | 3.4 | 21.9 | 18.4 |
| Debt ratio (times) | 0.6 | 0.8 | 0.8 | 0.5 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Concrete Pouring & Finishing (SIC 4224)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 31 | | | | |
| Low sales value (\$000's) | (1) | (1) | | 249 | 713 |
| High sales value (\$000's) | (1) | 71 | | 713 | (1) |
| | | | Average | | |
| Operating activities | | | | | |
| Cash from operations | 32 | -2 | 4 | 28 | 86 |
| Depreciation | 16 | 3 | 10 | 13 | 34 |
| Other | -1 | 15 | 8 | 3 | -25 |
| Dividends | -5 | - | -1 | -7 | -8 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | - | - | 1 | 14 |
| Purchase of fixed assets | -43 | - | -26 | -39 | -97 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 7 | - | 6 | - | 20 |
| Repayment of long term debt | -4 | -3 | -1 | -3 | -8 |
| Loans from shareholders | 1 | - | - | 2 | - |
| Repayment of loans from shareholders | -5 | - | -5 | -4 | -9 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 3 | - | - | - | 13 |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | 5 | 13 | -4 | -6 | 20 |
| Cash & equivalents-Beginning of the year | 14 | - | 3 | 31 | 15 |
| Cash & equivalents - End of the year | 19 | 13 | -1 | 25 | 35 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Concrete Pouring & Finishing (SIC 4224)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 606 | 79,495 | 3,275 | 95 | 47 |
| less than 20 | 560 | 32,816 | 1,352 | 90 | 45 |
| 20 - 99 | 42 | 35,209 | 1,451 | 4 | 2 |
| 100 - 499 | 4 | 11,470 | 472 | 1 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 743 | 173,487 | 5,865 | 144 | ... |
| less than 20 | 669 | 61,533 | 2,078 | 132 | ... |
| 20 - 99 | 63 | 67,843 | 2,297 | 10 | ... |
| 100 - 499 | 11 | 44,111 | 1,490 | 2 | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Concrete Pouring & Finishing (SIC 4224)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 229 | | | | |
| Average sales \$ | 265,146 | 43,215 | 85,805 | 176,580 | 754,984 |
| Average expense \$ | 242,335 | 35,310 | 75,833 | 154,089 | 704,108 |
| Average net profit (loss) \$ | 22,811 | 7,905 | 9,972 | 22,491 | 50,876 |
| Businesses reporting a profit (No.) | 205 | | | | |
| Average sales \$ | 271,798 | 42,912 | 87,713 | 177,305 | 779,264 |
| Average expense \$ | 243,814 | 31,409 | 74,455 | 149,562 | 719,829 |
| Average net profit \$ | 27,985 | 11,503 | 13,258 | 27,743 | 59,435 |
| Businesses reporting a loss (No.) | 24 | | | | |
| Average sales \$ | 197,340 | 45,221 | 76,892 | 171,286 | 495,851 |
| Average expense \$ | 216,689 | 61,124 | 82,199 | 187,106 | 536,325 |
| Average net loss \$ | -19,349 | -15,903 | -5,207 | -15,810 | -40,474 |
| 1986 | | | | | |
| Number of observations in sample | 233 | | | | |
| Average sales \$ | 299,786 | 50,775 | 109,604 | 242,153 | 798,812 |
| Average expense \$ | 267,840 | 35,712 | 88,517 | 208,885 | 738,245 |
| Average net profit (loss) \$ | 31,946 | 15,063 | 21,087 | 33,268 | 58,567 |
| Businesses reporting a profit (No.) | 217 | | | | |
| Average sales \$ | 317,410 | 50,947 | 109,342 | 245,910 | 863,439 |
| Average expense \$ | 280,719 | 34,748 | 87,498 | 207,103 | 793,527 |
| Average net profit \$ | 36,691 | 16,199 | 21,844 | 38,807 | 69,912 |
| Businesses reporting a loss (No.) | 16 | | | | |
| Average sales \$ | 208,460 | 47,713 | 117,241 | 217,192 | 451,893 |
| Average expense \$ | 211,181 | 52,860 | 118,223 | 220,730 | 452,909 |
| Average net loss \$ | -2,721 | -5,147 | -982 | -3,538 | -1,216 |
| 1987 | | | | | |
| Number of observations in sample | 125 | | | | |
| Average sales \$ | 227,553 | 26,176 | 46,359 | 158,570 | 679,105 |
| Average expense \$ | 206,785 | 23,875 | 43,165 | 141,390 | 618,710 |
| Average net profit (loss) \$ | 20,768 | 2,301 | 3,194 | 17,180 | 60,395 |
| Businesses reporting a profit (No.) | 113 | | | | |
| Average sales \$ | 230,098 | 26,176 | 43,051 | 157,058 | 694,106 |
| Average expense \$ | 205,463 | 23,875 | 34,667 | 134,625 | 628,684 |
| Average net profit \$ | 24,635 | 2,301 | 8,384 | 22,433 | 65,422 |
| Businesses reporting a loss (No.) | 12 | | | | |
| Average sales \$ | 236,208 | - | 52,703 | 171,466 | 484,450 |
| Average expense \$ | 249,281 | - | 59,464 | 199,086 | 489,293 |
| Average net loss \$ | -13,075 | - | -6,761 | -27,620 | -4,843 |

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

See Table 1 for symbols and notes

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

Ontario, Masonry Work (SIC 4231)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 251 | (1) | 47 | 106 | 200 | | | | | | |
| Low sales value (\$000's) | (1) | 47 | 106 | 200 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 47 | 106 | 200 | (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 | 9.6 | 4.7 | 11.3 | 10.1 | 53.3 | 16.5 | 16.8 | 12.5 | 18.4 | 16.9 |
| Occupancy expenses | 5.8 | 9.2 | 5.2 | 4.8 | 4.0 | 93.5 | 6.2 | 12.2 | | | 4.1 |
| Depreciation | 2.8 | 4.8 | 2.2 | 2.3 | 2.1 | 77.0 | 3.7 | 10.3 | | | 2.2 |
| Repairs & maintenance | 0.7 | 0.7 | 0.7 | 0.7 | 0.8 | 44.3 | 1.6 | 2.1 | 1.4 | 1.5 | 1.5 |
| Heat, light & telephone | 0.5 | 0.4 | 0.7 | 0.4 | 0.4 | 46.2 | 1.0 | 2.6 | 1.0 | 0.8 | 0.9 |
| Rent | 1.7 | 3.2 | 1.7 | 1.4 | 0.7 | 50.3 | 3.4 | 11.6 | 3.2 | 2.4 | 1.2 |
| Personnel expenses | 34.1 | 25.4 | 19.6 | 38.0 | 53.2 | 86.5 | 39.4 | 27.6 | 29.6 | 41.7 | 54.9 |
| Financial expenses | 1.6 | 1.8 | 1.0 | 1.7 | 1.7 | 90.9 | 1.7 | 2.2 | 1.1 | 1.8 | 1.7 |
| Interest & bank charges | 0.9 | 1.2 | 0.3 | 0.9 | 1.1 | 52.7 | 1.6 | 2.7 | 0.8 | 1.7 | 1.4 |
| Professional fees | 0.7 | 0.6 | 0.7 | 0.9 | 0.6 | 87.9 | 0.8 | 0.7 | 0.8 | 1.0 | 0.6 |
| Other expenses | 22.9 | 21.8 | 23.6 | 23.3 | 16.8 | 100.0 | 22.9 | 21.8 | 23.6 | 23.3 | 16.8 |
| Profit (loss) | 26.8 | 32.2 | 39.9 | 20.8 | 14.1 | 100.0 | 26.8 | 32.2 | 39.9 | 20.8 | 14.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

(1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".

(2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.

(3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4231 - Masonry Contractors

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

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

Ontario, Masonry Work (SIC 4231)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 124 | | | | |
| Low sales value (\$000's) | (1) | (1) | 109 | 222 | 453 |
| High sales value (\$000's) | (1) | 109 | 222 | 453 | (1) |
| Average (\$000's): | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 33 | - | 4 | 23 | 101 |
| Inventory | - | - | - | - | - |
| Other current assets | 55 | 2 | 29 | 66 | 121 |
| Total current assets | 88 | 2 | 33 | 89 | 223 |
| Fixed assets | 39 | 5 | 18 | 59 | 73 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 6 | 2 | 16 | 26 |
| Total assets | 140 | 14 | 53 | 164 | 321 |
| Liabilities and equity | | | | | |
| Current loans | 6 | 3 | 1 | 12 | 10 |
| Other current liabilities | 57 | 13 | 11 | 72 | 129 |
| Total current liabilities | 63 | 17 | 11 | 84 | 139 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | - | 2 |
| Other liabilities | 15 | 4 | 6 | 18 | 33 |
| Total liabilities | 79 | 20 | 17 | 102 | 174 |
| Total equity | 61 | -7 | 36 | 61 | 147 |

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

See Table 1 for symbols and notes.

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

Ontario, Masonry Work (SIC 4231)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 124 | | | | |
| Low sales value (\$000's) | (1) | (1) | 109 | 222 | 453 |
| High sales value (\$000's) | (1) | 109 | 222 | 453 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 0.1 | 3.0 | 1.1 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.3 | -3.0 | 0.5 | 1.7 | 1.2 |
| Interest coverage ratio (times) | 14.8 | 1.1 | 52.8 | 8.0 | 36.5 |
| Debt ratio (times) | 0.6 | 1.5 | 0.3 | 0.6 | 0.5 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 32 | | | | |
| Low sales value (\$000's) | (1) | (1) | 73 | 252 | 405 |
| High sales value (\$000's) | (1) | 73 | 252 | 405 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 34 | - | 3 | 29 | 88 |
| Depreciation | 7 | - | 3 | 11 | 11 |
| Other | 19 | 2 | 33 | 8 | 14 |
| Dividends | -4 | - | - | -2 | -13 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | - | - | 17 | 2 |
| Purchase of fixed assets | -16 | - | -5 | -14 | -39 |
| Increase in investment | -1 | - | - | - | -4 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 18 | - | - | 67 | 8 |
| Repayment of long term debt | -5 | - | - | -24 | - |
| Loans from shareholders | 3 | - | - | 2 | 7 |
| Repayment of loans from shareholders | -24 | - | -37 | -33 | -6 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -2 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 32 | 1 | -4 | 61 | 67 |
| Cash & equivalents-Beginning of the year | -5 | 2 | 15 | -107 | 46 |
| Cash & equivalents - End of the year | 28 | 3 | 11 | -45 | 113 |

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,421 | 161,903 | 6,682 | 241 | 197 |
| less than 20 | 1,332 | 75,232 | 3,106 | 234 | 188 |
| 20 - 99 | 82 | 68,321 | 2,820 | 5 | 7 |
| 100 - 499 | 7 | 18,350 | 756 | 2 | 2 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 2,233 | 394,721 | 13,343 | 573 | ... |
| less than 20 | 2,085 | 173,474 | 5,865 | 542 | ... |
| 20 - 99 | 152 | 157,700 | 5,332 | 30 | ... |
| 100 - 499 | 16 | 63,547 | 2,146 | 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, 1985-1987

Ontario, Masonry Work (SIC 4231)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 604 | | | | |
| Average sales \$ | 199,665 | 36,760 | 67,473 | 134,909 | 559,519 |
| Average expense \$ | 178,943 | 26,433 | 49,859 | 116,266 | 523,215 |
| Average net profit (loss) \$ | 20,722 | 10,327 | 17,614 | 18,643 | 36,304 |
| Businesses reporting a profit (No.) | 567 | | | | |
| Average sales \$ | 188,645 | 36,976 | 67,456 | 134,044 | 516,105 |
| Average expense \$ | 164,594 | 25,672 | 48,864 | 113,470 | 470,369 |
| Average net profit \$ | 24,051 | 11,304 | 18,592 | 20,574 | 45,736 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 283,049 | 31,746 | 67,869 | 145,481 | 887,101 |
| Average expense \$ | 297,198 | 44,091 | 72,280 | 150,454 | 921,966 |
| Average net loss \$ | -14,149 | -12,345 | -4,411 | -4,973 | -34,865 |
| 1986 | | | | | |
| Number of observations in sample | 677 | | | | |
| Average sales \$ | 187,887 | 34,315 | 70,266 | 138,424 | 508,543 |
| Average expense \$ | 161,554 | 21,026 | 51,373 | 114,722 | 459,093 |
| Average net profit (loss) \$ | 26,333 | 13,289 | 18,893 | 23,702 | 49,450 |
| Businesses reporting a profit (No.) | 603 | | | | |
| Average sales \$ | 194,961 | 35,251 | 71,662 | 139,234 | 533,697 |
| Average expense \$ | 161,083 | 19,199 | 47,684 | 106,440 | 471,009 |
| Average net profit \$ | 33,878 | 16,052 | 23,978 | 32,794 | 62,688 |
| Businesses reporting a loss (No.) | 74 | | | | |
| Average sales \$ | 156,831 | 29,407 | 64,026 | 135,420 | 398,471 |
| Average expense \$ | 162,720 | 30,609 | 67,860 | 145,460 | 406,950 |
| Average net loss \$ | -5,889 | -1,202 | -3,834 | -10,040 | -8,479 |
| 1987 | | | | | |
| Number of observations in sample | 236 | | | | |
| Average sales \$ | 186,643 | 33,742 | 65,797 | 139,118 | 507,913 |
| Average expense \$ | 153,537 | 22,448 | 40,454 | 110,846 | 440,399 |
| Average net profit (loss) \$ | 33,106 | 11,294 | 25,343 | 28,272 | 67,514 |
| Businesses reporting a profit (No.) | 217 | | | | |
| Average sales \$ | 190,850 | 33,223 | 64,928 | 138,227 | 527,020 |
| Average expense \$ | 152,227 | 16,397 | 35,879 | 105,914 | 450,717 |
| Average net profit \$ | 38,623 | 16,826 | 29,049 | 32,313 | 76,303 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 150,471 | 36,070 | 74,895 | 146,478 | 344,442 |
| Average expense \$ | 160,408 | 49,562 | 88,344 | 151,602 | 352,124 |
| Average net loss \$ | -9,937 | -13,492 | -13,449 | -5,124 | -7,682 |

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

See Table 1 for symbols and notes

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

Ontario, Siding Work (SIC 4232)

| | Total(1) | Bottom 25% | | Lower middle 25% | | Upper middle 25% | | Top 25% | |
|----------------------------|----------|---------------|--|---------------------|--|---------------------|--|------------|--|
| Businesses in sample (No.) | 149 | | | | | | | | |
| Low sales value (\$000's) | (11) | (11) | | 32 | | 57 | | 139 | |
| High sales value (\$000's) | (1) | 32 | | 57 | | 139 | | (1) | |

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 20.5 | 2.9 | 9.8 | 29.1 | 38.8 | 47.4 | 43.3 | 24.6 | 35.2 | 42.9 | 49.2 |
| Occupancy expenses | 4.9 | 5.8 | 6.0 | 4.8 | 3.0 | 92.8 | 5.2 | 8.5 | 5.0 | 4.6 | 3.1 |
| Depreciation | 2.2 | 2.6 | 2.8 | 1.9 | 1.4 | 80.2 | 2.7 | 7.4 | 3.3 | 1.9 | 1.5 |
| Repairs & maintenance | 1.0 | 1.1 | 1.8 | 0.8 | 0.2 | 41.9 | 2.5 | 5.1 | 3.8 | 1.6 | 0.6 |
| Heat, light & telephone | 0.5 | 0.3 | 0.5 | 0.8 | 0.5 | 58.4 | 0.9 | 1.5 | 0.9 | 1.0 | 0.7 |
| Rent | 1.1 | 1.7 | 1.0 | 1.1 | 0.9 | 43.5 | 2.6 | 3.9 | 4.5 | 1.9 | 1.6 |
| Personnel expenses | 13.8 | 7.5 | 10.5 | 15.9 | 20.8 | 85.8 | 18.1 | 8.0 | 13.9 | 20.4 | 20.8 |
| Financial expenses | 1.0 | 0.7 | 1.2 | 1.2 | 0.8 | 84.9 | 1.1 | 1.0 | 1.4 | 1.2 | 0.9 |
| Interest & bank charges | 0.6 | 0.5 | 0.8 | 0.5 | 0.4 | 55.5 | 1.0 | 1.2 | 1.8 | 0.7 | 0.7 |
| Professional fees | 0.4 | 0.1 | 0.4 | 0.7 | 0.4 | 56.0 | 0.7 | 0.5 | 0.7 | 1.2 | 0.5 |
| Other expenses | 29.3 | 44.3 | 21.4 | 28.8 | 26.4 | 100.0 | 29.3 | 44.3 | 21.4 | 28.8 | 26.4 |
| Profit (loss) | 30.5 | 38.9 | 51.1 | 20.4 | 10.4 | 100.0 | 30.5 | 38.9 | 51.1 | 20.4 | 10.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4232 - Siding Contractors

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 95 | 278 | 664 |
| High sales value (\$000's) | (1) | 95 | 278 | 664 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 40 | 4 | 6 | 23 | 120 |
| Inventory | - | - | - | - | - |
| Other current assets | 46 | 11 | 27 | 43 | 96 |
| Total current assets | 85 | 15 | 33 | 66 | 217 |
| Fixed assets | 20 | 6 | 20 | 15 | 35 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 8 | - | - | 24 | 6 |
| Total assets | 112 | 20 | 53 | 106 | 258 |
| Liabilities and equity | | | | | |
| Current loans | 7 | - | 2 | 3 | 21 |
| Other current liabilities | 63 | 18 | 34 | 51 | 143 |
| Total current liabilities | 70 | 18 | 36 | 54 | 164 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 4 | - |
| Other liabilities | 18 | 1 | 24 | 3 | 37 |
| Total liabilities | 89 | 19 | 60 | 61 | 201 |
| Total equity | 24 | 1 | -7 | 44 | 57 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Siding Work (SIC 4232)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 95 | 278 | 664 |
| High sales value (\$000's) | (1) | 95 | 278 | 664 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 0.8 | 0.9 | 1.2 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.7 | 14.6 | -8.6 | 1.4 | 3.5 |
| Interest coverage ratio (times) | 12.6 | - | 16.2 | 20.3 | 8.6 |
| Debt ratio (times) | 0.8 | 0.9 | 1.1 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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Ontario, Siding Work (SIC 4232)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (NO.) | 26 | | | | |
| Low sales value (\$000's) | (1) | (1) | 195 | 291 | 910 |
| High sales value (\$000's) | (1) | 195 | 291 | 910 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 30 | 12 | 10 | 42 | 54 |
| Depreciation | 7 | 6 | 2 | 10 | 10 |
| Other | - | 17 | 3 | -3 | -14 |
| Dividends | -13 | -27 | -7 | -6 | -12 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | - | 7 | 5 | 2 |
| Purchase of fixed assets | -14 | -7 | -2 | -27 | -19 |
| Increase in investment | -9 | - | - | -34 | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 6 | 4 | - | 16 | 2 |
| Repayment of long term debt | -3 | -3 | -2 | -3 | -3 |
| Loans from shareholders | 5 | 1 | - | 8 | 11 |
| Repayment of loans from shareholders | -6 | - | -7 | -2 | -16 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | -1 | -1 | - | - |
| Increase(decrease) in cash & equivalents | 8 | 3 | 3 | 6 | 13 |
| Cash & equivalents—Beginning of the year | 18 | 1 | 4 | 56 | 8 |
| Cash & equivalents—End of the year | 24 | 5 | 7 | 62 | 21 |

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

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

Ontario, Siding Work (SIC 4232)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 655 | 50,310 | 2,075 | 125 | 76 |
| less than 20 | 659 | 29,310 | 1,211 | 125 | 76 |
| 20 - 99 | 5 | X | 175 | - | - |
| 100 - 499 | - | - | - | - | - |
| 500 and over | 1 | X | 689 | - | - |
| 1987 | | | | | |
| Total | 823 | 82,387 | 2,783 | 162 | ... |
| less than 20 | 808 | 49,807 | 1,683 | 161 | ... |
| 20 - 99 | 14 | X | 464 | 1 | ... |
| 100 - 499 | - | - | - | - | ... |
| 500 and over | 1 | X | 636 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 519 | | | | |
| Average sales \$ | 181,185 | 32,916 | 69,607 | 140,940 | 481,375 |
| Average expense \$ | 164,403 | 19,928 | 55,602 | 126,690 | 455,390 |
| Average net profit (loss) \$ | 16,782 | 12,888 | 14,005 | 14,250 | 25,985 |
| Businesses reporting a profit (No.) | 480 | | | | |
| Average sales \$ | 185,097 | 32,408 | 69,728 | 140,316 | 497,936 |
| Average expense \$ | 164,711 | 18,548 | 54,603 | 123,394 | 462,297 |
| Average net profit \$ | 20,386 | 13,860 | 15,125 | 16,922 | 35,639 |
| Businesses reporting a loss (No.) | 39 | | | | |
| Average sales \$ | 169,296 | 39,922 | 66,535 | 146,864 | 423,762 |
| Average expense \$ | 178,392 | 44,016 | 80,204 | 157,989 | 431,360 |
| Average net loss \$ | -9,096 | -4,094 | -13,569 | -11,125 | -7,598 |
| 1986 | | | | | |
| Number of observations in sample | 463 | | | | |
| Average sales \$ | 181,269 | 37,665 | 72,684 | 156,211 | 458,515 |
| Average expense \$ | 165,013 | 22,644 | 59,007 | 140,787 | 437,513 |
| Average net profit (loss) \$ | 16,256 | 15,021 | 13,677 | 15,424 | 20,902 |
| Businesses reporting a profit (No.) | 428 | | | | |
| Average sales \$ | 189,828 | 37,668 | 72,797 | 155,906 | 492,939 |
| Average expense \$ | 170,580 | 21,681 | 58,640 | 137,635 | 464,364 |
| Average net profit \$ | 19,248 | 15,987 | 14,157 | 18,271 | 28,575 |
| Businesses reporting a loss (No.) | 35 | | | | |
| Average sales \$ | 152,374 | 37,613 | 67,979 | 158,845 | 345,057 |
| Average expense \$ | 158,429 | 41,960 | 74,240 | 168,070 | 349,444 |
| Average net loss \$ | -6,055 | -4,347 | -6,261 | -9,225 | -4,387 |
| 1987 | | | | | |
| Number of observations in sample | 151 | | | | |
| Average sales \$ | 141,218 | 28,433 | 41,649 | 84,487 | 410,302 |
| Average expense \$ | 121,284 | 17,972 | 20,092 | 67,408 | 379,585 |
| Average net profit (loss) \$ | 19,934 | 10,461 | 21,557 | 17,079 | 30,717 |
| Businesses reporting a profit (No.) | 135 | | | | |
| Average sales \$ | 139,156 | 28,644 | 41,649 | 83,762 | 402,567 |
| Average expense \$ | 116,131 | 17,433 | 20,092 | 65,394 | 361,803 |
| Average net profit \$ | 23,025 | 11,211 | 21,557 | 18,368 | 40,964 |
| Businesses reporting a loss (No.) | 18 | | | | |
| Average sales \$ | 193,182 | 25,212 | - | 94,774 | 459,499 |
| Average expense \$ | 205,361 | 28,163 | - | 95,961 | 493,960 |
| Average net loss \$ | -12,199 | -951 | - | -1,187 | -34,461 |

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

See Table 1 for symbols and notes.

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

Ontario, Plumbing (SIC 4241)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 292 | | | | | | | | | | |
| Low sales value (\$'000's) | (1) | (1) | 58 | 103 | 272 | | | | | | |
| High sales value (\$'000's) | (1) | 58 | 103 | 272 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 33.5 | 31.9 | 29.7 | 37.4 | 35.2 | 77.3 | 43.4 | 51.9 | 36.5 | 46.0 | 41.8 |
| Occupancy expenses | 5.0 | 5.3 | 5.4 | 5.2 | 4.0 | 96.6 | 5.2 | 5.4 | 6.1 | 5.2 | 4.0 |
| Depreciation | 2.2 | 2.2 | 2.6 | 2.3 | 1.6 | 86.5 | 2.5 | 2.6 | 3.4 | 2.6 | 1.7 |
| Repairs & maintenance | 0.6 | 0.6 | 0.7 | 0.6 | 0.4 | 34.6 | 1.6 | 2.3 | 2.6 | 1.6 | 0.7 |
| Heat, light & telephone | 1.0 | 1.4 | 0.8 | 1.1 | 0.8 | 79.1 | 1.3 | 1.9 | 1.2 | 1.3 | 0.9 |
| Rent | 1.2 | 1.2 | 1.2 | 1.2 | 1.1 | 54.2 | 2.2 | 2.8 | 3.2 | 2.0 | 1.5 |
| Personnel expenses | 18.6 | 6.9 | 14.5 | 22.1 | 30.4 | 77.9 | 23.9 | 12.6 | 23.5 | 23.5 | 30.4 |
| Financial expenses | 1.3 | 1.7 | 1.2 | 1.4 | 1.0 | 92.2 | 1.4 | 1.9 | 1.5 | 1.5 | 1.0 |
| Interest & bank charges | 0.7 | 1.2 | 0.5 | 0.7 | 0.5 | 66.7 | 1.1 | 2.1 | 1.0 | 0.9 | 0.6 |
| Professional fees | 0.6 | 0.5 | 0.7 | 0.7 | 0.5 | 78.2 | 0.8 | 0.7 | 1.1 | 0.9 | 0.5 |
| Other expenses | 23.9 | 16.9 | 31.3 | 24.0 | 22.8 | 100.0 | 23.9 | 16.9 | 31.3 | 24.0 | 22.8 |
| Profit (loss) | 17.7 | 37.3 | 17.9 | 10.0 | 6.6 | 99.9 | 17.7 | 37.3 | 17.9 | 10.0 | 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 \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4241 - Plumbing Contractors

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Plumbing (SIC 4241)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 183 | | | | |
| Low sales value (\$000's) | (1) | (1) | 110 | 270 | 504 |
| High sales value (\$000's) | (1) | 110 | 270 | 504 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 57 | 6 | 19 | 53 | 145 |
| Inventory | - | - | - | - | - |
| Other current assets | 56 | 18 | 56 | 47 | 102 |
| Total current assets | 113 | 24 | 75 | 101 | 247 |
| Fixed assets | 28 | 8 | 23 | 22 | 56 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 9 | 17 | 4 | 2 | 12 |
| Total assets | 150 | 49 | 102 | 125 | 315 |
| Liabilities and equity | | | | | |
| Current loans | 9 | 1 | 3 | 5 | 27 |
| Other current liabilities | 58 | 16 | 23 | 52 | 139 |
| Total current liabilities | 67 | 17 | 26 | 57 | 166 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 1 | 2 |
| Other liabilities | 15 | 1 | 6 | 20 | 32 |
| Total liabilities | 83 | 19 | 32 | 78 | 200 |
| Total equity | 67 | 31 | 71 | 47 | 115 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Plumbing (SIC 4241)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 183 | | | | |
| Low sales value (\$000's) | (1) | (1) | 110 | 270 | 504 |
| High sales value (\$000's) | (1) | 110 | 270 | 504 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 1.4 | 2.9 | 1.8 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.3 | 0.6 | 0.4 | 1.6 | 1.7 |
| Interest coverage ratio (times) | 12.6 | 26.2 | 13.2 | 11.0 | 12.2 |
| Debt ratio (times) | 0.8 | 0.4 | 0.3 | 0.6 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Plumbing (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) | 83 | 219 | 504 |
| High sales value (\$000's) | (1) | 83 | 219 | 504 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 21 | 1 | 5 | 21 | 54 |
| Depreciation | 7 | 3 | 4 | 6 | 15 |
| Other | -4 | -2 | 6 | -4 | -17 |
| Dividends | -6 | - | -3 | -10 | -10 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | 3 | 1 | 4 |
| Purchase of fixed assets | -12 | -1 | -8 | -11 | -25 |
| Increase in investment | -2 | - | - | - | -7 |
| Decrease in investment | - | - | - | 2 | - |
| Financing activities | | | | | |
| Increase in long term debt | 2 | - | 1 | - | 8 |
| Repayment of long term debt | -2 | -2 | - | -1 | -6 |
| Loans from shareholders | 3 | 2 | 1 | 6 | 4 |
| Repayment of loans from shareholders | -6 | - | -15 | -2 | -4 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | - | 5 |
| Decrease in equity | - | - | - | - | - |
| Other | -1 | - | - | - | -2 |
| Increase(decrease) in cash & equivalents | 5 | - | -5 | 8 | 18 |
| Cash & equivalents-Beginning of the year | 22 | 31 | 29 | 27 | 1 |
| Cash & equivalents - End of the year | 27 | 32 | 24 | 34 | 18 |

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

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

Ontario, Plumbing (SIC 4241)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,558 | 159,051 | 6,557 | 218 | 167 |
| less than 20 | 1,508 | 93,060 | 3,837 | 215 | 162 |
| 20 - 99 | 44 | 37,893 | 1,562 | 2 | 5 |
| 100 - 499 | 6 | 28,098 | 1,158 | 1 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,881 | 268,154 | 9,057 | 291 | ... |
| less than 20 | 1,805 | 149,793 | 5,060 | 288 | ... |
| 20 - 99 | 67 | 77,878 | 2,630 | 3 | ... |
| 100 - 499 | 9 | 40,483 | 1,367 | - | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 901 | | | | |
| Average sales \$ | 196,293 | 37,939 | 81,523 | 159,179 | 506,529 |
| Average expense \$ | 178,147 | 27,445 | 69,869 | 138,071 | 477,204 |
| Average net profit (loss) \$ | 18,146 | 10,494 | 11,654 | 21,108 | 29,325 |
| Businesses reporting a profit (No.) | 798 | | | | |
| Average sales \$ | 196,967 | 37,914 | 81,818 | 159,021 | 509,116 |
| Average expense \$ | 175,405 | 26,992 | 67,567 | 134,505 | 472,556 |
| Average net profit \$ | 21,562 | 10,922 | 14,251 | 24,516 | 36,560 |
| Businesses reporting a loss (No.) | 105 | | | | |
| Average sales \$ | 192,475 | 38,815 | 79,256 | 160,743 | 491,084 |
| Average expense \$ | 202,226 | 43,131 | 87,559 | 173,258 | 504,955 |
| Average net loss \$ | -9,751 | -4,316 | -8,303 | -12,515 | -13,871 |
| 1986 | | | | | |
| Number of observations in sample | 851 | | | | |
| Average sales \$ | 235,339 | 44,377 | 84,455 | 169,674 | 642,849 |
| Average expense \$ | 218,814 | 37,416 | 68,994 | 152,988 | 615,857 |
| Average net profit (loss) \$ | 16,525 | 6,961 | 15,461 | 16,686 | 26,992 |
| Businesses reporting a profit (No.) | 737 | | | | |
| Average sales \$ | 236,886 | 44,821 | 84,117 | 168,048 | 650,557 |
| Average expense \$ | 215,693 | 35,401 | 67,555 | 146,616 | 613,199 |
| Average net profit \$ | 21,193 | 9,420 | 16,562 | 21,432 | 37,358 |
| Businesses reporting a loss (No.) | 114 | | | | |
| Average sales \$ | 230,120 | 42,888 | 92,255 | 178,335 | 607,201 |
| Average expense \$ | 240,592 | 45,091 | 102,188 | 186,942 | 628,147 |
| Average net loss \$ | -10,472 | -2,403 | -9,933 | -8,607 | -20,946 |
| 1987 | | | | | |
| Number of observations in sample | 288 | | | | |
| Average sales \$ | 225,683 | 40,747 | 78,135 | 174,474 | 609,377 |
| Average expense \$ | 205,160 | 27,921 | 65,766 | 159,236 | 567,715 |
| Average net profit (loss) \$ | 20,523 | 12,826 | 12,369 | 15,238 | 41,662 |
| Businesses reporting a profit (No.) | 253 | | | | |
| Average sales \$ | 228,311 | 41,499 | 78,231 | 171,211 | 622,304 |
| Average expense \$ | 202,642 | 26,814 | 63,120 | 149,655 | 571,179 |
| Average net profit \$ | 25,669 | 14,685 | 15,111 | 21,556 | 51,125 |
| Businesses reporting a loss (No.) | 35 | | | | |
| Average sales \$ | 209,444 | 35,520 | 77,625 | 192,717 | 531,912 |
| Average expense \$ | 219,142 | 36,997 | 79,815 | 212,798 | 546,957 |
| Average net loss \$ | -9,698 | -1,477 | -2,190 | -20,081 | -15,045 |

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

See Table 1 for symbols and notes

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

Ontario, Wet Heating & Air Conditioning Work (SIC 4243)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|-----------|------------|------------------|------------------|---------|--|-----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 159 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$000's) | (1) | 62 | 62 | 121 | 121 | | 308 | 308 | 308 | 308 | 308 |

| Selected expense item | Industry average(2) | | | | | % businesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 25.4 | 5.4 | 27.4 | 30.4 | 37.3 | 64.0 | 39.8 | 24.2 | 37.1 | 43.8 | 42.3 |
| Occupancy expenses | 5.4 | 6.1 | 6.7 | 5.0 | 4.0 | 94.3 | 5.8 | 7.8 | 6.7 | 5.0 | 4.0 |
| Depreciation | 2.4 | 2.9 | 2.9 | 2.1 | 1.6 | 87.0 | 2.7 | 3.9 | 3.4 | 2.3 | 1.7 |
| Repairs & maintenance | 0.4 | 0.4 | 0.7 | 0.3 | 0.2 | 36.2 | 1.1 | 2.9 | 1.6 | 0.7 | 0.4 |
| Heat, light & telephone | 1.2 | 1.9 | 1.4 | 0.9 | 0.9 | 71.8 | 1.7 | 4.1 | 1.9 | 1.2 | 1.0 |
| Rent | 1.4 | 1.0 | 1.8 | 1.6 | 1.3 | 57.8 | 2.5 | 8.4 | 2.4 | 2.5 | 1.6 |
| Personnel expenses | 22.5 | 5.2 | 30.4 | 26.8 | 26.9 | 78.6 | 28.6 | 25.3 | 31.3 | 27.9 | 27.3 |
| Financial expenses | 1.5 | 1.3 | 1.6 | 2.0 | 1.3 | 90.0 | 1.7 | 1.9 | 1.7 | 2.1 | 1.3 |
| Interest & bank charges | 0.7 | 0.4 | 0.6 | 1.3 | 0.7 | 74.1 | 1.0 | 1.2 | 0.7 | 1.4 | 0.8 |
| Professional fees | 0.8 | 0.9 | 1.0 | 0.7 | 0.6 | 84.0 | 0.9 | 1.3 | 1.2 | 0.8 | 0.6 |
| Other expenses | 34.7 | 65.8 | 20.8 | 29.1 | 24.4 | 100.0 | 34.7 | 65.8 | 20.8 | 29.1 | 24.4 |
| Profit (loss) | 10.5 | 16.2 | 13.1 | 6.7 | 6.1 | 96.8 | 10.8 | 17.0 | 14.2 | 6.7 | 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4243 - Wet Heating and Air Conditioning Contractors

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

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

Ontario, Wet Heating & Air Conditioning Work (SIC 4243)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 124 | | | | |
| Low sales value (\$000's) | (1) | (1) | 105 | 212 | 471 |
| High sales value (\$000's) | (1) | 105 | 212 | 471 | (1) |
| Average (\$000 s) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 51 | 4 | 26 | 45 | 129 |
| Inventory | - | - | - | - | - |
| Other current assets | 37 | 14 | 24 | 35 | 74 |
| Total current assets | 88 | 18 | 49 | 80 | 203 |
| Fixed assets | 32 | 12 | 29 | 21 | 65 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 5 | 2 | - | 4 | 12 |
| Total assets | 125 | 32 | 79 | 105 | 280 |
| Liabilities and equity | | | | | |
| Current loans | 8 | 2 | 3 | 9 | 19 |
| Other current liabilities | 63 | 20 | 36 | 58 | 136 |
| Total current liabilities | 71 | 21 | 39 | 67 | 155 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | 2 | 3 |
| Other liabilities | 16 | 4 | 13 | 7 | 41 |
| Total liabilities | 89 | 25 | 53 | 75 | 199 |
| Total equity | 36 | 7 | 26 | 30 | 81 |

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

See Table 1 for symbols and notes.

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

Ontario, Wet Heating & Air Conditioning Work (SIC 4243)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 124 | | | | |
| Low sales value (\$000's) | (1) | (1) | 105 | 212 | 471 |
| High sales value (\$000's) | (1) | 105 | 212 | 471 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 0.8 | 1.3 | 1.2 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.4 | 3.4 | 2.0 | 2.5 | 2.5 |
| Interest coverage ratio (times) | 8.4 | 15.4 | 5.3 | 12.1 | 7.9 |
| Debt ratio (times) | 0.7 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wet Heating & Air Conditioning Work (SIC 4243)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 59 | (1) | 71 | 188 | 419 |
| Low sales value (\$000's) | (1) | 71 | 189 | 419 | (1) |
| High sales value (\$000's) | (1) | 71 | 189 | 419 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 11 | -2 | -8 | 19 | 34 |
| Depreciation | 6 | - | 4 | 5 | 13 |
| Other | -4 | 6 | -6 | 1 | -12 |
| Dividends | -2 | - | - | -4 | -6 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | 2 | 1 | 3 |
| Purchase of fixed assets | -13 | - | -5 | -9 | -37 |
| Increase in investment | -3 | - | - | - | -11 |
| Decrease in investment | - | - | - | - | 2 |
| Financing activities | | | | | |
| Increase in long term debt | 7 | - | - | 3 | 25 |
| Repayment of long term debt | -3 | -8 | - | -2 | -3 |
| Loans from shareholders | 4 | - | - | 1 | 14 |
| Repayment of loans from shareholders | -4 | - | - | -2 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | - | -3 | -14 | 12 | 9 |
| Cash & equivalents-Beginning of the year | 10 | 4 | 24 | - | 8 |
| Cash & equivalents - End of the year | 10 | - | 9 | 12 | 16 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wet Heating & Air Conditioning Work (SIC 4243)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 583 | 134,099 | 5,529 | 108 | 76 |
| less than 20 | 536 | 45,371 | 1,872 | 105 | 74 |
| 20 - 99 | 36 | 30,389 | 1,253 | 1 | 2 |
| 100 - 499 | 10 | X | 1,616 | 2 | - |
| 500 and over | 1 | X | 788 | - | - |
| 1987 | | | | | |
| Total | 769 | 230,268 | 7,779 | 149 | ... |
| less than 20 | 702 | 77,182 | 2,608 | 134 | ... |
| 20 - 99 | 53 | 50,675 | 1,713 | 9 | ... |
| 100 - 499 | 12 | X | 1,732 | - | ... |
| 500 and over | 2 | X | 1,726 | - | ... |

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Wet Heating & Air Conditioning Work (SIC 4243)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 304 | | | | |
| Average sales \$ | 336,432 | 40,888 | 110,445 | 251,870 | 942,526 |
| Average expense \$ | 307,397 | 30,887 | 94,557 | 236,249 | 867,896 |
| Average net profit (loss) \$ | 29,035 | 10,001 | 15,888 | 15,621 | 74,630 |
| Businesses reporting a profit (No.) | 257 | | | | |
| Average sales \$ | 338,420 | 41,316 | 110,701 | 242,493 | 959,168 |
| Average expense \$ | 301,893 | 30,114 | 93,905 | 220,766 | 862,787 |
| Average net profit \$ | 36,527 | 11,202 | 16,796 | 21,727 | 96,381 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 325,597 | 36,151 | 103,806 | 306,623 | 855,808 |
| Average expense \$ | 343,008 | 39,433 | 111,421 | 326,654 | 894,523 |
| Average net loss \$ | -17,411 | -3,282 | -7,615 | -20,031 | -38,715 |
| 1986 | | | | | |
| Number of observations in sample | 294 | | | | |
| Average sales \$ | 247,492 | 38,237 | 70,058 | 213,281 | 668,393 |
| Average expense \$ | 231,380 | 29,112 | 57,968 | 198,457 | 639,982 |
| Average net profit (loss) \$ | 16,112 | 9,125 | 12,090 | 14,824 | 28,411 |
| Businesses reporting a profit (No.) | 239 | | | | |
| Average sales \$ | 251,242 | 38,826 | 68,039 | 224,266 | 673,836 |
| Average expense \$ | 224,511 | 19,132 | 54,273 | 198,061 | 628,577 |
| Average net profit \$ | 26,731 | 19,694 | 13,766 | 26,205 | 45,259 |
| Businesses reporting a loss (No.) | 55 | | | | |
| Average sales \$ | 242,813 | 37,663 | 89,349 | 191,638 | 652,602 |
| Average expense \$ | 252,091 | 38,842 | 93,278 | 203,177 | 673,068 |
| Average net loss \$ | -9,278 | -1,179 | -3,929 | -11,539 | -20,466 |
| 1987 | | | | | |
| Number of observations in sample | 189 | | | | |
| Average sales \$ | 259,383 | 38,162 | 89,958 | 197,793 | 711,620 |
| Average expense \$ | 241,790 | 31,239 | 78,018 | 181,953 | 675,948 |
| Average net profit (loss) \$ | 17,593 | 6,923 | 11,940 | 15,840 | 35,672 |
| Businesses reporting a profit (No.) | 144 | | | | |
| Average sales \$ | 257,181 | 37,444 | 91,894 | 194,703 | 704,683 |
| Average expense \$ | 232,557 | 30,085 | 73,854 | 168,444 | 657,843 |
| Average net profit \$ | 24,624 | 7,359 | 18,040 | 26,259 | 46,840 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 273,179 | 50,394 | 84,637 | 209,444 | 748,240 |
| Average expense \$ | 286,193 | 50,906 | 89,461 | 232,886 | 771,519 |
| Average net loss \$ | -13,014 | -512 | -4,824 | -23,442 | -23,279 |

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

See Table 1 for symbols and notes

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

Ontario, Electrical Work (SIC 4261)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|-----|
| Businesses in sample (No.) | 519 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 46 | | | | | 132 | | | | 300 |
| High sales value (\$000's) | (1) | 46 | 132 | | | | | 300 | | | | (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 | 38.0 | 38.3 | 37.5 | 37.6 | 38.5 | 85.0 | 44.7 | 50.9 | 43.7 | 42.8 | 42.3 | |
| Occupancy expenses | 4.8 | 5.9 | 5.9 | 3.9 | 3.3 | 98.3 | 4.8 | 6.1 | 5.9 | 4.0 | 3.4 | |
| Depreciation | 2.2 | 2.6 | 2.7 | 2.0 | 1.4 | 88.7 | 2.5 | 3.7 | 3.0 | 2.1 | 1.5 | |
| Repairs & maintenance | 0.2 | 0.1 | 0.4 | 0.3 | 0.2 | 34.9 | 0.7 | 0.2 | 1.5 | 0.8 | 0.5 | |
| Heat, light & telephone | 1.1 | 1.1 | 1.5 | 0.8 | 0.8 | 80.4 | 1.3 | 1.7 | 1.8 | 1.0 | 0.8 | |
| Rent | 1.3 | 2.2 | 1.2 | 0.8 | 0.9 | 53.5 | 2.4 | 5.5 | 2.6 | 1.3 | 1.3 | |
| Personnel expenses | 21.9 | 15.1 | 15.9 | 24.8 | 31.7 | 85.1 | 25.8 | 23.6 | 19.2 | 26.3 | 32.1 | |
| Financial expenses | 1.5 | 1.6 | 2.3 | 1.3 | 1.0 | 93.2 | 1.7 | 1.8 | 2.5 | 1.3 | 1.0 | |
| Interest & bank charges | 0.7 | 0.7 | 1.1 | 0.7 | 0.5 | 69.1 | 1.1 | 1.5 | 1.6 | 0.8 | 0.6 | |
| Professional fees | 0.8 | 1.0 | 1.2 | 0.6 | 0.5 | 84.6 | 0.9 | 1.3 | 1.4 | 0.7 | 0.5 | |
| Other expenses | 21.6 | 25.1 | 23.6 | 20.1 | 17.5 | 100.0 | 21.6 | 25.1 | 23.6 | 20.1 | 17.5 | |
| Profit (loss) | 12.2 | 13.9 | 14.8 | 12.3 | 8.0 | 96.8 | 12.6 | 14.9 | 14.9 | 12.7 | 8.2 | |
| 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 \$25,000 and \$2,000,000.
- $$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- $$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4261- Electrical Contractors

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

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

Ontario, Electrical Work (SIC 4261)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 347 | (1) | 122 | 261 | 466 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 122 | 261 | 466 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 51 | 5 | 23 | 39 | 137 |
| Inventory | - | - | - | - | - |
| Other current assets | 48 | 14 | 27 | 50 | 99 |
| Total current assets | 99 | 19 | 50 | 89 | 236 |
| Fixed assets | 26 | 8 | 14 | 22 | 59 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 9 | 10 | 8 | 5 | 15 |
| Total assets | 134 | 38 | 72 | 116 | 310 |
| Liabilities and equity | | | | | |
| Current loans | 10 | - | 6 | 9 | 23 |
| Other current liabilities | 61 | 17 | 37 | 54 | 134 |
| Total current liabilities | 70 | 18 | 44 | 63 | 157 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | 1 | 2 |
| Other liabilities | 14 | 7 | 11 | 13 | 25 |
| Total liabilities | 85 | 25 | 55 | 77 | 184 |
| Total equity | 49 | 13 | 17 | 39 | 125 |

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

See Table 1 for symbols and notes.

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

Ontario, Electrical Work (SIC 4261)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 347 | (1) | 122 | 261 | 466 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 122 | 261 | 466 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 1.1 | 1.2 | 1.4 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.8 | 2.0 | 3.2 | 2.0 | 1.5 |
| Interest coverage ratio (times) | 15.2 | 8.7 | 14.0 | 12.8 | 17.2 |
| Debt ratio (times) | 0.6 | 0.7 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 170 | | | | |
| Low sales value (\$000's) | (1) | (1) | 104 | 256 | 467 |
| High sales value (\$000's) | (1) | 104 | 256 | 467 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 22 | 4 | 16 | 16 | 53 |
| Depreciation | 6 | 2 | 5 | 6 | 12 |
| Other | -4 | 11 | 1 | -5 | -21 |
| Dividends | -10 | -6 | -14 | -6 | -15 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | 1 | 5 | 1 | 3 |
| Purchase of fixed assets | -14 | -4 | -10 | -15 | -27 |
| Increase in investment | -1 | - | - | - | -4 |
| Decrease in investment | - | - | - | 1 | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 5 | 2 | 6 |
| Repayment of long term debt | -3 | - | -4 | -2 | -4 |
| Loans from shareholders | 3 | - | 1 | 4 | 7 |
| Repayment of loans from shareholders | -5 | -3 | -4 | -5 | -9 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | -1 | - | - | -1 | -1 |
| Increase(decrease) in cash & equivalents | 1 | 5 | 1 | -3 | 2 |
| Cash & equivalents-Beginning of the year | 8 | 4 | 8 | 15 | 6 |
| Cash & equivalents - End of the year | 9 | 8 | 9 | 12 | 8 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Electrical Work (SIC 4261)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 2,853 | 430,140 | 17,731 | 427 | 312 |
| less than 20 | 2,729 | 159,777 | 7,004 | 420 | 309 |
| 20 - 99 | 102 | 88,365 | 3,862 | 6 | 3 |
| 100 - 499 | 17 | 75,259 | 3,077 | 1 | - |
| 500 and over | 5 | 96,739 | 3,988 | - | - |
| 1987 | | | | | |
| Total | 3,165 | 741,868 | 25,085 | 444 | ... |
| less than 20 | 2,987 | 269,096 | 9,100 | 435 | ... |
| 20 - 99 | 147 | 163,959 | 5,560 | 6 | ... |
| 100 - 499 | 24 | 125,040 | 4,218 | 3 | ... |
| 500 and over | 7 | 183,773 | 6,207 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,261 | | | | |
| Average sales \$ | 241,931 | 42,065 | 95,614 | 188,650 | 641,393 |
| Average expense \$ | 222,972 | 32,835 | 80,304 | 175,106 | 603,643 |
| Average net profit (loss) \$ | 18,959 | 9,230 | 15,310 | 13,544 | 37,750 |
| Businesses reporting a profit (No.) | 1,120 | | | | |
| Average sales \$ | 242,270 | 42,653 | 95,492 | 183,861 | 647,074 |
| Average expense \$ | 218,500 | 31,067 | 78,485 | 162,193 | 594,253 |
| Average net profit \$ | 25,770 | 11,586 | 17,007 | 21,668 | 52,821 |
| Businesses reporting a loss (No.) | 141 | | | | |
| Average sales \$ | 239,340 | 38,552 | 97,072 | 205,835 | 615,900 |
| Average expense \$ | 253,165 | 43,394 | 102,028 | 221,454 | 645,784 |
| Average net loss \$ | -13,825 | -4,842 | -4,954 | -15,619 | -29,884 |
| 1986 | | | | | |
| Number of observations in sample | 1,189 | | | | |
| Average sales \$ | 252,242 | 44,603 | 98,475 | 210,366 | 655,522 |
| Average expense \$ | 236,189 | 33,167 | 85,113 | 196,812 | 629,665 |
| Average net profit (loss) \$ | 16,053 | 11,436 | 13,362 | 13,554 | 25,857 |
| Businesses reporting a profit (No.) | 938 | | | | |
| Average sales \$ | 249,277 | 44,115 | 100,110 | 209,080 | 643,801 |
| Average expense \$ | 220,971 | 28,832 | 82,391 | 189,106 | 583,555 |
| Average net profit \$ | 28,306 | 15,283 | 17,719 | 19,974 | 60,246 |
| Businesses reporting a loss (No.) | 191 | | | | |
| Average sales \$ | 263,623 | 47,149 | 91,702 | 215,701 | 699,940 |
| Average expense \$ | 296,340 | 55,793 | 96,387 | 228,774 | 804,407 |
| Average net loss \$ | -32,717 | -8,644 | -4,685 | -13,073 | -104,467 |
| 1987 | | | | | |
| Number of observations in sample | 518 | | | | |
| Average sales \$ | 239,494 | 34,500 | 84,969 | 206,926 | 631,579 |
| Average expense \$ | 216,718 | 29,255 | 73,092 | 183,351 | 581,172 |
| Average net profit (loss) \$ | 22,776 | 5,245 | 11,877 | 23,575 | 50,407 |
| Businesses reporting a profit (No.) | 453 | | | | |
| Average sales \$ | 242,037 | 36,109 | 85,555 | 204,779 | 641,703 |
| Average expense \$ | 213,918 | 26,225 | 70,331 | 177,315 | 581,802 |
| Average net profit \$ | 28,119 | 9,884 | 15,224 | 27,464 | 59,901 |
| Businesses reporting a loss (No.) | 85 | | | | |
| Average sales \$ | 223,397 | 31,281 | 81,931 | 224,823 | 555,551 |
| Average expense \$ | 233,204 | 35,314 | 87,410 | 233,650 | 576,440 |
| Average net loss \$ | -9,807 | -4,033 | -5,479 | -8,827 | -20,889 |

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

See Table 1 for symbols and notes

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

Ontario, Drywall work (SIC 4272)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|-----------|---------------|---------------------|---------------------|------------|--|----|--|----|-----|
| Businesses in sample (No.) | 177 | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | |
| High sales value (\$000's) | (1) | 32 | | 32 | 47 | | 47 | | 78 | (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 | 9.4 | 3.0 | 6.7 | 6.5 | 21.2 | 55.9 | 16.9 | 7.6 | 19.1 | 9.7 | 26.8 |
| Occupancy expenses | 5.4 | 7.0 | 6.4 | 4.9 | 3.6 | 91.7 | 5.9 | 9.3 | 6.6 | 5.1 | 3.6 |
| Depreciation | 2.4 | 2.5 | 3.1 | 2.4 | 1.7 | 75.4 | 3.2 | 5.8 | 3.3 | 3.1 | 1.9 |
| Repairs & maintenance | 0.7 | 1.1 | 0.8 | 0.7 | 0.4 | 33.3 | 2.2 | 3.7 | 2.5 | 2.0 | 1.1 |
| Heat, light & telephone | 0.5 | 0.8 | 1.0 | 0.3 | 0.4 | 50.0 | 1.1 | 1.6 | 2.2 | 0.5 | 0.6 |
| Rent | 1.8 | 2.9 | 1.5 | 1.6 | 1.1 | 53.0 | 3.3 | 6.8 | 3.1 | 3.1 | 1.6 |
| Personnel expenses | 9.6 | 1.3 | 6.5 | 12.3 | 17.6 | 53.8 | 17.8 | 11.0 | 12.7 | 19.5 | 20.2 |
| Financial expenses | 0.8 | 0.5 | 0.6 | 1.0 | 0.9 | 69.6 | 1.1 | 1.2 | 1.0 | 1.5 | 0.9 |
| Interest & bank charges | 0.5 | 0.4 | 0.3 | 0.6 | 0.5 | 39.8 | 1.2 | 3.0 | 1.1 | 1.6 | 0.7 |
| Professional fees | 0.3 | 0.1 | 0.3 | 0.4 | 0.4 | 63.7 | 0.5 | 0.3 | 0.5 | 0.6 | 0.4 |
| Other expenses | 24.3 | 18.4 | 21.3 | 19.2 | 37.9 | 99.0 | 24.5 | 19.1 | 21.3 | 19.2 | 37.9 |
| Profit (loss) | 50.5 | 89.7 | 58.4 | 56.0 | 18.8 | 99.8 | 50.5 | 89.7 | 58.4 | 56.0 | 19.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4272 - Drywall Contractors

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 183 | 363 | 739 |
| High sales value (\$000's) | (1) | 183 | 363 | 739 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 73 | 6 | 40 | 64 | 170 |
| Inventory | - | - | - | - | - |
| Other current assets | 51 | 4 | 48 | 34 | 108 |
| Total current assets | 123 | 11 | 88 | 99 | 278 |
| Fixed assets | 20 | 6 | 12 | 13 | 45 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 11 | 6 | - | 2 | 34 |
| Total assets | 154 | 23 | 101 | 114 | 357 |
| Liabilities and equity | | | | | |
| Current loans | 11 | 2 | 8 | 11 | 21 |
| Other current liabilities | 75 | 13 | 35 | 68 | 173 |
| Total current liabilities | 86 | 15 | 43 | 80 | 195 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 1 | 1 |
| Other liabilities | 12 | 2 | 4 | 2 | 38 |
| Total liabilities | 98 | 17 | 47 | 82 | 234 |
| Total equity | 56 | 6 | 53 | 32 | 123 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Drywall Work (SIC 4272)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 183 | 363 | 739 |
| High sales value (\$000's) | (1) | 183 | 363 | 739 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 0.7 | 2.0 | 1.2 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.8 | 3.0 | 0.9 | 2.6 | 1.9 |
| Interest coverage ratio (times) | 18.8 | 22.0 | 17.8 | 18.1 | 18.8 |
| Debt ratio (times) | 0.5 | 0.8 | 0.5 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Drywall Work (SIC 4272)

| | 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 | 47 | -- | -- | -- | -- |
| Depreciation | 7 | -- | -- | -- | -- |
| Other | -2 | -- | -- | -- | -- |
| Dividends | -18 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | -- | -- | -- | -- |
| Purchase of fixed assets | -11 | -- | -- | -- | -- |
| Increase in investment | -8 | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 1 | -- | -- | -- | -- |
| Repayment of long term debt | -3 | -- | -- | -- | -- |
| Loans from shareholders | 5 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -8 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -1 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 11 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 42 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 53 | -- | -- | -- | -- |

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

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

| Business size expressed in average (labour units(1)) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 506 | 67,154 | 2,767 | 89 | 75 |
| less than 20 | 474 | 29,218 | 1,204 | 89 | 72 |
| 20 - 99 | 29 | 26,557 | 1,094 | - | 3 |
| 100 - 499 | 3 | 11,379 | 469 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 674 | 119,392 | 4,032 | 155 | ... |
| less than 20 | 625 | 46,602 | 1,574 | 152 | ... |
| 20 - 99 | 44 | 49,041 | 1,656 | 3 | ... |
| 100 - 499 | 5 | 23,749 | 802 | - | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

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

See table 1 for symbols and notes.

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

Ontario, Drywall Work (SIC 4272)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 445 | | | | |
| Average sales \$ | 143,636 | 29,834 | 39,186 | 67,030 | 438,495 |
| Average expense \$ | 123,601 | 12,245 | 17,414 | 53,886 | 410,860 |
| Average net profit (loss) \$ | 20,035 | 17,589 | 21,772 | 13,144 | 27,635 |
| Businesses reporting a profit (No.) | 421 | | | | |
| Average sales \$ | 147,527 | 29,834 | 39,186 | 66,461 | 454,628 |
| Average expense \$ | 124,861 | 12,245 | 17,414 | 52,924 | 416,861 |
| Average net profit \$ | 22,666 | 17,589 | 21,772 | 13,537 | 37,767 |
| Businesses reporting a loss (No.) | 24 | | | | |
| Average sales \$ | 237,329 | - | - | 96,527 | 378,130 |
| Average expense \$ | 246,089 | - | - | 103,735 | 388,403 |
| Average net loss \$ | -8,740 | - | - | -7,208 | -10,273 |
| 1986 | | | | | |
| Number of observations in sample | 447 | | | | |
| Average sales \$ | 104,286 | 28,520 | 38,469 | 50,827 | 299,328 |
| Average expense \$ | 82,048 | 13,607 | 17,882 | 21,646 | 275,057 |
| Average net profit (loss) \$ | 22,238 | 14,913 | 20,587 | 29,181 | 24,271 |
| Businesses reporting a profit (No.) | 407 | | | | |
| Average sales \$ | 96,859 | 28,530 | 38,488 | 50,809 | 269,609 |
| Average expense \$ | 72,037 | 13,322 | 17,721 | 21,303 | 235,801 |
| Average net profit \$ | 24,822 | 15,208 | 20,767 | 29,506 | 33,808 |
| Businesses reporting a loss (No.) | 40 | | | | |
| Average sales \$ | 143,877 | 27,153 | 35,293 | 52,469 | 460,592 |
| Average expense \$ | 160,244 | 54,634 | 44,601 | 53,662 | 488,077 |
| Average net loss \$ | -16,367 | -27,481 | -9,308 | -1,193 | -27,485 |
| 1987 | | | | | |
| Number of observations in sample | 181 | | | | |
| Average sales \$ | 113,818 | 27,478 | 38,371 | 56,810 | 332,812 |
| Average expense \$ | 85,383 | 8,101 | 15,636 | 23,806 | 293,988 |
| Average net profit (loss) \$ | 28,435 | 19,377 | 22,735 | 33,004 | 38,824 |
| Businesses reporting a profit (No.) | 147 | | | | |
| Average sales \$ | 111,338 | 27,478 | 38,405 | 56,810 | 322,658 |
| Average expense \$ | 81,662 | 8,101 | 14,963 | 23,806 | 279,776 |
| Average net profit \$ | 29,676 | 19,377 | 23,442 | 33,004 | 42,882 |
| Businesses reporting a loss (No.) | 14 | | | | |
| Average sales \$ | 240,015 | - | 36,528 | - | 443,501 |
| Average expense \$ | 252,079 | - | 51,850 | - | 452,307 |
| Average net loss \$ | -12,064 | - | -15,322 | - | -8,806 |

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

See Table 1 for symbols and notes

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

Ontario, Finish Carpentry (SIC 4274)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|--------------|---------------|---------------------|---------------------|------------|--|--|--|--|-----|
| Businesses in sample (No.) | 431 | | | | | | | | | |
| Low sales value (\$000's) | 199 | (1) | 34 | 51 | 51 | | | | | 107 |
| High sales value (\$000's) | 811 | 34 | 51 | 107 | 107 | | | | | (1) |

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 17.3 | 16.7 | 9.4 | 20.2 | 23.1 | 57.4 | 30.1 | 39.3 | 18.5 | 30.5 | 33.1 |
| Occupancy expenses | 6.0 | 9.0 | 6.2 | 5.1 | 3.6 | 92.8 | 6.4 | 10.1 | 7.0 | 5.4 | 3.6 |
| Depreciation | 3.3 | 5.2 | 3.5 | 2.7 | 2.0 | 84.1 | 3.9 | 6.1 | 4.7 | 3.1 | 2.2 |
| Repairs & maintenance | 0.7 | 1.1 | 0.8 | 0.6 | 0.3 | 33.1 | 2.1 | 3.5 | 2.2 | 2.2 | 0.8 |
| Heat, light & telephone | 0.6 | 0.8 | 0.5 | 0.5 | 0.4 | 52.2 | 1.1 | 1.5 | 1.3 | 0.9 | 0.8 |
| Rent | 1.4 | 2.0 | 1.4 | 1.4 | 0.8 | 47.5 | 2.9 | 3.8 | 4.1 | 2.5 | 1.6 |
| Personnel expenses | 14.5 | 10.3 | 10.9 | 13.6 | 23.2 | 68.2 | 21.3 | 20.0 | 18.5 | 19.4 | 25.3 |
| Financial expenses | 1.2 | 1.3 | 1.1 | 1.7 | 1.0 | 84.3 | 1.5 | 1.7 | 1.4 | 1.9 | 1.0 |
| Interest & bank charges | 0.8 | 0.9 | 0.6 | 1.2 | 0.4 | 56.4 | 1.4 | 1.8 | 1.3 | 1.7 | 0.7 |
| Professional fees | 0.5 | 0.4 | 0.5 | 0.5 | 0.5 | 71.9 | 0.7 | 0.7 | 0.7 | 0.7 | 0.6 |
| Other expenses | 28.5 | 23.9 | 26.7 | 29.7 | 33.4 | 100.0 | 28.5 | 23.9 | 26.7 | 29.7 | 33.4 |
| Profit (loss) | 32.5 | 38.7 | 45.6 | 29.8 | 15.8 | 100.0 | 32.5 | 38.7 | 45.6 | 29.8 | 15.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4274 - Finish Carpentry Contractors

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 106 | | | | |
| Low sales value (\$000's) | (1) | (1) | 123 | 209 | 358 |
| High sales value (\$000's) | (1) | 123 | 209 | 358 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 30 | 5 | 9 | 18 | 87 |
| Inventory | - | - | - | - | - |
| Other current assets | 40 | 12 | 18 | 33 | 95 |
| Total current assets | 70 | 17 | 27 | 50 | 183 |
| Fixed assets | 25 | 14 | 15 | 17 | 53 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 8 | 1 | 4 | 3 | 22 |
| Total assets | 102 | 31 | 45 | 70 | 258 |
| Liabilities and equity | | | | | |
| Current loans | 7 | 5 | 2 | 5 | 15 |
| Other current liabilities | 40 | 11 | 20 | 26 | 104 |
| Total current liabilities | 47 | 16 | 22 | 31 | 119 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 3 | 1 | 2 | 1 |
| Other liabilities | 9 | 3 | 5 | 3 | 27 |
| Total liabilities | 58 | 22 | 28 | 36 | 146 |
| Total equity | 44 | 10 | 17 | 35 | 112 |

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

See Table 1 for symbols and notes.

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

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 106 | | | | |
| Low sales value (\$000's) | (1) | (1) | 123 | 209 | 358 |
| High sales value (\$000's) | (1) | 123 | 209 | 358 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 1.1 | 1.2 | 1.6 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.3 | 2.2 | 1.6 | 1.0 | 1.3 |
| Interest coverage ratio (times) | 18.9 | 4.5 | 33.1 | 36.1 | 20.1 |
| Debt ratio (times) | 0.6 | 0.7 | 0.6 | 0.5 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Finish Carpentry (SIC 4274)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 29 | | | | |
| Low sales value (\$000's) | (1) | (1) | 181 | 251 | 452 |
| High sales value (\$000's) | (1) | 181 | 251 | 452 | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 39 | 25 | 21 | 37 | 69 |
| Depreciation | 7 | 4 | 7 | 6 | 12 |
| Other | 1 | 1 | 3 | 3 | -3 |
| Dividends | -7 | -4 | -5 | -9 | -9 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | - | 4 |
| Purchase of fixed assets | -15 | -5 | -8 | -13 | -31 |
| Increase in investment | -1 | -4 | - | - | - |
| Decrease in investment | 4 | - | - | - | 14 |
| Financing activities | | | | | |
| Increase in long term debt | 6 | - | 5 | 4 | 15 |
| Repayment of long term debt | -2 | -3 | - | -2 | -3 |
| Loans from shareholders | 4 | - | - | 6 | 9 |
| Repayment of loans from shareholders | -17 | - | -4 | -8 | -51 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | 21 | 15 | 19 | 24 | 25 |
| Cash & equivalents-Beginning of the year | 11 | 27 | 12 | -4 | 11 |
| Cash & equivalents - End of the year | 32 | 42 | 31 | 20 | 36 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Finish Carpentry (SIC 4274)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,476 | 62,723 | 2,592 | 333 | 271 |
| less than 20 | 1,458 | 49,396 | 2,043 | 329 | 271 |
| 20 - 99 | 18 | 13,327 | 549 | 4 | - |
| 100 - 499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 2,348 | 138,305 | 4,676 | 676 | ... |
| less than 20 | 2,328 | 115,485 | 3,906 | 675 | ... |
| 20 - 99 | 20 | 22,820 | 770 | 1 | ... |
| 100 - 499 | - | - | - | - | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|--------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,385 | | | | |
| Average sales \$ | 37,949 | 29,821 | 42,810 | 72,890 | 246,473 |
| Average expense \$ | 80,263 | 17,815 | 27,068 | 53,707 | 222,460 |
| Average net profit (loss) \$ | 17,688 | 12,006 | 15,542 | 19,183 | 24,013 |
| Businesses reporting a profit (No.) | 1,299 | | | | |
| Average sales \$ | 94,457 | 29,916 | 42,579 | 73,024 | 232,310 |
| Average expense \$ | 74,846 | 17,204 | 26,786 | 52,581 | 202,814 |
| Average net profit \$ | 19,611 | 12,712 | 15,793 | 20,443 | 29,496 |
| Businesses reporting a loss (No.) | 86 | | | | |
| Average sales \$ | 122,642 | 27,792 | 44,909 | 70,401 | 347,467 |
| Average expense \$ | 128,978 | 30,880 | 47,965 | 74,506 | 362,580 |
| Average net loss \$ | -6,336 | -3,088 | -3,056 | -4,105 | -15,093 |
| 1986 | | | | | |
| Number of observations in sample | 1,350 | | | | |
| Average sales \$ | 134,819 | 31,405 | 49,237 | 88,452 | 370,182 |
| Average expense \$ | 112,493 | 16,323 | 32,805 | 64,403 | 336,439 |
| Average net profit (loss) \$ | 22,326 | 15,082 | 16,432 | 24,049 | 32,743 |
| Businesses reporting a profit (No.) | 1,262 | | | | |
| Average sales \$ | 129,051 | 31,416 | 49,968 | 88,289 | 346,530 |
| Average expense \$ | 103,463 | 16,236 | 30,960 | 61,262 | 305,394 |
| Average net profit \$ | 25,588 | 15,180 | 19,008 | 27,027 | 41,136 |
| Businesses reporting a loss (No.) | 88 | | | | |
| Average sales \$ | 166,694 | 29,041 | 42,269 | 90,095 | 505,371 |
| Average expense \$ | 174,108 | 36,033 | 50,384 | 96,128 | 513,888 |
| Average net loss \$ | -7,414 | -6,992 | -8,115 | -6,033 | -8,517 |
| 1987 | | | | | |
| Number of observations in sample | 403 | | | | |
| Average sales \$ | 109,237 | 30,281 | 42,852 | 76,431 | 287,385 |
| Average expense \$ | 86,099 | 18,346 | 22,098 | 53,725 | 250,225 |
| Average net profit (loss) \$ | 23,138 | 11,935 | 20,754 | 22,706 | 37,160 |
| Businesses reporting a profit (No.) | 370 | | | | |
| Average sales \$ | 109,390 | 30,281 | 42,851 | 76,349 | 288,077 |
| Average expense \$ | 84,118 | 18,246 | 22,067 | 53,413 | 242,747 |
| Average net profit \$ | 25,272 | 12,035 | 20,784 | 22,936 | 45,330 |
| Businesses reporting a loss (No.) | 33 | | | | |
| Average sales \$ | 110,927 | 30,197 | 43,420 | 87,204 | 282,887 |
| Average expense \$ | 134,466 | 98,362 | 45,801 | 94,876 | 298,826 |
| Average net loss \$ | -23,539 | -68,165 | -2,381 | -7,672 | -15,939 |

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

See Table 1 for symbols and notes

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

Ontario, Painting and Decorating Work (SIC 4275)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|
| Businesses in sample (No.) | 348 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 44 | 62 | 112 | | | | | | | |
| High sales value (\$000's) | (1) | 44 | 62 | 112 | 112 | | | | | | | |
| 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 | 16.4 | 13.3 | 17.3 | 15.1 | 19.9 | 72.5 | 22.6 | 19.6 | 24.0 | 21.4 | 24.9 | |
| Occupancy expenses | 5.8 | 10.2 | 4.9 | 4.4 | 3.5 | 96.8 | 5.9 | 10.6 | 5.2 | 4.5 | 3.6 | |
| Depreciation | 2.3 | 3.6 | 2.1 | 1.9 | 1.6 | 83.9 | 2.7 | 4.4 | 2.9 | 2.3 | 1.6 | |
| Repairs & maintenance | 0.5 | 0.6 | 0.6 | 0.7 | 0.2 | 25.2 | 2.1 | 2.9 | 1.9 | 3.1 | 0.8 | |
| Heat, light & telephone | 1.0 | 1.4 | 1.0 | 0.9 | 0.6 | 55.2 | 1.7 | 3.0 | 1.7 | 1.8 | 0.9 | |
| Rent | 2.0 | 4.6 | 1.2 | 1.0 | 1.2 | 51.6 | 3.8 | 9.2 | 2.6 | 1.8 | 2.1 | |
| Personnel expenses | 21.3 | 10.1 | 15.7 | 23.1 | 36.3 | 73.7 | 29.0 | 17.4 | 26.9 | 27.7 | 38.5 | |
| Financial expenses | 1.5 | 1.6 | 2.2 | 1.0 | 1.3 | 79.5 | 1.9 | 2.6 | 2.8 | 1.2 | 1.4 | |
| Interest & bank charges | 0.9 | 0.9 | 1.6 | 0.6 | 0.7 | 61.5 | 1.5 | 1.8 | 2.7 | 1.1 | 0.8 | |
| Professional fees | 0.6 | 0.7 | 0.6 | 0.5 | 0.6 | 63.3 | 1.0 | 1.6 | 1.0 | 0.7 | 0.8 | |
| Other expenses | 27.9 | 24.6 | 30.8 | 29.4 | 26.6 | 100.0 | 27.9 | 24.6 | 30.8 | 29.4 | 26.6 | |
| Profit (loss) | 27.1 | 40.2 | 29.1 | 26.9 | 12.4 | 98.7 | 27.5 | 40.2 | 30.2 | 26.9 | 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4275 - Painting and Decorating Contractors

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Painting and Decorating Work (SIC 4275)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 135 | (1) | 90 | 186 | 347 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 30 | 186 | 347 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 40 | 2 | 17 | 30 | 108 |
| Inventory | - | - | - | - | - |
| Other current assets | 40 | 17 | 20 | 24 | 98 |
| Total current assets | 80 | 19 | 37 | 54 | 205 |
| Fixed assets | 15 | 4 | 8 | 18 | 32 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 10 | - | 19 | 4 | 16 |
| Total assets | 105 | 23 | 63 | 76 | 254 |
| Liabilities and equity | | | | | |
| Current loans | 7 | - | 4 | 8 | 14 |
| Other current liabilities | 48 | 17 | 20 | 36 | 118 |
| Total current liabilities | 55 | 17 | 24 | 43 | 132 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | - | - | - | - | - |
| Other liabilities | 15 | 1 | 19 | 15 | 23 |
| Total liabilities | 70 | 19 | 43 | 60 | 155 |
| Total equity | 35 | 4 | 19 | 16 | 99 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Painting and Decorating Work (SIC 4275)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 139 | (1) | 90 | 186 | 347 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 90 | 186 | 347 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 1.1 | 1.5 | 1.3 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.0 | 4.8 | 2.3 | 3.7 | 1.6 |
| Interest coverage ratio (times) | 14.8 | 26.6 | 7.6 | 10.5 | 19.5 |
| Debt ratio (times) | 0.7 | 0.8 | 0.7 | 0.8 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 59 | | | | |
| Low sales value (\$000's) | (1) | (1) | 90 | 181 | 347 |
| High sales value (\$000's) | (1) | 90 | 181 | 347 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 15 | 7 | - | 13 | 42 |
| Depreciation | 4 | 1 | 1 | 5 | 10 |
| Other | -1 | -2 | 2 | 5 | -12 |
| Dividends | -8 | - | -8 | -13 | -11 |
| Investment activities | | | | | |
| Disposal of fixed assets | - | - | - | 1 | 1 |
| Purchase of fixed assets | -6 | - | -1 | -8 | -15 |
| Increase in investment | -1 | - | -1 | - | -1 |
| Decrease in investment | - | - | - | 1 | - |
| Financing activities | | | | | |
| Increase in long term debt | 1 | - | - | 1 | 3 |
| Repayment of long term debt | -1 | - | - | -2 | -4 |
| Loans from shareholders | 4 | - | 6 | 1 | 7 |
| Repayment of loans from shareholders | -2 | - | - | - | -6 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 6 | 5 | -1 | 5 | 15 |
| Cash & equivalents-Beginning of the year | 12 | 12 | 15 | -3 | 26 |
| Cash & equivalents - End of the year | 18 | 17 | 14 | 2 | 41 |

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,710 | 97,485 | 4,037 | 374 | 180 |
| less than 20 | 1,677 | 70,912 | 2,924 | 371 | 177 |
| 20 - 99 | 31 | X | 946 | 2 | 3 |
| 100 - 499 | 2 | X | 167 | 1 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 2,061 | 157,535 | 5,392 | 474 | ... |
| less than 20 | 2,016 | 111,004 | 3,763 | 471 | ... |
| 20 - 99 | 42 | 39,307 | 1,329 | 2 | ... |
| 100 - 499 | 3 | 7,224 | 300 | 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, 1985-1987

Ontario, Painting and Decorating Work (SIC 4275)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,152 | | | | |
| Average sales \$ | 127,799 | 29,842 | 45,629 | 85,380 | 350,346 |
| Average expense \$ | 108,280 | 19,054 | 31,287 | 67,252 | 315,527 |
| Average net profit (loss) \$ | 19,519 | 10,788 | 14,342 | 18,128 | 34,819 |
| Businesses reporting a profit (No.) | 1,091 | | | | |
| Average sales \$ | 128,345 | 29,912 | 45,880 | 85,474 | 352,115 |
| Average expense \$ | 106,445 | 18,094 | 30,064 | 65,786 | 311,835 |
| Average net profit \$ | 21,900 | 11,818 | 15,816 | 19,688 | 40,280 |
| Businesses reporting a loss (No.) | 61 | | | | |
| Average sales \$ | 121,889 | 28,572 | 41,683 | 83,894 | 333,405 |
| Average expense \$ | 132,039 | 36,489 | 50,488 | 90,322 | 350,876 |
| Average net loss \$ | -10,150 | -7,897 | -8,805 | -6,428 | -17,471 |
| 1986 | | | | | |
| Number of observations in sample | 1,064 | | | | |
| Average sales \$ | 113,827 | 30,162 | 45,003 | 77,497 | 302,647 |
| Average expense \$ | 92,644 | 18,123 | 29,729 | 59,284 | 263,440 |
| Average net profit (loss) \$ | 21,183 | 12,039 | 15,274 | 18,213 | 39,207 |
| Businesses reporting a profit (No.) | 972 | | | | |
| Average sales \$ | 112,729 | 29,751 | 44,931 | 77,882 | 298,351 |
| Average expense \$ | 89,284 | 16,380 | 27,324 | 58,300 | 255,051 |
| Average net profit \$ | 23,465 | 13,371 | 17,607 | 19,582 | 43,300 |
| Businesses reporting a loss (No.) | 92 | | | | |
| Average sales \$ | 127,430 | 34,130 | 45,753 | 70,712 | 359,123 |
| Average expense \$ | 135,062 | 34,975 | 54,942 | 76,597 | 373,734 |
| Average net loss \$ | -7,632 | -845 | -9,189 | -5,885 | -14,611 |
| 1987 | | | | | |
| Number of observations in sample | 316 | | | | |
| Average sales \$ | 125,169 | 34,262 | 51,643 | 82,005 | 332,764 |
| Average expense \$ | 104,259 | 19,787 | 36,199 | 61,575 | 299,476 |
| Average net profit (loss) \$ | 20,910 | 14,475 | 15,444 | 20,430 | 33,288 |
| Businesses reporting a profit (No.) | 290 | | | | |
| Average sales \$ | 126,910 | 34,432 | 51,422 | 80,760 | 341,024 |
| Average expense \$ | 102,871 | 18,968 | 35,508 | 57,539 | 299,470 |
| Average net profit \$ | 24,039 | 15,464 | 15,914 | 23,221 | 41,554 |
| Businesses reporting a loss (No.) | 26 | | | | |
| Average sales \$ | 117,630 | 30,755 | 60,694 | 97,874 | 281,195 |
| Average expense \$ | 128,439 | 36,675 | 64,546 | 113,024 | 299,511 |
| Average net loss \$ | -10,809 | -5,920 | -3,852 | -15,150 | -18,318 |

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

See Table 1 for symbols and notes

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

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

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

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 33.6 | -- | -- | -- | -- | 98.2 | 34.2 | -- | -- | -- | -- |
| Occupancy expenses | 11.5 | -- | -- | -- | -- | 100.0 | 11.5 | -- | -- | -- | -- |
| Depreciation | 2.1 | -- | -- | -- | -- | 66.4 | 3.2 | -- | -- | -- | -- |
| Repairs & maintenance | 0.4 | -- | -- | -- | -- | 28.5 | 1.4 | -- | -- | -- | -- |
| Heat, light & telephone | 1.8 | -- | -- | -- | -- | 86.2 | 2.1 | -- | -- | -- | -- |
| Rent | 7.1 | -- | -- | -- | -- | 87.7 | 8.1 | -- | -- | -- | -- |
| Personnel expenses | 21.8 | -- | -- | -- | -- | 90.4 | 24.1 | -- | -- | -- | -- |
| Financial expenses | 2.4 | -- | -- | -- | -- | 97.2 | 2.4 | -- | -- | -- | -- |
| Interest & bank charges | 1.0 | -- | -- | -- | -- | 68.1 | 1.5 | -- | -- | -- | -- |
| Professional fees | 1.4 | -- | -- | -- | -- | 87.9 | 1.6 | -- | -- | -- | -- |
| Other expenses | 18.3 | -- | -- | -- | -- | 100.0 | 18.3 | -- | -- | -- | -- |
| Profit (loss) | 12.5 | -- | -- | -- | -- | 100.0 | 12.5 | -- | -- | -- | -- |
| Total | 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 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. Businesses engaged in the installation of architectural metal work, installation of metal balconies, installation of metal decks and grates, installation of decorative iron and steel work, installation of metal fire escapes and stairways, installation of metal hollow work, installation of metal partitions (office, washroom, etc.), installation of ornamental metal work, installation of sheet metal components (except roofing and duct work), metal stairs installation and the installation of metal store front frames are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

| | 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) | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 40 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 20 | -- | -- | -- | -- |
| Total current assets | 60 | -- | -- | -- | -- |
| Fixed assets | 31 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Total assets | 94 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 10 | -- | -- | -- | -- |
| Other current liabilities | 49 | -- | -- | -- | -- |
| Total current liabilities | 58 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 25 | -- | -- | -- | -- |
| Total liabilities | 86 | -- | -- | -- | -- |
| Equity | 8 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 13 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 11.0 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.0 | -- | -- | -- | -- |
| Debt ratio (times) | 0.9 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Ornamental and Miscellaneous Fabricated Metal Installation (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) | | | | |
| Operating activities | | | | | |
| Cash from operations | -11 | -- | -- | -- | -- |
| Depreciation | 16 | -- | -- | -- | -- |
| Other | 9 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | -- | -- | -- | -- |
| Purchase of fixed assets | -57 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 10 | -- | -- | -- | -- |
| Repayment of long term debt | - | -- | -- | -- | -- |
| Loans from shareholders | 33 | -- | -- | -- | -- |
| Repayment of loans from shareholders | - | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 2 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | -5 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -3 | -- | -- | -- | -- |

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

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

Ontario, Ornamental and Miscellaneous Fabricated Metal Installation (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) |
| 1984 | | | | | |
| Total | 50 | 6,252 | 256 | 11 | 7 |
| less than 20 | 48 | X | 133 | 11 | 7 |
| 20 - 99 | 2 | X | 123 | - | - |
| 100 - 499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 54 | 10,433 | 351 | 7 | ... |
| less than 20 | 50 | 5,299 | 178 | 7 | ... |
| 20 - 99 | 4 | 5,134 | 173 | - | ... |
| 100 - 499 | - | - | - | - | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 21 | | | | |
| Average sales \$ | 358,688 | -- | -- | -- | -- |
| Average expense \$ | 327,584 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 31,104 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 19 | | | | |
| Average sales \$ | 360,131 | -- | -- | -- | -- |
| Average expense \$ | 327,430 | -- | -- | -- | -- |
| Average net profit \$ | 32,701 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 57,777 | -- | -- | -- | -- |
| Average expense \$ | 62,680 | -- | -- | -- | -- |
| Average net loss \$ | -4,903 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 26 | | | | |
| Average sales \$ | 144,878 | -- | -- | -- | -- |
| Average expense \$ | 134,603 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 10,275 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 24 | | | | |
| Average sales \$ | 143,033 | -- | -- | -- | -- |
| Average expense \$ | 130,710 | -- | -- | -- | -- |
| Average net profit \$ | 12,323 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 213,976 | -- | -- | -- | -- |
| Average expense \$ | 224,693 | -- | -- | -- | -- |
| Average net loss \$ | -10,717 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 22 | | | | |
| Average sales \$ | 187,732 | -- | -- | -- | -- |
| Average expense \$ | 181,257 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 6,475 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 16 | | | | |
| Average sales \$ | 204,014 | -- | -- | -- | -- |
| Average expense \$ | 184,140 | -- | -- | -- | -- |
| Average net profit \$ | 19,874 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 241,892 | -- | -- | -- | -- |
| Average expense \$ | 249,330 | -- | -- | -- | -- |
| Average net loss \$ | -7,438 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes

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

Ontario, Land Developers (SIC 4491)

| Selected expense item | Industry average(2) | | | | | % bus- nesses reporting | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|-------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Businesses in sample (No.) | 71 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 70 | | | | 215 | | | | 700 |
| High sales value (\$000's) | (1) | 70 | 215 | | | | 700 | | | (1) | |
| Cost of sales | 16.8 | 0.6 | 19.6 | 18.0 | 27.3 | 26.5 | 63.3 | 32.6 | 78.3 | 46.4 | 76.6 |
| Occupancy expenses | 1.5 | 0.7 | 1.5 | 2.1 | 1.4 | 55.7 | 2.7 | 2.2 | 2.2 | 3.1 | 2.7 |
| Depreciation | 0.9 | 0.5 | 0.2 | 1.5 | 1.0 | 42.4 | 2.0 | 1.9 | 0.8 | 2.8 | 1.9 |
| Repairs & maintenance | 0.2 | ... | ... | ... | ... | 26.8 | 0.6 | ... | ... | ... | ... |
| Heat, light & telephone | 0.1 | 0.1 | ... | 0.2 | 0.2 | 21.1 | 0.6 | 1.3 | 0.1 | 0.7 | 0.5 |
| Rent | 0.3 | ... | ... | ... | ... | 16.9 | 1.9 | ... | ... | ... | ... |
| Personnel expenses | 11.1 | 12.7 | 20.2 | 6.7 | 6.3 | 62.2 | 17.8 | 29.7 | 33.6 | 10.1 | 8.2 |
| Financial expenses | 6.5 | 15.7 | 3.9 | 4.0 | 3.4 | 90.7 | 7.1 | 17.7 | 4.1 | 4.9 | 3.4 |
| Interest & bank charges | 3.9 | 8.4 | 2.2 | 2.8 | 2.7 | 68.1 | 5.8 | 11.2 | 3.3 | 4.8 | 3.6 |
| Professional fees | 2.5 | 7.2 | 1.7 | 1.1 | 0.7 | 86.2 | 2.9 | 10.4 | 1.8 | 1.4 | 0.7 |
| Other expenses | 51.2 | 59.8 | 38.6 | 58.4 | 46.7 | 99.9 | 51.3 | 59.8 | 38.6 | 58.7 | 46.7 |
| Profit (loss) | 13.0 | 10.5 | 16.1 | 10.8 | 14.9 | 100.0 | 13.0 | 10.5 | 16.1 | 10.8 | 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 \$25,000 and \$2,000,000.

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4491 - Land Developers

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

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

Ontario, Land Developers (SIC 4491)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 45 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 6 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 309 | -- | -- | -- | -- |
| Total current assets | 315 | -- | -- | -- | -- |
| Fixed assets | 136 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 138 | -- | -- | -- | -- |
| Total assets | 590 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 26 | -- | -- | -- | -- |
| Other current liabilities | 221 | -- | -- | -- | -- |
| Total current liabilities | 246 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 200 | -- | -- | -- | -- |
| Total liabilities | 447 | -- | -- | -- | -- |
| Total equity | 143 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

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

Ontario, Land Developers (SIC 4491)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 45 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.1 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 5.7 | -- | -- | -- | -- |
| Debt ratio (times) | 0.8 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Land Developers (SIC 4491)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 27 | | | | |
| Low sales value (\$000's) | (1) | (1) | 70 | 392 | 524 |
| High sales value (\$000's) | (1) | 70 | 392 | 524 | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 92 | 26 | 32 | 142 | 166 |
| Depreciation | 4 | 1 | 1 | 1 | 15 |
| Other | 111 | 10 | -3 | 269 | 172 |
| Dividends | -8 | - | -6 | -17 | -6 |
| Investment activities | | | | | |
| Disposal of fixed assets | 80 | 143 | 17 | - | 190 |
| Purchase of fixed assets | -26 | -108 | -3 | -1 | -18 |
| Increase in investment | -390 | - | -22 | -741 | -784 |
| Decrease in investment | 18 | - | 45 | - | 13 |
| Financing activities | | | | | |
| Increase in long term debt | 258 | 13 | - | 523 | 494 |
| Repayment of long term debt | -35 | -105 | -6 | - | -55 |
| Loans from shareholders | 60 | - | 27 | 18 | 185 |
| Repayment of loans from shareholders | -119 | - | -18 | -166 | -284 |
| Advances & loans from government | 5 | - | - | - | 19 |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | 7 | - | -1 | 45 | -14 |
| Increase(decrease) in cash & equivalents | 58 | -21 | 64 | 74 | 95 |
| Cash & equivalents-Beginning of the year | 121 | -3 | 341 | 81 | 1 |
| Cash & equivalents - End of the year | 179 | -24 | 405 | 135 | 95 |

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

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

Ontario, Land Developers (SIC 4491)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 756 | 126,092 | 6,964 | 141 | 98 |
| less than 20 | 698 | 34,634 | 1,883 | 133 | 95 |
| 20 - 99 | 41 | 24,329 | 1,336 | 7 | 3 |
| 100 - 499 | 15 | X | 2,310 | 1 | - |
| 500 and over | 2 | X | 1,435 | - | - |
| 1987 | | | | | |
| Total | 961 | 206,745 | 8,956 | 226 | ... |
| less than 20 | 872 | 60,425 | 2,597 | 210 | ... |
| 20 - 99 | 73 | 62,612 | 2,699 | 13 | ... |
| 100 - 499 | 14 | X | 2,578 | 3 | ... |
| 500 and over | 2 | X | 1,082 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 95 | | | | |
| Average sales \$ | 391,324 | 56,225 | 119,041 | 360,414 | 1,019,517 |
| Average expense \$ | 341,402 | 57,525 | 127,376 | 326,400 | 854,307 |
| Average net profit (loss) \$ | 49,922 | 8,700 | -8,335 | 34,014 | 165,310 |
| Businesses reporting a profit (No.) | 75 | | | | |
| Average sales \$ | 408,083 | 73,253 | 133,873 | 388,378 | 1,036,948 |
| Average expense \$ | 323,339 | 55,922 | 107,708 | 333,948 | 795,776 |
| Average net profit \$ | 84,724 | 17,331 | 25,965 | 54,430 | 241,172 |
| Businesses reporting a loss (No.) | 20 | | | | |
| Average sales \$ | 332,539 | 53,375 | 103,367 | 239,841 | 933,572 |
| Average expense \$ | 411,913 | 60,455 | 148,444 | 293,855 | 1,144,898 |
| Average net loss \$ | -79,374 | -7,080 | -45,077 | -54,014 | -211,326 |
| 1986 | | | | | |
| Number of observations in sample | 98 | | | | |
| Average sales \$ | 451,920 | 86,180 | 179,176 | 409,161 | 1,133,161 |
| Average expense \$ | 412,375 | 68,481 | 162,128 | 447,592 | 971,300 |
| Average net profit (loss) \$ | 39,545 | 17,699 | 17,048 | -38,431 | 161,861 |
| Businesses reporting a profit (No.) | 78 | | | | |
| Average sales \$ | 458,775 | 91,007 | 175,042 | 408,318 | 1,160,733 |
| Average expense \$ | 383,778 | 69,061 | 156,310 | 334,607 | 975,133 |
| Average net profit \$ | 74,997 | 21,946 | 18,732 | 73,711 | 185,600 |
| Businesses reporting a loss (No.) | 22 | | | | |
| Average sales \$ | 401,280 | 62,014 | 261,591 | 410,450 | 871,063 |
| Average expense \$ | 474,765 | 65,581 | 278,124 | 620,490 | 934,864 |
| Average net loss \$ | -73,485 | -3,567 | -16,533 | -210,040 | -63,801 |
| 1987 | | | | | |
| Number of observations in sample | 108 | | | | |
| Average sales \$ | 397,748 | 50,635 | 136,592 | 342,822 | 1,060,942 |
| Average expense \$ | 327,163 | 31,512 | 110,396 | 291,956 | 874,786 |
| Average net profit (loss) \$ | 70,585 | 19,123 | 26,196 | 50,866 | 186,156 |
| Businesses reporting a profit (No.) | 85 | | | | |
| Average sales \$ | 398,073 | 50,286 | 137,605 | 344,226 | 1,060,176 |
| Average expense \$ | 318,061 | 18,046 | 106,782 | 276,717 | 870,697 |
| Average net profit \$ | 80,012 | 32,240 | 30,823 | 67,509 | 189,479 |
| Businesses reporting a loss (No.) | 21 | | | | |
| Average sales \$ | 409,835 | 51,149 | 129,760 | 337,566 | 1,120,865 |
| Average expense \$ | 432,428 | 51,319 | 134,774 | 349,039 | 1,194,581 |
| Average net loss \$ | -22,593 | -170 | -5,014 | -11,473 | -73,716 |

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

See Table 1 for symbols and notes.

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

Ontario, Truck Transport Industries (SIC 456)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|--|--|
| Businesses in sample (No.) | 1,372 | | | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 49 | 82 | 129 | | | | | | | | | |
| High sales value (\$000's) | (1) | 49 | 82 | 129 | (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 | 30.7 | 24.7 | 31.1 | 38.1 | 28.8 | 95.5 | 32.0 | 28.7 | 32.2 | 39.7 | 29.3 | | | |
| Depreciation | 10.3 | 8.6 | 11.1 | 11.9 | 9.7 | 88.7 | 11.7 | 10.8 | 12.5 | 13.1 | 10.2 | | | |
| Repairs & maintenance | 7.9 | 6.6 | 8.5 | 9.3 | 7.2 | 65.8 | 12.0 | 11.7 | 13.7 | 12.7 | 10.2 | | | |
| Fuel expense | 12.4 | 9.5 | 11.5 | 16.9 | 11.9 | 62.0 | 20.0 | 18.1 | 20.0 | 23.2 | 18.0 | | | |
| Personnel expenses | 10.2 | 5.1 | 7.2 | 7.6 | 21.0 | 66.3 | 15.3 | 11.6 | 11.7 | 10.7 | 22.9 | | | |
| Financial expenses | 3.7 | 3.5 | 3.8 | 4.3 | 3.4 | 83.4 | 4.2 | 4.4 | 4.3 | 4.6 | 3.5 | | | |
| Interest & bank charges | 3.1 | 2.8 | 3.2 | 3.7 | 2.8 | 74.0 | 4.2 | 4.9 | 4.4 | 4.8 | 3.2 | | | |
| Professional fees | 0.6 | 0.7 | 0.6 | 0.6 | 0.6 | 75.4 | 0.8 | 1.0 | 0.8 | 0.7 | 0.7 | | | |
| Other expenses | 34.8 | 37.5 | 33.0 | 31.6 | 37.0 | 99.8 | 34.8 | 37.5 | 33.2 | 31.8 | 37.0 | | | |
| Profit (loss) | 20.6 | 29.3 | 24.9 | 18.4 | 10.0 | 38.1 | 21.0 | 30.0 | 25.3 | 18.6 | 10.2 | | | |
| 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 \$25,000 and \$2,000,000.
- $$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- $$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4560 - Truck Transport Industry

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Truck Transport Industries (SIC 456)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 595 | | | | |
| Sales value (\$000's) | (1) | (1) | 99 | 166 | 440 |
| Assets value (\$000's) | (1) | 99 | 166 | 440 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 30 | 3 | 7 | 20 | 87 |
| Inventory | - | - | - | - | - |
| Other current assets | 36 | 12 | 18 | 30 | 86 |
| Total current assets | 66 | 15 | 26 | 50 | 173 |
| Fixed assets | 120 | 40 | 106 | 77 | 254 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 17 | 2 | 4 | 14 | 47 |
| Total assets | 203 | 57 | 136 | 141 | 473 |
| Liabilities and equity | | | | | |
| Current loans | 14 | 3 | 7 | 10 | 37 |
| Other current liabilities | 81 | 19 | 38 | 41 | 144 |
| Total current liabilities | 75 | 22 | 45 | 52 | 181 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 10 | 4 | 7 | 8 | 22 |
| Other liabilities | 62 | 28 | 69 | 39 | 111 |
| Total liabilities | 148 | 54 | 121 | 99 | 315 |
| Total equity | 55 | 4 | 15 | 42 | 159 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Truck Transport Industries (SIC 456)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 595 | | | | |
| Sales value (\$000's) | (1) | (1) | 99 | 166 | 440 |
| Assets value (\$000's) | (1) | 99 | 166 | 440 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.9 | 0.7 | 0.6 | 1.0 | 1.0 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.7 | 15.2 | 8.0 | 2.4 | 2.0 |
| Interest coverage ratio (times) | 3.9 | 2.1 | 3.3 | 4.2 | 4.2 |
| Debt ratio (times) | 0.7 | 0.9 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Truck Transport Industries (SIC 456)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 303 | | | | |
| Low sales value (\$000's) | (1) | (1) | 85 | 173 | 438 |
| High sales value (\$000's) | (1) | 85 | 173 | 438 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 19 | 1 | 10 | 14 | 48 |
| Depreciation | 31 | 11 | 19 | 24 | 69 |
| Other | -1 | 2 | 6 | -1 | -13 |
| Dividends | -6 | -5 | -8 | -6 | -8 |
| Investment activities | | | | | |
| Disposal of fixed assets | 12 | 7 | 6 | 14 | 21 |
| Purchase of fixed assets | -55 | -19 | -23 | -41 | -137 |
| Increase in investment | -2 | -1 | - | -2 | -4 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 22 | 8 | 11 | 15 | 52 |
| Repayment of long term debt | -17 | -6 | -15 | -18 | -28 |
| Loans from shareholders | 8 | 6 | - | 8 | 17 |
| Repayment of loans from shareholders | -5 | - | -3 | -3 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | 2 |
| Decrease in equity | -2 | -5 | - | -1 | -1 |
| Other | - | - | -1 | - | 1 |
| Increase(decrease) in cash & equivalents | 4 | -1 | 5 | 2 | 9 |
| Cash & equivalents-Beginning of the year | 10 | 7 | 10 | 15 | 10 |
| Cash & equivalents - End of the year | 14 | 6 | 15 | 17 | 18 |

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

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

Ontario, Truck Transport Industries (SIC 456)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 3,955 | 1,082,925 | 53,034 | 751 | 523 |
| less than 20 | 3,583 | 197,221 | 8,461 | 725 | 512 |
| 20 - 99 | 262 | 219,871 | 9,634 | 16 | 5 |
| 100 - 499 | 82 | 280,553 | 12,123 | 8 | 6 |
| 500 and over | 28 | 395,280 | 22,816 | 2 | - |
| 1987 | | | | | |
| Total | 4,878 | 1,480,368 | 62,408 | 1,023 | ... |
| less than 20 | 4,448 | 279,502 | 10,558 | 983 | ... |
| 20 - 99 | 310 | 298,079 | 11,559 | 31 | ... |
| 100 - 499 | 95 | 414,134 | 15,905 | 9 | ... |
| 500 and over | 25 | 488,653 | 24,386 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,890 | | | | |
| Average sales \$ | 146,445 | 37,101 | 63,735 | 96,813 | 388,132 |
| Average expense \$ | 130,275 | 27,688 | 52,274 | 79,925 | 361,212 |
| Average net profit (loss) \$ | 16,170 | 9,413 | 11,461 | 16,888 | 26,920 |
| Businesses reporting a profit (No.) | 1,712 | | | | |
| Average sales \$ | 139,981 | 37,198 | 63,437 | 97,163 | 362,125 |
| Average expense \$ | 119,746 | 25,431 | 47,648 | 78,846 | 327,058 |
| Average net profit \$ | 20,235 | 11,767 | 15,789 | 18,317 | 35,067 |
| Businesses reporting a loss (No.) | 178 | | | | |
| Average sales \$ | 184,734 | 36,448 | 64,872 | 91,132 | 546,484 |
| Average expense \$ | 194,853 | 42,947 | 69,877 | 97,416 | 569,172 |
| Average net loss \$ | -10,119 | -6,499 | -5,005 | -8,284 | -22,688 |
| 1986 | | | | | |
| Number of observations in sample | 1,858 | | | | |
| Average sales \$ | 154,595 | 38,807 | 69,680 | 111,344 | 398,550 |
| Average expense \$ | 138,289 | 27,580 | 55,361 | 95,372 | 374,842 |
| Average net profit (loss) \$ | 16,306 | 11,227 | 14,319 | 15,972 | 23,708 |
| Businesses reporting a profit (No.) | 1,704 | | | | |
| Average sales \$ | 152,731 | 39,193 | 69,987 | 110,591 | 391,171 |
| Average expense \$ | 131,125 | 25,489 | 53,728 | 90,916 | 354,368 |
| Average net profit \$ | 21,606 | 13,704 | 16,239 | 19,675 | 36,803 |
| Businesses reporting a loss (No.) | 154 | | | | |
| Average sales \$ | 161,474 | 36,409 | 66,240 | 115,814 | 427,431 |
| Average expense \$ | 173,077 | 40,568 | 74,923 | 121,848 | 454,967 |
| Average net loss \$ | -11,603 | -4,159 | -8,683 | -6,034 | -27,536 |
| 1987 | | | | | |
| Number of observations in sample | 1,147 | | | | |
| Average sales \$ | 147,908 | 38,007 | 65,114 | 101,178 | 387,332 |
| Average expense \$ | 129,292 | 27,406 | 49,295 | 82,783 | 357,684 |
| Average net profit (loss) \$ | 18,616 | 10,601 | 15,819 | 18,395 | 29,648 |
| Businesses reporting a profit (No.) | 973 | | | | |
| Average sales \$ | 146,530 | 38,115 | 64,987 | 101,209 | 381,808 |
| Average expense \$ | 124,253 | 24,954 | 46,584 | 80,834 | 344,639 |
| Average net profit \$ | 22,277 | 13,161 | 18,403 | 20,375 | 37,169 |
| Businesses reporting a loss (No.) | 174 | | | | |
| Average sales \$ | 156,068 | 37,113 | 66,145 | 100,734 | 420,281 |
| Average expense \$ | 166,193 | 47,842 | 71,316 | 110,129 | 435,486 |
| Average net loss \$ | -10,125 | -10,729 | -5,171 | -9,395 | -15,205 |

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

See Table 1 for symbols and notes.

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

Ontario, General Freight Trucking Industry (SIC 4561)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 1,101 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 48 | 80 | 120 | | | | | (1) | |
| High sales value (\$000's) | (1) | 48 | 80 | 120 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 1.8 | 2.4 | 0.6 | 1.8 | 1.7 | 7.3 | 22.5 | 28.4 | 10.7 | 26.9 | 21.6 |
| Occupancy expenses | 21.8 | 19.7 | 21.4 | 24.4 | 21.7 | 97.5 | 22.4 | 20.4 | 22.5 | 24.7 | 21.9 |
| Depreciation | 10.4 | 8.9 | 10.5 | 11.3 | 10.9 | 87.8 | 11.9 | 11.1 | 12.3 | 12.5 | 11.5 |
| Repairs & maintenance | 8.1 | 7.1 | 8.1 | 9.8 | 7.6 | 67.3 | 12.1 | 12.4 | 12.5 | 13.4 | 10.2 |
| Heat, light & telephone | 0.8 | 0.8 | 0.7 | 0.8 | 0.8 | 57.9 | 1.3 | 1.5 | 1.7 | 1.2 | 1.1 |
| Rent | 2.5 | 3.0 | 2.1 | 2.5 | 2.5 | 42.0 | 6.0 | 9.6 | 5.3 | 6.1 | 4.4 |
| Personnel expenses | 8.9 | 4.7 | 6.6 | 7.3 | 17.1 | 64.3 | 13.9 | 10.9 | 11.6 | 10.7 | 19.3 |
| Financial expenses | 3.9 | 3.7 | 3.7 | 4.3 | 3.8 | 89.1 | 4.4 | 4.7 | 4.2 | 4.6 | 3.9 |
| Interest & bank charges | 3.3 | 3.0 | 3.1 | 3.7 | 3.3 | 74.3 | 4.4 | 5.2 | 4.3 | 4.6 | 3.8 |
| Professional fees | 0.6 | 0.7 | 0.6 | 0.6 | 0.6 | 75.0 | 0.8 | 1.0 | 0.8 | 0.7 | 0.6 |
| Other expenses | 42.2 | 38.7 | 42.0 | 43.2 | 44.7 | 99.7 | 42.3 | 38.9 | 42.4 | 43.2 | 44.8 |
| Profit (loss) | 21.5 | 30.7 | 25.7 | 18.9 | 10.9 | 97.9 | 22.0 | 31.6 | 26.1 | 19.2 | 11.2 |
| 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 \$25,000 and \$2,000,000.

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4561 General Freight Trucking Industry

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 422 | | | | |
| Low sales value (\$000's) | (1) | (1) | 99 | 155 | 389 |
| High sales value (\$000's) | (1) | 99 | 155 | 389 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 28 | 3 | 6 | 18 | 83 |
| Inventory | - | - | - | - | - |
| Other current assets | 34 | 12 | 19 | 26 | 78 |
| Total current assets | 61 | 15 | 25 | 43 | 162 |
| Fixed assets | 120 | 38 | 118 | 74 | 245 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 13 | 2 | 3 | 12 | 35 |
| Total assets | 194 | 56 | 146 | 129 | 442 |
| Liabilities and equity | | | | | |
| Current loans | 13 | 2 | 5 | 11 | 34 |
| Other current liabilities | 61 | 23 | 40 | 39 | 143 |
| Total current liabilities | 75 | 26 | 45 | 50 | 177 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 10 | 5 | 5 | 10 | 22 |
| Other liabilities | 62 | 21 | 82 | 38 | 107 |
| Total liabilities | 148 | 52 | 132 | 97 | 307 |
| Total equity | 47 | 4 | 14 | 32 | 135 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, General Freight Trucking Industry (SIC 4561)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 422 | | | | |
| Low sales value (\$000's) | (1) | (1) | 99 | 155 | 389 |
| High sales value (\$000's) | (1) | 99 | 155 | 389 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.8 | 0.6 | 0.5 | 0.9 | 0.9 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.2 | 13.0 | 9.4 | 3.0 | 2.3 |
| Interest coverage ratio (times) | 3.6 | 2.5 | 3.1 | 4.0 | 3.8 |
| Debt ratio (times) | 0.8 | 0.9 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 186 | | | | |
| Low sales value (\$000's) | (1) | (1) | 83 | 125 | 329 |
| High sales value (\$000's) | (1) | 83 | 125 | 329 | 11 |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 18 | 6 | 6 | 18 | 41 |
| Depreciation | 30 | 10 | 19 | 21 | 69 |
| Other | -2 | -3 | 8 | -3 | -11 |
| Dividends | -8 | -10 | -3 | -11 | -8 |
| Investment activities | | | | | |
| Disposal of fixed assets | 13 | 6 | 8 | 13 | 24 |
| Purchase of fixed assets | -55 | -14 | -29 | -29 | -143 |
| Increase in investment | -2 | - | - | -1 | -5 |
| Decrease in investment | 1 | - | - | - | 2 |
| Financing activities | | | | | |
| Increase in long term debt | 23 | 12 | 15 | 13 | 54 |
| Repayment of long term debt | -18 | -7 | -17 | -20 | -26 |
| Loans from shareholders | 8 | - | - | 6 | 24 |
| Repayment of loans from shareholders | -4 | -1 | -2 | -2 | -11 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | - | 2 |
| Decrease in equity | -1 | - | - | -2 | -1 |
| Other | - | - | - | - | 2 |
| Increase(decrease) in cash & equivalents | 5 | - | 5 | 4 | 12 |
| Cash & equivalents-Beginning of the year | 11 | 10 | 8 | 15 | 11 |
| Cash & equivalents - End of the year | 16 | 10 | 13 | 19 | 22 |

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 3,955 | 1,092,925 | 53,034 | 751 | 523 |
| less than 20 | 3,583 | 197,221 | 8,461 | 725 | 512 |
| 20 - 99 | 262 | 219,871 | 9,634 | 16 | 5 |
| 100 - 499 | 82 | 280,553 | 12,123 | 8 | 6 |
| 500 and over | 28 | 395,280 | 22,816 | 2 | - |
| 1987 | | | | | |
| Total | 4,878 | 1,480,368 | 62,408 | 1,023 | ... |
| less than 20 | 4,448 | 279,502 | 10,558 | 983 | ... |
| 20 - 99 | 310 | 298,079 | 11,559 | 31 | ... |
| 100 - 499 | 95 | 414,134 | 15,905 | 9 | ... |
| 500 and over | 25 | 488,653 | 24,386 | - | ... |

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

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

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

See Table 1 for symbols and notes.

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 755 | | | | |
| Average sales \$ | 176,731 | 40,081 | 71,674 | 111,373 | 483,797 |
| Average expense \$ | 160,159 | 29,435 | 60,857 | 92,882 | 457,462 |
| Average net profit (loss) \$ | 16,572 | 10,646 | 10,817 | 18,491 | 26,335 |
| Businesses reporting a profit (No.) | 683 | | | | |
| Average sales \$ | 169,904 | 39,887 | 71,751 | 111,368 | 456,609 |
| Average expense \$ | 148,720 | 27,299 | 56,194 | 91,676 | 419,709 |
| Average net profit \$ | 21,184 | 12,588 | 15,557 | 19,692 | 36,900 |
| Businesses reporting a loss (No.) | 72 | | | | |
| Average sales \$ | 212,172 | 41,697 | 71,404 | 111,494 | 524,091 |
| Average expense \$ | 224,826 | 47,159 | 77,087 | 122,788 | 652,271 |
| Average net loss \$ | -12,654 | -5,462 | -5,683 | -11,294 | -28,180 |
| 1986 | | | | | |
| Number of observations in sample | 388 | | | | |
| Average sales \$ | 222,004 | 37,921 | 84,590 | 144,729 | 820,777 |
| Average expense \$ | 205,385 | 26,743 | 73,257 | 134,817 | 586,921 |
| Average net profit (loss) \$ | 16,619 | 11,178 | 11,333 | 10,112 | 33,856 |
| Businesses reporting a profit (No.) | 344 | | | | |
| Average sales \$ | 226,748 | 37,718 | 83,590 | 146,267 | 639,418 |
| Average expense \$ | 200,806 | 21,771 | 70,039 | 122,646 | 588,767 |
| Average net profit \$ | 25,942 | 15,947 | 13,551 | 23,621 | 50,651 |
| Businesses reporting a loss (No.) | 44 | | | | |
| Average sales \$ | 205,953 | 38,613 | 93,354 | 142,753 | 549,093 |
| Average expense \$ | 218,762 | 43,755 | 101,471 | 150,002 | 579,820 |
| Average net loss \$ | -12,809 | -5,142 | -8,117 | -7,249 | -30,727 |
| 1987 | | | | | |
| Number of observations in sample | 897 | | | | |
| Average sales \$ | 134,557 | 37,459 | 63,282 | 97,345 | 340,141 |
| Average expense \$ | 116,502 | 26,344 | 46,870 | 79,027 | 313,768 |
| Average net profit (loss) \$ | 18,055 | 11,115 | 16,412 | 18,318 | 26,373 |
| Businesses reporting a profit (No.) | 762 | | | | |
| Average sales \$ | 131,545 | 37,435 | 63,164 | 97,133 | 328,447 |
| Average expense \$ | 110,825 | 24,118 | 44,365 | 75,690 | 295,176 |
| Average net profit \$ | 21,810 | 13,317 | 18,798 | 21,443 | 33,274 |
| Businesses reporting a loss (No.) | 135 | | | | |
| Average sales \$ | 156,693 | 37,670 | 84,331 | 100,023 | 425,948 |
| Average expense \$ | 166,588 | 45,700 | 69,121 | 108,655 | 442,877 |
| Average net loss \$ | -9,593 | -8,030 | -4,790 | -8,632 | -16,929 |

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

See Table 1 for symbols and notes.

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

Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | | | |
|----------------------------|-----------|---------------|---------------------|---------------------|------------|--|-------------------------------|--|--|--|--|--|--|-----|
| Businesses in sample (No.) | 79 | | | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 51 | 73 | 73 | | | | | | | | | 215 |
| High sales value (\$000's) | (1) | 51 | 73 | 215 | 215 | | | | | | | | | (1) |

| Selected expense item | Industry average (2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | | | | |
|-------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|--|--|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | |
| | Percent of sales | | | | | | Percent of sales | | | | | | | |
| Vehicle expenses | 29.1 | 25.1 | 37.6 | 27.6 | 26.4 | 100.0 | 29.1 | 25.1 | 37.6 | 27.6 | 26.4 | | | |
| Depreciation | 12.8 | 11.2 | 17.8 | 13.4 | 8.9 | 98.4 | 13.0 | 11.9 | 17.8 | 13.4 | 8.9 | | | |
| Repairs & maintenance | 8.7 | 6.8 | 10.2 | 8.9 | 8.7 | 65.1 | 13.3 | 10.9 | 20.2 | 11.9 | 12.2 | | | |
| Fuel expense | 7.7 | 7.2 | 9.5 | 5.3 | 8.7 | 49.4 | 15.5 | 14.6 | 18.6 | 14.8 | 14.2 | | | |
| Personnel expenses | 11.4 | 2.4 | 8.6 | 10.6 | 23.7 | 71.8 | 15.9 | 5.8 | 11.5 | 15.1 | 23.7 | | | |
| Financial expenses | 3.1 | 1.2 | 4.9 | 3.9 | 2.7 | 94.4 | 3.3 | 1.3 | 5.6 | 4.0 | 2.7 | | | |
| Interest & bank charges | 2.6 | 0.7 | 4.0 | 3.6 | 2.2 | 73.6 | 3.6 | 2.3 | 4.6 | 3.8 | 2.7 | | | |
| Professional fees | 0.5 | 0.5 | 0.8 | 0.3 | 0.5 | 83.5 | 0.6 | 0.6 | 1.1 | 0.4 | 0.5 | | | |
| Other expenses | 38.7 | 45.4 | 34.6 | 36.3 | 38.5 | 100.0 | 38.7 | 45.4 | 34.6 | 36.3 | 38.5 | | | |
| Profit (loss) | 17.7 | 25.9 | 14.4 | 21.7 | 8.7 | 99.5 | 17.8 | 25.9 | 14.4 | 21.7 | 8.9 | | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | | | |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4564 - Dry Bulk Materials Trucking Industry

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

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

| | 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 | - | -- | -- | -- | -- |
| Accounts and notes receivable | 43 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 45 | -- | -- | -- | -- |
| Total current assets | 87 | -- | -- | -- | -- |
| Fixed assets | 155 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 9 | -- | -- | -- | -- |
| Total assets | 252 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 24 | -- | -- | -- | -- |
| Other current liabilities | 69 | -- | -- | -- | -- |
| Total current liabilities | 94 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 10 | -- | -- | -- | -- |
| Other liabilities | 79 | -- | -- | -- | -- |
| Total liabilities | 183 | -- | -- | -- | -- |
| Total equity | 69 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

| | Total (2) | 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 | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.9 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.6 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 4.4 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Dry Bulk Materials Trucking Industry (SIC 4564)

| | 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 | 36 | -- | -- | -- | -- |
| Depreciation | 55 | -- | -- | -- | -- |
| Other | 9 | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 17 | -- | -- | -- | -- |
| Purchase of fixed assets | -128 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 45 | -- | -- | -- | -- |
| Repayment of long term debt | -17 | -- | -- | -- | -- |
| Loans from shareholders | 2 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -10 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | -1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 4 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | 12 | -- | -- | -- | -- |
| Cash & equivalents—End of the year | 16 | -- | -- | -- | -- |

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

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

Ontario, Truck Transport Industries (SIC 456)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 3,955 | 1,092,925 | 53,034 | 751 | 523 |
| less than 20 | 3,583 | 197,221 | 8,461 | 725 | 512 |
| 20 - 99 | 262 | 219,871 | 9,634 | 16 | 5 |
| 100 - 499 | 82 | 280,553 | 12,123 | 8 | 6 |
| 500 and over | 28 | 395,280 | 22,816 | 2 | - |
| 1987 | | | | | |
| Total | 4,878 | 1,480,368 | 62,408 | 1,023 | ... |
| less than 20 | 4,448 | 279,502 | 10,558 | 983 | ... |
| 20 - 99 | 310 | 298,079 | 11,559 | 31 | ... |
| 100 - 499 | 95 | 414,134 | 15,905 | 9 | ... |
| 500 and over | 25 | 488,653 | 24,386 | - | ... |

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

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

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

See Table 1 for symbols and notes.

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 145 | | | | |
| Average sales \$ | 150,942 | 34,901 | 55,956 | 81,994 | 430,918 |
| Average expense \$ | 135,560 | 23,843 | 47,048 | 68,648 | 403,620 |
| Average net profit (loss) \$ | 15,282 | 11,058 | 8,908 | 13,346 | 27,817 |
| Businesses reporting a profit (No.) | 135 | | | | |
| Average sales \$ | 154,084 | 34,901 | 55,795 | 88,341 | 437,300 |
| Average expense \$ | 135,348 | 23,843 | 45,728 | 68,200 | 403,620 |
| Average net profit \$ | 18,736 | 11,058 | 10,067 | 20,141 | 33,680 |
| Businesses reporting a loss (No.) | 10 | | | | |
| Average sales \$ | 165,927 | - | 58,248 | 85,050 | 374,484 |
| Average expense \$ | 178,089 | - | 65,912 | 69,845 | 398,509 |
| Average net loss \$ | -12,162 | - | -7,664 | -4,795 | -24,025 |
| 1986 | | | | | |
| Number of observations in sample | 144 | | | | |
| Average sales \$ | 193,621 | 32,067 | 71,155 | 132,261 | 539,000 |
| Average expense \$ | 176,376 | 25,601 | 51,418 | 120,743 | 507,740 |
| Average net profit (loss) \$ | 17,245 | 8,466 | 19,737 | 11,518 | 31,260 |
| Businesses reporting a profit (No.) | 122 | | | | |
| Average sales \$ | 177,273 | 31,540 | 71,155 | 131,123 | 475,272 |
| Average expense \$ | 154,572 | 23,215 | 51,418 | 105,807 | 437,847 |
| Average net profit \$ | 22,701 | 8,325 | 19,737 | 25,316 | 37,425 |
| Businesses reporting a loss (No.) | 22 | | | | |
| Average sales \$ | 372,010 | 35,960 | - | 134,085 | 945,988 |
| Average expense \$ | 380,660 | 43,198 | - | 144,882 | 954,100 |
| Average net loss \$ | -8,650 | -7,238 | - | -10,597 | -8,114 |
| 1987 | | | | | |
| Number of observations in sample | 67 | | | | |
| Average sales \$ | 179,019 | 41,161 | 64,960 | 132,617 | 477,339 |
| Average expense \$ | 157,714 | 32,497 | 57,946 | 103,300 | 437,112 |
| Average net profit (loss) \$ | 21,305 | 8,664 | 7,014 | 29,317 | 40,227 |
| Businesses reporting a profit (No.) | 60 | | | | |
| Average sales \$ | 182,788 | 41,161 | 65,308 | 131,017 | 493,665 |
| Average expense \$ | 158,085 | 32,497 | 54,970 | 100,759 | 444,115 |
| Average net profit \$ | 24,703 | 8,664 | 10,338 | 30,258 | 49,550 |
| Businesses reporting a loss (No.) | 7 | | | | |
| Average sales \$ | 214,679 | - | 62,524 | 187,420 | 394,094 |
| Average expense \$ | 223,517 | - | 78,807 | 190,338 | 401,406 |
| Average net loss \$ | -8,838 | - | -16,283 | -2,918 | -7,312 |

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

See Table 1 for symbols and notes

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

Ontario, Forest Products Trucking Industry (SIC 4565)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|-----------|---------------|---------------------|---------------------|------------|--|-----|--|--|-----|
| Businesses in sample (No.) | 53 | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 32 | | | | 99 | | | 152 |
| High sales value (\$000's) | (1) | 32 | 89 | | | | 152 | | | (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 | 2.2 | ... | ... | ... | ... | 15.3 | 14.2 | - | ... | - | ... |
| Occupancy expenses | 22.9 | 12.1 | 25.7 | 26.1 | 22.5 | 100.0 | 22.9 | 12.1 | 25.7 | 26.1 | 22.5 |
| Depreciation | 10.1 | 3.4 | 10.4 | 15.0 | 8.8 | 94.8 | 10.6 | 3.4 | 10.4 | 15.0 | 10.9 |
| Repairs & maintenance | 10.1 | 8.7 | 11.1 | 9.5 | 10.1 | 73.0 | 13.8 | 10.2 | 17.5 | 13.7 | 12.2 |
| Heat, light & telephone | 0.6 | - | 1.0 | 0.4 | 0.5 | 66.5 | 0.9 | - | 1.3 | 0.5 | 0.8 |
| Rent | 2.2 | - | 3.2 | 1.1 | 3.0 | 33.6 | 6.4 | - | 10.1 | 2.1 | 8.4 |
| Personnel expenses | 8.4 | 1.1 | 7.1 | 3.6 | 18.8 | 82.0 | 10.3 | 7.2 | 8.1 | 3.6 | 19.6 |
| Financial expenses | 3.3 | 0.5 | 3.1 | 4.7 | 3.7 | 81.0 | 4.0 | 3.0 | 3.8 | 4.7 | 3.7 |
| Interest & bank charges | 2.9 | 0.5 | 2.8 | 4.2 | 3.2 | 74.1 | 4.0 | 3.0 | 4.6 | 4.2 | 3.3 |
| Professional fees | 0.3 | - | 0.2 | 0.5 | 0.5 | 58.1 | 0.6 | - | 0.7 | 0.5 | 0.6 |
| Other expenses | 46.2 | 34.5 | 50.8 | 50.9 | 42.5 | 100.0 | 46.2 | 34.5 | 50.8 | 50.9 | 42.5 |
| Profit (loss) | 17.0 | 51.9 | 11.4 | 14.8 | 6.8 | 100.0 | 17.0 | 51.9 | 11.4 | 14.8 | 6.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4565 - Forest Products Trucking Industry

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

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

| | 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) | (5) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 31 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 49 | -- | -- | -- | -- |
| Total current assets | 80 | -- | -- | -- | -- |
| Fixed assets | 158 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 42 | -- | -- | -- | -- |
| Total assets | 280 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 26 | -- | -- | -- | -- |
| Other current liabilities | 89 | -- | -- | -- | -- |
| Total current liabilities | 115 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 27 | -- | -- | -- | -- |
| Other liabilities | 59 | -- | -- | -- | -- |
| Total liabilities | 202 | -- | -- | -- | -- |
| Total equity | 78 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Forest Products Trucking Industry (SIC 4565)

| | 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) | 0.7 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.6 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.8 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | 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 | 5 | -- | -- | -- | -- |
| Depreciation | 53 | -- | -- | -- | -- |
| Other | -9 | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 12 | -- | -- | -- | -- |
| Purchase of fixed assets | -72 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 24 | -- | -- | -- | -- |
| Repayment of long term debt | -19 | -- | -- | -- | -- |
| Loans from shareholders | 18 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -5 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -13 | -- | -- | -- | -- |
| Other | -1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -8 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 11 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 3 | -- | -- | -- | -- |

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

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

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 3,955 | 1,092,925 | 53,034 | 751 | 529 |
| less than 20 | 3,583 | 197,221 | 8,461 | 725 | 512 |
| 20 - 99 | 262 | 219,871 | 9,634 | 16 | 5 |
| 100 - 499 | 82 | 280,553 | 12,123 | 8 | 6 |
| 500 and over | 28 | 395,280 | 22,816 | 2 | - |
| 1987 | | | | | |
| Total | 4,878 | 1,480,368 | 82,408 | 1,023 | ... |
| less than 20 | 4,448 | 279,502 | 10,558 | 983 | ... |
| 20 - 99 | 310 | 298,079 | 11,559 | 31 | ... |
| 100 - 499 | 95 | 414,134 | 15,905 | 9 | ... |
| 500 and over | 25 | 488,653 | 24,386 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 68 | | | | |
| Average sales \$ | 160,001 | 48,163 | 82,806 | 94,816 | 414,219 |
| Average expense \$ | 142,419 | 39,686 | 79,500 | 73,460 | 376,928 |
| Average net profit (loss) \$ | 17,582 | 8,477 | 3,206 | 21,356 | 37,291 |
| Businesses reporting a profit (No.) | 59 | | | | |
| Average sales \$ | 160,050 | 53,650 | 83,931 | 94,954 | 407,666 |
| Average expense \$ | 138,109 | 42,276 | 69,754 | 71,836 | 368,568 |
| Average net profit \$ | 21,941 | 11,374 | 14,177 | 23,118 | 39,098 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 198,017 | 28,222 | 82,292 | 91,839 | 589,913 |
| Average expense \$ | 206,548 | 30,273 | 84,087 | 110,740 | 601,081 |
| Average net loss \$ | -8,531 | -2,051 | -1,805 | -19,101 | -11,168 |
| 1986 | | | | | |
| Number of observations in sample | 70 | | | | |
| Average sales \$ | 183,668 | 53,988 | 89,150 | 145,734 | 445,800 |
| Average expense \$ | 180,384 | 50,737 | 76,840 | 125,958 | 468,001 |
| Average net profit (loss) \$ | 3,284 | 3,251 | 12,310 | 19,776 | -22,201 |
| Businesses reporting a profit (No.) | 61 | | | | |
| Average sales \$ | 175,513 | 53,484 | 89,526 | 145,361 | 413,681 |
| Average expense \$ | 161,591 | 48,980 | 76,417 | 125,368 | 395,599 |
| Average net profit \$ | 13,922 | 4,504 | 13,109 | 19,993 | 18,082 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 201,571 | 63,964 | 79,429 | 192,942 | 489,948 |
| Average expense \$ | 224,063 | 85,474 | 87,761 | 200,585 | 522,433 |
| Average net loss \$ | -22,492 | -21,510 | -8,332 | -7,643 | -52,485 |
| 1987 | | | | | |
| Number of observations in sample | 43 | | | | |
| Average sales \$ | 168,868 | -- | -- | -- | -- |
| Average expense \$ | 159,369 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 9,499 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 34 | | | | |
| Average sales \$ | 160,807 | -- | -- | -- | -- |
| Average expense \$ | 137,773 | -- | -- | -- | -- |
| Average net profit \$ | 22,834 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 199,450 | -- | -- | -- | -- |
| Average expense \$ | 226,443 | -- | -- | -- | -- |
| Average net loss \$ | -26,993 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes

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

Ontario, School Bus Operations Industry (SIC 4573)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|--------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 88 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 32 | 101 | 332 | | | | | | |
| High sales value (\$000's) | (1) | 32 | 101 | 332 | (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 | 0.4 | ... | ... | ... | ... | 5.4 | 7.0 | - | ... | ... | ... |
| Occupancy expenses | 20.1 | 21.3 | 14.7 | 23.6 | 21.3 | 100.0 | 20.1 | 21.3 | 14.7 | 23.6 | 21.3 |
| Depreciation | 12.7 | 9.2 | 10.9 | 15.8 | 14.6 | 97.2 | 13.0 | 10.3 | 11.1 | 15.8 | 14.6 |
| Repairs & maintenance | 5.6 | 9.0 | 2.8 | 6.2 | 5.0 | 71.1 | 7.9 | 12.7 | 4.9 | 9.3 | 5.5 |
| Heat, light & telephone | 1.0 | 1.7 | 0.8 | 0.7 | 0.8 | 76.4 | 1.3 | 2.0 | 1.4 | 1.1 | 0.8 |
| Rent | 0.8 | 1.3 | 0.1 | 0.8 | 1.0 | 43.4 | 1.8 | 1.8 | 1.0 | 2.5 | 1.6 |
| Personnel expenses | 23.2 | 6.2 | 11.2 | 36.2 | 38.7 | 76.6 | 30.3 | 14.3 | 18.3 | 36.2 | 38.7 |
| Financial expenses | 2.9 | 0.5 | 3.6 | 4.0 | 3.1 | 91.4 | 3.1 | 0.6 | 4.4 | 4.1 | 3.1 |
| Interest & bank charges | 2.3 | - | 3.3 | 3.0 | 2.5 | 68.0 | 3.4 | 0.2 | 4.9 | 3.2 | 2.5 |
| Professional fees | 0.6 | 0.5 | 0.3 | 1.0 | 0.6 | 82.4 | 0.7 | 0.6 | 0.5 | 1.0 | 0.6 |
| Other expenses | 28.6 | 22.8 | 36.0 | 30.1 | 24.1 | 100.0 | 28.6 | 22.8 | 36.0 | 30.1 | 24.1 |
| Profit (loss) | 24.9 | 49.2 | 33.9 | 6.0 | 12.1 | 100.0 | 24.9 | 49.2 | 33.9 | 6.0 | 12.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4573 - School Bus Operations Industry

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

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.) | 66 | | | | |
| Low sales value (\$000's) | (1) | (1) | 136 | 313 | 706 |
| High sales value (\$000's) | (7) | 136 | 313 | 706 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 17 | 3 | 3 | 13 | 48 |
| Inventory | - | - | - | - | - |
| Other current assets | 82 | 5 | 41 | 104 | 171 |
| Total current assets | 99 | 8 | 43 | 117 | 219 |
| Fixed assets | 290 | 33 | 107 | 299 | 703 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 59 | 15 | 48 | 54 | 117 |
| Total assets | 448 | 56 | 198 | 470 | 1,040 |
| Liabilities and equity | | | | | |
| Current loans | 44 | 7 | 12 | 47 | 108 |
| Other current liabilities | 78 | 17 | 51 | 59 | 183 |
| Total current liabilities | 122 | 24 | 63 | 105 | 291 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 46 | 1 | 9 | 56 | 114 |
| Other liabilities | 60 | 12 | 43 | 49 | 135 |
| Total liabilities | 228 | 38 | 115 | 210 | 540 |
| Total equity | 219 | 18 | 83 | 260 | 500 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, School Bus Operations Industry (SIC 4573)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 66 | | | | |
| Low sales value (\$000's) | (1) | (1) | 136 | 313 | 706 |
| High sales value (\$000's) | (1) | 136 | 313 | 706 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.8 | 0.3 | 0.7 | 1.1 | 0.8 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.0 | 2.0 | 1.4 | 0.8 | 1.1 |
| Interest coverage ratio (times) | 5.3 | 0.5 | 4.0 | 5.3 | 8.1 |
| Debt ratio (times) | 0.5 | 0.7 | 0.6 | 0.4 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, School Bus Operations Industry (SIC 4573)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 51 | (1) | 136 | 448 | 912 |
| Low sales value (\$000's) | (1) | 136 | 448 | 813 | (1) |
| High sales value (\$000's) | (1) | 136 | 448 | 813 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 53 | -17 | 20 | 58 | 128 |
| Depreciation | 91 | 33 | 48 | 85 | 186 |
| Other | -12 | 19 | -16 | -2 | -32 |
| Dividends | -10 | -14 | -1 | -14 | -17 |
| Investment activities | | | | | |
| Disposal of fixed assets | 21 | 51 | 5 | 20 | 30 |
| Purchase of fixed assets | -129 | -61 | -48 | 35 | -270 |
| Increase in investment | -3 | - | -2 | -8 | -1 |
| Decrease in investment | 7 | - | - | 2 | 25 |
| Financing activities | | | | | |
| Increase in long term debt | 51 | 22 | 23 | 59 | 98 |
| Repayment of long term debt | -49 | -11 | -19 | -47 | -111 |
| Loans from shareholders | 4 | - | 4 | 2 | 8 |
| Repayment of loans from shareholders | -21 | -22 | -9 | -9 | -49 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | -1 | -12 | - | - | - |
| Other | -4 | -9 | -2 | -1 | -8 |
| Increase(decrease) in cash & equivalents | -2 | -20 | 3 | 10 | -13 |
| Cash & equivalents-Beginning of the year | 39 | 16 | 9 | 85 | 87 |
| Cash & equivalents - End of the year | 37 | -5 | 12 | 74 | 53 |

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

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

Ontario, School Bus Operations Industry (SIC 4573)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 540 | 107,949 | 10,898 | 37 | 26 |
| less than 20 | 445 | 19,812 | 1,985 | 35 | 25 |
| 20 - 99 | 78 | 31,544 | 3,189 | 2 | 1 |
| 100 - 499 | 13 | 22,581 | 2,283 | - | - |
| 500 and over | 4 | 34,012 | 3,439 | - | - |
| 1987 | | | | | |
| Total | 530 | 156,821 | 11,359 | 35 | ... |
| less than 20 | 434 | 26,862 | 1,928 | 35 | ... |
| 20 - 99 | 81 | 47,501 | 3,452 | - | ... |
| 100 - 499 | 12 | 33,664 | 2,447 | - | ... |
| 500 and over | 3 | 48,594 | 3,532 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 85 | | | | |
| Average sales \$ | 176,306 | 29,618 | 44,852 | 120,292 | 510,461 |
| Average expense \$ | 151,199 | 19,017 | 29,431 | 88,254 | 468,094 |
| Average net profit (loss) \$ | 25,107 | 10,601 | 15,421 | 32,038 | 42,367 |
| Businesses reporting a profit (No.) | 82 | | | | |
| Average sales \$ | 161,755 | 29,618 | 44,852 | 122,788 | 449,763 |
| Average expense \$ | 134,652 | 19,017 | 29,431 | 88,478 | 401,682 |
| Average net profit \$ | 27,103 | 10,601 | 15,421 | 34,310 | 48,081 |
| Businesses reporting a loss (No.) | 3 | | | | |
| Average sales \$ | 587,660 | - | - | 77,029 | 1,298,291 |
| Average expense \$ | 707,226 | - | - | 84,369 | 1,330,082 |
| Average net loss \$ | -19,566 | - | - | -7,340 | -31,791 |
| 1986 | | | | | |
| Number of observations in sample | 56 | | | | |
| Average sales \$ | 178,496 | 32,836 | 48,142 | 104,224 | 528,783 |
| Average expense \$ | 147,720 | 17,024 | 24,998 | 86,623 | 462,234 |
| Average net profit (loss) \$ | 30,776 | 15,812 | 23,144 | 17,601 | 66,549 |
| Businesses reporting a profit (No.) | 54 | | | | |
| Average sales \$ | 178,527 | 32,960 | 48,142 | 104,224 | 528,783 |
| Average expense \$ | 147,524 | 16,240 | 24,998 | 86,623 | 462,234 |
| Average net profit \$ | 31,003 | 16,720 | 23,144 | 17,601 | 66,549 |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 28,750 | 28,750 | - | - | - |
| Average expense \$ | 42,814 | 42,814 | - | - | - |
| Average net loss \$ | -14,064 | -14,064 | - | - | - |
| 1987 | | | | | |
| Number of observations in sample | 80 | | | | |
| Average sales \$ | 295,034 | 28,858 | 45,318 | 185,184 | 920,977 |
| Average expense \$ | 257,355 | 10,973 | 33,527 | 173,100 | 811,818 |
| Average net profit (loss) \$ | 37,679 | 17,885 | 11,791 | 12,084 | 109,159 |
| Businesses reporting a profit (No.) | 75 | | | | |
| Average sales \$ | 297,778 | 28,858 | 47,125 | 187,156 | 928,173 |
| Average expense \$ | 256,883 | 10,973 | 32,055 | 168,882 | 815,620 |
| Average net profit \$ | 40,895 | 17,885 | 15,070 | 18,274 | 112,553 |
| Businesses reporting a loss (No.) | 5 | | | | |
| Average sales \$ | 289,729 | - | 34,066 | 172,648 | 662,473 |
| Average expense \$ | 305,940 | - | 42,693 | 199,907 | 675,221 |
| Average net loss \$ | -16,211 | - | -8,627 | -27,259 | -12,748 |

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

See Table 1 for symbols and notes

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

Ontario, Taxicab Industry (SIC 4581)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | |
|----------------------------|----------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| Selected expense item | Industry average (2) | | | | | % businesses reporting | Reporting businesses only (3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Businesses in sample (No.) | 159 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$000's) | (1) | 28 | | | | | | | | | (1) |
| Vehicle expenses | 17.9 | 12.2 | 17.0 | 19.1 | 23.1 | 83.2 | 21.5 | 15.8 | 22.6 | 21.8 | 25.1 |
| Depreciation | 5.2 | 3.5 | 4.9 | 5.1 | 6.3 | 58.6 | 7.6 | 6.5 | 8.6 | 7.3 | 7.9 |
| Repairs & maintenance | 4.4 | 2.4 | 3.2 | 4.9 | 7.0 | 41.9 | 10.5 | 11.5 | 10.8 | 10.0 | 10.5 |
| Fuel expense | 8.3 | 6.3 | 8.9 | 8.1 | 9.8 | 53.6 | 15.5 | 14.1 | 18.2 | 14.4 | 15.2 |
| Personnel expenses | 8.4 | 6.8 | 3.0 | 4.1 | 11.7 | 26.9 | 23.9 | 29.3 | 24.9 | 20.6 | 22.5 |
| Financial expenses | 2.0 | 1.7 | 2.0 | 2.3 | 1.9 | 83.1 | 3.1 | 3.4 | 3.5 | 3.1 | 2.6 |
| Interest & bank charges | 1.6 | 1.5 | 1.5 | 2.0 | 1.6 | 39.7 | 4.1 | 5.2 | 5.4 | 4.5 | 2.8 |
| Professional fees | 0.3 | 0.2 | 0.5 | 0.3 | 0.3 | 45.5 | 0.7 | 0.5 | 1.1 | 0.7 | 0.6 |
| Other expenses | 51.8 | 57.4 | 53.9 | 47.3 | 47.2 | 100.0 | 51.8 | 57.4 | 53.9 | 47.3 | 47.2 |
| Profit (loss) | 22.2 | 21.9 | 24.1 | 26.6 | 18.0 | 99.5 | 22.3 | 21.9 | 24.1 | 27.1 | 18.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 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. *Excludes* dispatching services, road motor vehicle taxi services and taxicab services are included in this industry.

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

Ontario, Taxicab Industry (SIC 4581)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 40 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | | | | |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 24 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 31 | -- | -- | -- | -- |
| Total current assets | 55 | -- | -- | -- | -- |
| Fixed assets | 70 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 88 | -- | -- | -- | -- |
| Total assets | 213 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 17 | -- | -- | -- | -- |
| Other current liabilities | 66 | -- | -- | -- | -- |
| Total current liabilities | 84 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 72 | -- | -- | -- | -- |
| Total liabilities | 159 | -- | -- | -- | -- |
| Total equity | 54 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

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

Ontario, Taxicab Industry (SIC 4581)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 40 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.7 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.9 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.9 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 11 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 23 | -- | -- | -- | -- |
| Depreciation | 30 | -- | -- | -- | -- |
| Other | -16 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 12 | -- | -- | -- | -- |
| Purchase of fixed assets | -56 | -- | -- | -- | -- |
| Increase in investment | -2 | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 37 | -- | -- | -- | -- |
| Repayment of long term debt | -22 | -- | -- | -- | -- |
| Loans from shareholders | 10 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -9 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -1 | -- | -- | -- | -- |
| Other | -1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 5 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 8 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 12 | -- | -- | -- | -- |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 606 | 37,422 | 3,087 | 119 | 63 |
| less than 20 | 570 | 21,438 | 1,767 | 118 | 61 |
| 20 - 99 | 35 | X | 1,211 | 1 | 2 |
| 100 - 499 | 1 | X | 109 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 599 | 49,185 | 3,908 | 116 | ... |
| less than 20 | 548 | 22,836 | 1,811 | 114 | ... |
| 20 - 99 | 42 | X | 1,790 | 2 | ... |
| 100 - 499 | 1 | X | 307 | - | ... |
| 500 and over | - | - | - | - | ... |

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Taxicab industry (SIC 4581)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 233 | | | | |
| Average sales \$ | 66,283 | 26,097 | 29,516 | 34,935 | 174,505 |
| Average expense \$ | 57,449 | 18,289 | 21,169 | 25,823 | 164,513 |
| Average net profit (loss) \$ | 8,814 | 7,808 | 8,347 | 9,112 | 9,992 |
| Businesses reporting a profit (No.) | 220 | | | | |
| Average sales \$ | 67,073 | 26,097 | 29,506 | 34,643 | 178,046 |
| Average expense \$ | 56,674 | 18,289 | 20,877 | 23,805 | 163,724 |
| Average net profit \$ | 10,399 | 7,808 | 8,629 | 10,838 | 14,322 |
| Businesses reporting a loss (No.) | 13 | | | | |
| Average sales \$ | 76,261 | - | 30,000 | 37,740 | 161,043 |
| Average expense \$ | 82,504 | - | 34,774 | 45,223 | 167,515 |
| Average net loss \$ | -6,243 | - | -4,774 | -7,483 | -6,472 |
| 1986 | | | | | |
| Number of observations in sample | 119 | | | | |
| Average sales \$ | 86,128 | 25,816 | 28,086 | 33,892 | 256,717 |
| Average expense \$ | 76,931 | 19,899 | 20,795 | 25,061 | 241,970 |
| Average net profit (loss) \$ | 9,197 | 5,917 | 7,291 | 8,831 | 14,747 |
| Businesses reporting a profit (No.) | 110 | | | | |
| Average sales \$ | 78,034 | 25,775 | 28,086 | 33,892 | 224,382 |
| Average expense \$ | 66,969 | 18,474 | 20,795 | 25,061 | 203,546 |
| Average net profit \$ | 11,065 | 7,301 | 7,291 | 8,831 | 20,836 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 249,735 | 26,086 | - | - | 473,382 |
| Average expense \$ | 264,432 | 29,424 | - | - | 499,440 |
| Average net loss \$ | -14,697 | -3,336 | - | - | -26,058 |
| 1987 | | | | | |
| Number of observations in sample | 128 | | | | |
| Average sales \$ | 57,618 | 26,378 | 29,089 | 34,666 | 140,338 |
| Average expense \$ | 49,112 | 19,975 | 23,627 | 24,337 | 128,508 |
| Average net profit (loss) \$ | 8,506 | 6,403 | 5,462 | 10,329 | 11,830 |
| Businesses reporting a profit (No.) | 111 | | | | |
| Average sales \$ | 53,246 | 26,378 | 29,325 | 34,666 | 122,614 |
| Average expense \$ | 43,656 | 19,975 | 22,103 | 24,337 | 108,208 |
| Average net profit \$ | 9,590 | 6,403 | 7,222 | 10,329 | 14,406 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 177,734 | - | 28,265 | - | 327,203 |
| Average expense \$ | 185,729 | - | 28,930 | - | 342,528 |
| Average net loss \$ | -7,995 | - | -665 | - | -15,325 |

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

See Table 1 for symbols and notes

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

Ontario, Postal Service Industry (SIC 4841)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 6 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- | | | | | | |
| High sales value (\$000's) | (1) | -- | -- | -- | -- | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 0.2 | -- | -- | -- | -- | 15.7 | 0.8 | -- | -- | -- | -- |
| Occupancy expenses | 11.6 | -- | -- | -- | -- | 100.0 | 11.6 | -- | -- | -- | -- |
| Depreciation | 3.8 | -- | -- | -- | -- | 80.0 | 4.7 | -- | -- | -- | -- |
| Repairs & maintenance | 0.5 | -- | -- | -- | -- | 44.9 | 1.2 | -- | -- | -- | -- |
| Heat, light & telephone | 0.4 | -- | -- | -- | -- | 39.7 | 0.9 | -- | -- | -- | -- |
| Rent | 6.9 | -- | -- | -- | -- | 83.2 | 8.3 | -- | -- | -- | -- |
| Personnel expenses | 21.1 | -- | -- | -- | -- | 39.7 | 53.1 | -- | -- | -- | -- |
| Financial expenses | 1.3 | -- | -- | -- | -- | 83.2 | 1.5 | -- | -- | -- | -- |
| Interest & bank charges | 0.8 | -- | -- | -- | -- | 73.7 | 1.1 | -- | -- | -- | -- |
| Professional fees | 0.4 | -- | -- | -- | -- | 63.1 | 0.7 | -- | -- | -- | -- |
| Other expenses | 43.9 | -- | -- | -- | -- | 100.0 | 43.9 | -- | -- | -- | -- |
| Profit (loss) | 22.0 | -- | -- | -- | -- | 100.0 | 22.0 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4841 - Postal Service Industry

Businesses primarily engaged in operating a postal service. In the main, this industry contains businesses of the post office, but it also covers businesses (including individuals working on their own account) primarily engaged in carrying on one or more functions of the postal service on a contract basis, e.g. rural mail carriers or postmasters. These businesses include contract mail service, government mail service, post office box service, contract post office operations, government post office operations and rural mail carrier services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Postal Service Industry (SIC 4841)

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

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Postal Service Industry (SIC 4841)

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

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Postal Service Industry (SIC 4841)

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

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Postal Service Industry (SIC 4841)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 124 | 703,274 | 26,229 | 24 | 16 |
| less than 20 | 121 | 3,058 | 114 | 24 | 16 |
| 20 - 99 | 2 | X | 95 | - | - |
| 100 - 499 | - | - | - | - | - |
| 500 and over | 1 | X | 26,020 | - | - |
| 1987 | | | | | |
| Total | 129 | 897,295 | 30,762 | 21 | ... |
| less than 20 | 128 | 3,935 | 135 | 21 | ... |
| 20 - 99 | 2 | X | 114 | - | ... |
| 100 - 499 | - | - | - | - | ... |
| 500 and over | 1 | X | 30,513 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Postal Service Industry (SIC 4841)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 19 | | | | |
| Average sales \$ | 46,516 | -- | -- | -- | -- |
| Average expense \$ | 32,680 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 13,936 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 18 | | | | |
| Average sales \$ | 46,903 | -- | -- | -- | -- |
| Average expense \$ | 31,531 | -- | -- | -- | -- |
| Average net profit \$ | 15,372 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 1 | | | | |
| Average sales \$ | 33,761 | -- | -- | -- | -- |
| Average expense \$ | 35,635 | -- | -- | -- | -- |
| Average net loss \$ | -1,874 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 18 | | | | |
| Average sales \$ | 75,007 | -- | -- | -- | -- |
| Average expense \$ | 66,614 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 8,393 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 16 | | | | |
| Average sales \$ | 121,439 | -- | -- | -- | -- |
| Average expense \$ | 103,783 | -- | -- | -- | -- |
| Average net profit \$ | 17,656 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 2 | | | | |
| Average sales \$ | 73,825 | -- | -- | -- | -- |
| Average expense \$ | 73,989 | -- | -- | -- | -- |
| Average net loss \$ | -164 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 16 | | | | |
| Average sales \$ | 118,327 | -- | -- | -- | -- |
| Average expense \$ | 93,853 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 24,474 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 12 | | | | |
| Average sales \$ | 118,327 | -- | -- | -- | -- |
| Average expense \$ | 93,853 | -- | -- | -- | -- |
| Average net profit \$ | 24,474 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 4 | | | | |
| Average sales \$ | - | -- | -- | -- | -- |
| Average expense \$ | - | -- | -- | -- | -- |
| Average net loss \$ | - | -- | -- | -- | -- |

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

See Table 1 for symbols and notes

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

Ontario, Courier Service Industry (SIC 4842)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 35 | -- | -- | -- | -- | | | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- | | | | | | |
| High sales value (\$000's) | ... | -- | -- | -- | -- | | | | | | |
| 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 | 0.1 | -- | -- | -- | -- | 0.2 | 57.8 | -- | -- | -- | -- |
| Occupancy expenses | 12.4 | -- | -- | -- | -- | 100.0 | 12.4 | -- | -- | -- | -- |
| Depreciation | 5.1 | -- | -- | -- | -- | 82.9 | 6.2 | -- | -- | -- | -- |
| Repairs & maintenance | 2.1 | -- | -- | -- | -- | 36.9 | 5.6 | -- | -- | -- | -- |
| Heat, light & telephone | 0.9 | -- | -- | -- | -- | 48.4 | 1.9 | -- | -- | -- | -- |
| Rent | 4.2 | -- | -- | -- | -- | 78.7 | 5.4 | -- | -- | -- | -- |
| Personnel expenses | 14.6 | -- | -- | -- | -- | 67.7 | 21.6 | -- | -- | -- | -- |
| Financial expenses | 2.5 | -- | -- | -- | -- | 91.0 | 2.8 | -- | -- | -- | -- |
| Interest & bank charges | 1.6 | -- | -- | -- | -- | 75.0 | 2.1 | -- | -- | -- | -- |
| Professional fees | 0.9 | -- | -- | -- | -- | 70.5 | 1.3 | -- | -- | -- | -- |
| Other expenses | 39.6 | -- | -- | -- | -- | 100.0 | 39.6 | -- | -- | -- | -- |
| Profit (loss) | 30.7 | -- | -- | -- | -- | 100.0 | 30.7 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4842 - Courier Service Industry

Businesses primarily engaged in providing a delivery service for letters and mail-type small parcels. Businesses engaged in courier messenger services, courier parcel delivery services, courier parcel express services and courier pick-up and delivery services are included in the industry.

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

Ontario, Courier Service Industry (SIC 4842)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 11 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 59 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 24 | -- | -- | -- | -- |
| Total current assets | 83 | -- | -- | -- | -- |
| Fixed assets | 18 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Total assets | 102 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 14 | -- | -- | -- | -- |
| Other current liabilities | 60 | -- | -- | -- | -- |
| Total current liabilities | 74 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 6 | -- | -- | -- | -- |
| Other liabilities | 6 | -- | -- | -- | -- |
| Total liabilities | 86 | -- | -- | -- | -- |
| Total equity | 16 | -- | -- | -- | -- |

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

See Table 1 for symbols and notes.

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

Ontario, Courier Service Industry (SIC 4842)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 11 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 5.2 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 5.4 | -- | -- | -- | -- |
| 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Courier Service Industry (SIC 4842)

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

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

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

Ontario, Courier Service Industry (SIC 4842)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 280 | 104,458 | 8.071 | 58 | 55 |
| less than 20 | 233 | 14,315 | 827 | 58 | 54 |
| 20 - 99 | 18 | 7,884 | 458 | 2 | 1 |
| 100 - 499 | 5 | 7,081 | 412 | - | - |
| 500 and over | 4 | 75,178 | 4,374 | - | - |
| 1987 | | | | | |
| Total | 385 | 191,034 | 9.095 | 93 | ... |
| less than 20 | 349 | 23,432 | 1,113 | 90 | ... |
| 20 - 99 | 25 | 15,423 | 725 | 3 | ... |
| 100 - 499 | 7 | 14,822 | 706 | - | ... |
| 500 and over | 4 | 137,357 | 6,551 | - | ... |

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Courier Service Industry (SIC 4842)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 57 | | | | |
| Average sales \$ | 259,723 | 27,874 | 41,095 | 143,196 | 826,727 |
| Average expense \$ | 245,669 | 16,068 | 24,610 | 129,204 | 812,792 |
| Average net profit (loss) \$ | 14,054 | 11,806 | 16,485 | 13,992 | 13,935 |
| Businesses reporting a profit (No.) | 48 | | | | |
| Average sales \$ | 250,711 | 27,874 | 40,107 | 145,353 | 789,508 |
| Average expense \$ | 232,340 | 16,068 | 21,090 | 130,753 | 761,449 |
| Average net profit \$ | 18,371 | 11,806 | 19,017 | 14,600 | 28,059 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 341,364 | - | 53,411 | 83,559 | 887,121 |
| Average expense \$ | 350,329 | - | 68,517 | 86,366 | 896,104 |
| Average net loss \$ | -8,965 | - | -15,106 | -2,807 | -8,983 |
| 1986 | | | | | |
| Number of observations in sample | 68 | | | | |
| Average sales \$ | 219,740 | 29,849 | 41,840 | 205,318 | 601,954 |
| Average expense \$ | 203,228 | 15,114 | 29,291 | 180,778 | 587,730 |
| Average net profit (loss) \$ | 16,512 | 14,735 | 12,549 | 24,540 | 14,224 |
| Businesses reporting a profit (No.) | 85 | | | | |
| Average sales \$ | 248,667 | 29,849 | 41,840 | 204,842 | 718,336 |
| Average expense \$ | 229,468 | 15,114 | 29,291 | 179,772 | 693,695 |
| Average net profit \$ | 19,199 | 14,735 | 12,549 | 24,870 | 24,641 |
| Businesses reporting a loss (No.) | 3 | | | | |
| Average sales \$ | 316,107 | - | - | 257,992 | 374,221 |
| Average expense \$ | 319,764 | - | - | 259,148 | 380,380 |
| Average net loss \$ | -3,657 | - | - | -1,156 | -6,159 |
| 1987 | | | | | |
| Number of observations in sample | 79 | | | | |
| Average sales \$ | 165,783 | 28,415 | 38,369 | 52,367 | 543,980 |
| Average expense \$ | 151,728 | 15,585 | 22,411 | 37,690 | 531,227 |
| Average net profit (loss) \$ | 14,055 | 12,830 | 15,958 | 14,677 | 12,753 |
| Businesses reporting a profit (No.) | 82 | | | | |
| Average sales \$ | 220,597 | 28,415 | 38,369 | 49,560 | 766,043 |
| Average expense \$ | 203,140 | 15,585 | 22,411 | 31,352 | 743,213 |
| Average net profit \$ | 17,457 | 12,830 | 15,958 | 18,208 | 22,830 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 155,128 | - | - | 109,677 | 200,579 |
| Average expense \$ | 185,269 | - | - | 167,128 | 203,410 |
| Average net loss \$ | -30,141 | - | - | -57,451 | -2,831 |

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

See Table 1 for symbols and notes

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

Ontario, Wholesale Petroleum Products (SIC 5111)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 175 | (1) | 111 | 241 | 797 | | | | | | |
| Low sales value (\$000's) | (1) | 111 | 241 | 797 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 111 | 241 | 797 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 36.7 | 10.6 | 23.6 | 48.7 | 62.9 | 60.4 | 60.7 | 36.3 | 57.9 | 64.8 | 65.8 |
| Occupancy expenses | 8.3 | 9.4 | 12.2 | 7.1 | 4.1 | 100.0 | 8.3 | 9.4 | 12.2 | 7.1 | 4.1 |
| Depreciation | 4.5 | 5.7 | 6.7 | 3.5 | 2.0 | 96.1 | 4.6 | 5.3 | 6.7 | 3.6 | 2.0 |
| Repairs & maintenance | 1.8 | 2.1 | 2.7 | 1.2 | 1.0 | 58.2 | 3.0 | 6.2 | 3.8 | 2.4 | 1.3 |
| Heat, light & telephone | 1.2 | 1.3 | 1.9 | 1.1 | 0.6 | 94.5 | 1.3 | 1.4 | 2.0 | 1.2 | 0.6 |
| Rent | 0.8 | 0.4 | 0.9 | 1.3 | 0.7 | 48.5 | 1.7 | 1.8 | 2.9 | 2.1 | 0.8 |
| Personnel expenses | 22.3 | 29.8 | 27.3 | 19.2 | 13.0 | 93.8 | 23.8 | 32.0 | 29.0 | 21.8 | 13.1 |
| Financial expenses | 3.8 | 8.0 | 4.2 | 1.6 | 0.9 | 98.1 | 3.7 | 8.0 | 4.2 | 1.7 | 1.0 |
| Interest & bank charges | 2.7 | 6.1 | 3.0 | 1.1 | 0.6 | 85.0 | 3.1 | 6.8 | 3.7 | 1.2 | 0.8 |
| Professional fees | 1.0 | 1.9 | 1.1 | 0.6 | 0.3 | 93.4 | 1.0 | 2.0 | 1.2 | 0.6 | 0.3 |
| Other expenses | 17.6 | 17.9 | 22.0 | 16.5 | 14.0 | 100.0 | 17.6 | 17.9 | 22.0 | 16.5 | 14.0 |
| Profit (loss) | 11.5 | 24.3 | 10.6 | 6.9 | 5.0 | 99.1 | 11.6 | 24.3 | 11.0 | 6.9 | 5.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5111 - Wholesale Petroleum Products

Businesses primarily engaged in wholesale dealing in refined petroleum products. Businesses primarily engaged in dealing in fuel oil and liquefied petroleum gases are classified in this industry regardless of whether their sales are considered to be wholesale or retail. Included are businesses engaged in wholesale bulk tank station, wholesale diesel fuel, wholesale fuel oil, wholesale furnace oil, wholesale gasoline, wholesale heating oil, wholesale kerosene, wholesale liquefied petroleum gases, wholesale lubricating oils and greases, wholesale petroleum products and wholesale of refined petroleum products.

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

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 124 | | | | |
| Low sales value (\$000's) | (1) | (1) | 112 | 281 | 845 |
| High sales value (\$000's) | (1) | 112 | 281 | 845 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 55 | 3 | 30 | 63 | 122 |
| Inventory | - | - | - | - | - |
| Other current assets | 86 | 17 | 29 | 97 | 196 |
| Total current assets | 141 | 20 | 59 | 159 | 318 |
| Fixed assets | 69 | 31 | 46 | 69 | 128 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 22 | 17 | 6 | 26 | 40 |
| Total assets | 232 | 68 | 111 | 254 | 485 |
| Liabilities and equity | | | | | |
| Current loans | 21 | 2 | 26 | 25 | 26 |
| Other current liabilities | 78 | 18 | 29 | 76 | 186 |
| Total current liabilities | 99 | 20 | 55 | 101 | 213 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 8 | 3 | 15 | 4 | 7 |
| Other liabilities | 34 | 21 | 26 | 25 | 62 |
| Total liabilities | 140 | 45 | 96 | 130 | 281 |
| Total equity | 92 | 23 | 15 | 124 | 204 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Wholesale Petroleum Products (SIC 5111)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 124 | | | | |
| Low sales value (\$000's) | (1) | (1) | 112 | 281 | 845 |
| High sales value (\$000's) | (1) | 112 | 281 | 845 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 1.0 | 1.1 | 1.6 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.5 | 2.0 | 6.5 | 1.0 | 1.4 |
| Interest coverage ratio (times) | 6.5 | 5.8 | 3.5 | 7.6 | 8.4 |
| Debt ratio (times) | 0.6 | 0.7 | 0.9 | 0.5 | 0.6 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wholesale Petroleum Products (SIC 5111)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 71 | | | | |
| Low sales value (\$000's) | (1) | (1) | 124 | 403 | 573 |
| High sales value (\$000's) | (1) | 124 | 403 | 973 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 34 | 4 | 34 | 27 | 52 |
| Depreciation | 19 | 2 | 22 | 14 | 31 |
| Other | 5 | -8 | -16 | 17 | 27 |
| Dividends | -11 | -3 | -15 | -8 | -16 |
| Investment activities | | | | | |
| Disposal of fixed assets | 20 | 27 | 15 | 31 | 8 |
| Purchase of fixed assets | -42 | -7 | -54 | -19 | -75 |
| Increase in investment | -3 | -2 | -5 | - | -5 |
| Decrease in investment | 1 | - | 2 | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 17 | - | 34 | 5 | 21 |
| Repayment of long term debt | -11 | -9 | -12 | -10 | -12 |
| Loans from shareholders | 7 | - | 14 | - | 12 |
| Repayment of loans from shareholders | -9 | -7 | -13 | -5 | -11 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | 1 | - |
| Decrease in equity | -2 | - | -2 | -1 | -4 |
| Other | - | - | - | -1 | -1 |
| Increase(decrease) in cash & equivalents | 24 | -1 | 5 | 52 | 37 |
| Cash & equivalents-Beginning of the year | 22 | 3 | 11 | 1 | 70 |
| Cash & equivalents - End of the year | 48 | 1 | 16 | 53 | 108 |

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wholesale Petroleum Products (SIC 5111)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 798 | 123,811 | 5,102 | 69 | 32 |
| less than 20 | 785 | 50,603 | 2,094 | 63 | 30 |
| 20 - 99 | 27 | 22,611 | 929 | 5 | 2 |
| 100 - 499 | 3 | 3,117 | 128 | 1 | - |
| 500 and over | 3 | 47,480 | 1,951 | - | - |
| 1987 | | | | | |
| Total | 711 | 158,196 | 5,458 | 72 | ... |
| less than 20 | 662 | 64,730 | 2,244 | 65 | ... |
| 20 - 99 | 39 | 38,970 | 1,339 | 3 | ... |
| 100 - 499 | 7 | 4,966 | 170 | 4 | ... |
| 500 and over | 3 | 49,530 | 1,705 | - | ... |

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Wholesale Petroleum Products (SIC 5111)

| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|---------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 106 | | | | |
| Average sales \$ | 512,570 | 62,350 | 186,792 | 495,263 | 1,305,873 |
| Average expense \$ | 476,872 | 40,731 | 158,670 | 469,302 | 1,238,185 |
| Average net profit (loss) \$ | 35,698 | 21,619 | 28,122 | 25,361 | 67,688 |
| Businesses reporting a profit (No.) | 100 | | | | |
| Average sales \$ | 512,892 | 62,710 | 186,792 | 520,433 | 1,281,631 |
| Average expense \$ | 467,534 | 39,697 | 158,670 | 461,861 | 1,209,906 |
| Average net profit \$ | 45,358 | 23,013 | 28,122 | 58,572 | 71,725 |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 772,069 | 54,166 | - | 423,470 | 1,838,570 |
| Average expense \$ | 805,560 | 64,258 | - | 492,838 | 1,859,585 |
| Average net loss \$ | -33,491 | -10,092 | - | -69,368 | -21,015 |
| 1986 | | | | | |
| Number of observations in sample | 84 | | | | |
| Average sales \$ | 363,123 | 62,829 | 150,482 | 255,558 | 983,623 |
| Average expense \$ | 353,263 | 43,988 | 140,867 | 251,188 | 977,009 |
| Average net profit (loss) \$ | 9,860 | 18,841 | 9,615 | 4,370 | 6,614 |
| Businesses reporting a profit (No.) | 67 | | | | |
| Average sales \$ | 352,151 | 62,829 | 126,589 | 305,232 | 913,954 |
| Average expense \$ | 326,021 | 43,988 | 106,885 | 282,596 | 870,814 |
| Average net profit \$ | 26,130 | 18,841 | 19,904 | 22,636 | 43,140 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 503,327 | - | 175,818 | 225,066 | 1,109,096 |
| Average expense \$ | 525,762 | - | 177,114 | 231,908 | 1,168,264 |
| Average net loss \$ | -22,435 | - | -1,296 | -6,842 | -59,168 |
| 1987 | | | | | |
| Number of observations in sample | 188 | | | | |
| Average sales \$ | 498,368 | 71,756 | 163,411 | 463,484 | 1,294,821 |
| Average expense \$ | 466,877 | 59,920 | 144,181 | 431,595 | 1,231,810 |
| Average net profit (loss) \$ | 31,491 | 11,836 | 19,230 | 31,889 | 63,011 |
| Businesses reporting a profit (No.) | 156 | | | | |
| Average sales \$ | 510,289 | 67,869 | 169,144 | 478,600 | 1,325,541 |
| Average expense \$ | 468,695 | 50,322 | 142,640 | 435,789 | 1,246,028 |
| Average net profit \$ | 41,594 | 17,547 | 26,504 | 42,811 | 79,513 |
| Businesses reporting a loss (No.) | 30 | | | | |
| Average sales \$ | 436,116 | 87,487 | 140,126 | 394,321 | 1,122,531 |
| Average expense \$ | 453,422 | 98,770 | 150,438 | 412,408 | 1,152,070 |
| Average net loss \$ | -17,306 | -11,283 | -10,312 | -18,087 | -29,539 |

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

See Table 1 for symbols and notes

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

Ontario, Wholesale Food (SIC 521)

| | Total(1) | Bottom 25% | | Lower middle 25% | | Upper middle 25% | | Top 25% | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 428 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | 109 | | 303 | | 794 | | | |
| High sales value (\$000's) | 111 | 109 | | 303 | | 754 | | 111 | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 53.1 | 35.0 | 52.9 | 60.9 | 63.6 | 75.4 | 70.5 | 60.0 | 76.0 | 73.8 | 69.9 |
| Occupancy expenses | 5.4 | 3.5 | 5.1 | 3.2 | 3.8 | 88.9 | 5.6 | 3.7 | 5.2 | 3.3 | 3.9 |
| Depreciation | 1.8 | 3.5 | 1.7 | 0.9 | 1.2 | 88.4 | 2.1 | 3.9 | 2.0 | 1.1 | 1.3 |
| Repairs & maintenance | 1.0 | 2.0 | 1.1 | 0.4 | 0.6 | 56.5 | 1.9 | 4.4 | 1.9 | 0.7 | 0.9 |
| Heat, light & telephone | 1.2 | 1.7 | 1.2 | 0.8 | 0.9 | 75.3 | 1.5 | 2.7 | 1.7 | 1.0 | 1.0 |
| Rent | 1.4 | 2.3 | 1.1 | 1.1 | 1.1 | 51.8 | 2.7 | 6.3 | 2.4 | 1.8 | 1.7 |
| Personnel expenses | 9.7 | 4.8 | 14.1 | 9.5 | 10.6 | 74.4 | 13.1 | 10.0 | 19.7 | 11.3 | 11.3 |
| Financial expenses | 1.6 | 2.5 | 1.7 | 1.1 | 1.0 | 86.3 | 1.8 | 3.4 | 1.9 | 1.2 | 1.1 |
| Interest & bank charges | 0.8 | 1.0 | 0.9 | 0.6 | 0.6 | 71.3 | 1.1 | 1.5 | 1.6 | 0.8 | 0.7 |
| Professional fees | 0.8 | 1.5 | 0.8 | 0.5 | 0.4 | 75.7 | 1.1 | 3.0 | 1.0 | 0.6 | 0.4 |
| Other expenses | 22.7 | 27.5 | 22.2 | 22.6 | 18.5 | 100.0 | 22.7 | 27.5 | 22.2 | 22.6 | 18.5 |
| Profit (loss) | 7.5 | 20.7 | 4.0 | 2.7 | 2.4 | 99.3 | 7.5 | 21.0 | 4.0 | 2.7 | 2.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1880):

SIC 5210 - Wholesale Food

Businesses primarily engaged in wholesale dealing in confectionery, frozen foods (packaged), dairy products, poultry and eggs, fish and seafood, fresh fruits and vegetables, meat and meat products or other specialty lines of food.

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

Ontario, Wholesale Food (SIC 521)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 264 | | | | |
| Low sales value (\$000's) | (1) | (1) | 219 | 542 | 1,022 |
| High sales value (\$000's) | (1) | 219 | 542 | 1,022 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 53 | 8 | 21 | 55 | 125 |
| Inventory | - | - | - | - | - |
| Other current assets | 94 | 30 | 53 | 79 | 211 |
| Total current assets | 147 | 39 | 73 | 134 | 335 |
| Fixed assets | 47 | 16 | 30 | 65 | 77 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 3 | 4 | 23 | 18 |
| Total assets | 206 | 58 | 108 | 221 | 430 |
| Liabilities and equity | | | | | |
| Current loans | 20 | 8 | 8 | 18 | 45 |
| Other current liabilities | 93 | 48 | 45 | 89 | 189 |
| Total current liabilities | 113 | 55 | 53 | 107 | 234 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | 1 | - | 4 | 5 |
| Other liabilities | 40 | 8 | 23 | 48 | 79 |
| Total liabilities | 155 | 65 | 76 | 159 | 318 |
| Total equity | 51 | -7 | 32 | 62 | 112 |

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

See Table 1 for symbols and notes.

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

Ontario, Wholesale Food (SIC 521)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 264 | | | | |
| Low sales value (\$000's) | (1) | (1) | 219 | 542 | 1,022 |
| High sales value (\$000's) | (1) | 219 | 542 | 1,022 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 0.7 | 1.4 | 1.3 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.1 | -9.3 | 2.4 | 2.5 | 2.8 |
| Interest coverage ratio (times) | 4.4 | ... | 4.8 | 4.8 | 4.9 |
| Debt ratio (times) | 0.8 | 1.1 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratios:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Wholesale Food (SIC 521)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 131 | | | | |
| Low sales value (\$000's) | (1) | (1) | 231 | 534 | 1,054 |
| High sales value (\$000's) | (1) | 231 | 634 | 1,054 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 23 | 12 | 26 | 25 | 30 |
| Depreciation | 11 | 4 | 6 | 17 | 17 |
| Other | -4 | 21 | -6 | -23 | -9 |
| Dividends | -6 | -1 | -11 | -3 | -10 |
| Investment activities | | | | | |
| Disposal of fixed assets | 7 | 3 | 1 | 20 | 4 |
| Purchase of fixed assets | -28 | -29 | -28 | -32 | -25 |
| Increase in investment | -8 | -6 | - | -25 | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 15 | 21 | 19 | 14 | 5 |
| Repayment of long term debt | -4 | -2 | -5 | -5 | -4 |
| Loans from shareholders | 5 | 1 | 3 | 7 | 11 |
| Repayment of loans from shareholders | -8 | -15 | -1 | -6 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | 1 | - | 3 |
| Decrease in equity | - | - | -1 | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 3 | 9 | 4 | -10 | 10 |
| Cash & equivalents-Beginning of the year | 11 | - | 22 | 17 | 4 |
| Cash & equivalents - End of the year | 14 | 9 | 26 | 7 | 13 |

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

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

Ontario, Wholesale Food (SIC 521)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,347 | 485,308 | 29,588 | 176 | 108 |
| less than 20 | 1,138 | 88,984 | 4,598 | 161 | 97 |
| 20 - 99 | 156 | 93,816 | 4,850 | 11 | 9 |
| 100 - 499 | 49 | 115,041 | 5,896 | 4 | 2 |
| 500 and over | 4 | 187,467 | 14,224 | - | - |
| 1987 | | | | | |
| Total | 1,485 | 616,335 | 30,546 | 222 | ... |
| less than 20 | 1,263 | 128,620 | 5,013 | 206 | ... |
| 20 - 99 | 172 | 148,012 | 5,742 | 8 | ... |
| 100 - 499 | 43 | 148,789 | 5,799 | 5 | ... |
| 500 and over | 7 | 192,934 | 13,992 | 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, 1985-1987
Ontario, Wholesale Food (SIC 521)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 251 | | | | |
| Average sales \$ | 419,332 | 98,272 | 191,383 | 363,732 | 1,033,942 |
| Average expense \$ | 402,018 | 75,247 | 176,703 | 337,770 | 1,018,250 |
| Average net profit (loss) \$ | 17,314 | 23,025 | 14,680 | 25,962 | 15,592 |
| Businesses reporting a profit (No.) | 230 | | | | |
| Average sales \$ | 415,311 | 76,925 | 186,685 | 360,717 | 1,036,914 |
| Average expense \$ | 385,832 | 58,810 | 168,303 | 316,549 | 999,667 |
| Average net profit \$ | 29,479 | 18,116 | 18,382 | 44,168 | 37,247 |
| Businesses reporting a loss (No.) | 31 | | | | |
| Average sales \$ | 435,097 | 121,473 | 216,841 | 376,600 | 1,025,474 |
| Average expense \$ | 461,373 | 123,344 | 222,228 | 428,349 | 1,071,572 |
| Average net loss \$ | -26,276 | -1,871 | -5,387 | -51,749 | -46,098 |
| 1986 | | | | | |
| Number of observations in sample | 271 | | | | |
| Average sales \$ | 515,492 | 43,060 | 182,860 | 523,122 | 1,312,926 |
| Average expense \$ | 503,389 | 41,660 | 172,688 | 519,270 | 1,279,938 |
| Average net profit (loss) \$ | 12,103 | 1,400 | 10,172 | 3,852 | 32,988 |
| Businesses reporting a profit (No.) | 228 | | | | |
| Average sales \$ | 509,392 | 49,715 | 172,084 | 538,453 | 1,277,316 |
| Average expense \$ | 479,542 | 34,410 | 159,404 | 518,384 | 1,205,869 |
| Average net profit \$ | 29,850 | 15,305 | 12,880 | 20,069 | 71,347 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 550,899 | 40,176 | 272,977 | 492,565 | 1,397,879 |
| Average expense \$ | 576,503 | 44,801 | 283,773 | 521,037 | 1,456,401 |
| Average net loss \$ | -25,604 | -4,825 | -10,796 | -28,472 | -58,522 |
| 1987 | | | | | |
| Number of observations in sample | 446 | | | | |
| Average sales \$ | 519,057 | 60,846 | 200,793 | 511,073 | 1,303,516 |
| Average expense \$ | 501,194 | 48,111 | 190,691 | 495,225 | 1,270,749 |
| Average net profit (loss) \$ | 17,863 | 12,735 | 10,102 | 15,848 | 32,767 |
| Businesses reporting a profit (No.) | 324 | | | | |
| Average sales \$ | 522,386 | 62,317 | 197,991 | 506,483 | 1,322,672 |
| Average expense \$ | 491,488 | 43,028 | 175,924 | 475,737 | 1,271,264 |
| Average net profit \$ | 30,898 | 19,289 | 22,067 | 30,746 | 51,408 |
| Businesses reporting a loss (No.) | 122 | | | | |
| Average sales \$ | 508,073 | 55,961 | 206,788 | 525,642 | 1,243,899 |
| Average expense \$ | 528,375 | 64,990 | 222,288 | 557,076 | 1,269,146 |
| Average net loss \$ | -20,302 | -9,029 | -15,500 | -31,434 | -25,247 |

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

See Table 1 for symbols and notes.

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

Ontario, Wholesale Apparel (SIC 531)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|-----------|------------|------------------|------------------|---------|--|-----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 135 | | | | | | | | | | |
| Low sales value (\$000's) | 11 | (1) | | | | | | | | | 520 |
| High sales value (\$000's) | 71 | 63 | | | | | | | 83 | 205 | 520 |

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|------------|------------------|------------------|---------|--------------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 32.5 | 3.9 | 21.6 | 50.1 | 52.8 | 54.7 | 59.3 | 24.2 | 54.3 | 64.7 | 63.1 |
| Occupancy expenses | 7.2 | 11.7 | 8.0 | 5.5 | 3.8 | 97.8 | 7.4 | 11.7 | 8.5 | 5.6 | 3.8 |
| Depreciation | 1.3 | 1.6 | 2.2 | 0.9 | 0.6 | 90.0 | 1.5 | 1.9 | 2.3 | 1.0 | 0.7 |
| Repairs & maintenance | 0.2 | 0.7 | 0.1 | 0.1 | 0.1 | 19.3 | 1.3 | 2.5 | 1.0 | 0.9 | 0.4 |
| Heat, light & telephone | 1.7 | 3.4 | 1.5 | 1.0 | 0.9 | 83.9 | 2.0 | 3.8 | 2.0 | 1.3 | 1.0 |
| Rent | 3.9 | 6.0 | 4.2 | 3.6 | 2.1 | 74.3 | 5.3 | 6.9 | 8.6 | 4.3 | 2.5 |
| Personnel expenses | 23.5 | 32.2 | 30.0 | 16.8 | 15.5 | 92.7 | 25.4 | 39.4 | 32.8 | 17.0 | 15.7 |
| Financial expenses | 2.6 | 3.6 | 2.7 | 1.8 | 2.2 | 99.7 | 2.6 | 3.6 | 2.7 | 1.8 | 2.2 |
| Interest & bank charges | 1.0 | 0.8 | 0.9 | 0.9 | 1.3 | 79.7 | 1.3 | 1.1 | 1.3 | 1.1 | 1.5 |
| Professional fees | 1.6 | 2.9 | 1.8 | 0.9 | 0.8 | 96.2 | 1.6 | 2.9 | 1.8 | 0.9 | 0.3 |
| Other expenses | 22.3 | 28.1 | 25.1 | 15.5 | 20.8 | 100.0 | 22.3 | 28.1 | 25.1 | 15.5 | 20.8 |
| Profit (loss) | 12.0 | 20.4 | 12.8 | 10.3 | 5.0 | 99.2 | 12.1 | 20.4 | 12.8 | 10.6 | 5.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | --- | --- | --- | --- | --- |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5310 - Wholesale Apparel

Businesses primarily engaged in wholesale dealing in men's and boys' clothing and furnishings; women's, misses' and children's outerwear, hosiery, underwear and apparel accessories; shoes and other footwear; and other apparel.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Wholesale Apparel (SIC 531)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 121 | | | | |
| Low sales value (\$000's) | (1) | (1) | 77 | 202 | 529 |
| High sales value (\$000's) | (1) | 77 | 202 | 529 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 59 | 7 | 12 | 47 | 167 |
| Inventory | - | - | - | - | - |
| Other current assets | 138 | 29 | 82 | 139 | 293 |
| Total current assets | 197 | 36 | 93 | 186 | 460 |
| Fixed assets | 15 | 2 | 10 | 15 | 32 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 32 | - | 64 | 24 | 35 |
| Total assets | 243 | 39 | 166 | 226 | 527 |
| Liabilities and equity | | | | | |
| Current loans | 26 | 2 | 7 | 18 | 76 |
| Other current liabilities | 94 | 9 | 57 | 76 | 227 |
| Total current liabilities | 120 | 11 | 64 | 94 | 302 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | - | - | 1 | - | 1 |
| Other liabilities | 28 | 12 | 22 | 31 | 47 |
| Total liabilities | 148 | 23 | 86 | 125 | 350 |
| Total equity | 95 | 16 | 80 | 101 | 177 |

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Wholesale Apparel (SIC 531)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 121 | | | | |
| Low sales value (\$000's) | (1) | (1) | 77 | 202 | 529 |
| High sales value (\$000's) | (1) | 77 | 202 | 529 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 3.3 | 1.5 | 2.0 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.6 | 1.4 | 1.1 | 1.2 | 2.0 |
| Interest coverage ratio (times) | 7.0 | 18.7 | 18.1 | 11.2 | 4.5 |
| Debt ratio (times) | 0.8 | 0.8 | 0.5 | 0.6 | 0.7 |

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Ontario, Wholesale Apparel (SIC 531)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 51 | | | | |
| Low sales value (\$000's) | (1) | (1) | 96 | 171 | 588 |
| High sales value (\$000's) | (1) | 96 | 171 | 588 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 12 | -6 | 12 | 17 | 23 |
| Depreciation | 4 | 2 | 3 | 3 | 3 |
| Other | -21 | 10 | -14 | -19 | -59 |
| Dividends | -4 | - | -5 | -3 | -7 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | 1 | 3 |
| Purchase of fixed assets | -7 | -4 | - | -5 | -20 |
| Increase in investment | -32 | - | -133 | -3 | -9 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 22 | - | 88 | 1 | 11 |
| Repayment of long term debt | -2 | - | - | -2 | -6 |
| Loans from shareholders | 12 | - | 5 | 15 | 24 |
| Repayment of loans from shareholders | -3 | - | - | -1 | -9 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 3 | - | - | - | 12 |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -14 | 2 | -43 | 5 | -28 |
| Cash & equivalents-Beginning of the year | -3 | -1 | 5 | 23 | -45 |
| Cash & equivalents - End of the year | -18 | 1 | -38 | 28 | -73 |

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

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

Ontario, Wholesale Apparel (SIC 531)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 812 | 78,540 | 4,322 | 102 | 77 |
| less than 20 | 553 | 29,475 | 1,631 | 97 | 67 |
| 20 - 99 | 46 | 29,145 | 1,278 | 5 | 10 |
| 100 - 499 | 11 | X | 857 | - | - |
| 500 and over | 2 | X | 556 | - | - |
| 1987 | | | | | |
| Total | 755 | 131,700 | 4,488 | 122 | ... |
| less than 20 | 698 | 60,591 | 1,977 | 117 | ... |
| 20 - 99 | 43 | 31,309 | 1,024 | 4 | ... |
| 100 - 499 | 13 | X | 1,131 | 1 | ... |
| 500 and over | 1 | X | 336 | - | ... |

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

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

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

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

See Table 1 for symbols and notes.

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

Ontario, Wholesale Apparel (SIC 531)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 42 | | | | |
| Average sales \$ | 242,013 | -- | -- | -- | -- |
| Average expense \$ | 235,571 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 6,442 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 36 | | | | |
| Average sales \$ | 241,212 | -- | -- | -- | -- |
| Average expense \$ | 205,781 | -- | -- | -- | -- |
| Average net profit \$ | 35,431 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 353,847 | -- | -- | -- | -- |
| Average expense \$ | 435,105 | -- | -- | -- | -- |
| Average net loss \$ | -81,258 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 46 | | | | |
| Average sales \$ | 449,762 | -- | -- | -- | -- |
| Average expense \$ | 395,656 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 54,106 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 35 | | | | |
| Average sales \$ | 431,591 | -- | -- | -- | -- |
| Average expense \$ | 361,674 | -- | -- | -- | -- |
| Average net profit \$ | 69,917 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 11 | | | | |
| Average sales \$ | 543,162 | -- | -- | -- | -- |
| Average expense \$ | 609,442 | -- | -- | -- | -- |
| Average net loss \$ | -66,280 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 145 | | | | |
| Average sales \$ | 387,783 | 59,197 | 138,656 | 355,645 | 997,634 |
| Average expense \$ | 363,297 | 50,240 | 124,444 | 324,770 | 953,734 |
| Average net profit (loss) \$ | 24,486 | 8,957 | 14,212 | 30,875 | 43,900 |
| Businesses reporting a profit (No.) | 105 | | | | |
| Average sales \$ | 387,313 | 57,842 | 161,257 | 367,462 | 1,002,891 |
| Average expense \$ | 354,755 | 43,164 | 124,808 | 314,273 | 936,775 |
| Average net profit \$ | 42,558 | 14,678 | 36,449 | 53,189 | 65,916 |
| Businesses reporting a loss (No.) | 40 | | | | |
| Average sales \$ | 389,196 | 61,800 | 118,786 | 317,821 | 978,578 |
| Average expense \$ | 390,730 | 62,785 | 124,124 | 358,370 | 1,017,642 |
| Average net loss \$ | -21,534 | -1,185 | -5,338 | -40,549 | -39,064 |

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

See Table 1 for symbols and notes

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

Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|-----|--|-----|-----|
| Businesses in sample (No.) | 223 | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | |
| High sales value (\$000's) | (1) | 97 | | 97 | | | 304 | | 304 | 683 |
| | | | | | | | | | | 683 |
| | | | | | | | | | | 111 |

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 55.1 | 54.0 | 50.9 | 56.4 | 58.9 | 91.4 | 80.2 | 57.0 | 55.1 | 59.4 | 60.5 |
| Occupancy expenses | 6.6 | 10.9 | 6.3 | 5.3 | 4.1 | 99.6 | 6.6 | 11.1 | 6.3 | 5.3 | 4.1 |
| Depreciation | 1.5 | 1.5 | 2.3 | 1.2 | 1.1 | 92.3 | 1.6 | 2.0 | 2.3 | 1.2 | 1.1 |
| Repairs & maintenance | 0.3 | 0.4 | 0.2 | 0.5 | 0.3 | 47.1 | 0.7 | 1.3 | 0.7 | 0.7 | 0.5 |
| Heat, light & telephone | 1.7 | 2.5 | 1.8 | 1.5 | 1.2 | 91.7 | 1.9 | 3.2 | 1.9 | 1.5 | 1.2 |
| Rent | 3.0 | 6.5 | 2.0 | 2.2 | 1.5 | 75.6 | 4.0 | 7.6 | 3.6 | 2.8 | 1.9 |
| Personnel expenses | 17.7 | 15.3 | 20.0 | 18.5 | 16.8 | 92.5 | 19.1 | 19.4 | 22.0 | 18.5 | 16.8 |
| Financial expenses | 2.2 | 3.6 | 2.0 | 1.6 | 1.4 | 91.8 | 2.3 | 5.0 | 2.1 | 1.6 | 1.5 |
| Interest & bank charges | 1.5 | 2.6 | 1.2 | 1.1 | 1.0 | 81.8 | 1.8 | 4.4 | 1.3 | 1.3 | 1.2 |
| Professional fees | 0.7 | 0.9 | 0.9 | 0.5 | 0.4 | 83.8 | 0.8 | 1.5 | 1.0 | 0.5 | 0.4 |
| Other expenses | 16.9 | 21.0 | 16.8 | 14.9 | 14.9 | 100.0 | 16.9 | 21.0 | 16.8 | 14.9 | 14.9 |
| Profit (loss) | 1.6 | -4.8 | 4.0 | 3.3 | 3.7 | 100.0 | 1.6 | -4.8 | 4.0 | 3.3 | 3.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5520 - Wholesale Motor Vehicle Parts and Accessories

Businesses primarily engaged in wholesale dealing in tires, tubes and other motor vehicle parts and accessories.

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

Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 195 | | | | |
| Low sales value (\$000's) | (1) | (1) | 192 | 451 | 851 |
| High sales value (\$000's) | (1) | 192 | 451 | 851 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 65 | 14 | 28 | 74 | 140 |
| Inventory | - | - | - | - | - |
| Other current assets | 122 | 28 | 64 | 139 | 253 |
| Total current assets | 186 | 41 | 92 | 213 | 393 |
| Fixed assets | 37 | 26 | 24 | 27 | 59 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 14 | 5 | 19 | 5 | 25 |
| Total assets | 237 | 73 | 138 | 245 | 487 |
| Liabilities and equity | | | | | |
| Current loans | 29 | 5 | 16 | 32 | 61 |
| Other current liabilities | 88 | 20 | 57 | 107 | 165 |
| Total current liabilities | 117 | 25 | 73 | 139 | 227 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 5 | 10 | 1 | 2 | 8 |
| Other liabilities | 40 | 24 | 27 | 33 | 77 |
| Total liabilities | 163 | 59 | 101 | 175 | 311 |
| Total equity | 74 | 13 | 35 | 70 | 176 |

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

See Table 1 for symbols and notes.

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

Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 195 | | | | |
| Low sales value (\$000's) | (1) | (1) | 192 | 451 | 851 |
| High sales value (\$000's) | (1) | 192 | 451 | 851 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.7 | 1.3 | 1.5 | 1.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.2 | 4.5 | 2.8 | 2.5 | 1.8 |
| Interest coverage ratio (times) | 4.3 | 2.5 | 2.8 | 3.6 | 5.6 |
| Debt ratio (times) | 0.7 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.): | 103 | | | | |
| Low sales value (\$000's) | (1) | (1) | 231 | 451 | 904 |
| High sales value (\$000's) | (1) | 231 | 451 | 904 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 22 | -1 | 24 | 12 | 53 |
| Depreciation | 10 | 6 | 7 | 8 | 18 |
| Other | -1 | 5 | -12 | 5 | -3 |
| Dividends | -9 | -2 | -1 | -5 | -29 |
| Investment activities | | | | | |
| Disposal of fixed assets | 11 | 3 | 17 | 5 | 18 |
| Purchase of fixed assets | -20 | -12 | -10 | -22 | -34 |
| Increase in investment | - | - | - | - | -1 |
| Decrease in investment | - | 2 | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 7 | 7 | - | 4 | 17 |
| Repayment of long term debt | -8 | -1 | -14 | -6 | -12 |
| Loans from shareholders | 5 | - | 1 | 8 | 11 |
| Repayment of loans from shareholders | -10 | -4 | -5 | -8 | -21 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | 2 | - | - |
| Decrease in equity | -3 | -6 | - | - | -7 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 4 | -3 | 8 | 1 | 10 |
| Cash & equivalents-Beginning of the year | -1 | 22 | -12 | 3 | -16 |
| Cash & equivalents - End of the year | 3 | 19 | -4 | 4 | -6 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,051 | 365,896 | 16,553 | 118 | 82 |
| less than 20 | 903 | 89,982 | 4,076 | 109 | 73 |
| 20 - 99 | 117 | 81,275 | 3,666 | 8 | 5 |
| 100 - 499 | 26 | 78,545 | 3,571 | 1 | 4 |
| 500 and over | 5 | 115,914 | 5,240 | - | - |
| 1987 | | | | | |
| Total | 1,090 | 481,024 | 18,350 | 103 | ... |
| less than 20 | 924 | 111,847 | 4,298 | 91 | ... |
| 20 - 99 | 130 | 108,961 | 4,245 | 7 | ... |
| 100 - 499 | 31 | 105,684 | 3,886 | 5 | ... |
| 500 and over | 5 | 154,532 | 5,921 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 86 | | | | |
| Average sales \$ | 481,747 | 87,296 | 243,492 | 487,030 | 1,109,169 |
| Average expense \$ | 466,721 | 76,731 | 232,229 | 489,324 | 1,068,600 |
| Average net profit (loss) \$ | 15,026 | 10,565 | 11,263 | -2,294 | 40,569 |
| Businesses reporting a profit (No.) | 77 | | | | |
| Average sales \$ | 485,668 | 91,869 | 237,229 | 529,129 | 1,084,443 |
| Average expense \$ | 460,013 | 79,884 | 218,277 | 506,941 | 1,034,949 |
| Average net profit \$ | 25,655 | 11,985 | 18,952 | 22,188 | 49,494 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 520,611 | 33,368 | 282,000 | 411,567 | 1,355,509 |
| Average expense \$ | 554,785 | 39,546 | 318,000 | 457,744 | 1,403,851 |
| Average net loss \$ | -34,174 | -6,178 | -36,000 | -46,177 | -48,342 |
| 1986 | | | | | |
| Number of observations in sample | 86 | | | | |
| Average sales \$ | 486,789 | 57,095 | 266,108 | 526,706 | 1,097,248 |
| Average expense \$ | 477,868 | 53,838 | 255,158 | 524,923 | 1,077,552 |
| Average net profit (loss) \$ | 8,921 | 3,257 | 10,950 | 1,783 | 19,696 |
| Businesses reporting a profit (No.) | 62 | | | | |
| Average sales \$ | 495,139 | 61,001 | 288,047 | 521,863 | 1,109,845 |
| Average expense \$ | 470,367 | 53,928 | 271,631 | 504,341 | 1,051,567 |
| Average net profit \$ | 24,772 | 7,073 | 16,416 | 17,322 | 58,278 |
| Businesses reporting a loss (No.) | 24 | | | | |
| Average sales \$ | 459,682 | 48,752 | 169,989 | 549,112 | 1,070,875 |
| Average expense \$ | 496,240 | 53,647 | 182,986 | 616,370 | 1,131,955 |
| Average net loss \$ | -36,558 | -4,895 | -12,997 | -67,258 | -61,080 |
| 1987 | | | | | |
| Number of observations in sample | 234 | | | | |
| Average sales \$ | 481,325 | 60,471 | 183,249 | 483,686 | 1,197,892 |
| Average expense \$ | 466,559 | 61,528 | 184,766 | 467,685 | 1,152,255 |
| Average net profit (loss) \$ | 14,766 | -1,057 | -1,517 | 16,001 | 45,637 |
| Businesses reporting a profit (No.) | 175 | | | | |
| Average sales \$ | 489,729 | 79,573 | 177,588 | 488,033 | 1,213,722 |
| Average expense \$ | 460,276 | 65,291 | 160,622 | 460,249 | 1,154,942 |
| Average net profit \$ | 29,453 | 14,282 | 16,966 | 27,784 | 58,780 |
| Businesses reporting a loss (No.) | 59 | | | | |
| Average sales \$ | 451,309 | 53,717 | 191,314 | 471,450 | 1,088,755 |
| Average expense \$ | 475,427 | 60,197 | 219,164 | 488,618 | 1,133,727 |
| Average net loss \$ | -24,118 | -6,480 | -27,850 | -17,168 | -44,972 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|-----|
| Businesses in sample (No.) | 93 | | | | | |
| Low sales value (\$000's) | (1) | (1) | 90 | 348 | 740 | 740 |
| High sales value (\$000's) | (1) | 90 | 348 | 740 | (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 | 47.6 | 26.7 | 42.9 | 55.9 | 63.6 | 86.9 | 54.8 | 36.8 | 57.5 | 55.9 | 63.6 |
| Occupancy expenses | 6.5 | 11.4 | 8.2 | 4.4 | 3.9 | 98.1 | 7.0 | 11.7 | 8.6 | 4.4 | 3.9 |
| Depreciation | 2.0 | 3.9 | 2.7 | 0.6 | 0.9 | 91.0 | 2.2 | 4.1 | 3.4 | 0.6 | 1.0 |
| Repairs & maintenance | 0.4 | 0.7 | 0.3 | 0.3 | 0.4 | 40.3 | 1.1 | 2.7 | 0.7 | 0.9 | 0.7 |
| Heat, light & telephone | 1.7 | 2.2 | 2.1 | 1.8 | 1.0 | 89.0 | 2.0 | 2.8 | 2.5 | 1.8 | 1.0 |
| Rent | 2.8 | 4.7 | 3.1 | 1.7 | 1.6 | 76.9 | 3.6 | 5.7 | 5.4 | 2.0 | 1.9 |
| Personnel expenses | 19.0 | 28.5 | 18.0 | 17.1 | 15.1 | 94.1 | 20.2 | 32.5 | 18.0 | 17.3 | 15.1 |
| Financial expenses | 2.0 | 3.0 | 2.3 | 1.1 | 1.4 | 88.7 | 2.2 | 4.2 | 2.7 | 1.2 | 1.4 |
| Interest & bank charges | 1.2 | 1.7 | 1.8 | 0.6 | 0.8 | 72.2 | 1.7 | 2.8 | 2.7 | 0.8 | 0.9 |
| Professional fees | 0.8 | 1.4 | 0.5 | 0.6 | 0.6 | 86.1 | 0.9 | 2.1 | 0.6 | 0.6 | 0.6 |
| Other expenses | 20.2 | 29.5 | 25.8 | 18.8 | 9.2 | 100.0 | 20.2 | 29.5 | 25.8 | 18.8 | 9.2 |
| Profit (loss) | 4.4 | 0.8 | 4.8 | 4.7 | 6.9 | 97.1 | 4.5 | 0.3 | 4.8 | 4.7 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5622 - Wholesale Plumbing, Heating and Air Conditioning Equipment and Supplies

Businesses primarily engaged in wholesale dealing in plumbing goods; non-electric heating equipment; air conditioning and ventilating equipment (except small window-type units). Included are businesses engaged in wholesale of air conditioning equipment (except window type units); wholesale of bathtubs and sinks; wholesale of non-refrigerated drinking fountains; wholesale metal fireplaces; wholesale fuel burning equipment; wholesale of non-electric furnaces, stoves and heaters; wholesale gas and oil heating equipment; wholesale of non-electric heating and cooking equipment; wholesale non-electric heating boilers; wholesale non-electric heating radiators; wholesale oil and gas hot water heaters; wholesale laundry tubs; wholesale pipe fittings; wholesale plumbing fixtures; wholesale sanitary ware; wholesale sauna equipment; wholesale non-electric space and water heating stoves; wholesale toilet bowls and tanks; wholesale urinals; wholesale water and steam systems valves; wholesale ventilating equipment (except domestic fans); wholesale non-electric warm air heating equipment and water softening equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 77 | (1) | 90 | 361 | 795 |
| Low sales value (\$000's) | (1) | 90 | 361 | 795 | (1) |
| High sales value (\$000's) | (1) | 90 | 361 | 795 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 72 | 6 | 25 | 67 | 188 |
| Inventory | - | - | - | - | - |
| Other current assets | 103 | 22 | 60 | 115 | 213 |
| Total current assets | 176 | 28 | 85 | 183 | 401 |
| Fixed assets | 31 | 7 | 38 | 22 | 58 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 14 | 1 | 1 | 12 | 42 |
| Total assets | 221 | 36 | 124 | 217 | 501 |
| Liabilities and equity | | | | | |
| Current loans | 19 | 7 | 8 | 20 | 44 |
| Other current liabilities | 93 | 13 | 58 | 71 | 225 |
| Total current liabilities | 112 | 21 | 65 | 91 | 269 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 3 | - | 3 | 3 |
| Other liabilities | 32 | 8 | 42 | 35 | 39 |
| Total liabilities | 146 | 32 | 107 | 129 | 311 |
| Total equity | 75 | 4 | 17 | 88 | 190 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 77 | (1) | 90 | 361 | 795 |
| Low sales value (\$000's) | (1) | 90 | 361 | 795 | (1) |
| High sales value (\$000's) | (1) | 90 | 361 | 795 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.4 | 1.3 | 2.0 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.9 | 7.1 | 6.3 | 1.5 | 1.6 |
| Interest coverage ratio (times) | 7.9 | ... | 3.5 | 9.3 | 9.8 |
| Debt ratio (times) | 0.7 | 0.9 | 0.9 | 0.6 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 36 | | | | |
| Low sales value (\$000's) | (1) | (1) | | 361 | 789 |
| High sales value (\$000's) | (1) | 75 | 361 | 789 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 24 | -2 | 12 | 21 | 30 |
| Depreciation | 6 | 4 | 3 | 4 | 14 |
| Other | -20 | 4 | -34 | -6 | -40 |
| Dividends | -8 | - | -5 | -5 | -20 |
| Investment activities | | | | | |
| Disposal of fixed assets | - | - | - | - | 1 |
| Purchase of fixed assets | -4 | - | -2 | -1 | -13 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | 3 | - | 10 | - | 2 |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 2 | 8 | - |
| Repayment of long term debt | -4 | -5 | - | -7 | -3 |
| Loans from shareholders | 2 | - | 6 | - | 3 |
| Repayment of loans from shareholders | -3 | - | -4 | -1 | -6 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | 2 |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | - | 1 | -12 | 13 | -1 |
| Cash & equivalents-Beginning of the year | 8 | 1 | 16 | 34 | -22 |
| Cash & equivalents - End of the year | 8 | 2 | 4 | 47 | -23 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 317 | 91,708 | 4,289 | 51 | 28 |
| less than 20 | 265 | 24,783 | 1,162 | 44 | 24 |
| 20 - 99 | 46 | 28,770 | 1,345 | 6 | 3 |
| 100 - 499 | 4 | X | 238 | 1 | 1 |
| 500 and over | 2 | X | 1,544 | - | - |
| 1987 | | | | | |
| Total | 367 | 150,875 | 6,166 | 52 | ... |
| less than 20 | 297 | 32,027 | 1,300 | 43 | ... |
| 20 - 99 | 55 | 49,137 | 2,016 | 5 | ... |
| 100 - 499 | 12 | 23,799 | 973 | 4 | ... |
| 500 and over | 3 | 45,912 | 1,877 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 44 | | | | |
| Average sales \$ | 454,588 | -- | -- | -- | -- |
| Average expense \$ | 469,365 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -14,777 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 35 | | | | |
| Average sales \$ | 450,864 | -- | -- | -- | -- |
| Average expense \$ | 415,828 | -- | -- | -- | -- |
| Average net profit \$ | 35,036 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 462,520 | -- | -- | -- | -- |
| Average expense \$ | 521,578 | -- | -- | -- | -- |
| Average net loss \$ | -59,058 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 36 | | | | |
| Average sales \$ | 409,791 | -- | -- | -- | -- |
| Average expense \$ | 385,582 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 24,209 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 26 | | | | |
| Average sales \$ | 379,496 | -- | -- | -- | -- |
| Average expense \$ | 347,758 | -- | -- | -- | -- |
| Average net profit \$ | 31,738 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 10 | | | | |
| Average sales \$ | 598,804 | -- | -- | -- | -- |
| Average expense \$ | 618,347 | -- | -- | -- | -- |
| Average net loss \$ | -21,543 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 108 | | | | |
| Average sales \$ | 507,070 | 66,252 | 199,825 | 525,457 | 1,236,944 |
| Average expense \$ | 478,973 | 68,225 | 201,848 | 483,970 | 1,181,850 |
| Average net profit (loss) \$ | 28,097 | -1,973 | -2,223 | 41,487 | 75,094 |
| Businesses reporting a profit (No.) | 82 | | | | |
| Average sales \$ | 516,025 | 55,563 | 198,751 | 536,830 | 1,272,896 |
| Average expense \$ | 472,694 | 43,604 | 183,496 | 481,371 | 1,182,305 |
| Average net profit \$ | 43,331 | 11,959 | 15,255 | 55,519 | 90,591 |
| Businesses reporting a loss (No.) | 26 | | | | |
| Average sales \$ | 430,630 | 71,993 | 201,856 | 476,274 | 973,398 |
| Average expense \$ | 458,255 | 81,449 | 244,512 | 495,153 | 1,011,907 |
| Average net loss \$ | -27,425 | -9,456 | -42,856 | -18,879 | -38,509 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Wholesale Lumber and Building Materials (SIC 563)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses (3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|--------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 269 | | | | | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Low sales value (\$000's) | (1) | | | | | | | | | | |
| High sales value (\$000's) | (1) | | | | | | | | | | |
| 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% |
| Cost of sales | 55.7 | 49.3 | 48.6 | 57.8 | 66.9 | 91.7 | 60.7 | 56.6 | 58.0 | 59.3 | 68.1 |
| Occupancy expenses | 4.3 | 3.3 | 6.0 | 5.1 | 2.8 | 94.7 | 4.5 | 3.9 | 6.1 | 5.3 | 2.8 |
| Depreciation | 1.4 | 1.4 | 1.9 | 1.4 | 1.0 | 84.5 | 1.7 | 2.3 | 2.1 | 1.5 | 1.0 |
| Repairs & maintenance | 0.7 | 0.3 | 1.1 | 1.1 | 0.3 | 53.6 | 1.3 | 1.0 | 1.9 | 1.7 | 0.5 |
| Heat, light & telephone | 1.0 | 0.8 | 1.2 | 1.1 | 0.7 | 80.7 | 1.2 | 2.0 | 1.3 | 1.2 | 0.7 |
| Rent | 1.2 | 0.8 | 1.9 | 1.6 | 0.8 | 54.1 | 2.3 | 2.9 | 3.0 | 2.4 | 1.3 |
| Personnel expenses | 14.2 | 9.1 | 18.1 | 16.8 | 12.9 | 90.3 | 15.7 | 12.9 | 19.4 | 16.9 | 13.2 |
| Financial expenses | 1.7 | 1.3 | 3.0 | 1.2 | 1.3 | 98.1 | 1.7 | 1.3 | 3.1 | 1.2 | 1.3 |
| Interest & bank charges | 1.2 | 0.6 | 2.3 | 0.8 | 0.9 | 79.8 | 1.4 | 0.8 | 3.0 | 0.9 | 1.1 |
| Professional fees | 0.6 | 0.7 | 0.7 | 0.4 | 0.3 | 94.0 | 0.6 | 0.8 | 0.8 | 0.4 | 0.3 |
| Other expenses | 18.4 | 26.4 | 19.8 | 15.6 | 11.8 | 100.0 | 18.4 | 26.4 | 19.8 | 15.6 | 11.8 |
| Profit (loss) | 5.7 | 10.6 | 4.6 | 3.5 | 4.4 | 98.9 | 5.8 | 10.6 | 4.6 | 3.7 | 4.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
Total weighted expenditure on a given item

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5630 - Wholesale Lumber and Building Materials

Businesses primarily engaged in dealing in lumber, plywood and millwork; paint, glass and wallpaper; and other building materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Wholesale Lumber and Building Materials (SIC 563)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 208 | | | | |
| Low sales value (\$000's) | (1) | (1) | 326 | 628 | 1,084 |
| High sales value (\$000's) | (1) | 326 | 628 | 1,084 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 80 | 23 | 58 | 93 | 147 |
| Inventory | - | - | - | - | - |
| Other current assets | 149 | 56 | 88 | 184 | 264 |
| Total current assets | 229 | 79 | 146 | 277 | 411 |
| Fixed assets | 53 | 40 | 18 | 59 | 96 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 23 | 43 | 5 | 13 | 29 |
| Total assets | 305 | 162 | 168 | 349 | 537 |
| Liabilities and equity | | | | | |
| Current loans | 37 | 16 | 23 | 52 | 55 |
| Other current liabilities | 111 | 39 | 87 | 136 | 180 |
| Total current liabilities | 148 | 55 | 110 | 188 | 235 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | 3 | - | 5 | 8 |
| Other liabilities | 53 | 55 | 20 | 71 | 66 |
| Total liabilities | 205 | 114 | 130 | 263 | 309 |
| Total equity | 100 | 48 | 38 | 85 | 227 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Wholesale Lumber and Building Materials (SIC 563)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 208 | | | | |
| Low sales value (\$000's) | (1) | (1) | 326 | 628 | 1,084 |
| High sales value (\$000's) | (1) | 326 | 628 | 1,084 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.4 | 1.3 | 1.5 | 1.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.0 | 2.3 | 3.5 | 3.1 | 1.4 |
| Interest coverage ratio (times) | 5.0 | 2.1 | 5.0 | 4.6 | 6.6 |
| Debt ratio (times) | 0.7 | 0.7 | 0.8 | 0.8 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wholesale Lumber and Building Materials (SIC 563)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 123 | | | | |
| Low sales value (\$000's) | (1) | (1) | 326 | 623 | 1,102 |
| High sales value (\$000's) | (1) | 326 | 623 | 1,102 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 29 | 18 | 13 | 16 | 56 |
| Depreciation | 9 | 3 | 5 | 11 | 15 |
| Other | -15 | -14 | - | -15 | -31 |
| Dividends | -8 | -5 | -2 | -14 | -9 |
| Investment activities | | | | | |
| Disposal of fixed assets | 10 | 22 | 2 | 5 | 12 |
| Purchase of fixed assets | -18 | -2 | -12 | -19 | -27 |
| Increase in investment | -12 | -39 | - | -2 | -8 |
| Decrease in investment | 2 | 4 | - | - | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 9 | 7 | 3 | 17 | 10 |
| Repayment of long term debt | -6 | -4 | -1 | -9 | -10 |
| Loans from shareholders | 8 | 3 | 3 | 20 | 5 |
| Repayment of loans from shareholders | -8 | -6 | -3 | -7 | -14 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | 2 | - |
| Decrease in equity | -1 | - | - | -2 | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | - | -12 | 8 | 1 | 2 |
| Cash & equivalents-Beginning of the year | 6 | 6 | 13 | 5 | - |
| Cash & equivalents - End of the year | 6 | -6 | 21 | 6 | 2 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wholesale Lumber and Building Materials (SIC 563)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,433 | 367,390 | 20,727 | 130 | 81 |
| less than 20 | 1,202 | 110,074 | 6,211 | 116 | 71 |
| 20 - 99 | 200 | 111,814 | 6,295 | 12 | 9 |
| 100 - 499 | 25 | 53,111 | 3,001 | 1 | 1 |
| 500 and over | 6 | 92,391 | 5,220 | 1 | - |
| 1987 | | | | | |
| Total | 1,572 | 830,310 | 28,624 | 188 | ... |
| less than 20 | 1,242 | 150,439 | 6,826 | 170 | ... |
| 20 - 99 | 281 | 210,722 | 9,576 | 15 | ... |
| 100 - 499 | 41 | 145,420 | 6,598 | 2 | ... |
| 500 and over | 8 | 123,729 | 5,624 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Wholesale Lumber and Building Materials (SIC 563)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 171 | | | | |
| Average sales \$ | 601,659 | 65,666 | 242,632 | 652,588 | 1,445,748 |
| Average expense \$ | 584,457 | 102,298 | 225,621 | 627,155 | 1,382,755 |
| Average net profit (loss) \$ | 17,202 | -36,632 | 17,011 | 25,433 | 62,993 |
| Businesses reporting a profit (No.) | 145 | | | | |
| Average sales \$ | 611,861 | 68,241 | 257,271 | 650,358 | 1,471,572 |
| Average expense \$ | 572,795 | 60,752 | 222,936 | 613,853 | 1,393,640 |
| Average net profit \$ | 39,066 | 7,489 | 34,335 | 36,505 | 77,932 |
| Businesses reporting a loss (No.) | 26 | | | | |
| Average sales \$ | 543,963 | 62,534 | 218,216 | 672,698 | 1,222,403 |
| Average expense \$ | 604,665 | 152,823 | 230,101 | 747,118 | 1,288,617 |
| Average net loss \$ | -60,702 | -90,289 | -11,885 | -74,420 | -66,214 |
| 1986 | | | | | |
| Number of observations in sample | 158 | | | | |
| Average sales \$ | 621,108 | 62,093 | 296,403 | 739,653 | 1,386,284 |
| Average expense \$ | 589,795 | 34,949 | 272,179 | 716,296 | 1,335,757 |
| Average net profit (loss) \$ | 31,313 | 27,144 | 24,224 | 23,357 | 50,527 |
| Businesses reporting a profit (No.) | 139 | | | | |
| Average sales \$ | 626,369 | 61,583 | 287,048 | 733,013 | 1,423,831 |
| Average expense \$ | 587,456 | 33,006 | 254,489 | 698,249 | 1,364,079 |
| Average net profit \$ | 38,913 | 28,577 | 32,559 | 34,764 | 59,752 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 567,900 | 75,568 | 330,150 | 777,429 | 1,088,453 |
| Average expense \$ | 588,104 | 86,345 | 335,992 | 818,975 | 1,111,105 |
| Average net loss \$ | -20,204 | -10,777 | -5,842 | -41,546 | -22,652 |
| 1987 | | | | | |
| Number of observations in sample | 296 | | | | |
| Average sales \$ | 590,873 | 92,707 | 300,317 | 642,119 | 1,328,350 |
| Average expense \$ | 563,442 | 85,147 | 292,579 | 618,848 | 1,257,193 |
| Average net profit (loss) \$ | 27,431 | 7,560 | 7,738 | 23,271 | 71,157 |
| Businesses reporting a profit (No.) | 240 | | | | |
| Average sales \$ | 599,979 | 90,558 | 300,660 | 641,991 | 1,366,705 |
| Average expense \$ | 559,502 | 77,286 | 274,876 | 604,903 | 1,280,943 |
| Average net profit \$ | 40,477 | 13,272 | 25,784 | 37,088 | 85,762 |
| Businesses reporting a loss (No.) | 56 | | | | |
| Average sales \$ | 524,504 | 101,427 | 299,412 | 642,675 | 1,054,502 |
| Average expense \$ | 555,931 | 117,054 | 339,404 | 679,642 | 1,087,622 |
| Average net loss \$ | -31,427 | -15,627 | -39,992 | -36,967 | -33,120 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|------------|------------------|------------------|---------|------------------------|------------------------------|------------|------------------|------------------|---------|-----|
| Businesses in sample (No.) | 128 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 128 | 430 | 430 | | | | | | | 853 |
| High sales value (\$000's) | (1) | 128 | 430 | 430 | | | | | | | | (1) |
| Selected expense item | Industry average(2) | | | | | % businesses reporting | Reporting businesses only(3) | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Cost of sales | 56.2 | 49.8 | 58.0 | 52.2 | 54.5 | 91.8 | 61.3 | 58.1 | 66.5 | 64.7 | 55.7 | |
| Occupancy expenses | 5.3 | 8.3 | 6.7 | 3.2 | 3.3 | 98.5 | 5.5 | 9.7 | 6.7 | 3.2 | 3.3 | |
| Depreciation | 2.0 | 3.1 | 2.7 | 1.0 | 1.2 | 87.2 | 2.3 | 5.2 | 3.1 | 1.0 | 1.2 | |
| Repairs & maintenance | 1.0 | 1.4 | 1.7 | 0.4 | 0.5 | 68.1 | 1.5 | 3.0 | 2.9 | 0.5 | 0.6 | |
| Heat, light & telephone | 1.5 | 2.9 | 1.3 | 1.1 | 0.8 | 88.9 | 1.7 | 3.8 | 1.6 | 1.1 | 0.9 | |
| Rent | 0.8 | 0.9 | 0.9 | 0.6 | 0.8 | 52.6 | 1.5 | 3.1 | 1.7 | 1.3 | 1.0 | |
| Personnel expenses | 11.8 | 11.0 | 10.6 | 13.2 | 12.3 | 91.1 | 12.9 | 15.7 | 11.3 | 13.3 | 12.3 | |
| Financial expenses | 2.2 | 2.8 | 2.2 | 2.2 | 1.8 | 92.6 | 2.4 | 3.6 | 2.4 | 2.2 | 1.8 | |
| Interest & bank charges | 1.6 | 2.1 | 1.4 | 1.7 | 1.4 | 80.4 | 2.0 | 4.3 | 1.7 | 1.9 | 1.4 | |
| Professional fees | 0.6 | 0.7 | 0.8 | 0.5 | 0.5 | 88.9 | 0.7 | 1.0 | 0.9 | 0.5 | 0.5 | |
| Other expenses | 20.6 | 14.8 | 23.3 | 17.5 | 26.1 | 99.1 | 20.8 | 15.4 | 23.3 | 17.5 | 26.1 | |
| Profit (loss) | 3.8 | 13.4 | -0.9 | 1.7 | 1.9 | 99.8 | 3.8 | 13.4 | -0.9 | 1.7 | 1.9 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5711 - Wholesale Farm Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in new or used farm machinery, equipment, supplies and parts. This industry includes businesses primarily engaged in selling such equipment directly to farmers as well as those selling to farm equipment dealers. Also included are businesses primarily engaged in the repair of farm machinery and equipment as well as those primarily engaged in wholesaling garden and lawn tractors and equipment. Wholesale farm machinery and equipment (including elevating); wholesale combines; wholesale crop preparation machinery (cleaning, drying, conditioning); wholesale farm cultivators, seeders and spreaders; wholesale dairy farm machinery; wholesale farm implements; farm machinery and equipment repairs; wholesale farm machinery and equipment; wholesale garden and lawn tractors; wholesale farm grinders, mixers and crushers; wholesale farm crop harvesting machinery; wholesale haying machinery; wholesale irrigation equipment; wholesale farm crop planting machinery; wholesale farm and garden ploughs, harrows and tillers; wholesale farm sprayers and dusters; wholesale farm swathers and windrowers and wholesale farm and garden tractors are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 85 | | | | |
| Low sales value (\$000's) | (1) | (1) | 232 | 497 | 1,084 |
| High sales value (\$000's) | (1) | 232 | 497 | 1,084 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 52 | 5 | 28 | 62 | 110 |
| Inventory | - | - | - | - | - |
| Other current assets | 253 | 54 | 220 | 235 | 489 |
| Total current assets | 305 | 59 | 248 | 297 | 500 |
| Fixed assets | 47 | 23 | 23 | 50 | 88 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 51 | 22 | 41 | 133 | 9 |
| Total assets | 402 | 104 | 312 | 480 | 697 |
| Liabilities and equity | | | | | |
| Current loans | 34 | - | 41 | 24 | 69 |
| Other current liabilities | 150 | 19 | 118 | 170 | 286 |
| Total current liabilities | 184 | 19 | 159 | 194 | 355 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | - | - | 5 | 9 |
| Other liabilities | 116 | 84 | 31 | 192 | 157 |
| Total liabilities | 304 | 103 | 190 | 390 | 521 |
| Total equity | 98 | - | 122 | 90 | 176 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 85 | | | | |
| Low sales value (\$000's) | (1) | (1) | 232 | 497 | 1,084 |
| High sales value (\$000's) | (1) | 232 | 497 | 1,084 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 3.0 | 1.6 | 1.5 | 1.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.1 | ... | 1.6 | 4.4 | 3.0 |
| Interest coverage ratio (times) | 2.2 | 1.8 | 1.8 | 2.5 | 2.2 |
| Debt ratio (times) | 0.8 | 1.0 | 0.6 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 63 | | | | |
| Low sales value (\$000's) | (1) | (1) | 261 | 567 | 1,084 |
| High sales value (\$000's) | (1) | 261 | 567 | 1,084 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 8 | 11 | -6 | 13 | 15 |
| Depreciation | 10 | 7 | 4 | 10 | 18 |
| Other | 8 | 33 | 1 | -2 | - |
| Dividends | -6 | -2 | - | -6 | -15 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | 3 | 1 | 6 | 4 |
| Purchase of fixed assets | -11 | -1 | -2 | -18 | -21 |
| Increase in investment | -12 | -43 | - | -4 | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 7 | - | 8 | 6 | 14 |
| Repayment of long term debt | -6 | -4 | -1 | -5 | -12 |
| Loans from shareholders | 4 | - | 7 | 4 | 6 |
| Repayment of loans from shareholders | -5 | - | -4 | -8 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | 2 |
| Increase(decrease) in cash & equivalents | 2 | 3 | 8 | -4 | 1 |
| Cash & equivalents-Beginning of the year | -4 | 81 | -40 | -4 | -32 |
| Cash & equivalents - End of the year | -2 | 84 | -31 | -8 | -30 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 722 | 80,349 | 3,897 | 60 | 29 |
| less than 20 | 692 | 61,818 | 2,991 | 57 | 28 |
| 20 - 99 | 28 | X | 748 | 3 | 1 |
| 100 - 499 | 2 | X | 158 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 704 | 102,965 | 4,136 | 63 | ... |
| less than 20 | 668 | 75,819 | 3,031 | 60 | ... |
| 20 - 99 | 31 | 18,438 | 759 | 2 | ... |
| 100 - 499 | 4 | X | 303 | 1 | ... |
| 500 and over | 1 | X | 43 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 148 | | | | |
| Average sales \$ | 452,537 | 41,073 | 122,554 | 351,539 | 1,294,981 |
| Average expense \$ | 424,344 | 8,704 | 115,795 | 334,766 | 1,238,111 |
| Average net profit (loss) \$ | 28,193 | 32,369 | 6,759 | 16,773 | 56,870 |
| Businesses reporting a profit (No.) | 132 | | | | |
| Average sales \$ | 447,316 | 41,073 | 122,356 | 351,487 | 1,274,346 |
| Average expense \$ | 416,352 | 8,704 | 112,070 | 334,027 | 1,210,607 |
| Average net profit \$ | 30,964 | 32,369 | 10,286 | 17,460 | 63,739 |
| Businesses reporting a loss (No.) | 16 | | | | |
| Average sales \$ | 683,361 | - | 123,405 | 353,906 | 1,572,773 |
| Average expense \$ | 703,007 | - | 131,788 | 368,874 | 1,608,359 |
| Average net loss \$ | -19,646 | - | -8,383 | -14,968 | -35,586 |
| 1986 | | | | | |
| Number of observations in sample | 126 | | | | |
| Average sales \$ | 464,737 | 48,273 | 125,388 | 509,481 | 1,175,805 |
| Average expense \$ | 449,926 | 36,300 | 112,340 | 492,735 | 1,158,329 |
| Average net profit (loss) \$ | 14,811 | 11,973 | 13,048 | 16,746 | 17,476 |
| Businesses reporting a profit (No.) | 107 | | | | |
| Average sales \$ | 467,754 | 48,494 | 123,576 | 505,732 | 1,193,214 |
| Average expense \$ | 441,786 | 31,344 | 108,939 | 464,435 | 1,162,427 |
| Average net profit \$ | 25,968 | 17,150 | 14,637 | 41,297 | 30,787 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 458,204 | 47,579 | 146,480 | 516,080 | 1,122,678 |
| Average expense \$ | 473,032 | 51,804 | 151,945 | 542,554 | 1,145,826 |
| Average net loss \$ | -14,828 | -4,225 | -5,465 | -26,474 | -23,148 |
| 1987 | | | | | |
| Number of observations in sample | 142 | | | | |
| Average sales \$ | 574,419 | 72,980 | 247,753 | 625,294 | 1,351,650 |
| Average expense \$ | 563,019 | 64,285 | 245,670 | 615,449 | 1,326,670 |
| Average net profit (loss) \$ | 11,400 | 8,695 | 2,083 | 9,845 | 24,980 |
| Businesses reporting a profit (No.) | 100 | | | | |
| Average sales \$ | 583,536 | 77,766 | 255,000 | 659,477 | 1,341,900 |
| Average expense \$ | 557,943 | 66,109 | 241,346 | 634,807 | 1,289,510 |
| Average net profit \$ | 25,593 | 11,657 | 13,654 | 24,670 | 52,390 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 555,269 | 45,743 | 231,925 | 572,424 | 1,370,982 |
| Average expense \$ | 573,720 | 53,909 | 255,114 | 585,506 | 1,400,350 |
| Average net loss \$ | -18,451 | -8,166 | -23,189 | -13,082 | -29,368 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Percent of sales | | | | | | | | | | | |
| Cost of sales | 47.8 | 33.7 | 48.7 | 55.7 | 52.6 | 87.0 | 54.9 | 46.1 | 52.3 | 57.6 | 62.1 |
| Occupancy expenses | 5.7 | 8.5 | 5.9 | 4.7 | 3.9 | 97.1 | 5.9 | 8.9 | 6.0 | 5.0 | 3.9 |
| Depreciation | 1.8 | 3.4 | 1.8 | 1.1 | 1.1 | 89.5 | 2.0 | 4.4 | 1.9 | 1.2 | 1.1 |
| Repairs & maintenance | 0.4 | 0.3 | 0.4 | 0.3 | 0.4 | 44.2 | 0.8 | 0.7 | 1.4 | 0.7 | 0.7 |
| Heat, light & telephone | 1.9 | 3.2 | 1.9 | 1.5 | 1.2 | 87.2 | 2.2 | 4.3 | 2.0 | 1.8 | 1.3 |
| Rent | 1.6 | 1.6 | 1.8 | 1.8 | 1.2 | 67.5 | 2.3 | 3.7 | 2.6 | 2.2 | 1.5 |
| Personnel expenses | 19.6 | 25.5 | 18.3 | 18.5 | 16.1 | 93.0 | 21.0 | 29.9 | 20.0 | 19.3 | 16.2 |
| Financial expenses | 2.8 | 5.2 | 3.4 | 1.5 | 1.3 | 96.7 | 2.9 | 5.3 | 3.4 | 1.8 | 1.4 |
| Interest & bank charges | 1.2 | 2.3 | 1.1 | 0.8 | 0.8 | 74.7 | 1.7 | 3.8 | 1.4 | 1.1 | 0.9 |
| Professional fees | 1.6 | 3.0 | 2.2 | 0.7 | 0.6 | 93.4 | 1.7 | 3.2 | 2.3 | 0.7 | 0.6 |
| Other expenses | 19.5 | 24.5 | 17.4 | 16.1 | 20.2 | 100.0 | 19.5 | 24.5 | 17.4 | 16.1 | 20.2 |
| Profit (loss) | 4.6 | 2.6 | 6.3 | 3.6 | 5.8 | 96.2 | 4.8 | 2.8 | 6.5 | 3.7 | 5.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5731 - Wholesale Industrial Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in any type of new and used industrial machinery, equipment, supplies and parts, including non-electric powerhouse and power transmission equipment, materials handling equipment and industrial tractors. This industry also includes wholesale chemical industries machinery, equipment and supplies; wholesale compressors and vacuum pumps; wholesale conveying equipment (except farm); wholesale elevating machinery (except farm); wholesale food and beverage processing machinery; wholesale foundry machinery and equipment; wholesale hoisting machinery and equipment (except construction and forestry); wholesale industrial furnaces, kilns and ovens; wholesale industrial machinery, equipment and supplies; wholesale lift trucks (except construction and forestry); wholesale mechanical and power transmission equipment; wholesale metal working machinery; wholesale power plant machinery; wholesale power transmission equipment (except electrical); wholesale powerhouse equipment (except electrical); wholesale printing and lithographing industrial machinery; wholesale pulp and paper industry machinery; wholesale industrial pumps; wholesale textile industries machinery, equipment and supplies and wholesale welding and machinery.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 171 | | | | |
| Low sales value (\$000's) | (1) | (1) | 203 | 477 | 1,044 |
| High sales value (\$000's) | (1) | 203 | 477 | 1,044 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 105 | 19 | 51 | 111 | 236 |
| Inventory | - | - | - | - | - |
| Other current assets | 161 | 53 | 90 | 190 | 309 |
| Total current assets | 266 | 72 | 141 | 301 | 545 |
| Fixed assets | 41 | 9 | 45 | 21 | 89 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 16 | 35 | 13 | 8 | 9 |
| Total assets | 324 | 116 | 199 | 330 | 643 |
| Liabilities and equity | | | | | |
| Current loans | 29 | 6 | 6 | 31 | 74 |
| Other current liabilities | 142 | 28 | 73 | 181 | 283 |
| Total current liabilities | 172 | 35 | 79 | 212 | 357 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 5 | 1 | 6 | 7 | 4 |
| Other liabilities | 43 | 13 | 52 | 49 | 56 |
| Total liabilities | 219 | 48 | 137 | 289 | 418 |
| Total equity | 105 | 68 | 61 | 81 | 225 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 171 | | | | |
| Low sales value (\$000's) | (1) | (1) | 203 | 477 | 1,044 |
| High sales value (\$000's) | (1) | 203 | 477 | 1,044 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 2.1 | 1.8 | 1.4 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.1 | 0.7 | 2.2 | 4.4 | 1.9 |
| Interest coverage ratio (times) | 5.9 | 0.2 | 8.8 | 4.2 | 8.5 |
| Debt ratio (times) | 0.7 | 0.4 | 0.7 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 100 | | | | |
| Low sales value (\$000's) | (1) | (1) | 257 | 503 | 1,101 |
| High sales value (\$000's) | (1) | 257 | 503 | 1,101 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 31 | 28 | 3 | 32 | 63 |
| Depreciation | 9 | 5 | 6 | 7 | 17 |
| Other | -24 | -23 | -16 | -22 | -37 |
| Dividends | -12 | -7 | -7 | -14 | -22 |
| Investment activities | | | | | |
| Disposal of fixed assets | 8 | - | 5 | 11 | 14 |
| Purchase of fixed assets | -24 | -19 | -15 | -9 | -51 |
| Increase in investment | -1 | - | - | -3 | - |
| Decrease in investment | - | 1 | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 10 | 19 | 11 | 2 | 8 |
| Repayment of long term debt | -6 | - | -1 | -2 | -19 |
| Loans from shareholders | 5 | - | 3 | 6 | 12 |
| Repayment of loans from shareholders | -8 | -22 | -2 | -3 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 3 | - | 1 | - | 10 |
| Decrease in equity | - | - | - | -2 | - |
| Other | - | - | 1 | -1 | - |
| Increase(decrease) in cash & equivalents | -9 | -18 | -10 | 3 | -12 |
| Cash & equivalents-Beginning of the year | 38 | 104 | 8 | 8 | 40 |
| Cash & equivalents - End of the year | 28 | 87 | -2 | 8 | 27 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,238 | 362,267 | 15,022 | 148 | 105 |
| less than 20 | 1,016 | 108,771 | 4,455 | 137 | 95 |
| 20 - 99 | 183 | 127,056 | 5,302 | 8 | 9 |
| 100 - 499 | 37 | X | 4,213 | 3 | 1 |
| 500 and over | 2 | X | 1,052 | - | - |
| 1987 | | | | | |
| Total | 1,400 | 493,702 | 17,150 | 170 | ... |
| less than 20 | 1,131 | 143,261 | 4,964 | 158 | ... |
| 20 - 99 | 225 | 190,961 | 6,630 | 9 | ... |
| 100 - 499 | 42 | X | 5,082 | 2 | ... |
| 500 and over | 2 | X | 474 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 89 | | | | |
| Average sales \$ | 595,324 | 77,389 | 317,648 | 660,649 | 1,285,517 |
| Average expense \$ | 561,606 | 86,461 | 289,427 | 629,394 | 1,241,140 |
| Average net profit (loss) \$ | 23,718 | -9,072 | 28,221 | 31,249 | 44,477 |
| Businesses reporting a profit (No.) | 76 | | | | |
| Average sales \$ | 595,363 | 75,409 | 317,648 | 682,314 | 1,306,079 |
| Average expense \$ | 542,365 | 56,883 | 289,427 | 609,029 | 1,214,120 |
| Average net profit \$ | 52,998 | 18,526 | 28,221 | 73,285 | 91,959 |
| Businesses reporting a loss (No.) | 13 | | | | |
| Average sales \$ | 633,827 | 78,547 | - | 625,423 | 1,197,510 |
| Average expense \$ | 707,911 | 103,760 | - | 662,491 | 1,357,483 |
| Average net loss \$ | -74,084 | -25,213 | - | -37,068 | -159,973 |
| 1986 | | | | | |
| Number of observations in sample | 104 | | | | |
| Average sales \$ | 518,759 | 56,414 | 221,671 | 528,863 | 1,268,087 |
| Average expense \$ | 497,966 | 62,177 | 207,994 | 502,677 | 1,219,017 |
| Average net profit (loss) \$ | 20,793 | -5,763 | 13,677 | 26,186 | 49,070 |
| Businesses reporting a profit (No.) | 85 | | | | |
| Average sales \$ | 519,876 | 54,619 | 217,747 | 540,098 | 1,267,039 |
| Average expense \$ | 476,633 | 48,921 | 192,337 | 505,389 | 1,159,884 |
| Average net profit \$ | 43,243 | 5,698 | 25,410 | 34,709 | 107,155 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 504,027 | 61,294 | 229,505 | 454,822 | 1,270,486 |
| Average expense \$ | 544,153 | 98,202 | 239,256 | 484,807 | 1,354,348 |
| Average net loss \$ | -40,126 | -36,908 | -9,751 | -29,985 | -83,862 |
| 1987 | | | | | |
| Number of observations in sample | 227 | | | | |
| Average sales \$ | 579,050 | 67,559 | 246,796 | 587,195 | 1,414,650 |
| Average expense \$ | 550,827 | 64,292 | 240,170 | 569,101 | 1,329,745 |
| Average net profit (loss) \$ | 28,223 | 3,267 | 6,826 | 18,094 | 84,905 |
| Businesses reporting a profit (No.) | 169 | | | | |
| Average sales \$ | 588,858 | 74,508 | 255,446 | 585,448 | 1,440,029 |
| Average expense \$ | 537,941 | 61,405 | 224,476 | 537,579 | 1,328,304 |
| Average net profit \$ | 50,917 | 13,103 | 30,970 | 47,869 | 111,725 |
| Businesses reporting a loss (No.) | 58 | | | | |
| Average sales \$ | 540,066 | 57,362 | 226,684 | 593,859 | 1,282,357 |
| Average expense \$ | 592,948 | 68,529 | 276,659 | 689,345 | 1,337,257 |
| Average net loss \$ | -52,882 | -11,167 | -49,975 | -95,486 | -54,900 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Wholesale Waste Materials (SIC 591)

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 118 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | | | | | | | | | | 515 |
| High sales value (\$000's) | (1) | | | | | | | | | | (1) |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 40.1 | 32.8 | 37.8 | 37.5 | 51.8 | 88.8 | 45.2 | 12.8 | 55.5 | 39.0 | 55.8 |
| Occupancy expenses | 10.2 | 16.0 | 8.8 | 10.7 | 8.2 | 98.2 | 10.4 | | 8.6 | 10.7 | 6.2 |
| Depreciation | 2.5 | 2.5 | 2.9 | 2.8 | 1.9 | 75.6 | 3.4 | | 4.9 | 3.0 | 2.0 |
| Repairs & maintenance | 2.1 | 1.7 | 3.3 | 2.1 | 1.3 | 60.9 | 3.5 | 3.1 | 5.6 | 3.3 | 1.9 |
| Heat, light & telephone | 2.0 | 2.7 | 1.7 | 2.2 | 1.6 | 90.4 | 2.3 | 3.3 | 1.9 | 2.4 | 1.7 |
| Rent | 3.5 | 9.1 | 0.6 | 3.6 | 1.5 | 59.4 | 5.9 | 15.5 | 1.5 | 5.0 | 2.1 |
| Personnel expenses | 19.0 | 20.1 | 12.8 | 26.8 | 16.7 | 85.0 | 22.3 | 23.7 | 20.2 | 28.2 | 17.1 |
| Financial expenses | 3.1 | 2.0 | 5.6 | 2.7 | 1.7 | 86.2 | 3.5 | 3.5 | 6.1 | 2.8 | 1.7 |
| Interest & bank charges | 2.3 | 1.0 | 5.0 | 2.0 | 1.0 | 63.4 | 3.6 | 3.1 | 7.8 | 2.5 | 1.3 |
| Professional fees | 0.8 | 1.0 | 0.7 | 0.7 | 0.7 | 81.2 | 0.9 | 2.0 | 0.7 | 0.8 | 0.7 |
| Other expenses | 21.9 | 18.6 | 28.9 | 21.4 | 17.9 | 100.0 | 21.9 | 18.6 | 28.9 | 21.4 | 17.9 |
| Profit (loss) | 5.8 | 10.5 | 6.3 | 0.9 | 5.8 | 99.2 | 5.9 | 10.5 | 6.3 | 1.0 | 5.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "low sales value" and "high sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5910 - Wholesale Waste Materials

Businesses primarily engaged in automobile wrecking and in buying and selling waste materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Wholesale Waste Materials (SIC 591)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 83 | (1) | 114 | 313 | 694 |
| Low sales value (\$000's) | (1) | 114 | 313 | 694 | (1) |
| High sales value (\$000's) | (1) | 114 | 313 | 694 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 43 | 2 | 13 | 36 | 119 |
| Inventory | - | - | - | - | - |
| Other current assets | 108 | 35 | 70 | 102 | 225 |
| Total current assets | 151 | 38 | 83 | 137 | 344 |
| Fixed assets | 88 | 28 | 37 | 92 | 184 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 16 | 1 | 9 | 6 | 57 |
| Total assets | 255 | 66 | 129 | 236 | 585 |
| Liabilities and equity | | | | | |
| Current loans | 38 | 4 | 8 | 52 | 89 |
| Other current liabilities | 75 | 24 | 34 | 80 | 159 |
| Total current liabilities | 113 | 28 | 42 | 132 | 247 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 6 | - | - | 4 | 21 |
| Other liabilities | 48 | 16 | 46 | 15 | 115 |
| Total liabilities | 167 | 48 | 88 | 151 | 384 |
| Total equity | 88 | 21 | 42 | 85 | 202 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Wholesale Waste Materials (SIC 591)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 83 | (1) | 114 | 313 | 694 |
| Low sales value (\$000's) | (1) | 114 | 313 | 694 | (1) |
| High sales value (\$000's) | (1) | 114 | 313 | 694 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 1.3 | 2.0 | 1.0 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.9 | 2.1 | 2.1 | 1.8 | 1.9 |
| Interest coverage ratio (times) | 4.3 | 11.6 | ... | 8.5 | 5.2 |
| Debt ratio (times) | 0.7 | 0.7 | 0.7 | 0.6 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Wholesale Waste Materials (SIC 591)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 50 | | | | |
| Low sales value (\$000's) | (1) | (1) | 171 | 522 | 812 |
| High sales value (\$000's) | 171 | 171 | 522 | | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 92 | -1 | 234 | 36 | 64 |
| Depreciation | 14 | 8 | 4 | 10 | 24 |
| Other | -56 | - | -162 | -10 | -31 |
| Dividends | -18 | -3 | -12 | -19 | -34 |
| Investment activities | | | | | |
| Disposal of fixed assets | 18 | - | 53 | 2 | 9 |
| Purchase of fixed assets | -29 | -23 | -3 | -35 | -56 |
| Increase in investment | -8 | - | - | - | -29 |
| Decrease in investment | 5 | - | - | - | 20 |
| Financing activities | | | | | |
| Increase in long term debt | 23 | 17 | 8 | - | 56 |
| Repayment of long term debt | -10 | -2 | - | - | -29 |
| Loans from shareholders | 4 | 1 | 6 | 1 | 9 |
| Repayment of loans from shareholders | -39 | - | -122 | -1 | -16 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | -4 | -3 | 6 | -5 | -15 |
| Cash & equivalents-Beginning of the year | 2 | 2 | 3 | -5 | 7 |
| Cash & equivalents - End of the year | -2 | -1 | 9 | -10 | -8 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Wholesale Waste Materials (SIC 591)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 510 | 82,036 | 4,391 | 61 | 36 |
| less than 20 | 444 | 28,770 | 1,815 | 55 | 33 |
| 20 - 99 | 57 | 36,057 | 2,211 | 4 | 2 |
| 100 - 499 | 9 | 17,209 | 965 | 2 | 1 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 528 | 104,961 | 5,220 | 59 | ... |
| less than 20 | 456 | 37,385 | 1,882 | 57 | ... |
| 20 - 99 | 65 | 50,023 | 2,521 | 2 | ... |
| 100 - 499 | 7 | 17,553 | 817 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Wholesale Waste Materials (SIC 591)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 88 | | | | |
| Average sales \$ | 364,090 | 39,879 | 134,618 | 265,127 | 1,016,736 |
| Average expense \$ | 347,388 | 35,130 | 122,090 | 242,197 | 990,135 |
| Average net profit (loss) \$ | 16,702 | 4,749 | 12,528 | 22,930 | 26,601 |
| Businesses reporting a profit (No.) | 73 | | | | |
| Average sales \$ | 353,817 | 39,080 | 136,438 | 260,086 | 979,665 |
| Average expense \$ | 322,964 | 30,661 | 119,838 | 218,799 | 922,556 |
| Average net profit \$ | 30,853 | 8,419 | 16,600 | 41,287 | 57,109 |
| Businesses reporting a loss (No.) | 15 | | | | |
| Average sales \$ | 463,517 | 42,616 | 125,120 | 276,251 | 1,410,081 |
| Average expense \$ | 546,320 | 50,435 | 133,841 | 293,828 | 1,707,176 |
| Average net loss \$ | -82,803 | -7,819 | -8,721 | -17,577 | -297,095 |
| 1986 | | | | | |
| Number of observations in sample | 100 | | | | |
| Average sales \$ | 301,247 | 46,710 | 92,880 | 205,173 | 860,226 |
| Average expense \$ | 284,492 | 42,621 | 78,872 | 189,668 | 826,808 |
| Average net profit (loss) \$ | 16,755 | 4,089 | 14,008 | 15,505 | 33,418 |
| Businesses reporting a profit (No.) | 86 | | | | |
| Average sales \$ | 309,939 | 48,585 | 92,043 | 254,656 | 844,473 |
| Average expense \$ | 281,228 | 27,689 | 75,630 | 226,302 | 795,292 |
| Average net profit \$ | 28,711 | 20,896 | 16,413 | 28,354 | 49,181 |
| Businesses reporting a loss (No.) | 14 | | | | |
| Average sales \$ | 335,522 | 45,315 | 99,658 | 109,585 | 1,087,531 |
| Average expense \$ | 389,827 | 53,735 | 105,124 | 118,900 | 1,281,549 |
| Average net loss \$ | -54,305 | -8,420 | -5,466 | -9,315 | -194,018 |
| 1987 | | | | | |
| Number of observations in sample | 113 | | | | |
| Average sales \$ | 339,385 | 51,751 | 101,944 | 267,613 | 936,231 |
| Average expense \$ | 321,431 | 46,365 | 93,332 | 262,361 | 883,665 |
| Average net profit (loss) \$ | 17,954 | 5,386 | 8,612 | 5,252 | 52,566 |
| Businesses reporting a profit (No.) | 86 | | | | |
| Average sales \$ | 341,694 | 52,812 | 105,964 | 294,637 | 913,362 |
| Average expense \$ | 306,513 | 39,666 | 83,409 | 257,466 | 845,511 |
| Average net profit \$ | 35,181 | 13,146 | 22,555 | 37,171 | 67,851 |
| Businesses reporting a loss (No.) | 27 | | | | |
| Average sales \$ | 372,100 | 50,511 | 97,315 | 233,093 | 1,107,481 |
| Average expense \$ | 399,236 | 54,203 | 104,757 | 268,613 | 1,169,372 |
| Average net loss \$ | -27,136 | -3,692 | -7,442 | -35,520 | -61,891 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Wholesale General Merchandise (SIC 598)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|--|--|--|-----|
| Businesses in sample (No.) | 81 | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | |
| High sales value (\$000's) | (1) | 29 | 29 | 63 | 108 | | | | | (1) |

| Selected expense item | Industry average(2) | | | | | % Busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 6.3 | - | 3.9 | 1.7 | 21.1 | 18.3 | 37.4 | - | 17.9 | 55.8 | 54.7 |
| Occupancy expenses | 10.8 | 20.4 | 6.6 | 9.3 | 6.5 | 93.5 | 11.5 | 20.5 | 7.1 | 9.3 | 8.0 |
| Depreciation | 4.2 | 10.5 | 2.9 | 2.1 | 1.5 | 73.7 | 5.7 | 10.5 | 5.1 | 3.0 | 2.2 |
| Repairs & maintenance | 1.0 | 0.5 | 1.6 | 1.6 | 0.5 | 31.0 | 3.4 | 1.7 | 5.2 | 3.8 | 2.7 |
| Heat, light & telephone | 3.7 | 8.4 | 1.3 | 2.9 | 2.1 | 73.7 | 5.1 | 10.8 | 1.6 | 4.2 | 3.1 |
| Rent | 1.8 | 1.0 | 0.8 | 2.6 | 2.4 | 50.4 | 3.6 | 3.0 | 2.8 | 4.0 | 3.8 |
| Personnel expenses | 9.0 | 0.8 | 7.2 | 12.1 | 14.5 | 44.4 | 20.3 | 2.5 | 51.0 | 24.6 | 20.1 |
| Financial expenses | 1.8 | 1.3 | 1.3 | 1.2 | 2.9 | 79.7 | 2.3 | 1.3 | 1.9 | 2.5 | 3.6 |
| Interest & bank charges | 0.9 | 0.9 | 1.2 | 0.6 | 1.0 | 42.3 | 2.1 | 4.1 | 2.0 | 2.1 | 1.5 |
| Professional fees | 0.9 | 0.4 | 0.7 | 0.6 | 2.0 | 73.4 | 1.3 | 0.5 | 0.8 | 1.2 | 2.6 |
| Other expenses | 25.7 | 28.7 | 21.3 | 23.2 | 28.8 | 99.9 | 25.7 | 28.9 | 21.3 | 23.2 | 28.8 |
| Profit (loss) | 45.3 | 48.8 | 59.1 | 52.5 | 26.1 | 100.0 | 45.9 | 48.8 | 59.1 | 52.5 | 26.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5980 - Wholesale General Merchandise

Businesses primarily engaged in wholesale dealing in a diversified line of household merchandise of which hardware, foods, clothing, sporting goods, toys and games tend to be the most important, but no line is sufficiently important to constitute a primary activity.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Wholesale General Merchandise (SIC 598)

| | 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 | - | -- | -- | -- | -- |
| Accounts and notes receivable | 25 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 58 | -- | -- | -- | -- |
| Total current assets | 83 | -- | -- | -- | -- |
| Fixed assets | 18 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 39 | -- | -- | -- | -- |
| Total assets | 140 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 12 | -- | -- | -- | -- |
| Other current liabilities | 55 | -- | -- | -- | -- |
| Total current liabilities | 68 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 18 | -- | -- | -- | -- |
| Total liabilities | 88 | -- | -- | -- | -- |
| Total equity | 52 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Wholesale General Merchandise (SIC 598)

| | Total(2) | 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 | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.7 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 13.4 | -- | -- | -- | -- |
| Debt ratio (times) | 0.6 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Wholesale General Merchandise (SIC 598)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 6 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 15 | -- | -- | -- | -- |
| Depreciation | 10 | -- | -- | -- | -- |
| Other | -57 | -- | -- | -- | -- |
| Dividends | -6 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 11 | -- | -- | -- | -- |
| Purchase of fixed assets | -28 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | 1 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | - | -- | -- | -- | -- |
| Repayment of long term debt | - | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -5 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -58 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 9 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -49 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Wholesale General Merchandise (SIC 598)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 135 | 10,251 | 615 | 27 | 18 |
| less than 20 | 128 | 4,383 | 264 | 27 | 18 |
| 20 - 99 | 6 | X | 162 | - | - |
| 100 - 499 | 1 | X | 189 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 175 | 19,873 | 926 | 54 | ... |
| less than 20 | 164 | 7,704 | 356 | 50 | ... |
| 20 - 99 | 10 | X | 276 | 4 | ... |
| 100 - 499 | 1 | X | 294 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Wholesale General Merchandise (SIC 598)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 64 | | | | |
| Average sales \$ | 111,399 | 32,209 | 44,502 | 67,978 | 300,906 |
| Average expense \$ | 85,874 | 21,210 | 26,874 | 39,772 | 259,541 |
| Average net profit (loss) \$ | 24,525 | 10,999 | 17,528 | 28,206 | 41,365 |
| Businesses reporting a profit (No.) | 57 | | | | |
| Average sales \$ | 127,880 | 32,209 | 48,210 | 66,954 | 364,146 |
| Average expense \$ | 95,279 | 21,210 | 21,041 | 36,630 | 302,236 |
| Average net profit \$ | 32,601 | 10,999 | 27,169 | 30,324 | 61,910 |
| Businesses reporting a loss (No.) | 7 | | | | |
| Average sales \$ | 76,300 | - | 37,240 | 87,663 | 103,997 |
| Average expense \$ | 88,463 | - | 38,593 | 100,196 | 126,601 |
| Average net loss \$ | -12,163 | - | -1,353 | -12,533 | -22,604 |
| 1986 | | | | | |
| Number of observations in sample | 45 | | | | |
| Average sales \$ | 140,609 | -- | -- | -- | -- |
| Average expense \$ | 122,283 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 18,326 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 40 | | | | |
| Average sales \$ | 128,926 | -- | -- | -- | -- |
| Average expense \$ | 107,378 | -- | -- | -- | -- |
| Average net profit \$ | 21,548 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 5 | | | | |
| Average sales \$ | 287,791 | -- | -- | -- | -- |
| Average expense \$ | 299,394 | -- | -- | -- | -- |
| Average net loss \$ | -11,603 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 71 | | | | |
| Average sales \$ | 101,884 | 28,001 | 40,105 | 78,186 | 281,245 |
| Average expense \$ | 69,200 | 16,050 | 9,549 | 41,952 | 209,247 |
| Average net profit (loss) \$ | 32,684 | 11,951 | 30,556 | 36,234 | 51,998 |
| Businesses reporting a profit (No.) | 61 | | | | |
| Average sales \$ | 104,138 | 28,001 | 40,054 | 78,089 | 270,406 |
| Average expense \$ | 66,537 | 16,050 | 6,577 | 38,132 | 205,387 |
| Average net profit \$ | 37,601 | 11,951 | 33,477 | 39,957 | 65,019 |
| Businesses reporting a loss (No.) | 10 | | | | |
| Average sales \$ | 110,275 | - | 40,784 | 79,164 | 210,877 |
| Average expense \$ | 119,942 | - | 48,857 | 80,500 | 230,470 |
| Average net loss \$ | -9,667 | - | -8,073 | -1,336 | -19,593 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Food (Groceries) Stores (SIC 6011)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | |
|----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 241 | (1) | 89 | 404 | 855 | | | | | | |
| Low sales value (\$000's) | (1) | 89 | 404 | 855 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 89 | 404 | 855 | (1) | | | | | | |
| Selected expense item | Industry average (2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 69.2 | 63.1 | 73.0 | 71.3 | 69.2 | 95.9 | 72.2 | 72.5 | 73.0 | 73.0 | 72.1 |
| Occupancy expenses | 6.7 | 11.2 | 7.2 | 4.7 | 3.9 | 99.9 | 6.7 | 11.2 | 7.2 | 4.7 | 3.9 |
| Depreciation | 1.1 | 1.0 | 1.5 | 0.9 | 1.0 | 76.3 | 1.5 | 2.7 | 2.0 | 1.0 | 1.1 |
| Repairs & maintenance | 0.8 | 1.4 | 0.8 | 0.7 | 0.5 | 82.6 | 0.9 | 2.1 | 0.7 | 0.7 | 0.6 |
| Heat, light & telephone | 2.1 | 4.4 | 1.7 | 1.1 | 1.1 | 95.8 | 2.1 | 4.5 | 1.8 | 1.2 | 1.1 |
| Rent | 2.8 | 4.4 | 3.4 | 2.0 | 1.3 | 59.9 | 4.6 | 8.1 | 5.0 | 3.6 | 2.1 |
| Personnel expenses | 7.5 | 4.7 | 8.3 | 7.5 | 9.5 | 79.5 | 9.5 | 13.8 | 9.7 | 7.8 | 9.5 |
| Financial expenses | 2.0 | 3.2 | 2.6 | 1.2 | 1.0 | 98.5 | 2.0 | 3.3 | 2.6 | 1.3 | 1.0 |
| Interest & bank charges | 1.3 | 1.5 | 2.1 | 0.9 | 0.7 | 79.6 | 1.6 | 2.5 | 2.4 | 1.1 | 0.8 |
| Professional fees | 0.7 | 1.7 | 0.5 | 0.3 | 0.3 | 88.0 | 0.8 | 2.0 | 0.6 | 0.4 | 0.3 |
| Other expenses | 13.5 | 16.4 | 8.8 | 13.5 | 15.4 | 100.0 | 13.5 | 16.4 | 8.8 | 13.5 | 15.4 |
| Profit (loss) | 1.1 | 1.4 | - | 1.9 | 1.0 | 98.8 | 1.1 | 1.4 | - | 1.9 | 1.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small too to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6011 - Food (Groceries) Stores

Businesses primarily engaged in retailing a general line of groceries such as canned and/or frozen foods, prepared meats, fresh fruit and vegetables, desserts and staples such as tea, coffee, spices, sugar and flour. Fresh meats and poultry may be included. In addition, limited lines of newspapers, magazines, paper products, soft drinks, beer and wine, tobacco products, health and beauty aids, housewares, flowers, plants and other non-food articles may be sold. These businesses include chain grocery stores, convenience food (groceries) stores, corner grocery stores, food (groceries) stores, retail general foods, retail groceries and supermarkets.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Food (Groceries) Stores (SIC 6011)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 131 | (1) | 347 | 664 | 1,150 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 347 | 664 | 1,150 | |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 4 | 2 | 3 | 6 | 6 |
| Inventory | - | - | - | - | - |
| Other current assets | 82 | 20 | 56 | 99 | 148 |
| Total current assets | 86 | 21 | 59 | 106 | 154 |
| Fixed assets | 55 | 24 | 23 | 75 | 97 |
| Less: Accum. dep. on fixed assets | 25 | - | - | - | - |
| Other assets | 25 | 26 | 17 | 18 | 37 |
| Total assets | 166 | 71 | 100 | 198 | 289 |
| Liabilities and equity | | | | | |
| Current loans | 15 | 4 | 9 | 14 | 31 |
| Other current liabilities | 60 | 29 | 32 | 71 | 105 |
| Total current liabilities | 74 | 33 | 41 | 85 | 135 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | 1 | - | 6 | 7 |
| Other liabilities | 46 | 20 | 40 | 56 | 63 |
| Total liabilities | 123 | 54 | 81 | 147 | 208 |
| Total equity | 43 | 17 | 18 | 51 | 83 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Food (Groceries) Stores (SIC 6011)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 131 | (1) | 347 | 664 | 1,150 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 347 | 664 | 1,150 | |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 0.6 | 1.4 | 1.2 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.9 | 3.3 | 4.5 | 2.9 | 2.5 |
| Interest coverage ratio (times) | 1.5 | ... | 0.8 | 2.3 | 1.9 |
| Debt ratio (times) | 0.7 | 0.8 | 0.8 | 0.7 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Food (Groceries) Stores (SIC 5011)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 68 | | | | |
| Low sales value (\$000's) | (1) | (1) | 427 | 89 | 1,264 |
| High sales value (\$000's) | (1) | 427 | 799 | 1,264 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 14 | 3 | 2 | 19 | 30 |
| Depreciation | 12 | 8 | 7 | 15 | 16 |
| Other | -2 | - | 7 | 7 | -20 |
| Dividends | -3 | - | - | -7 | -5 |
| Investment activities | | | | | |
| Disposal of fixed assets | 8 | 1 | - | 9 | 21 |
| Purchase of fixed assets | -12 | -4 | -7 | -13 | -22 |
| Increase in investment | - | - | - | -2 | - |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 6 | - | 7 | 7 | 7 |
| Repayment of long term debt | -14 | -3 | -21 | -13 | -18 |
| Loans from shareholders | 5 | - | 6 | 11 | 3 |
| Repayment of loans from shareholders | -14 | - | -23 | -23 | -6 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | -1 | -1 | - | -1 | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -1 | 4 | -21 | 9 | 7 |
| Cash & equivalents-Beginning of the year | 12 | 3 | 18 | 18 | 7 |
| Cash & equivalents - End of the year | 12 | 7 | -2 | 27 | 15 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Food (Groceries) Stores (SIC 5011)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 775 | 908,092 | 71,034 | 106 | 76 |
| less than 20 | 536 | 42,780 | 3,383 | 78 | 65 |
| 20 - 99 | 196 | 88,893 | 7,040 | 24 | 10 |
| 100 - 499 | 30 | 61,758 | 4,889 | 3 | 1 |
| 500 and over | 13 | 714,661 | 55,722 | 1 | - |
| 1987 | | | | | |
| Total | 1,001 | 1,069,901 | 79,781 | 239 | ... |
| less than 20 | 663 | 46,508 | 3,511 | 194 | ... |
| 20 - 99 | 284 | 143,547 | 10,869 | 36 | ... |
| 100 - 499 | 37 | 72,692 | 5,503 | 8 | ... |
| 500 and over | 17 | 807,154 | 59,898 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Food (Groceries) Stores (SIC 5011)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,570 | | | | |
| Average sales \$ | 329,309 | 56,150 | 146,487 | 281,247 | 833,350 |
| Average expense \$ | 318,548 | 51,866 | 139,029 | 271,329 | 811,366 |
| Average net profit (loss) \$ | 10,761 | 4,284 | 7,458 | 9,318 | 21,984 |
| Businesses reporting a profit (No.) | 1,353 | | | | |
| Average sales \$ | 327,182 | 55,675 | 148,861 | 282,765 | 821,425 |
| Average expense \$ | 309,868 | 46,608 | 138,308 | 265,900 | 788,654 |
| Average net profit \$ | 17,314 | 9,067 | 10,553 | 16,865 | 32,771 |
| Businesses reporting a loss (No.) | 217 | | | | |
| Average sales \$ | 336,803 | 57,115 | 134,079 | 273,841 | 882,178 |
| Average expense \$ | 352,767 | 62,552 | 142,798 | 301,354 | 904,363 |
| Average net loss \$ | -15,964 | -5,437 | -8,719 | -27,513 | -22,185 |
| 1986 | | | | | |
| Number of observations in sample | 997 | | | | |
| Average sales \$ | 372,669 | 87,610 | 188,565 | 329,757 | 924,745 |
| Average expense \$ | 363,032 | 64,989 | 158,666 | 314,835 | 913,636 |
| Average net profit (loss) \$ | 9,637 | 2,621 | 9,899 | 14,922 | 11,109 |
| Businesses reporting a profit (No.) | 838 | | | | |
| Average sales \$ | 369,527 | 71,149 | 169,253 | 326,107 | 911,600 |
| Average expense \$ | 352,113 | 63,754 | 155,158 | 305,124 | 884,417 |
| Average net profit \$ | 17,414 | 7,395 | 14,095 | 20,983 | 27,183 |
| Businesses reporting a loss (No.) | 159 | | | | |
| Average sales \$ | 385,190 | 61,555 | 165,728 | 345,483 | 967,995 |
| Average expense \$ | 401,672 | 67,101 | 173,142 | 356,675 | 1,009,768 |
| Average net loss \$ | -16,482 | -5,546 | -7,414 | -11,192 | -41,773 |
| 1987 | | | | | |
| Number of observations in sample | 243 | | | | |
| Average sales \$ | 554,823 | 57,531 | 246,933 | 831,377 | 1,283,449 |
| Average expense \$ | 548,283 | 55,674 | 246,831 | 820,927 | 1,269,700 |
| Average net profit (loss) \$ | 6,540 | 1,857 | 102 | 10,450 | 13,749 |
| Businesses reporting a profit (No.) | 174 | | | | |
| Average sales \$ | 570,745 | 58,738 | 299,374 | 630,299 | 1,294,567 |
| Average expense \$ | 552,247 | 53,948 | 285,187 | 605,734 | 1,264,118 |
| Average net profit \$ | 18,498 | 4,790 | 14,187 | 24,565 | 30,449 |
| Businesses reporting a loss (No.) | 69 | | | | |
| Average sales \$ | 537,867 | 51,936 | 211,982 | 633,642 | 1,253,908 |
| Average expense \$ | 555,591 | 63,679 | 221,267 | 652,886 | 1,284,532 |
| Average net loss \$ | -17,724 | -11,743 | -9,285 | -19,244 | -30,624 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Food (Specialty) Stores (SIC 6012)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|-----|
| Businesses in sample (No.) | 1,163 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | 11 | 88 | 167 | 167 | | | | | | | 346 |
| High sales value (\$000's) | (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 | 65.8 | 56.8 | 63.4 | 70.4 | 72.5 | 91.0 | 72.3 | 67.2 | 69.2 | 75.6 | 76.6 | |
| Occupancy expenses | 8.0 | 13.1 | 7.5 | 7.0 | 4.8 | 97.9 | 8.2 | 14.2 | 7.5 | 7.0 | 4.6 | |
| Depreciation | 1.5 | 1.8 | 1.4 | 1.5 | 1.2 | 69.7 | 2.1 | 3.8 | 2.2 | 1.9 | 1.3 | |
| Repairs & maintenance | 0.8 | 1.3 | 0.9 | 0.7 | 0.6 | 77.8 | 1.1 | 1.8 | 1.2 | 0.9 | 0.6 | |
| Heat, light & telephone | 1.9 | 2.5 | 2.1 | 1.8 | 1.2 | 91.5 | 2.0 | 3.2 | 2.2 | 1.8 | 1.2 | |
| Rent | 3.8 | 7.6 | 3.1 | 3.0 | 1.7 | 57.9 | 6.5 | 5.5 | 5.5 | 5.0 | 2.7 | |
| Personnel expenses | 9.1 | 13.3 | 10.7 | 5.3 | 7.2 | 74.1 | 12.3 | 25.5 | 15.0 | 7.0 | 7.5 | |
| Financial expenses | 1.7 | 2.2 | 1.9 | 1.6 | 1.3 | 91.8 | 1.9 | 2.6 | 2.1 | 1.7 | 1.4 | |
| Interest & bank charges | 1.3 | 1.4 | 1.3 | 1.2 | 1.1 | 70.9 | 1.8 | 2.5 | 2.2 | 1.8 | 1.2 | |
| Professional fees | 0.5 | 0.7 | 0.5 | 0.4 | 0.3 | 79.3 | 0.6 | 1.1 | 0.7 | 0.4 | 0.3 | |
| Other expenses | 11.2 | 10.7 | 11.8 | 11.0 | 11.0 | 98.3 | 11.3 | 11.5 | 11.8 | 11.0 | 11.0 | |
| Profit (loss) | 4.1 | 3.9 | 4.7 | 4.7 | 3.2 | 99.0 | 4.2 | 4.1 | 4.7 | 4.7 | 3.3 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell =
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. This industry includes bread and pastry shops, butcher shops, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetable stores, health food stores, ice cream stores, milk stores and specialty food stores (except take-out food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Food (Specialty) Stores (SIC 6012)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 202 | | | | |
| Low sales value (\$000's) | (1) | (1) | 113 | 316 | 653 |
| High sales value (\$000's) | (1) | 113 | 316 | 653 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 8 | 1 | - | 4 | 17 |
| Inventory | - | - | - | - | - |
| Other current assets | 59 | 13 | 41 | 48 | 133 |
| Total current assets | 65 | 14 | 41 | 52 | 149 |
| Fixed assets | 49 | 22 | 50 | 45 | 79 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 2 | 12 | 18 | 15 |
| Total assets | 126 | 38 | 103 | 115 | 244 |
| Liabilities and equity | | | | | |
| Current loans | 12 | 2 | 9 | 11 | 25 |
| Other current liabilities | 45 | 11 | 36 | 36 | 95 |
| Total current liabilities | 57 | 13 | 45 | 48 | 120 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | 1 | 1 | 7 | 3 |
| Other liabilities | 40 | 24 | 32 | 37 | 66 |
| Total liabilities | 100 | 38 | 78 | 91 | 190 |
| Total equity | 26 | - | 25 | 24 | 54 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Food (Specialty) Stores (SIC 6012)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 202 | | | | |
| Low sales value (\$000's) | (1) | (1) | 113 | 316 | 653 |
| High sales value (\$000's) | (1) | 113 | 316 | 653 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | 1.1 | 0.9 | 1.1 | 1.2 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.8 | -183.4 | 3.1 | 3.8 | 3.5 |
| Interest coverage ratio (times) | 1.4 | ... | ... | 2.5 | 2.0 |
| Debt ratio (times) | 0.8 | 1.0 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Food (Specialty) Stores (SIC 6012)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 97 | | | | |
| Low sales value (\$000's) | (1) | (1) | 204 | 441 | 668 |
| High sales value (\$000's) | (1) | 204 | 441 | 668 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 11 | - | 3 | 19 | 16 |
| Depreciation | 12 | 1 | 17 | 11 | 15 |
| Other | -3 | 5 | -6 | 1 | -9 |
| Dividends | -3 | - | -1 | -5 | -6 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | - | 7 | 6 | 4 |
| Purchase of fixed assets | -11 | - | -5 | -16 | -24 |
| Increase in investment | -1 | - | - | - | -3 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 4 | - | - | 4 | 12 |
| Repayment of long term debt | -7 | - | -8 | -11 | -7 |
| Loans from shareholders | 5 | - | - | 8 | 11 |
| Repayment of loans from shareholders | -7 | -1 | -2 | -16 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 5 | 5 | 10 | 1 | 2 |
| Cash & equivalents-Beginning of the year | -1 | 9 | -4 | -11 | 2 |
| Cash & equivalents - End of the year | 3 | 13 | 7 | -10 | 4 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Food (Specialty) Stores (SIC 6012)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,401 | 108,458 | 8,555 | 543 | 348 |
| less than 20 | 1,318 | 39,259 | 3,095 | 529 | 338 |
| 20 - 99 | 70 | 29,965 | 2,377 | 13 | 10 |
| 100 - 499 | 11 | X | 1,886 | 1 | - |
| 500 and over | 2 | X | 1,197 | - | - |
| 1987 | | | | | |
| Total | 2,183 | 191,713 | 14,468 | 666 | ... |
| less than 20 | 2,040 | 72,306 | 5,454 | 646 | ... |
| 20 - 99 | 128 | 60,770 | 4,608 | 19 | ... |
| 100 - 499 | 12 | 29,470 | 2,198 | - | ... |
| 500 and over | 3 | 29,167 | 2,208 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Food (Specialty) Stores (SIC 6012)

| | Total ⁽¹⁾ | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,125 | | | | |
| Average sales \$ | 235,469 | 41,935 | 101,598 | 196,248 | 602,095 |
| Average expense \$ | 223,384 | 38,319 | 98,608 | 182,611 | 573,997 |
| Average net profit (loss) \$ | 12,085 | 3,616 | 2,990 | 13,637 | 28,098 |
| Businesses reporting a profit (No.) | 933 | | | | |
| Average sales \$ | 241,020 | 40,904 | 101,820 | 198,919 | 622,437 |
| Average expense \$ | 220,924 | 31,163 | 90,709 | 177,812 | 584,012 |
| Average net profit \$ | 20,096 | 9,741 | 11,111 | 21,107 | 38,425 |
| Businesses reporting a loss (No.) | 196 | | | | |
| Average sales \$ | 214,614 | 43,585 | 101,231 | 187,970 | 525,671 |
| Average expense \$ | 223,820 | 49,781 | 111,644 | 197,486 | 536,369 |
| Average net loss \$ | -9,206 | -6,196 | -10,413 | -9,516 | -10,698 |
| 1986 | | | | | |
| Number of observations in sample | 828 | | | | |
| Average sales \$ | 273,319 | 51,510 | 111,926 | 233,818 | 696,022 |
| Average expense \$ | 264,035 | 49,372 | 109,298 | 223,648 | 673,820 |
| Average net profit (loss) \$ | 9,284 | 2,138 | 2,628 | 10,170 | 22,202 |
| Businesses reporting a profit (No.) | 677 | | | | |
| Average sales \$ | 281,387 | 46,630 | 114,513 | 231,342 | 733,063 |
| Average expense \$ | 263,225 | 34,760 | 102,652 | 214,511 | 700,975 |
| Average net profit \$ | 18,162 | 11,870 | 11,861 | 16,831 | 32,088 |
| Businesses reporting a loss (No.) | 151 | | | | |
| Average sales \$ | 244,574 | 59,664 | 107,956 | 243,007 | 567,669 |
| Average expense \$ | 257,639 | 73,786 | 119,497 | 257,549 | 579,722 |
| Average net loss \$ | -13,065 | -14,122 | -11,541 | -14,542 | -12,053 |
| 1987 | | | | | |
| Number of observations in sample | 836 | | | | |
| Average sales \$ | 273,422 | 50,398 | 124,307 | 256,019 | 662,965 |
| Average expense \$ | 263,420 | 50,964 | 115,561 | 243,753 | 643,401 |
| Average net profit (loss) \$ | 10,002 | -566 | 8,746 | 12,266 | 19,564 |
| Businesses reporting a profit (No.) | 668 | | | | |
| Average sales \$ | 269,786 | 54,193 | 125,977 | 256,054 | 642,918 |
| Average expense \$ | 252,374 | 46,758 | 111,417 | 237,358 | 613,961 |
| Average net profit \$ | 17,412 | 7,435 | 14,560 | 18,696 | 28,957 |
| Businesses reporting a loss (No.) | 168 | | | | |
| Average sales \$ | 295,456 | 45,694 | 118,186 | 255,880 | 762,064 |
| Average expense \$ | 311,232 | 56,179 | 130,751 | 269,069 | 788,930 |
| Average net loss \$ | -15,776 | -10,485 | -12,565 | -13,189 | -26,866 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Prescription Drugs & Patent Medicine Stores (SIC 603)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 399 | (1) | 287 | 617 | 1,036 | | | | | | |
| Low sales value (\$000's) | (1) | 287 | 617 | 1,036 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 287 | 617 | 1,036 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 56.1 | 45.4 | 58.3 | 59.2 | 61.5 | 96.0 | 58.5 | 46.8 | 62.3 | 61.4 | 63.4 |
| Occupancy expenses | 5.8 | 9.5 | 4.2 | 5.0 | 3.9 | 96.1 | 5.9 | 10.4 | 4.4 | 5.0 | 3.9 |
| Depreciation | 1.5 | 3.4 | 1.0 | 0.9 | 0.7 | 88.4 | 1.7 | 4.0 | 1.1 | 1.0 | 0.8 |
| Repairs & maintenance | 0.4 | 0.5 | 0.3 | 0.3 | 0.3 | 67.2 | 0.5 | 1.0 | 0.4 | 0.5 | 0.4 |
| Heat, light & telephone | 0.8 | 1.0 | 0.8 | 0.7 | 0.5 | 87.6 | 0.9 | 1.5 | 0.9 | 0.8 | 0.6 |
| Rent | 3.0 | 4.6 | 2.1 | 3.0 | 2.3 | 73.0 | 4.1 | 12.0 | 2.8 | 3.6 | 2.7 |
| Personnel expenses | 16.2 | 13.1 | 18.3 | 17.6 | 15.9 | 97.9 | 16.6 | 13.6 | 18.8 | 17.8 | 15.9 |
| Financial expenses | 1.3 | 1.8 | 1.4 | 1.1 | 1.0 | 97.2 | 1.4 | 1.8 | 1.5 | 1.2 | 1.0 |
| Interest & bank charges | 0.7 | 0.9 | 0.8 | 0.6 | 0.5 | 81.1 | 0.9 | 1.3 | 0.9 | 0.8 | 0.6 |
| Professional fees | 0.6 | 0.9 | 0.6 | 0.5 | 0.4 | 87.6 | 0.7 | 1.2 | 0.7 | 0.5 | 0.5 |
| Other expenses | 13.8 | 18.9 | 12.7 | 11.6 | 12.0 | 99.9 | 13.8 | 18.9 | 12.7 | 11.6 | 12.0 |
| Profit (loss) | 6.9 | 11.3 | 5.1 | 5.5 | 5.7 | 96.4 | 7.2 | 12.7 | 5.1 | 5.6 | 5.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6030 - Prescription Drugs and Patent Medicine Stores

Businesses primarily engaged in retail dealing in prescription drugs and patent or proprietary and herbal medicines, sick room supplies, cosmetics and toiletries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Prescription Drugs & Patent Medicine Stores (SIC 603)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 314 | | | | |
| Low sales value (\$000's) | (1) | (1) | 414 | 685 | 1,096 |
| High sales value (\$000's) | (1) | 414 | 685 | 1,096 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 41 | 12 | 34 | 45 | 73 |
| Inventory | - | - | - | - | - |
| Other current assets | 182 | 67 | 128 | 213 | 318 |
| Total current assets | 223 | 79 | 162 | 259 | 390 |
| Fixed assets | 40 | 17 | 36 | 45 | 60 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 39 | 6 | 34 | 48 | 68 |
| Total assets | 301 | 103 | 232 | 352 | 518 |
| Liabilities and equity | | | | | |
| Current loans | 21 | 6 | 17 | 24 | 35 |
| Other current liabilities | 107 | 37 | 78 | 133 | 179 |
| Total current liabilities | 127 | 43 | 95 | 157 | 214 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | 2 | 5 | 2 | 6 |
| Other liabilities | 30 | 23 | 18 | 36 | 41 |
| Total liabilities | 161 | 67 | 119 | 195 | 261 |
| Total equity | 141 | 36 | 113 | 157 | 257 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Prescription Drugs & Patent Medicine Stores (SIC 603)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 314 | | | | |
| Low sales value (\$000's) | (1) | (1) | 414 | 685 | 1,096 |
| High sales value (\$000's) | (1) | 414 | 685 | 1,096 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 1.9 | 1.7 | 1.6 | 1.8 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.1 | 1.9 | 1.1 | 1.2 | 1.0 |
| Interest coverage ratio (times) | 8.1 | 3.6 | 4.6 | 9.1 | 10.7 |
| Debt ratio (times) | 0.5 | 0.7 | 0.5 | 0.6 | 0.5 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Prescription Drugs & Patent Medicine Stores (SIC 603)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 220 | | | | |
| Low sales value (\$000's) | (1) | (1) | 446 | 688 | 1,102 |
| High sales value (\$000's) | (1) | 446 | 688 | 1,102 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 34 | -2 | 24 | 44 | 70 |
| Depreciation | 9 | 5 | 7 | 10 | 14 |
| Other | -10 | -7 | -3 | -6 | -25 |
| Dividends | -19 | - | -10 | -25 | -41 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | 1 | 1 | 1 | 4 |
| Purchase of fixed assets | -13 | -4 | -9 | -15 | -25 |
| Increase in investment | -3 | -1 | - | -1 | -6 |
| Decrease in investment | 1 | 1 | - | 1 | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 4 | - | 2 | 4 | 9 |
| Repayment of long term debt | -5 | - | -7 | -3 | -9 |
| Loans from shareholders | 7 | 6 | 2 | 7 | 12 |
| Repayment of loans from shareholders | -9 | -1 | -2 | -12 | -22 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 4 | - | - | - | 15 |
| Decrease in equity | -1 | - | - | - | -2 |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | - | -2 | 4 | 6 | -7 |
| Cash & equivalents-Beginning of the year | 23 | 6 | 22 | 24 | 41 |
| Cash & equivalents - End of the year | 24 | 4 | 27 | 30 | 34 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Prescription Drugs & Patent Medicine Stores (SIC 603)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,540 | 272,969 | 17,333 | 138 | 137 |
| less than 20 | 1,343 | 134,351 | 8,537 | 129 | 124 |
| 20 - 99 | 188 | 83,009 | 5,263 | 9 | 13 |
| 100 - 499 | 6 | 12,188 | 774 | - | - |
| 500 and over | 3 | 43,421 | 2,759 | - | - |
| 1987 | | | | | |
| Total | 1,699 | 400,028 | 29,548 | 173 | ... |
| less than 20 | 1,285 | 121,265 | 8,957 | 139 | ... |
| 20 - 99 | 392 | 187,418 | 12,366 | 30 | ... |
| 100 - 499 | 16 | 30,890 | 2,281 | 3 | ... |
| 500 and over | 6 | 80,455 | 5,942 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Prescription Drugs & Patent Medicine Stores (SIC 603)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 195 | | | | |
| Average sales \$ | 775,924 | 149,005 | 558,290 | 924,713 | 1,471,688 |
| Average expense \$ | 721,921 | 140,366 | 510,708 | 852,772 | 1,383,838 |
| Average net profit (loss) \$ | 54,003 | 8,639 | 47,582 | 71,941 | 87,850 |
| Businesses reporting a profit (No.) | 178 | | | | |
| Average sales \$ | 781,622 | 136,914 | 564,612 | 924,713 | 1,500,247 |
| Average expense \$ | 719,678 | 120,480 | 510,542 | 852,772 | 1,394,918 |
| Average net profit \$ | 61,944 | 16,434 | 54,070 | 71,941 | 105,329 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 630,001 | 174,069 | 442,747 | - | 1,273,186 |
| Average expense \$ | 667,382 | 181,586 | 513,739 | - | 1,306,822 |
| Average net loss \$ | -37,381 | -7,517 | -70,992 | - | -33,636 |
| 1986 | | | | | |
| Number of observations in sample | 203 | | | | |
| Average sales \$ | 660,616 | 127,123 | 452,814 | 744,368 | 1,318,158 |
| Average expense \$ | 630,496 | 140,510 | 422,207 | 715,938 | 1,243,327 |
| Average net profit (loss) \$ | 30,120 | -13,387 | 30,607 | 28,430 | 74,831 |
| Businesses reporting a profit (No.) | 181 | | | | |
| Average sales \$ | 669,355 | 130,793 | 474,625 | 750,659 | 1,321,343 |
| Average expense \$ | 616,446 | 109,715 | 434,227 | 700,728 | 1,221,115 |
| Average net profit \$ | 52,909 | 21,078 | 40,398 | 49,933 | 100,228 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 626,819 | 125,948 | 351,223 | 727,147 | 1,302,956 |
| Average expense \$ | 655,887 | 150,371 | 386,219 | 757,581 | 1,349,376 |
| Average net loss \$ | -29,068 | -24,423 | -14,996 | -30,434 | -46,420 |
| 1987 | | | | | |
| Number of observations in sample | 404 | | | | |
| Average sales \$ | 709,565 | 147,551 | 474,790 | 806,760 | 1,409,157 |
| Average expense \$ | 674,047 | 144,904 | 456,132 | 764,620 | 1,330,532 |
| Average net profit (loss) \$ | 35,518 | 2,647 | 18,658 | 42,140 | 78,625 |
| Businesses reporting a profit (No.) | 341 | | | | |
| Average sales \$ | 703,297 | 133,655 | 474,454 | 800,079 | 1,405,001 |
| Average expense \$ | 655,460 | 118,203 | 442,522 | 749,721 | 1,312,394 |
| Average net profit \$ | 47,837 | 15,452 | 31,932 | 51,358 | 92,607 |
| Businesses reporting a loss (No.) | 63 | | | | |
| Average sales \$ | 739,573 | 176,119 | 475,685 | 865,167 | 1,441,319 |
| Average expense \$ | 766,646 | 199,793 | 492,257 | 903,626 | 1,470,906 |
| Average net loss \$ | -27,073 | -23,674 | -16,572 | -38,459 | -29,587 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Pharmacies (SIC 6031)

| | Total(1) | | Bottom 25% | | Lower middle 25% | | Upper middle 25% | | Top 25% | |
|----------------------------|----------|--|------------|--|------------------|--|------------------|--|---------|--|
| Businesses in sample (No.) | 371 | | | | | | | | | |
| Low sales value (\$000's) | | | (1) | | 452 | | 692 | | 1,115 | |
| High sales value (\$000's) | | | 452 | | 692 | | 1,115 | | (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 | 59.7 | 55.5 | 61.8 | 60.3 | 61.3 | 95.1 | 62.8 | 62.9 | 62.6 | 62.2 | 63.6 |
| Occupancy expenses | 4.9 | 6.1 | 4.6 | 4.9 | 3.9 | 95.5 | 5.1 | 7.4 | 4.6 | 4.9 | 3.9 |
| Depreciation | 0.9 | 1.3 | 1.0 | 0.8 | 0.8 | 87.3 | 1 | 1.7 | 1.0 | 0.9 | 0.8 |
| Repairs & maintenance | 0.3 | 0.4 | 0.3 | 0.3 | 0.3 | 72.3 | 0 | 0.7 | 0.4 | 0.5 | 0.4 |
| Heat, light & telephone | 0.8 | 1.2 | 0.8 | 0.7 | 0.6 | 92.9 | 0.9 | 1.5 | 0.8 | 0.8 | 0.6 |
| Rent | 2.8 | 3.2 | 2.5 | 3.1 | 2.3 | 79.0 | 3.5 | 5.4 | 2.9 | 3.6 | 2.7 |
| Personnel expenses | 17.5 | 18.6 | 18.4 | 17.0 | 16.2 | 97.6 | 18.0 | 20.2 | 18.4 | 17.3 | 16.2 |
| Financial expenses | 1.2 | 1.4 | 1.4 | 1.1 | 1.0 | 96.7 | 1.3 | 1.8 | 1.4 | 1.2 | 1.0 |
| Interest & bank charges | 0.6 | 0.6 | 0.7 | 0.7 | 0.5 | 82.1 | 0.8 | 0.8 | 0.8 | 0.8 | 0.8 |
| Professional fees | 0.6 | 0.9 | 0.7 | 0.5 | 0.4 | 91.4 | 0.7 | 1.0 | 0.8 | 0.5 | 0.5 |
| Other expenses | 12.4 | 16.7 | 9.7 | 11.0 | 12.3 | 99.9 | 12.4 | 16.7 | 9.7 | 11.0 | 12.3 |
| Profit (loss) | 4.2 | 1.7 | 4.1 | 5.6 | 5.3 | 96.5 | 4.4 | 1.9 | 4.1 | 5.9 | 5.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise. This industry includes prescription drug stores, retail pharmaceuticals, prescription pharmacies and retail prescription medicines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Pharmacies (SIC 6031)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 297 | (1) | 473 | 735 | 1,132 |
| Low sales value (\$000's) | (1) | | 473 | 735 | 1,132 |
| High sales value (\$000's) | (1) | 473 | 735 | 1,132 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 44 | 18 | 35 | 46 | 76 |
| Inventory | - | - | - | - | - |
| Other current assets | 191 | 77 | 148 | 211 | 323 |
| Total current assets | 235 | 95 | 182 | 257 | 399 |
| Fixed assets | 39 | 16 | 33 | 48 | 60 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 42 | 8 | 43 | 45 | 70 |
| Total assets | 316 | 120 | 258 | 351 | 529 |
| Liabilities and equity | | | | | |
| Current loans | 21 | 5 | 16 | 28 | 34 |
| Other current liabilities | 113 | 40 | 85 | 140 | 184 |
| Total current liabilities | 134 | 45 | 101 | 168 | 219 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | 2 | 2 | 2 | 5 |
| Other liabilities | 29 | 23 | 13 | 38 | 41 |
| Total liabilities | 166 | 70 | 118 | 208 | 265 |
| Total equity | 150 | 50 | 142 | 142 | 264 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Pharmacies (SIC 6031)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 297 | (1) | 473 | 735 | 1,132 |
| Low sales value (\$000's) | (1) | (1) | 473 | 735 | 1,132 |
| High sales value (\$000's) | (1) | 473 | 735 | 1,132 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.8 | 2.1 | 1.8 | 1.5 | 1.8 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.1 | 1.4 | 0.8 | 1.5 | 1.0 |
| Interest coverage ratio (times) | 8.7 | 4.6 | 7.5 | 7.8 | 11.0 |
| Debt ratio (times) | 0.5 | 0.6 | 0.4 | 0.6 | 0.5 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Pharmacies (SIC 6031)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 212 | | | | |
| Low sales value (\$000's) | (1) | (1) | 468 | 741 | 1,158 |
| High sales value (\$000's) | (1) | 468 | 741 | 1,158 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 37 | 3 | 31 | 45 | 65 |
| Depreciation | 9 | 4 | 9 | 10 | 14 |
| Other | -9 | 1 | -5 | -5 | -25 |
| Dividends | -21 | -5 | -11 | -25 | -43 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | 1 | 1 | 1 | 4 |
| Purchase of fixed assets | -14 | -5 | -9 | -17 | -25 |
| Increase in investment | -3 | -1 | - | -1 | -9 |
| Decrease in investment | 1 | - | - | 1 | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 4 | 2 | - | 5 | 10 |
| Repayment of long term debt | -5 | -2 | -7 | -4 | -9 |
| Loans from shareholders | 7 | 5 | - | 9 | 13 |
| Repayment of loans from shareholders | -10 | -2 | - | -13 | -23 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 4 | - | - | - | 16 |
| Decrease in equity | -1 | - | - | - | -2 |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | 1 | 1 | 8 | 5 | -8 |
| Cash & equivalents-Beginning of the year | 25 | 8 | 22 | 25 | 48 |
| Cash & equivalents - End of the year | 27 | 8 | 30 | 30 | 40 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total) | 1,347 | 261,389 | 16,608 | 97 | 100 |
| less than 20 | 1,159 | 127,217 | 8,084 | 88 | 87 |
| 20 - 99 | 179 | 78,543 | 4,991 | 9 | 13 |
| 100 - 499 | 6 | 12,188 | 774 | - | - |
| 500 and over | 3 | 43,421 | 2,759 | - | - |
| 1987 | | | | | |
| Total) | 1,459 | 383,743 | 28,343 | ... | ... |
| less than 20 | 1,053 | 109,607 | 8,096 | 97 | ... |
| 20 - 99 | 385 | 163,615 | 12,085 | 30 | ... |
| 100 - 499 | 15 | 30,066 | 2,220 | 2 | ... |
| 500 and over | 6 | 80,455 | 5,942 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Pharmacies (SIC 6031)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 160 | | | | |
| Average sales \$ | 938,408 | 216,916 | 653,773 | 977,508 | 1,505,434 |
| Average expense \$ | 779,363 | 204,986 | 594,683 | 906,555 | 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 | 1,513,350 |
| Average expense \$ | 772,597 | 200,205 | 594,780 | 886,818 | 1,408,585 |
| Average net profit \$ | 66,237 | 23,298 | 59,165 | 77,721 | 104,765 |
| 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 | 187 | | | | |
| Average sales \$ | 767,365 | 288,053 | 540,698 | 858,777 | 1,383,933 |
| Average expense \$ | 729,137 | 294,517 | 499,033 | 820,733 | 1,302,265 |
| Average net profit (loss) \$ | 38,228 | -6,464 | 41,665 | 36,044 | 81,668 |
| Businesses reporting a profit (No.) | 151 | | | | |
| Average sales \$ | 779,604 | 321,890 | 535,532 | 869,413 | 1,391,582 |
| Average expense \$ | 719,776 | 295,527 | 490,239 | 812,080 | 1,281,258 |
| Average net profit \$ | 59,828 | 26,363 | 45,293 | 57,333 | 110,324 |
| Businesses reporting a loss (No.) | 36 | | | | |
| Average sales \$ | 757,680 | 262,799 | 607,586 | 810,835 | 1,349,499 |
| Average expense \$ | 788,923 | 293,763 | 612,903 | 852,194 | 1,396,832 |
| Average net loss \$ | -31,243 | -30,964 | -5,317 | -41,359 | -47,333 |
| 1987 | | | | | |
| Number of observations in sample | 375 | | | | |
| Average sales \$ | 798,158 | 248,502 | 581,369 | 899,467 | 1,463,293 |
| Average expense \$ | 758,208 | 240,109 | 557,667 | 849,270 | 1,385,785 |
| Average net profit (loss) \$ | 39,950 | 8,393 | 23,702 | 50,197 | 77,508 |
| Businesses reporting a profit (No.) | 321 | | | | |
| Average sales \$ | 806,058 | 271,397 | 593,588 | 899,923 | 1,459,325 |
| Average expense \$ | 753,014 | 247,538 | 560,632 | 836,373 | 1,367,514 |
| Average net profit \$ | 53,044 | 23,859 | 32,956 | 63,550 | 91,811 |
| Businesses reporting a loss (No.) | 54 | | | | |
| Average sales \$ | 780,402 | 210,081 | 522,300 | 896,372 | 1,492,655 |
| Average expense \$ | 807,425 | 227,643 | 543,336 | 936,811 | 1,521,908 |
| Average net loss \$ | -27,023 | -17,562 | -21,036 | -40,439 | -29,053 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Men's Clothing Stores (SIC 6121)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|--|--|
| Businesses in sample (No.) | 225 | | | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 91 | 209 | 209 | 469 | | | | | | | | |
| High sales value (\$000's) | (1) | 91 | 209 | 469 | (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 | 47.8 | 30.2 | 51.8 | 53.2 | 55.8 | 91.7 | 42.0 | 53.4 | 54.7 | 55.6 | | | | |
| Occupancy expenses | 8.5 | 13.2 | 7.3 | 7.1 | 8.8 | 97.8 | 8.7 | 13.2 | 8.0 | 7.1 | 8.7 | | | |
| Depreciation | 1.4 | 2.1 | 1.5 | 0.8 | 1.2 | 83.9 | 1.7 | 2.6 | 2.4 | 0.9 | 1.2 | | | |
| Repairs & maintenance | 0.6 | 0.9 | 0.8 | 0.4 | 0.4 | 61.9 | 1.0 | 1.2 | 1.7 | 0.6 | 0.6 | | | |
| Heat, light & telephone | 1.4 | 1.9 | 1.6 | 1.1 | 0.9 | 91.9 | 1.5 | 2.2 | 1.7 | 1.2 | 0.9 | | | |
| Rent | 5.2 | 8.4 | 3.4 | 4.9 | 4.2 | 77.5 | 6.7 | 9.7 | 5.9 | 5.7 | 5.2 | | | |
| Personnel expenses | 15.8 | 12.8 | 14.9 | 16.8 | 18.5 | 86.4 | 18.2 | 19.1 | 18.4 | 17.1 | 18.6 | | | |
| Financial expenses | 2.2 | 1.0 | 3.6 | 2.1 | 2.0 | 93.9 | 2.3 | 1.1 | 4.2 | 2.2 | 2.0 | | | |
| Interest & bank charges | 1.2 | 0.5 | 1.6 | 1.5 | 1.3 | 72.3 | 1.7 | 0.9 | 2.4 | 1.8 | 1.8 | | | |
| Professional fees | 1.0 | 0.6 | 2.0 | 0.6 | 0.6 | 82.0 | 1.2 | 0.9 | 2.8 | 0.7 | 0.7 | | | |
| Other expenses | 16.4 | 17.2 | 18.5 | 17.0 | 13.0 | 100.0 | 18.4 | 17.2 | 18.5 | 17.0 | 13.0 | | | |
| Profit (loss) | 9.3 | 25.5 | 3.9 | 3.7 | 4.4 | 100.0 | 9.3 | 25.5 | 3.9 | 3.7 | 4.4 | | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | | | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6121 - Men's Clothing Stores

Businesses primarily engaged in retail dealing in men's and boys' clothing (except athletic) and accessories. Businesses primarily engaged in custom tailoring are included here. Businesses engaged in retail men's and boys' apparel, retail men's and boys' beachwear, retail men's and boys' clothing, men's custom tailored clothing, men's retail gloves, haberdashery, retail men's and boys' hats and caps, retail men's and boys' hosiery, retail men's and boys' jackets, retail men's and boys' neckwear, men's clothing stores, retail men's furnishings, retail men's and boys' overcoats, retail men's and boys' pants and slacks, retail men's and boys' shirts, retail men's and boys' sleep and loungewear, retail men's and boys' sportswear, retail men's and boys' suits, retail men's and boys' sweaters, retail men's and boys' swimwear, retail men's and boys' underclothing, retail men's and boys' uniforms (except athletic) and retail men's and boys' clothing are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Men's Clothing Stores (SIC 6121)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 174 | (1) | 174 | 349 | 646 |
| Low sales value (\$000's) | (1) | (1) | 174 | 349 | 646 |
| High sales value (\$000's) | (1) | 174 | 349 | 646 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 13 | - | 5 | 19 | 29 |
| Inventory | - | - | - | - | - |
| Other current assets | 165 | 38 | 105 | 187 | 326 |
| Total current assets | 178 | 38 | 109 | 205 | 355 |
| Fixed assets | 33 | 21 | 16 | 27 | 67 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 25 | 3 | 7 | 15 | 73 |
| Total assets | 236 | 63 | 133 | 247 | 495 |
| Liabilities and equity | | | | | |
| Current loans | 22 | 5 | 5 | 30 | 50 |
| Other current liabilities | 88 | 45 | 45 | 81 | 181 |
| Total current liabilities | 111 | 50 | 50 | 111 | 230 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 1 | 3 | 2 | 4 |
| Other liabilities | 36 | 5 | 34 | 36 | 68 |
| Total liabilities | 149 | 55 | 86 | 149 | 302 |
| Total equity | 87 | 8 | 47 | 98 | 193 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Men's Clothing Stores (SIC 6121)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 174 | (1) | 174 | 349 | 646 |
| Low sales value (\$000's) | (1) | (1) | 174 | 349 | 646 |
| High sales value (\$000's) | (1) | 174 | 349 | 646 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 0.8 | 2.2 | 1.8 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.7 | 7.2 | 1.8 | 1.5 | 1.6 |
| Interest coverage ratio (times) | 4.2 | 3.5 | 3.3 | 3.4 | 5.4 |
| Debt ratio (times) | 0.6 | 0.9 | 0.6 | 0.6 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Men's Clothing Stores (SIC 6121)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 111 | | | | |
| Low sales value (\$000's) | (1) | (1) | 128 | 359 | 650 |
| High sales value (\$000's) | (1) | 128 | 353 | 650 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 16 | 7 | 4 | 22 | 31 |
| Depreciation | 5 | - | 2 | 5 | 12 |
| Other | -12 | 1 | -5 | -22 | -23 |
| Dividends | -5 | - | -3 | -6 | -10 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | - | 7 | 1 |
| Purchase of fixed assets | -8 | - | -2 | -7 | -24 |
| Increase in investment | -3 | - | - | -4 | -6 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 8 | - | - | 13 | 12 |
| Repayment of long term debt | -5 | - | -2 | -7 | -9 |
| Loans from shareholders | 7 | - | 2 | 17 | 7 |
| Repayment of loans from shareholders | -4 | -3 | -1 | -4 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | - | 2 |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -1 | 5 | -4 | 14 | -15 |
| Cash & equivalents-Beginning of the year | 15 | -12 | 17 | -21 | 66 |
| Cash & equivalents - End of the year | 14 | -7 | 13 | -7 | 51 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Men's Clothing Stores (SIC 6121)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 908 | 130,480 | 9,546 | 86 | 51 |
| less than 20 | 874 | 38,774 | 2,836 | 85 | 51 |
| 20 - 99 | 24 | 11,255 | 849 | 1 | - |
| 100 - 499 | 9 | X | 973 | - | - |
| 500 and over | 1 | X | 4,888 | - | - |
| 1987 | | | | | |
| Total | 889 | 176,728 | 11,749 | 95 | ... |
| less than 20 | 848 | 48,910 | 3,248 | 92 | ... |
| 20 - 99 | 30 | 15,384 | 1,017 | 3 | ... |
| 100 - 499 | 7 | 13,910 | 970 | - | ... |
| 500 and over | 4 | 98,524 | 6,516 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Men's Clothing Stores (SIC 6121)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 257 | | | | |
| Average sales \$ | 215,582 | 47,407 | 78,928 | 154,819 | 581,273 |
| Average expense \$ | 202,092 | 39,358 | 76,547 | 147,618 | 544,835 |
| Average net profit (loss) \$ | 13,490 | 8,039 | 2,281 | 7,201 | 36,438 |
| Businesses reporting a profit (No.) | 238 | | | | |
| Average sales \$ | 210,731 | 46,998 | 78,915 | 144,763 | 572,246 |
| Average expense \$ | 193,632 | 38,435 | 70,852 | 135,956 | 529,284 |
| Average net profit \$ | 17,099 | 8,563 | 8,063 | 8,807 | 42,962 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 259,682 | 56,160 | 78,649 | 206,442 | 697,477 |
| Average expense \$ | 274,984 | 59,314 | 88,122 | 207,480 | 745,020 |
| Average net loss \$ | -15,302 | -3,154 | -9,473 | -1,038 | -47,543 |
| 1986 | | | | | |
| Number of observations in sample | 72 | | | | |
| Average sales \$ | 213,119 | 47,904 | 94,208 | 223,502 | 486,862 |
| Average expense \$ | 206,850 | 33,745 | 101,003 | 211,035 | 481,615 |
| Average net profit (loss) \$ | 6,269 | 14,159 | -6,795 | 12,467 | 5,247 |
| Businesses reporting a profit (No.) | 56 | | | | |
| Average sales \$ | 216,020 | 46,658 | 90,808 | 218,479 | 508,123 |
| Average expense \$ | 200,247 | 30,370 | 87,047 | 201,732 | 481,838 |
| Average net profit \$ | 15,773 | 16,298 | 3,761 | 16,747 | 26,285 |
| Businesses reporting a loss (No.) | 16 | | | | |
| Average sales \$ | 216,998 | 58,636 | 99,260 | 244,581 | 465,536 |
| Average expense \$ | 229,053 | 63,043 | 121,744 | 250,033 | 481,392 |
| Average net loss \$ | -12,055 | -4,407 | -22,484 | -5,472 | -15,856 |
| 1987 | | | | | |
| Number of observations in sample | 231 | | | | |
| Average sales \$ | 349,241 | 63,454 | 145,974 | 329,523 | 858,013 |
| Average expense \$ | 330,029 | 49,547 | 135,440 | 316,136 | 818,992 |
| Average net profit (loss) \$ | 19,212 | 13,907 | 10,534 | 13,387 | 39,021 |
| Businesses reporting a profit (No.) | 188 | | | | |
| Average sales \$ | 358,563 | 65,634 | 152,136 | 333,773 | 882,709 |
| Average expense \$ | 331,190 | 41,205 | 138,606 | 314,011 | 830,936 |
| Average net profit \$ | 27,373 | 24,429 | 13,530 | 19,762 | 51,773 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 305,307 | 58,969 | 106,286 | 314,750 | 741,221 |
| Average expense \$ | 316,949 | 66,715 | 115,049 | 323,522 | 762,508 |
| Average net loss \$ | -11,642 | -7,746 | -8,763 | -8,772 | -21,287 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Women's Clothing Stores (SIC 6131)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|-------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 384 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 54 | 158 | 313 | | | | | | |
| High sales value (\$000's) | (1) | 54 | 158 | 313 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % bus- 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 | 58.5 | 56.1 | 60.2 | 61.5 | 56.3 | 96.7 | 60.5 | 59.8 | 62.8 | 61.7 | 57.9 |
| Occupancy expenses | 10.8 | 15.4 | 11.5 | 8.8 | 7.6 | 94.9 | 11.4 | 18.8 | 11.3 | 8.6 | 7.8 |
| Depreciation | 1.2 | 1.1 | 1.5 | 1.0 | 1.1 | 72.6 | 1.6 | 3.0 | 2.1 | 1.2 | 1.2 |
| Repairs & maintenance | 0.4 | 0.4 | 0.8 | 0.3 | 0.3 | 51.8 | 0.8 | 1.5 | 0.9 | 0.6 | 0.5 |
| Heat, light & telephone | 1.7 | 3.2 | 1.5 | 1.3 | 0.9 | 91.2 | 1.9 | 4.0 | 1.6 | 1.3 | 0.9 |
| Rent | 7.5 | 10.8 | 7.9 | 6.2 | 5.3 | 80.2 | 9.4 | 15.9 | 9.7 | 7.0 | 6.3 |
| Personnel expenses | 12.2 | 11.0 | 9.0 | 13.2 | 15.6 | 80.8 | 15.1 | 27.7 | 10.5 | 13.4 | 15.7 |
| Financial expenses | 2.3 | 2.7 | 2.7 | 2.2 | 1.7 | 90.0 | 2.8 | 3.7 | 2.9 | 2.3 | 1.7 |
| Interest & bank charges | 1.8 | 2.1 | 2.0 | 1.4 | 1.0 | 68.5 | 2.4 | 5.1 | 2.8 | 1.8 | 1.2 |
| Professional fees | 0.7 | 0.6 | 0.7 | 0.8 | 0.7 | 81.6 | 0.8 | 0.9 | 0.9 | 0.9 | 0.7 |
| Other expenses | 14.0 | 16.6 | 14.9 | 9.8 | 14.8 | 100.0 | 14.0 | 16.6 | 14.9 | 9.8 | 14.8 |
| Profit (loss) | 2.1 | -1.8 | 1.7 | 4.5 | 4.0 | 99.8 | 2.1 | -1.8 | 1.7 | 4.6 | 4.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6131 - Women's Clothing Stores

Businesses primarily engaged in retail dealing in women's clothing (except athletic and accessories). Included are businesses engaged in retail women's clothing and accessories, retail women's apparel, retail women's clothing, retail women's coats, women's clothing custom tailoring, retail dresses, retail women's dressing gowns, retail foundation garments, retail women's gloves, retail women's headwear, retail women's hosiery, retail lingerie, retail millinery, retail women's neckwear, retail skirts, retail women's slacks and pants, retail women's sleepwear, retail women's sportswear (except athletic), retail women's suits, retail women's sweaters, retail women's undergarments, retail women's uniforms (except athletic) and women's clothing stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Women's Clothing Stores (SIC 6131)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 264 | (1) | 181 | 292 | 534 |
| Low sales value (\$000's) | (1) | 181 | 292 | 534 | (1) |
| High sales value (\$000's) | (1) | 181 | 292 | 534 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 11 | 4 | 2 | 5 | 33 |
| Inventory | - | - | - | - | - |
| Other current assets | 112 | 34 | 87 | 101 | 224 |
| Total current assets | 123 | 38 | 89 | 107 | 257 |
| Fixed assets | 27 | 8 | 15 | 27 | 58 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 1 | 12 | 8 | 28 |
| Total assets | 182 | 47 | 117 | 141 | 343 |
| Liabilities and equity | | | | | |
| Current loans | 19 | 6 | 15 | 15 | 39 |
| Other current liabilities | 64 | 26 | 41 | 64 | 125 |
| Total current liabilities | 83 | 32 | 56 | 79 | 163 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 3 | 1 | 4 |
| Other liabilities | 35 | 18 | 29 | 31 | 61 |
| Total liabilities | 120 | 51 | 88 | 111 | 228 |
| Total equity | 43 | -4 | 28 | 30 | 115 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Women's Clothing Stores (SIC 6131)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 264 | (1) | 181 | 292 | 534 |
| Low sales value (\$000's) | (1) | (1) | 181 | 292 | 534 |
| High sales value (\$000's) | (1) | 181 | 292 | 534 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 1.2 | 1.6 | 1.3 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.8 | -12.2 | 3.1 | 3.7 | 2.0 |
| Interest coverage ratio (times) | 3.6 | 0.9 | 2.4 | 4.3 | 4.4 |
| Debt ratio (times) | 0.7 | 1.1 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Women's Clothing Stores (SIC 6131)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 147 | | | | |
| Low sales value (\$000's) | | (1) | 193 | 315 | 556 |
| High sales value (\$000's) | | 193 | 315 | 556 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 13 | 2 | 14 | 13 | 20 |
| Depreciation | 6 | 2 | 4 | 5 | 13 |
| Other | -17 | -6 | -30 | -8 | -25 |
| Dividends | -3 | - | -2 | -3 | -7 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | 2 | 1 |
| Purchase of fixed assets | -8 | -1 | -5 | -3 | -22 |
| Increase in investment | -1 | - | - | -1 | -4 |
| Decrease in investment | 1 | - | 1 | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 4 | 1 | 8 |
| Repayment of long term debt | -2 | -1 | -2 | -1 | -4 |
| Loans from shareholders | 4 | 3 | - | 2 | 11 |
| Repayment of loans from shareholders | -8 | -4 | -3 | -13 | -14 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 8 | - | 29 | 3 | - |
| Decrease in equity | -3 | - | -12 | -1 | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -6 | -4 | -1 | -1 | -18 |
| Cash & equivalents—Beginning of the year | 12 | 10 | 6 | 10 | 21 |
| Cash & equivalents—End of the year | 5 | 6 | 4 | 9 | 2 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Women's Clothing Stores (SIC 6131)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,693 | 152,758 | 18,227 | 231 | 237 |
| less than 20 | 1,578 | 52,215 | 5,563 | 226 | 225 |
| 20 - 99 | 85 | 28,206 | 2,988 | 4 | 8 |
| 100 - 499 | 19 | 19,502 | 2,036 | - | 4 |
| 500 and over | 11 | 52,835 | 5,640 | 1 | - |
| 1987 | | | | | |
| Total | 2,098 | 231,475 | 20,063 | 385 | ... |
| less than 20 | 1,951 | 72,800 | 6,327 | 380 | ... |
| 20 - 99 | 112 | 47,330 | 4,063 | 4 | ... |
| 100 - 499 | 22 | 27,716 | 2,408 | 1 | ... |
| 500 and over | 13 | 83,829 | 7,285 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Women's Clothing Stores (SIC 6131)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 266 | | | | |
| Average sales \$ | 229,409 | 57,837 | 112,792 | 194,735 | 552,272 |
| Average expense \$ | 212,203 | 55,503 | 88,054 | 188,174 | 516,082 |
| Average net profit (loss) \$ | 17,206 | 1,334 | 24,738 | 6,561 | 36,190 |
| Businesses reporting a profit (No.) | 229 | | | | |
| Average sales \$ | 241,808 | 62,705 | 112,555 | 198,254 | 593,716 |
| Average expense \$ | 219,318 | 55,299 | 85,791 | 187,133 | 549,048 |
| Average net profit \$ | 22,490 | 7,406 | 26,764 | 11,121 | 44,668 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 161,376 | 47,935 | 117,181 | 174,378 | 306,010 |
| Average expense \$ | 175,853 | 58,952 | 130,075 | 194,192 | 320,194 |
| Average net loss \$ | -14,477 | -11,017 | -12,894 | -19,814 | -14,184 |
| 1986 | | | | | |
| Number of observations in sample | 254 | | | | |
| Average sales \$ | 252,327 | 57,257 | 113,609 | 211,131 | 627,309 |
| Average expense \$ | 248,524 | 83,719 | 113,334 | 206,339 | 610,705 |
| Average net profit (loss) \$ | 3,803 | -6,462 | 275 | 4,792 | 16,604 |
| Businesses reporting a profit (No.) | 179 | | | | |
| Average sales \$ | 247,697 | 57,053 | 113,840 | 217,787 | 602,109 |
| Average expense \$ | 231,438 | 50,088 | 104,999 | 202,505 | 568,152 |
| Average net profit \$ | 16,261 | 6,967 | 8,841 | 15,282 | 33,957 |
| Businesses reporting a loss (No.) | 75 | | | | |
| Average sales \$ | 268,355 | 57,385 | 113,191 | 196,596 | 706,247 |
| Average expense \$ | 289,861 | 72,244 | 128,486 | 214,712 | 744,001 |
| Average net loss \$ | -21,506 | -14,859 | -15,295 | -18,116 | -37,754 |
| 1987 | | | | | |
| Number of observations in sample | 388 | | | | |
| Average sales \$ | 245,874 | 33,790 | 102,991 | 215,304 | 631,411 |
| Average expense \$ | 237,004 | 34,085 | 100,929 | 205,803 | 607,199 |
| Average net profit (loss) \$ | 8,870 | -295 | 2,062 | 9,501 | 24,212 |
| Businesses reporting a profit (No.) | 281 | | | | |
| Average sales \$ | 245,731 | 33,227 | 110,691 | 214,884 | 624,122 |
| Average expense \$ | 227,667 | 27,656 | 101,231 | 196,360 | 585,420 |
| Average net profit \$ | 18,064 | 5,571 | 9,460 | 18,524 | 38,702 |
| Businesses reporting a loss (No.) | 107 | | | | |
| Average sales \$ | 247,597 | 34,378 | 84,328 | 216,285 | 655,395 |
| Average expense \$ | 261,937 | 40,785 | 100,195 | 227,906 | 678,861 |
| Average net loss \$ | -14,340 | -6,407 | -15,867 | -11,621 | -23,466 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Clothing Stores n.e.c. (SIC 6141)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | | | |
|----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|--|--|
| Businesses in sample (No.) | 135 | | | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 60 | 139 | 246 | | | | | | | | | |
| High sales value (\$000's) | (1) | 60 | 139 | 246 | (1) | | | | | | | | | |
| Selected expense item | Industry average (2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | |
| | Percent of sales | | | | | | Percent of sales | | | | | | | |
| Cost of sales | 53.1 | 41.2 | 46.9 | 66.5 | 56.8 | 94.1 | 53.1 | 50.5 | 46.9 | 69.2 | 58.2 | | | |
| Occupancy expenses | 11.2 | 14.9 | 14.3 | 8.3 | 7.4 | 100.0 | 11.2 | 14.9 | 14.3 | 8.3 | 7.4 | | | |
| Depreciation | 1.8 | 3.0 | 2.0 | 1.3 | 1.0 | 77.4 | 2.3 | 5.0 | 3.1 | 1.6 | 1.0 | | | |
| Repairs & maintenance | 0.5 | 0.7 | 0.9 | 0.6 | 0.3 | 51.6 | 0.9 | 1.3 | 0.7 | 1.2 | 0.5 | | | |
| Heat, light & telephone | 1.8 | 2.3 | 2.3 | 1.6 | 0.9 | 94.4 | 1.9 | 2.7 | 2.3 | 1.6 | 1.0 | | | |
| Rent | 7.2 | 8.9 | 9.7 | 4.8 | 5.1 | 74.7 | 9.6 | 11.4 | 14.5 | 6.2 | 6.6 | | | |
| Personnel expenses | 10.4 | 4.5 | 14.2 | 6.8 | 14.7 | 80.9 | 12.8 | 11.0 | 16.1 | 7.7 | 14.7 | | | |
| Financial expenses | 3.4 | 4.5 | 3.9 | 3.0 | 2.3 | 95.2 | 3.6 | 4.5 | 4.3 | 3.2 | 2.4 | | | |
| Interest & bank charges | 2.3 | 2.8 | 2.5 | 2.4 | 1.7 | 82.9 | 2.8 | 3.7 | 3.1 | 2.7 | 1.9 | | | |
| Professional fees | 1.1 | 1.7 | 1.5 | 0.6 | 0.6 | 82.0 | 1.3 | 2.1 | 1.9 | 0.7 | 0.7 | | | |
| Other expenses | 18.7 | 24.8 | 15.6 | 12.4 | 15.4 | 100.0 | 18.7 | 24.8 | 15.6 | 12.4 | 15.4 | | | |
| Profit (loss) | 5.3 | 10.2 | 5.1 | 3.0 | 3.4 | 100.0 | 5.3 | 10.2 | 5.1 | 3.0 | 3.4 | | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | | | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
Total weighted expenditure on a given item

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6141 - Clothing Stores n.e.c.

Businesses primarily engaged in retail dealing in clothing not elsewhere classified or in a combination of men's, women's and children's clothing and accessories. Included in this industry are businesses primarily engaged in retailing fur goods. Retail children's and infants' clothing, children's clothing stores, retail children's coats, combination (men's, women's and children's) clothing stores, retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infants and toddlers clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Clothing Stores n.e.c. (SIC 6141)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 85 | | | | |
| Low sales value (\$000's) | (1) | (1) | 108 | 204 | 510 |
| High sales value (\$000's) | (1) | 108 | 204 | 510 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 12 | 6 | 2 | 16 | 27 |
| Inventory | - | - | - | - | - |
| Other current assets | 123 | 26 | 76 | 115 | 260 |
| Total current assets | 135 | 32 | 78 | 131 | 287 |
| Fixed assets | 30 | 7 | 20 | 15 | 73 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 7 | 5 | 2 | 1 | 19 |
| Total assets | 172 | 45 | 99 | 148 | 379 |
| Liabilities and equity | | | | | |
| Current loans | 30 | 9 | 31 | 27 | 47 |
| Other current liabilities | 74 | 21 | 39 | 58 | 170 |
| Total current liabilities | 103 | 30 | 70 | 85 | 217 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 3 | 1 | 2 |
| Other liabilities | 30 | 30 | 22 | 33 | 39 |
| Total liabilities | 136 | 59 | 95 | 119 | 258 |
| Total equity | 36 | -15 | 4 | 29 | 121 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Clothing Stores n.e.c. (SIC 6141)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 85 | | | | |
| Low sales value (\$000's) | (1) | (1) | 108 | 204 | 510 |
| High sales value (\$000's) | (1) | 108 | 204 | 510 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 1.1 | 1.1 | 1.5 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.8 | -4.1 | 25.0 | 4.2 | 2.1 |
| Interest coverage ratio (times) | 1.5 | ... | ... | 1.9 | 3.2 |
| Debt ratio (times) | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Clothing Stores n.e.c. (SIC 6141)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 51 | | | | |
| Low sales value (\$000's) | (1) | (1) | 106 | 148 | 510 |
| High sales value (\$000's) | (1) | 106 | 148 | 510 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 9 | 9 | -4 | 6 | 25 |
| Depreciation | 5 | 1 | 5 | 4 | 12 |
| Other | -4 | -16 | -5 | -3 | 7 |
| Dividends | -4 | - | -2 | - | -15 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | - | 4 |
| Purchase of fixed assets | -7 | - | -1 | -1 | -27 |
| Increase in investment | - | - | - | - | -2 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | - | - | 11 |
| Repayment of long term debt | -4 | - | -9 | -2 | -4 |
| Loans from shareholders | 4 | - | - | 2 | 13 |
| Repayment of loans from shareholders | -5 | -2 | - | -5 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -2 | -8 | -16 | - | 12 |
| Cash & equivalents-Beginning of the year | 10 | 41 | -8 | -24 | 34 |
| Cash & equivalents - End of the year | 8 | 33 | -24 | -24 | 46 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Clothing Stores n.e.c. (SIC 6141)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 441 | 19,047 | 2,180 | 86 | 48 |
| less than 20 | 422 | 10,822 | 1,228 | 86 | 47 |
| 20 - 99 | 16 | 5,369 | 809 | - | 1 |
| 100 - 499 | 2 | X | 194 | - | - |
| 500 and over | 1 | X | 129 | - | - |
| 1987 | | | | | |
| Total | 476 | 28,108 | 2,597 | 108 | ... |
| less than 20 | 458 | 13,530 | 1,255 | 106 | ... |
| 20 - 99 | 13 | 3,613 | 335 | 2 | ... |
| 100 - 499 | 4 | X | 864 | - | ... |
| 500 and over | 1 | X | 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.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Clothing Stores n.e.c. (SIC 6141)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 173 | | | | |
| Average sales \$ | 288,469 | 52,442 | 115,495 | 261,123 | 724,814 |
| Average expense \$ | 269,133 | 44,570 | 106,105 | 249,521 | 676,934 |
| Average net profit (loss) \$ | 19,336 | 7,872 | 9,390 | 11,602 | 48,480 |
| Businesses reporting a profit (No.) | 152 | | | | |
| Average sales \$ | 286,119 | 53,459 | 115,530 | 262,574 | 712,911 |
| Average expense \$ | 260,236 | 41,164 | 104,879 | 245,767 | 649,134 |
| Average net profit \$ | 25,883 | 12,295 | 10,651 | 16,807 | 63,777 |
| Businesses reporting a loss (No.) | 21 | | | | |
| Average sales \$ | 302,700 | 48,144 | 114,985 | 255,522 | 792,147 |
| Average expense \$ | 319,213 | 58,977 | 123,668 | 264,010 | 830,198 |
| Average net loss \$ | -16,513 | -10,833 | -8,683 | -8,488 | -38,049 |
| 1986 | | | | | |
| Number of observations in sample | 199 | | | | |
| Average sales \$ | 252,852 | 35,905 | 71,469 | 183,161 | 720,072 |
| Average expense \$ | 245,018 | 34,082 | 76,374 | 179,503 | 690,113 |
| Average net profit (loss) \$ | 7,834 | 1,823 | -4,905 | 3,658 | 29,959 |
| Businesses reporting a profit (No.) | 145 | | | | |
| Average sales \$ | 260,018 | 39,865 | 86,021 | 186,853 | 727,332 |
| Average expense \$ | 241,829 | 30,189 | 74,163 | 174,995 | 687,967 |
| Average net profit \$ | 18,189 | 9,676 | 11,858 | 11,858 | 39,365 |
| Businesses reporting a loss (No.) | 54 | | | | |
| Average sales \$ | 236,571 | 29,171 | 65,758 | 176,447 | 874,909 |
| Average expense \$ | 252,278 | 40,702 | 77,241 | 187,703 | 703,465 |
| Average net loss \$ | -15,707 | -11,531 | -11,483 | -11,256 | -28,556 |
| 1987 | | | | | |
| Number of observations in sample | 143 | | | | |
| Average sales \$ | 227,561 | 42,275 | 88,428 | 167,196 | 612,345 |
| Average expense \$ | 221,185 | 36,630 | 86,264 | 167,667 | 594,177 |
| Average net profit (loss) \$ | 6,376 | 5,645 | 2,164 | -471 | 18,168 |
| Businesses reporting a profit (No.) | 97 | | | | |
| Average sales \$ | 225,341 | 41,822 | 85,260 | 173,974 | 600,308 |
| Average expense \$ | 207,011 | 29,958 | 74,926 | 160,135 | 563,024 |
| Average net profit \$ | 18,330 | 11,864 | 10,334 | 13,839 | 37,284 |
| Businesses reporting a loss (No.) | 46 | | | | |
| Average sales \$ | 233,526 | 43,109 | 93,750 | 157,303 | 639,940 |
| Average expense \$ | 249,626 | 48,918 | 105,318 | 178,663 | 665,605 |
| Average net loss \$ | -16,100 | -5,808 | -11,568 | -21,360 | -25,665 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Fabric and Yarn Stores (SIC 6151)

| Selected expense item | Industry average(2) | | | | | % bus- nesses reporting | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|-------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|-----|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| Businesses in sample (No.) | 81 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | 41 | | | | | | 139 |
| High sales value (\$000's) | (1) | 41 | | | | 73 | | | | | | (1) |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Cost of sales | 54.5 | 47.3 | 63.0 | 49.7 | 55.9 | 93.2 | 58.5 | 59.6 | 63.0 | 55.0 | 55.9 | |
| Occupancy expenses | 8.8 | 6.0 | 7.9 | 10.6 | 10.3 | 96.5 | 3.1 | 7.1 | 7.9 | 10.6 | 10.3 | |
| Depreciation | 1.1 | 1.1 | 0.8 | 0.9 | 1.5 | 69.2 | 1.5 | 1.5 | 1.9 | 1.2 | 1.7 | |
| Repairs & maintenance | 0.8 | 1.3 | 0.4 | 1.3 | 0.5 | 55.6 | 1.5 | 2.1 | 1.1 | 1.5 | 1.1 | |
| Heat, light & telephone | 1.9 | 2.3 | 2.2 | 1.9 | 1.1 | 85.1 | 2.2 | 3.4 | 2.5 | 2.2 | 2.2 | |
| Rent | 5.0 | 1.4 | 4.5 | 6.5 | 7.1 | 62.0 | 8.1 | 3.1 | 11.7 | 7.1 | 9.7 | |
| Personnel expenses | 12.1 | 5.6 | 8.1 | 18.4 | 15.8 | 90.5 | 13.4 | 5.6 | 11.0 | 18.4 | 17.2 | |
| Financial expenses | 3.5 | 3.3 | 4.4 | 3.6 | 2.6 | 95.1 | 3.7 | 3.3 | 4.4 | 4.0 | 2.8 | |
| Interest & bank charges | 2.5 | 1.3 | 3.6 | 3.0 | 1.9 | 75.4 | 3.3 | 2.2 | 4.2 | 4.2 | 2.4 | |
| Professional fees | 1.0 | 1.9 | 0.8 | 0.7 | 0.6 | 82.9 | 1.2 | 2.1 | 1.1 | 0.8 | 0.7 | |
| Other expenses | 17.7 | 32.6 | 13.7 | 14.5 | 12.9 | 100.0 | 17.7 | 32.6 | 13.7 | 14.5 | 12.9 | |
| Profit (loss) | 3.4 | 5.2 | 2.9 | 3.3 | 2.6 | 100.0 | 3.4 | 5.2 | 2.9 | 3.3 | 2.6 | |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6151 - Fabric and Yarn Stores

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric) and retail yarn.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Fabric and Yarn Stores (SIC 6151)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 32 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 4 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 132 | -- | -- | -- | -- |
| Total current assets | 136 | -- | -- | -- | -- |
| Fixed assets | 19 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 9 | -- | -- | -- | -- |
| Total assets | 165 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 17 | -- | -- | -- | -- |
| Other current liabilities | 84 | -- | -- | -- | -- |
| Total current liabilities | 101 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 7 | -- | -- | -- | -- |
| Other liabilities | 36 | -- | -- | -- | -- |
| Total liabilities | 144 | -- | -- | -- | -- |
| Total equity | 21 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Fabric and Yarn Stores (SIC 6151)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 32 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 6.9 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 0.2 | -- | -- | -- | -- |
| Debt ratio (times) | 0.9 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Fabric and Yarn Stores (SIC 6151)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 20 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | -3 | -- | -- | -- | -- |
| Depreciation | 4 | -- | -- | -- | -- |
| Other | 14 | -- | -- | -- | -- |
| Dividends | -2 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | -- | -- | -- | -- |
| Purchase of fixed assets | -4 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 10 | -- | -- | -- | -- |
| Repayment of long term debt | -3 | -- | -- | -- | -- |
| Loans from shareholders | 4 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -5 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -3 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 15 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | -3 | -- | -- | -- | -- |
| Cash & equivalents—End of the year | 12 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total | 493 | 24,704 | 2,802 | 82 | 53 |
| less than 20 | 471 | 10,461 | 1,185 | 80 | 51 |
| 20 - 99 | 16 | 4,594 | 521 | 2 | 1 |
| 100 - 499 | 5 | X | 482 | - | 1 |
| 500 and over | 1 | X | 613 | - | - |
| 1987 | | | | | |
| Total | 512 | 29,844 | 2,769 | 62 | ... |
| less than 20 | 488 | 12,424 | 1,152 | 62 | ... |
| 20 - 99 | 17 | 6,343 | 589 | - | ... |
| 100 - 499 | 6 | X | 343 | - | ... |
| 500 and over | 1 | X | 685 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Fabric and Yarn Stores (SIC 6151)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 115 | | | | |
| Average sales \$ | 153,067 | 35,055 | 66,887 | 109,329 | 400,398 |
| Average expense \$ | 149,323 | 36,427 | 62,380 | 113,220 | 385,255 |
| Average net profit (loss) \$ | 3,744 | -1,372 | 4,507 | -3,291 | 15,133 |
| Businesses reporting a profit (No.) | 90 | | | | |
| Average sales \$ | 151,301 | 36,418 | 68,844 | 107,261 | 392,680 |
| Average expense \$ | 138,664 | 31,715 | 61,239 | 94,500 | 367,203 |
| Average net profit \$ | 12,637 | 4,703 | 7,605 | 12,761 | 25,477 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 157,412 | 34,047 | 58,868 | 114,628 | 422,105 |
| Average expense \$ | 172,308 | 39,914 | 67,056 | 146,197 | 436,066 |
| Average net loss \$ | -14,896 | -5,867 | -8,188 | -31,569 | -13,951 |
| 1986 | | | | | |
| Number of observations in sample | 142 | | | | |
| Average sales \$ | 113,580 | 29,449 | 49,216 | 92,621 | 283,032 |
| Average expense \$ | 110,594 | 29,953 | 52,712 | 94,867 | 264,843 |
| Average net profit (loss) \$ | 2,986 | -504 | -3,496 | -2,246 | 18,189 |
| Businesses reporting a profit (No.) | 101 | | | | |
| Average sales \$ | 116,151 | 30,827 | 45,702 | 95,337 | 292,736 |
| Average expense \$ | 105,957 | 26,747 | 40,305 | 88,386 | 268,390 |
| Average net profit \$ | 10,194 | 4,080 | 5,397 | 6,951 | 24,346 |
| Businesses reporting a loss (No.) | 41 | | | | |
| Average sales \$ | 100,678 | 28,165 | 51,106 | 89,352 | 234,088 |
| Average expense \$ | 110,486 | 32,940 | 59,386 | 102,667 | 246,950 |
| Average net loss \$ | -9,808 | -4,775 | -8,280 | -13,315 | -12,862 |
| 1987 | | | | | |
| Number of observations in sample | 81 | | | | |
| Average sales \$ | 149,381 | 35,331 | 55,273 | 113,686 | 393,232 |
| Average expense \$ | 145,306 | 34,800 | 53,339 | 111,477 | 381,607 |
| Average net profit (loss) \$ | 4,075 | 531 | 1,934 | 2,209 | 11,625 |
| Businesses reporting a profit (No.) | 51 | | | | |
| Average sales \$ | 159,694 | 36,772 | 53,564 | 108,761 | 439,678 |
| Average expense \$ | 142,345 | 29,711 | 49,520 | 92,934 | 397,213 |
| Average net profit \$ | 17,349 | 7,061 | 4,044 | 15,827 | 42,465 |
| Businesses reporting a loss (No.) | 30 | | | | |
| Average sales \$ | 138,954 | 31,722 | 60,551 | 122,174 | 341,367 |
| Average expense \$ | 155,072 | 47,549 | 65,132 | 143,426 | 364,180 |
| Average net loss \$ | -16,118 | -15,827 | -4,581 | -21,252 | -22,813 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Household Furniture Stores (SIC 621)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 349 | (1) | 77 | 204 | 538 | | | | | | |
| Low sales value (\$500's) | (1) | 77 | 204 | 538 | (1) | | | | | | |
| High sales value (\$500's) | | | | | | | | | | | |
| 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 | 28.1 | 40.7 | 58.2 | 62.0 | 92.7 | 51.0 | | 45.9 | 58.8 | 63.2 |
| Occupancy expenses | 9.2 | 13.2 | 10.0 | 7.9 | 5.7 | 99.8 | 9.2 | | 10.0 | 7.9 | 5.8 |
| Depreciation | 1.8 | 3.1 | 1.8 | 1.5 | 0.9 | 88.0 | 2.1 | | 2.1 | 1.6 | 0.9 |
| Repairs & maintenance | 0.8 | 1.3 | 1.0 | 0.6 | 0.4 | 65.6 | 1.3 | | 5 | 0.8 | 0.6 |
| Heat, light & telephone | 2.4 | 4.1 | 2.6 | 1.5 | 1.2 | 95.8 | 2.5 | 4.5 | 2.7 | 1.6 | 1.2 |
| Rent | 4.2 | 4.6 | 4.6 | 4.2 | 3.2 | 68.3 | 5.1 | 10.6 | 6.6 | 5.5 | 3.9 |
| Personnel expenses | 14.5 | 7.7 | 22.4 | 14.3 | 13.5 | 81.3 | 17.8 | 19.2 | 23.4 | 15.9 | 13.5 |
| Financial expenses | 2.0 | 2.5 | 2.4 | 1.7 | 1.4 | 97.2 | 2.0 | 2.6 | 2.5 | 1.7 | 1.4 |
| Interest & bank charges | 1.3 | 1.5 | 1.6 | 1.1 | 1.0 | 78.0 | 1.7 | 2.1 | 2.0 | 1.5 | 1.2 |
| Professional fees | 0.7 | 1.0 | 0.8 | 0.6 | 0.4 | 84.6 | 0.8 | 1.4 | 0.9 | 0.6 | 0.4 |
| Other expenses | 16.6 | 22.0 | 18.1 | 12.2 | 14.1 | 100.0 | 16.6 | 22.0 | 18.1 | 12.2 | 14.1 |
| Profit (loss) | 10.5 | 26.6 | 6.5 | 5.8 | 3.3 | 99.8 | 10.5 | 26.6 | 6.5 | 5.8 | 3.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6210 - Household Furniture Stores

Businesses primarily engaged in retail dealing in household furniture. Businesses primarily engaged in furniture refinishing and repair are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Household Furniture Stores (SIC 621)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 234 | | | | |
| Low sales value (\$000's) | (1) | (1) | 206 | 365 | 804 |
| High sales value (\$000's) | (1) | 206 | 365 | 804 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 29 | 4 | 12 | 27 | 69 |
| Inventory | - | - | - | - | - |
| Other current assets | 160 | 26 | 102 | 172 | 236 |
| Total current assets | 189 | 30 | 115 | 200 | 406 |
| Fixed assets | 42 | 18 | 28 | 43 | 77 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 11 | 2 | 9 | 11 | 23 |
| Total assets | 242 | 49 | 152 | 253 | 506 |
| Liabilities and equity | | | | | |
| Current loans | 21 | 3 | 19 | 22 | 41 |
| Other current liabilities | 91 | 17 | 48 | 95 | 202 |
| Total current liabilities | 113 | 20 | 68 | 117 | 243 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 1 | 1 | 4 |
| Other liabilities | 55 | 19 | 49 | 77 | 72 |
| Total liabilities | 169 | 39 | 118 | 195 | 319 |
| Total equity | 73 | 10 | 34 | 58 | 187 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Household Furniture Stores (SIC 621)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 239 | | | | |
| Low sales value (\$000's) | (1) | (1) | 206 | 365 | 804 |
| High sales value (\$000's) | (1) | 206 | 365 | 804 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 1.5 | 1.7 | 1.7 | 1.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.3 | 3.9 | 3.4 | 3.4 | 1.7 |
| Interest coverage ratio (times) | 4.0 | 0.2 | 3.8 | 4.3 | 4.4 |
| Debt ratio (times) | 0.7 | 0.8 | 0.8 | 0.8 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Household Furniture Stores (SIC 621)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 117 | 31 | 30 | 49 | 98 |
| Low sales value (\$000's) | 11 | 1 | 1 | 8 | 11 |
| High sales value (\$000's) | 117 | 100 | 419 | 808 | 117 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 20 | - | 10 | 20 | 49 |
| Depreciation | 7 | 4 | 6 | 7 | 10 |
| Other | -4 | 9 | -1 | -9 | -12 |
| Dividends | -4 | -5 | - | -2 | -9 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | 9 | - | 2 | 4 |
| Purchase of fixed assets | -13 | -5 | -10 | -15 | -19 |
| Increase in investment | -4 | - | - | -5 | -12 |
| Decrease in investment | 1 | - | - | - | 2 |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 1 | 4 | 7 |
| Repayment of long term debt | -3 | -1 | -1 | -4 | -7 |
| Loans from shareholders | 5 | 2 | - | 2 | 17 |
| Repayment of loans from shareholders | -7 | -3 | -4 | -5 | -15 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | -1 | -4 | - | - | -1 |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | 3 | 5 | - | -6 | 14 |
| Cash & equivalents-Beginning of the year | 9 | 10 | 13 | 6 | 8 |
| Cash & equivalents - End of the year | 13 | 15 | 13 | - | 22 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Household Furniture Stores (SIC 621)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,535 | 157,914 | 9,687 | 235 | 160 |
| less than 20 | 1,453 | 71,878 | 4,351 | 229 | 154 |
| 20 - 99 | 68 | 33,908 | 2,134 | 5 | 6 |
| 100 - 499 | 9 | 21,451 | 1,359 | 1 | - |
| 500 and over | 5 | 30,677 | 1,843 | - | - |
| 1987 | | | | | |
| Total | 1,640 | 225,285 | 12,762 | 214 | ... |
| less than 20 | 1,537 | 96,658 | 5,403 | 214 | ... |
| 20 - 99 | 89 | 58,313 | 3,323 | 3 | ... |
| 100 - 499 | 10 | 34,756 | 1,979 | - | ... |
| 500 and over | 4 | 35,548 | 2,057 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Household Furniture Stores (SIC 621)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 262 | | | | |
| Average sales \$ | 368,220 | 42,131 | 116,179 | 323,375 | 991,196 |
| Average expense \$ | 353,881 | 33,639 | 111,631 | 314,125 | 956,129 |
| Average net profit (loss) \$ | 14,339 | 8,492 | 4,548 | 9,250 | 35,067 |
| Businesses reporting a profit (No.) | 219 | | | | |
| Average sales \$ | 374,016 | 43,445 | 118,424 | 312,757 | 1,021,428 |
| Average expense \$ | 346,700 | 30,956 | 105,532 | 295,803 | 954,509 |
| Average net profit \$ | 27,316 | 12,489 | 12,892 | 16,954 | 66,919 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 353,305 | 37,346 | 112,206 | 355,342 | 908,325 |
| Average expense \$ | 373,935 | 43,404 | 122,422 | 369,342 | 960,570 |
| Average net loss \$ | -20,630 | -6,058 | -10,216 | -14,000 | -52,245 |
| 1986 | | | | | |
| Number of observations in sample | 173 | | | | |
| Average sales \$ | 341,472 | 37,300 | 116,191 | 331,081 | 881,314 |
| Average expense \$ | 326,618 | 26,501 | 93,225 | 323,139 | 863,605 |
| Average net profit (loss) \$ | 14,854 | 10,799 | 22,966 | 7,942 | 17,709 |
| Businesses reporting a profit (No.) | 151 | | | | |
| Average sales \$ | 322,312 | 37,117 | 117,932 | 320,142 | 814,057 |
| Average expense \$ | 300,562 | 25,588 | 93,852 | 305,349 | 777,459 |
| Average net profit \$ | 21,750 | 11,529 | 24,080 | 14,793 | 36,598 |
| Businesses reporting a loss (No.) | 22 | | | | |
| Average sales \$ | 395,082 | 42,048 | 62,447 | 355,028 | 1,120,805 |
| Average expense \$ | 414,125 | 50,205 | 73,854 | 362,081 | 1,170,360 |
| Average net loss \$ | -19,043 | -8,157 | -11,407 | -7,053 | -49,555 |
| 1987 | | | | | |
| Number of observations in sample | 355 | | | | |
| Average sales \$ | 370,351 | 44,894 | 129,805 | 341,324 | 985,380 |
| Average expense \$ | 351,828 | 31,657 | 121,985 | 321,906 | 931,763 |
| Average net profit (loss) \$ | 18,523 | 13,237 | 7,820 | 19,418 | 33,617 |
| Businesses reporting a profit (No.) | 294 | | | | |
| Average sales \$ | 373,379 | 45,379 | 120,194 | 350,395 | 977,546 |
| Average expense \$ | 346,607 | 29,813 | 105,365 | 321,588 | 929,661 |
| Average net profit \$ | 26,772 | 15,566 | 14,829 | 28,807 | 47,885 |
| Businesses reporting a loss (No.) | 61 | | | | |
| Average sales \$ | 351,187 | 40,586 | 156,820 | 294,907 | 912,434 |
| Average expense \$ | 370,300 | 48,046 | 168,707 | 323,535 | 940,910 |
| Average net loss \$ | -19,113 | -7,460 | -11,887 | -28,628 | -28,476 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Furniture, Refinishing and Repair Shop (SIC 6213)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 82 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$000's) | (1) | 44 | 68 | 68 | 136 | | | | | 125 | |
| | | | | | | | | | | (1) | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 27.1 | 25.5 | 25.5 | 24.7 | 31.8 | 87.0 | 31.2 | 34.3 | 29.0 | 29.5 | 32.4 |
| Occupancy expenses | 11.6 | 14.8 | 12.0 | 11.5 | 8.5 | 99.8 | 11.7 | 14.8 | 12.0 | 11.5 | 8.5 |
| Depreciation | 2.7 | 4.3 | 2.3 | 2.2 | 2.0 | 83.2 | 3.2 | 7.6 | 2.3 | 2.5 | 2.2 |
| Repairs & maintenance | 1.2 | 1.1 | 1.9 | 1.5 | 0.5 | 61.7 | 2.0 | 2.3 | 2.4 | 2.7 | 0.8 |
| Heat, light & telephone | 3.4 | 4.4 | 3.6 | 3.1 | 2.6 | 96.4 | 3.5 | 4.6 | 3.8 | 3.2 | 2.6 |
| Rent | 4.4 | 5.1 | 4.3 | 4.7 | 3.4 | 53.0 | 8.2 | 14.0 | 8.7 | 7.3 | 5.5 |
| Personnel expenses | 19.0 | 3.4 | 8.7 | 30.3 | 32.6 | 65.0 | 29.2 | 81.3 | 15.2 | 31.8 | 32.7 |
| Financial expenses | 2.5 | 2.9 | 2.6 | 2.1 | 2.4 | 97.1 | 2.5 | 3.0 | 2.7 | 2.2 | 2.4 |
| Interest & bank charges | 1.6 | 1.9 | 1.6 | 1.3 | 1.7 | 76.2 | 1.9 | 2.5 | 2.0 | 1.8 | 2.0 |
| Professional fees | 0.9 | 1.0 | 1.0 | 0.8 | 0.7 | 73.0 | 0.6 | 1.3 | 1.7 | 1.1 | 0.7 |
| Other expenses | 19.8 | 27.0 | 17.3 | 18.8 | 16.4 | 100.0 | 19.8 | 27.0 | 17.3 | 16.8 | 16.4 |
| Profit (loss) | 20.1 | 26.5 | 32.9 | 12.6 | 8.5 | 99.8 | 20.1 | 26.5 | 32.9 | 12.6 | 8.6 |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6213 - Furniture Refinishing and Repair Shops

Businesses primarily engaged in the repair and refinishing of furniture such as retail antique furniture repair, retail furniture reupholstering, furniture refinishing and repair shops, furniture repair, furniture paint and varnish stripping and polishing of furniture.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Furniture, Refinishing and Repair Shop (SIC 6213)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 35 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 14 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 33 | -- | -- | -- | -- |
| Total current assets | 47 | -- | -- | -- | -- |
| Fixed assets | 31 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 2 | -- | -- | -- | -- |
| Total assets | 80 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 8 | -- | -- | -- | -- |
| Other current liabilities | 29 | -- | -- | -- | -- |
| Total current liabilities | 36 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 19 | -- | -- | -- | -- |
| Total liabilities | 55 | -- | -- | -- | -- |
| Total equity | 24 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Furniture, Refinishing and Repair Shop (SIC 6213)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 35 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.3 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 5.1 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Furniture, Refinishing and Repair Shop (SIC 6213)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 8 | -- | -- | -- | -- |
| Low sales value (\$000's) | 11 | -- | -- | -- | -- |
| High sales value (\$000's) | 11 | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 13 | -- | -- | -- | -- |
| Depreciation | 6 | -- | -- | -- | -- |
| Other | -2 | -- | -- | -- | -- |
| Dividends | -5 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 6 | -- | -- | -- | -- |
| Purchase of fixed assets | -7 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | - | -- | -- | -- | -- |
| Repayment of long term debt | -2 | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -4 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -3 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 4 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | 14 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 18 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Furniture, Refinishing and Repair Shop (SIC 6213)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses reporting employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 518 | 27,324 | 1,407 | 91 | 58 |
| less than 20 | 514 | 17,511 | 902 | 91 | 57 |
| 20 - 99 | 3 | X | 66 | - | 1 |
| 100 - 499 | - | - | - | - | - |
| 500 and over | 1 | X | 439 | - | - |
| 1987 | | | | | |
| Total | 564 | 34,639 | 1,743 | 83 | ... |
| less than 20 | 554 | 25,049 | 1,261 | 83 | ... |
| 20 - 99 | 9 | X | 265 | - | ... |
| 100 - 499 | 1 | X | 217 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Furniture, Refinishing and Repair Shop (SIC 6213)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 95 | | | | |
| Average sales \$ | 97,395 | 30,584 | 40,576 | 74,091 | 244,228 |
| Average expense \$ | 98,877 | 28,019 | 29,551 | 61,554 | 236,385 |
| Average net profit (loss) \$ | 8,518 | 2,565 | 11,125 | 12,537 | 7,843 |
| Businesses reporting a profit (No.) | 82 | | | | |
| Average sales \$ | 75,109 | 30,677 | 40,303 | 75,328 | 154,128 |
| Average expense \$ | 61,998 | 23,213 | 28,468 | 56,872 | 139,439 |
| Average net profit \$ | 13,111 | 7,464 | 11,835 | 18,456 | 14,689 |
| Businesses reporting a loss (No.) | 13 | | | | |
| Average sales \$ | 183,516 | 30,418 | 47,477 | 69,804 | 586,366 |
| Average expense \$ | 192,049 | 36,587 | 49,301 | 77,787 | 604,521 |
| Average net loss \$ | -8,533 | -6,169 | -1,824 | -7,983 | -18,155 |
| 1986 | | | | | |
| Number of observations in sample | 51 | | | | |
| Average sales \$ | 105,923 | 30,158 | 44,724 | 80,318 | 268,492 |
| Average expense \$ | 87,017 | 18,590 | 31,978 | 56,903 | 240,596 |
| Average net profit (loss) \$ | 18,906 | 11,568 | 12,746 | 23,415 | 27,896 |
| Businesses reporting a profit (No.) | 50 | | | | |
| Average sales \$ | 105,873 | 30,158 | 44,523 | 80,318 | 268,492 |
| Average expense \$ | 86,631 | 18,590 | 30,436 | 56,903 | 240,596 |
| Average net profit \$ | 19,242 | 11,568 | 14,087 | 23,415 | 27,896 |
| Businesses reporting a loss (No.) | 1 | | | | |
| Average sales \$ | 48,385 | - | 48,385 | - | - |
| Average expense \$ | 60,064 | - | 60,064 | - | - |
| Average net loss \$ | -11,678 | - | -11,678 | - | - |
| 1987 | | | | | |
| Number of observations in sample | 74 | | | | |
| Average sales \$ | 126,764 | 33,346 | 54,398 | 97,405 | 321,905 |
| Average expense \$ | 111,076 | 25,981 | 33,978 | 86,387 | 297,959 |
| Average net profit (loss) \$ | 15,688 | 7,365 | 20,420 | 11,018 | 23,946 |
| Businesses reporting a profit (No.) | 64 | | | | |
| Average sales \$ | 131,648 | 33,781 | 54,728 | 96,611 | 341,471 |
| Average expense \$ | 112,616 | 24,950 | 33,326 | 83,903 | 308,283 |
| Average net profit \$ | 19,032 | 8,831 | 21,402 | 12,708 | 33,188 |
| Businesses reporting a loss (No.) | 10 | | | | |
| Average sales \$ | 108,115 | 28,905 | 47,243 | 104,894 | 251,418 |
| Average expense \$ | 113,791 | 36,493 | 48,098 | 109,806 | 260,767 |
| Average net loss \$ | -5,676 | -7,588 | -855 | -4,912 | -9,349 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Appliance, Television, Radio and Stereo Stores (SIC 522)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 431 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 55 | 102 | 269 | | | | | | |
| High sales value (\$000's) | (1) | 55 | 102 | 269 | | | | | | | |
| 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 | 49.7 | 40.6 | 41.0 | 55.9 | 61.1 | 93.7 | 53.1 | 44.8 | 45.5 | 57.0 | 63.0 |
| Occupancy expenses | 9.2 | 12.9 | 10.1 | 9.0 | 5.0 | 99.8 | 9.2 | 13.0 | 10.1 | 9.0 | 5.0 |
| Depreciation | 3.2 | 5.1 | 3.6 | 2.7 | 1.2 | 84.8 | 3.7 | 6.7 | 4.3 | 3.2 | 1.3 |
| Repairs & maintenance | 0.8 | 1.0 | 1.0 | 0.8 | 0.3 | 54.2 | 1.5 | 2.9 | 1.8 | 1.3 | 0.5 |
| Heat, light & telephone | 1.8 | 1.9 | 2.1 | 2.2 | 1.1 | 85.5 | 2.1 | 2.7 | 2.5 | 2.4 | 1.1 |
| Rent | 3.5 | 4.8 | 3.4 | 3.4 | 2.3 | 66.1 | 5.2 | 8.1 | 5.7 | 4.9 | 3.0 |
| Personnel expenses | 12.4 | 7.8 | 12.8 | 14.8 | 14.1 | 77.6 | 15.9 | 13.7 | 17.9 | 17.7 | 14.4 |
| Financial expenses | 2.0 | 2.2 | 2.4 | 2.0 | 1.4 | 95.7 | 2.1 | 2.4 | 2.5 | 2.1 | 1.5 |
| Interest & bank charges | 1.1 | 1.2 | 0.9 | 1.3 | 1.0 | 78.4 | 1.5 | 1.7 | 1.3 | 1.7 | 1.2 |
| Professional fees | 0.9 | 1.0 | 1.4 | 0.7 | 0.4 | 78.0 | 1.1 | 1.8 | 1.7 | 0.8 | 0.5 |
| Other expenses | 17.5 | 24.1 | 18.0 | 12.9 | 15.1 | 100.0 | 17.5 | 24.1 | 18.0 | 12.9 | 15.1 |
| Profit (loss) | 9.2 | 12.4 | 15.8 | 5.3 | 3.3 | 99.0 | 9.4 | 13.0 | 15.8 | 5.5 | 3.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value."
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5220 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
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.) | 271 | | | | |
| Low sales value (\$000's) | (1) | (1) | 135 | 273 | 699 |
| High sales value (\$000's) | (1) | 135 | 273 | 699 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 22 | 5 | 5 | 22 | 58 |
| Inventory | - | - | - | - | - |
| Other current assets | 106 | 30 | 52 | 101 | 241 |
| Total current assets | 129 | 34 | 57 | 123 | 299 |
| Fixed assets | 30 | 8 | 22 | 29 | 59 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 7 | 4 | 5 | 8 | 13 |
| Total assets | 166 | 47 | 83 | 160 | 371 |
| Liabilities and equity | | | | | |
| Current loans | 16 | 4 | 7 | 17 | 35 |
| Other current liabilities | 72 | 23 | 31 | 66 | 169 |
| Total current liabilities | 88 | 27 | 38 | 83 | 203 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 1 | 4 | 2 | 3 |
| Other liabilities | 32 | 16 | 27 | 34 | 51 |
| Total liabilities | 123 | 44 | 69 | 120 | 257 |
| Total equity | 43 | 3 | 14 | 40 | 114 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
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.) | 271 | | | | |
| Low sales value (\$000's) | (1) | (1) | 135 | 273 | 699 |
| High sales value (\$000's) | (1) | 135 | 273 | 699 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 1.3 | 1.5 | 1.5 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.9 | 14.9 | 4.8 | 3.0 | 2.3 |
| Interest coverage ratio (times) | 3.9 | 3.2 | 2.1 | 2.8 | 5.2 |
| Debt ratio (times) | 0.7 | 0.9 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses
Ontario, Appliance, Television, Radio and Stereo Stores (SIC 522) 1987

| | Total(1) | Bottom 25% | Lower middle 25% | Upper 25% | Top 25% |
|---|--------------------|---------------|---------------------|--------------|------------|
| Businesses in sample (No.) | 52 | | | | |
| Low sales value (\$'000's) | (1) | (1) | 139 | 253 | 707 |
| High sales value (\$'000's) | (1) | 139 | 253 | 707 | (1) |
| | Average (\$'000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 14 | 23 | -2 | 3 | 34 |
| Depreciation | 7 | 3 | 4 | 6 | 16 |
| Other | -7 | -8 | -4 | -3 | -13 |
| Dividends | -6 | -4 | -3 | -3 | -14 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | 2 | 4 | 2 |
| Purchase of fixed assets | -9 | -1 | -3 | -8 | -23 |
| Increase in investment | -2 | - | -6 | - | -4 |
| Decrease in investment | 2 | - | 5 | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 5 | - | 3 | 8 | 8 |
| Repayment of long term debt | -4 | -1 | -6 | -3 | -7 |
| Loans from shareholders | 4 | - | 1 | 3 | 9 |
| Repayment of loans from shareholders | -9 | -12 | -7 | -5 | -15 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | 1 | 2 |
| Decrease in equity | - | - | - | - | - |
| Other | 1 | - | 5 | - | - |
| Increase(decrease) in cash & equivalents | -2 | 1 | -9 | 4 | -3 |
| Cash & equivalents-Beginning of the year | 10 | 5 | 14 | 6 | 17 |
| Cash & equivalents - End of the year | 9 | 6 | 5 | 10 | 13 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Appliance, Television, Radio and Stereo Stores (SIC 522)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$'000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|-----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 2,569 | 169,698 | 11,426 | 518 | 311 |
| less than 20 | 2,504 | 100,413 | 6,408 | 512 | 302 |
| 20 - 99 | 56 | 30,786 | 1,938 | 5 | 7 |
| 100 - 499 | 7 | X | 974 | 1 | 2 |
| 500 and over | 2 | X | 2,105 | - | - |
| 1987 | | | | | |
| Total | 2,701 | 264,616 | 15,493 | 354 | ... |
| less than 20 | 2,595 | 136,595 | 7,655 | 344 | ... |
| 20 - 99 | 88 | 45,900 | 2,578 | 7 | ... |
| 100 - 499 | 14 | 31,724 | 1,836 | 3 | ... |
| 500 and over | 4 | 50,397 | 3,424 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Appliance, Television, Radio and Stereo Stores (SIC 622)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 423 | | | | |
| Average sales \$ | 271,509 | 37,267 | 76,765 | 189,428 | 782,576 |
| Average expense \$ | 257,637 | 28,567 | 70,346 | 181,057 | 749,379 |
| Average net profit (loss) \$ | 13,872 | 8,700 | 5,819 | 8,371 | 32,597 |
| Businesses reporting a profit (No.) | 357 | | | | |
| Average sales \$ | 276,231 | 38,025 | 75,846 | 197,601 | 793,452 |
| Average expense \$ | 253,552 | 26,686 | 63,999 | 181,405 | 742,118 |
| Average net profit \$ | 22,679 | 11,339 | 11,847 | 16,196 | 51,334 |
| Businesses reporting a loss (No.) | 66 | | | | |
| Average sales \$ | 254,379 | 33,305 | 80,045 | 168,682 | 735,485 |
| Average expense \$ | 274,579 | 38,402 | 95,720 | 180,176 | 784,019 |
| Average net loss \$ | -20,200 | -5,087 | -15,675 | -11,494 | -48,534 |
| 1986 | | | | | |
| Number of observations in sample | 285 | | | | |
| Average sales \$ | 312,016 | 39,458 | 85,350 | 245,222 | 878,033 |
| Average expense \$ | 301,475 | 35,268 | 80,760 | 240,799 | 849,071 |
| Average net profit (loss) \$ | 10,541 | 4,190 | 4,590 | 4,423 | 28,962 |
| Businesses reporting a profit (No.) | 231 | | | | |
| Average sales \$ | 312,315 | 38,393 | 86,745 | 254,582 | 869,539 |
| Average expense \$ | 292,459 | 31,518 | 72,505 | 237,948 | 827,964 |
| Average net profit \$ | 19,856 | 6,875 | 14,240 | 16,734 | 41,575 |
| Businesses reporting a loss (No.) | 54 | | | | |
| Average sales \$ | 314,707 | 42,705 | 82,353 | 225,126 | 908,644 |
| Average expense \$ | 329,366 | 46,698 | 98,498 | 247,135 | 925,132 |
| Average net loss \$ | -14,659 | -3,993 | -16,145 | -22,009 | -16,488 |
| 1987 | | | | | |
| Number of observations in sample | 455 | | | | |
| Average sales \$ | 247,349 | 35,957 | 72,646 | 162,680 | 718,113 |
| Average expense \$ | 235,850 | 31,660 | 61,218 | 154,558 | 695,962 |
| Average net profit (loss) \$ | 11,499 | 4,297 | 11,428 | 8,122 | 22,151 |
| Businesses reporting a profit (No.) | 341 | | | | |
| Average sales \$ | 249,516 | 36,544 | 72,055 | 156,467 | 732,996 |
| Average expense \$ | 230,093 | 25,824 | 56,128 | 141,561 | 696,857 |
| Average net profit \$ | 19,423 | 10,720 | 15,927 | 14,906 | 36,139 |
| Businesses reporting a loss (No.) | 114 | | | | |
| Average sales \$ | 240,702 | 35,241 | 75,036 | 184,817 | 667,715 |
| Average expense \$ | 253,597 | 38,780 | 81,813 | 200,867 | 692,928 |
| Average net loss \$ | -12,895 | -3,539 | -6,777 | -16,050 | -25,213 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Appliance, Television, Radio & Stereo Stores (SIC 6221)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 128 | | | | | | | | | | |
| Low sales value (\$000's) | 111 | 11 | 119 | 213 | 470 | | | | | | |
| High sales value (\$000's) | 11 | 119 | 213 | 470 | 11 | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 57.3 | 46.5 | 58.1 | 63.5 | 60.8 | 95.3 | 60.1 | 53.1 | 58.1 | 64.4 | 63.9 |
| Occupancy expenses | 8.0 | 13.6 | 8.9 | 6.0 | 3.6 | 100.0 | 8.0 | 13.6 | 8.9 | 6.0 | 3.6 |
| Depreciation | 1.7 | 2.6 | 2.4 | 1.0 | 0.8 | 85.1 | 2.0 | 4.1 | 2.9 | 1.0 | 0.8 |
| Repairs & maintenance | 0.7 | 1.4 | 0.9 | 0.3 | 0.2 | 61.1 | 1.1 | 2.6 | 1.3 | 0.6 | 0.3 |
| Heat, light & telephone | 1.7 | 1.5 | 2.8 | 1.3 | 1.2 | 93.1 | 1.6 | 2.0 | 2.8 | 1.4 | 1.2 |
| Rent | 3.9 | 8.1 | 2.8 | 3.3 | 1.4 | 68.9 | 5.7 | 11.0 | 4.8 | 4.8 | 2.0 |
| Personnel expenses | 12.6 | 12.1 | 13.3 | 11.5 | 13.4 | 93.1 | 13.5 | 16.0 | 13.3 | 11.6 | 13.7 |
| Financial expenses | 1.9 | 2.7 | 2.2 | 1.5 | 1.3 | 99.1 | 1.9 | 2.7 | 2.2 | 1.5 | 1.3 |
| Interest & bank charges | 1.3 | 1.8 | 1.5 | 0.9 | 1.0 | 81.3 | 1.6 | 2.3 | 1.7 | 1.2 | 1.2 |
| Professional fees | 0.6 | 0.9 | 0.7 | 0.6 | 0.3 | 89.4 | 0.7 | 1.1 | 0.7 | 0.6 | 0.4 |
| Other expenses | 15.8 | 19.5 | 15.0 | 11.2 | 17.2 | 100.0 | 15.8 | 19.5 | 15.0 | 11.2 | 17.2 |
| Profit (loss) | 4.5 | 5.5 | 2.4 | 6.4 | 3.7 | 98.6 | 4.6 | 5.8 | 2.4 | 6.4 | 3.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6221 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in household appliances: radios, television sets and sound equipment. These businesses include retail portable household air conditioners, appliance, radio, television and stereo stores, retail household appliances, retail household laundry driers, retail household food preparation appliances, retail household floor and rug care appliances, retail household freezers, retail household hair driers, retail household kitchen appliances, retail microwave and convention ovens, retail household ranges (stoves), retail household refrigerators, retail household sewing machines, retail household stoves, retail household vacuum cleaners and retail household washing machines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Appliance, Television, Radio & Stereo Stores (SIC 6221)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 87 | (1) | 153 | 355 | 786 |
| Low sales value (\$000's) | (1) | (1) | 153 | 355 | 786 |
| High sales value (\$000's) | (1) | 153 | 355 | 786 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 23 | 4 | 3 | 30 | 54 |
| Inventory | - | - | - | - | - |
| Other current assets | 137 | 33 | 74 | 131 | 301 |
| Total current assets | 159 | 37 | 77 | 160 | 354 |
| Fixed assets | 34 | 26 | 14 | 41 | 55 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 6 | 4 | 2 | 6 | 10 |
| Total assets | 199 | 67 | 94 | 208 | 420 |
| Liabilities and equity | | | | | |
| Current loans | 19 | 10 | 9 | 26 | 28 |
| Other current liabilities | 77 | 30 | 33 | 82 | 151 |
| Total current liabilities | 96 | 40 | 43 | 109 | 189 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 5 | 2 | 12 | 2 | 1 |
| Other liabilities | 42 | 43 | 25 | 46 | 54 |
| Total liabilities | 142 | 85 | 80 | 157 | 244 |
| Total equity | 57 | -17 | 13 | 51 | 176 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Appliance, Television, Radio & Stereo Stores (SIC 6221)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 87 | (1) | 153 | 355 | 786 |
| Low sales value (\$000's) | (1) | (1) | 153 | 355 | 786 |
| High sales value (\$000's) | (1) | 153 | 355 | 786 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 0.9 | 1.8 | 1.5 | 1.9 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.5 | -4.9 | 6.1 | 3.1 | 1.4 |
| Interest coverage ratio (times) | 4.2 | ... | 2.9 | 3.9 | 7.0 |
| Debt ratio (times) | 0.7 | 1.3 | 0.9 | 0.8 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Appliance, Television, Radio & Stereo Stores (SIC 6221)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 47 | | | | |
| Low sales value (\$000's) | 11 | 11 | 96 | 470 | 349 |
| High sales value (\$000's) | 111 | 36 | 470 | 349 | 111 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 16 | -2 | 5 | 10 | 7 |
| Depreciation | 7 | 1 | 5 | 8 | 12 |
| Other | -14 | 1 | -6 | -13 | -33 |
| Dividends | -7 | - | -2 | -1 | -25 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | 2 | - | 3 |
| Purchase of fixed assets | -8 | -1 | -3 | -6 | -21 |
| Increase in investment | -1 | - | - | - | -5 |
| Decrease in investment | 1 | - | - | - | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | - | 7 | 6 |
| Repayment of long term debt | -3 | - | -2 | -4 | -3 |
| Loans from shareholders | 3 | 1 | - | 6 | 6 |
| Repayment of loans from shareholders | -5 | -3 | - | -1 | -16 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | - | 4 |
| Decrease in equity | -1 | - | - | -3 | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -6 | -3 | -1 | 2 | -22 |
| Cash & equivalents-Beginning of the year | 17 | 2 | 11 | 1 | 49 |
| Cash & equivalents - End of the year | 12 | -1 | 10 | 3 | 27 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Appliance, Television, Radio & Stereo Stores (SIC 6221)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 509 | 33,528 | 2,101 | 75 | 69 |
| less than 20 | 495 | 24,708 | 1,564 | 75 | 68 |
| 20 - 99 | 14 | 8,820 | 537 | - | 1 |
| 100 - 499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 566 | 48,341 | 2,755 | 75 | ... |
| less than 20 | 542 | 31,043 | 1,791 | 74 | ... |
| 20 - 99 | 21 | 12,613 | 693 | - | ... |
| 100 - 499 | 3 | 4,685 | 271 | 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, 1985-1987
Ontario, Appliance, Television, Radio & Stereo Stores (SIC 6221)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 131 | | | | |
| Average sales \$ | 377,122 | 47,239 | 136,317 | 338,864 | 986,369 |
| Average expense \$ | 362,204 | 41,582 | 128,437 | 318,519 | 950,279 |
| Average net profit (loss) \$ | 14,918 | 5,657 | 7,880 | 20,345 | 25,790 |
| Businesses reporting a profit (No.) | 114 | | | | |
| Average sales \$ | 371,990 | 46,974 | 136,501 | 340,142 | 964,341 |
| Average expense \$ | 347,379 | 38,744 | 118,359 | 317,661 | 914,750 |
| Average net profit \$ | 24,611 | 8,230 | 18,142 | 22,481 | 49,591 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 453,426 | 48,503 | 136,044 | 320,536 | 1,308,621 |
| Average expense \$ | 541,353 | 55,137 | 143,319 | 330,822 | 1,636,133 |
| Average net loss \$ | -87,927 | -6,634 | -7,275 | -10,286 | -327,512 |
| 1986 | | | | | |
| Number of observations in sample | 82 | | | | |
| Average sales \$ | 350,753 | 33,479 | 147,633 | 356,161 | 865,740 |
| Average expense \$ | 331,632 | 30,841 | 131,441 | 330,589 | 833,655 |
| Average net profit (loss) \$ | 19,121 | 2,638 | 16,192 | 25,572 | 32,085 |
| Businesses reporting a profit (No.) | 74 | | | | |
| Average sales \$ | 350,219 | 33,479 | 149,224 | 356,161 | 862,012 |
| Average expense \$ | 327,447 | 30,841 | 128,466 | 330,589 | 819,893 |
| Average net profit \$ | 22,772 | 2,638 | 20,758 | 25,572 | 42,119 |
| Businesses reporting a loss (No.) | 8 | | | | |
| Average sales \$ | 509,931 | - | 138,902 | - | 881,079 |
| Average expense \$ | 519,022 | - | 147,767 | - | 890,277 |
| Average net loss \$ | -9,031 | - | -8,865 | - | -9,198 |
| 1987 | | | | | |
| Number of observations in sample | 130 | | | | |
| Average sales \$ | 373,034 | 78,841 | 157,146 | 307,746 | 948,404 |
| Average expense \$ | 357,813 | 72,906 | 153,035 | 288,576 | 916,733 |
| Average net profit (loss) \$ | 15,221 | 5,935 | 4,111 | 19,170 | 31,671 |
| Businesses reporting a profit (No.) | 105 | | | | |
| Average sales \$ | 370,487 | 91,020 | 155,300 | 310,040 | 925,588 |
| Average expense \$ | 348,371 | 80,789 | 139,797 | 288,334 | 884,563 |
| Average net profit \$ | 22,116 | 10,231 | 15,503 | 21,706 | 41,025 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 406,995 | 51,379 | 160,186 | 287,776 | 1,128,637 |
| Average expense \$ | 422,876 | 55,133 | 174,829 | 290,683 | 1,170,857 |
| Average net loss \$ | -15,881 | -3,754 | -14,643 | -2,907 | -42,220 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Television, Radio & Stereo Stores (SIC 6222)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|-----------|------------|------------------|------------------|---------|--|--|--|-----|--|-----|
| Businesses in sample (No.) | 210 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | 416 |
| High sales value (\$000's) | (1) | 72 | | | | | | | 142 | | (1) |

| Selected expense item | Industry average (2) | | | | | % businesses reporting | Reporting businesses only (3) | | | | |
|-------------------------|----------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 60.1 | 50.3 | 63.5 | 63.8 | 62.4 | 94.0 | 63.5 | 57.7 | 65.8 | 65.1 | 64.5 |
| Occupancy expenses | 9.1 | 12.3 | 11.7 | 7.5 | 5.0 | 99.8 | 9.1 | 12.5 | 11.7 | 7.5 | 5.0 |
| Depreciation | 3.4 | 4.4 | 5.6 | 2.1 | 1.6 | 82.9 | 4.1 | 6.4 | 6.3 | 2.5 | 1.7 |
| Repairs & maintenance | 0.6 | 0.8 | 0.7 | 0.4 | 0.5 | 61.0 | 1.0 | 1.9 | 0.9 | 0.7 | 0.7 |
| Heat, light & telephone | 1.7 | 1.6 | 2.5 | 1.6 | 0.9 | 87.3 | 1.9 | 2.2 | 2.8 | 1.7 | 0.9 |
| Rent | 3.5 | 5.5 | 2.8 | 3.5 | 2.1 | 62.8 | 5.5 | 10.2 | 6.5 | 4.7 | 2.6 |
| Personnel expenses | 10.3 | 10.1 | 8.7 | 9.8 | 12.5 | 75.1 | 13.7 | 21.5 | 11.7 | 12.5 | 12.6 |
| Financial expenses | 2.1 | 4.1 | 1.8 | 1.3 | 1.4 | 95.7 | 2.2 | 4.1 | 2.0 | 1.3 | 1.4 |
| Interest & bank charges | 1.1 | 1.5 | 1.2 | 0.7 | 1.0 | 69.6 | 1.6 | 2.1 | 2.0 | 1.1 | 1.2 |
| Professional fees | 1.0 | 2.6 | 0.6 | 0.5 | 0.4 | 85.9 | 1.2 | 2.9 | 0.7 | 0.7 | 0.5 |
| Other expenses | 16.7 | 25.9 | 11.6 | 13.7 | 15.9 | 100.0 | 16.7 | 25.9 | 11.6 | 13.7 | 15.9 |
| Profit (loss) | 1.7 | -2.7 | 2.7 | 3.9 | 2.8 | 99.8 | 1.8 | -3.1 | 2.8 | 3.9 | 2.6 |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes the high and low values of sales are shown.

How to use the tables:

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6222 - Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in television and radio receiving sets and sound equipment. Such stores may be secondarily engaged in selling records, tapes, musical instruments and parts for television and radio sets and stereo equipment as well as some repairing of such equipment. Included are businesses engaged in retail home computers; retail loud speakers; retail household radio receiving sets; retail sound equipment, components and parts; retail household stereo record players; retail household tape players and recorders; retail telephones; television and radio stores; television, radio and stereo stores; retail television sets; retail tuners and amplifiers and retail video recorders.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Television, Radio & Stereo Stores (SIC 6222)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 138 | | | | |
| Low sales value (\$000's) | (1) | (1) | 171 | 354 | 775 |
| High sales value (\$000's) | (1) | 171 | 354 | 775 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 27 | 1 | 12 | 21 | 71 |
| Inventory | - | - | - | - | - |
| Other current assets | 120 | 52 | 60 | 128 | 231 |
| Total current assets | 146 | 53 | 73 | 149 | 301 |
| Fixed assets | 33 | 9 | 17 | 39 | 65 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 10 | 7 | 11 | 5 | 17 |
| Total assets | 190 | 69 | 100 | 194 | 383 |
| Liabilities and equity | | | | | |
| Current loans | 20 | 2 | 7 | 22 | 46 |
| Other current liabilities | 87 | 31 | 31 | 85 | 195 |
| Total current liabilities | 106 | 33 | 38 | 107 | 241 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 3 | 3 | 4 |
| Other liabilities | 36 | 25 | 20 | 49 | 49 |
| Total liabilities | 145 | 59 | 60 | 159 | 293 |
| Total equity | 45 | 10 | 40 | 35 | 90 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Television, Radio & Stereo Stores (SIC 6222)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 138 | | | | |
| Low sales value (\$000's) | (1) | (1) | 171 | 354 | 775 |
| High sales value (\$000's) | (1) | 171 | 354 | 775 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 1.6 | 1.9 | 1.4 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.3 | 5.6 | 1.5 | 4.5 | 3.3 |
| Interest coverage ratio (times) | 3.2 | ... | 3.7 | 2.3 | 4.5 |
| Debt ratio (times) | 0.8 | 0.8 | 0.6 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Television, Radio & Stereo Stores (SIC 6222)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 81 | 11 | 17 | 37 | 16 |
| Low sales value (\$000's) | 111 | 167 | 370 | 778 | 111 |
| High sales value (\$000's) | | | | | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 14 | 31 | -24 | 15 | 23 |
| Depreciation | 9 | 3 | 5 | 9 | 21 |
| Other | 2 | -8 | 17 | -6 | 7 |
| Dividends | -6 | -5 | -3 | -4 | -12 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | 6 | 1 | 2 |
| Purchase of fixed assets | -12 | - | -5 | -9 | -32 |
| Increase in investment | -1 | - | - | - | -6 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 7 | - | 16 | 7 | 6 |
| Repayment of long term debt | -6 | -8 | -6 | -4 | -5 |
| Loans from shareholders | 5 | 5 | - | 5 | 10 |
| Repayment of loans from shareholders | -17 | -28 | -16 | -6 | -20 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | 2 | - | 9 | - | - |
| Increase(decrease) in cash & equivalents | 1 | -9 | - | 7 | 5 |
| Cash & equivalents-Beginning of the year | 4 | 15 | -11 | 17 | -3 |
| Cash & equivalents - End of the year | 5 | 5 | -12 | 24 | 3 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Television, Radio & Stereo Stores (SIC 6222)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,234 | 103,292 | 7,178 | 320 | 183 |
| less than 20 | 1,193 | 47,800 | 3,021 | 314 | 176 |
| 20 - 99 | 33 | 17,770 | 1,126 | 5 | 5 |
| 100 - 499 | 6 | x | 925 | 1 | 2 |
| 500 and over | 2 | x | 2,106 | - | - |
| 1987 | | | | | |
| Total | 1,312 | 176,162 | 10,659 | 186 | ... |
| less than 20 | 1,240 | 70,660 | 4,055 | 178 | ... |
| 20 - 99 | 57 | 28,066 | 1,615 | 6 | ... |
| 100 - 499 | 11 | 27,039 | 1,565 | 2 | ... |
| 500 and over | 4 | 50,397 | 3,424 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Television, Radio & Stereo Stores (SIC 6222)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 154 | | | | |
| Average sales \$ | 313,274 | 42,199 | 93,425 | 275,027 | 842,445 |
| Average expense \$ | 300,163 | 39,577 | 93,856 | 264,430 | 802,787 |
| Average net profit (loss) \$ | 13,111 | 2,622 | -430 | 10,597 | 39,658 |
| Businesses reporting a profit (No.) | 152 | | | | |
| Average sales \$ | 325,939 | 43,193 | 93,172 | 296,577 | 870,412 |
| Average expense \$ | 300,272 | 36,213 | 83,683 | 273,315 | 807,875 |
| Average net profit \$ | 25,667 | 6,980 | 9,489 | 23,662 | 62,537 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 280,919 | 39,987 | 93,823 | 233,437 | 756,427 |
| Average expense \$ | 297,896 | 47,066 | 109,786 | 247,595 | 787,136 |
| Average net loss \$ | -16,977 | -7,079 | -15,963 | -14,158 | -30,709 |
| 1986 | | | | | |
| Number of observations in sample | 145 | | | | |
| Average sales \$ | 413,868 | 58,196 | 152,451 | 395,732 | 1,049,094 |
| Average expense \$ | 407,139 | 64,652 | 152,115 | 394,485 | 1,017,305 |
| Average net profit (loss) \$ | 6,729 | -6,456 | 336 | 1,247 | 31,789 |
| Businesses reporting a profit (No.) | 105 | | | | |
| Average sales \$ | 410,962 | 47,881 | 151,065 | 418,117 | 1,026,785 |
| Average expense \$ | 391,588 | 44,505 | 139,607 | 404,094 | 978,147 |
| Average net profit \$ | 19,374 | 3,376 | 11,458 | 14,023 | 48,638 |
| Businesses reporting a loss (No.) | 40 | | | | |
| Average sales \$ | 421,512 | 61,553 | 154,631 | 347,619 | 1,122,245 |
| Average expense \$ | 440,633 | 71,209 | 171,791 | 373,831 | 1,145,701 |
| Average net loss \$ | -19,121 | -9,656 | -17,160 | -26,212 | -23,456 |
| 1987 | | | | | |
| Number of observations in sample | 230 | | | | |
| Average sales \$ | 320,698 | 43,327 | 98,116 | 250,059 | 891,291 |
| Average expense \$ | 312,219 | 44,933 | 93,782 | 246,409 | 863,752 |
| Average net profit (loss) \$ | 8,479 | -1,606 | 4,334 | 3,650 | 27,539 |
| Businesses reporting a profit (No.) | 161 | | | | |
| Average sales \$ | 320,626 | 46,111 | 105,655 | 239,890 | 890,849 |
| Average expense \$ | 301,519 | 41,706 | 97,248 | 219,430 | 847,691 |
| Average net profit \$ | 19,107 | 4,405 | 8,407 | 20,460 | 43,158 |
| Businesses reporting a loss (No.) | 69 | | | | |
| Average sales \$ | 320,441 | 41,548 | 80,056 | 267,419 | 892,742 |
| Average expense \$ | 335,353 | 46,996 | 85,480 | 292,467 | 916,470 |
| Average net loss \$ | -14,912 | -5,448 | -5,424 | -25,048 | -23,728 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------|---------------------|------------|------------------|------------------|---------|------------------------|------------------------------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 93 | | | | | | | | | | |
| Low sales value (\$'000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$'000's) | (1) | 34 | 34 | 58 | 58 | | | 35 | 35 | 35 | (1) |
| | Industry average(2) | | | | | | Reporting businesses only(3) | | | | |
| Selected expense item | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | % businesses reporting | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 35.2 | 42.7 | 33.1 | 26.7 | 38.6 | 92.2 | 38.2 | x | 34.0 | 32.0 | 40.1 |
| Occupancy expenses | 10.1 | 12.8 | 10.2 | 10.0 | 7.5 | 100.0 | 10.1 | 12.8 | 10.2 | 10.0 | 7.5 |
| Depreciation | 3.7 | 5.5 | 4.3 | 2.5 | 2.6 | 87.1 | 4.3 | 7.6 | 4.6 | 3.1 | 2.6 |
| Repairs & maintenance | 1.0 | 0.7 | 1.2 | 1.4 | 0.8 | 44.5 | 1.3 | 2.8 | 2.9 | 2.5 | 1.5 |
| Heat, light & telephone | 2.1 | 2.1 | 2.2 | 2.3 | 1.7 | 80.2 | 2.6 | 2.9 | 3.0 | 2.8 | 1.8 |
| Rent | 3.3 | 4.5 | 2.6 | 3.8 | 2.4 | 68.7 | 4.8 | 7.0 | 3.9 | 5.9 | 3.0 |
| Personnel expenses | 14.6 | 7.7 | 7.0 | 13.8 | 29.6 | 72.6 | 20.1 | 10.4 | 13.4 | 21.5 | 29.6 |
| Financial expenses | 1.9 | 1.3 | 2.4 | 2.1 | 1.9 | 93.8 | 2.1 | 1.5 | 2.5 | 2.2 | 1.9 |
| Interest & bank charges | 1.0 | 0.9 | 0.9 | 1.2 | 1.1 | 80.6 | 1.3 | 1.1 | 1.4 | 1.4 | 1.2 |
| Professional fees | 0.9 | 0.4 | 1.5 | 0.8 | 0.8 | 64.5 | 1.4 | 2.0 | 2.7 | 1.0 | 0.9 |
| Other expenses | 19.3 | 20.0 | 20.0 | 22.0 | 15.5 | 100.0 | 19.3 | 20.0 | 20.0 | 22.0 | 15.5 |
| Profit (loss) | 18.9 | 15.5 | 27.2 | 25.4 | 6.9 | 99.3 | 19.0 | 15.5 | 27.2 | 25.4 | 7.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6223 - Appliance, Television, Radio and Stereo Repair Shops

Businesses primarily engaged in the repair and maintenance of radios, television sets, stereo equipment, tape recorders and household electrical appliances. Such shops may be secondarily engaged in selling such equipment and parts. Businesses primarily engaged in retail dealing in such equipment and appliances are classified in one of the preceding classes of this industry group. Businesses engaged in the repair of household appliances, repair of radios, repair of stereo equipment and the repair of television sets are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 46 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 15 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 52 | -- | -- | -- | -- |
| Total current assets | 67 | -- | -- | -- | -- |
| Fixed assets | 18 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Total assets | 91 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 7 | -- | -- | -- | -- |
| Other current liabilities | 41 | -- | -- | -- | -- |
| Total current liabilities | 48 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 15 | -- | -- | -- | -- |
| Total liabilities | 63 | -- | -- | -- | -- |
| Total equity | 28 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 46 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.3 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 6.6 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses on Ontario, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223) 1987

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 23 | | | | |
| Low sales value (\$000's) | (13) | | | | |
| High sales value (\$000's) | (10) | | | | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 14 | -- | -- | -- | -- |
| Depreciation | 3 | -- | -- | -- | -- |
| Other | -15 | -- | -- | -- | -- |
| Dividends | -5 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | -- | -- | -- | -- |
| Purchase of fixed assets | -5 | -- | -- | -- | -- |
| Increase in investment | -3 | -- | -- | -- | -- |
| Decrease in investment | 2 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 1 | -- | -- | -- | -- |
| Repayment of long term debt | -3 | -- | -- | -- | -- |
| Loans from shareholders | 2 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -2 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | 2 | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -4 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 10 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 6 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987 Ontario, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|--|----------------------|-------------------------|-------------------------|---|------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 733 | 27,463 | 1,801 | 119 | 58 |
| less than 20 | 726 | 23,741 | 1,557 | 119 | 57 |
| 20 - 99 | 7 | 3,722 | 244 | - | 1 |
| 100 - 499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 756 | 35,796 | 1,827 | 91 | ... |
| less than 20 | 747 | 30,986 | 1,582 | 90 | ... |
| 20 - 99 | 9 | 4,810 | 245 | 1 | ... |
| 100 - 499 | - | - | - | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 96 | | | | |
| Average sales \$ | 96,116 | 33,998 | 49,266 | 70,088 | 231,173 |
| Average expense \$ | 81,137 | 21,912 | 33,114 | 51,251 | 218,271 |
| Average net profit (loss) \$ | 14,979 | 12,026 | 16,152 | 18,837 | 12,902 |
| Businesses reporting a profit (No.) | 90 | | | | |
| Average sales \$ | 87,297 | 33,998 | 48,778 | 70,088 | 196,383 |
| Average expense \$ | 71,500 | 21,912 | 30,150 | 51,251 | 182,685 |
| Average net profit \$ | 15,797 | 12,026 | 18,628 | 18,837 | 13,698 |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 454,078 | - | 54,378 | - | 853,778 |
| Average expense \$ | 459,617 | - | 64,131 | - | 855,103 |
| Average net loss \$ | -5,539 | - | -9,753 | - | -1,325 |
| 1986 | | | | | |
| Number of observations in sample | 58 | | | | |
| Average sales \$ | 93,305 | 37,003 | 46,459 | 71,402 | 218,355 |
| Average expense \$ | 83,001 | 28,339 | 41,218 | 61,524 | 200,921 |
| Average net profit (loss) \$ | 10,304 | 8,664 | 5,241 | 9,878 | 17,434 |
| Businesses reporting a profit (No.) | 52 | | | | |
| Average sales \$ | 90,339 | 36,954 | 44,401 | 72,223 | 207,777 |
| Average expense \$ | 76,208 | 28,048 | 34,304 | 60,528 | 181,951 |
| Average net profit \$ | 14,131 | 8,906 | 10,097 | 11,695 | 25,826 |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 108,327 | 38,958 | 51,482 | 66,084 | 276,785 |
| Average expense \$ | 117,965 | 40,085 | 58,093 | 67,976 | 305,707 |
| Average net loss \$ | -9,638 | -1,127 | -6,611 | -1,892 | -28,922 |
| 1987 | | | | | |
| Number of observations in sample | 95 | | | | |
| Average sales \$ | 105,356 | 29,156 | 45,863 | 71,976 | 274,427 |
| Average expense \$ | 92,959 | 24,865 | 33,768 | 52,436 | 260,766 |
| Average net profit (loss) \$ | 12,397 | 4,291 | 12,095 | 19,540 | 13,661 |
| Businesses reporting a profit (No.) | 75 | | | | |
| Average sales \$ | 105,701 | 31,190 | 46,071 | 71,131 | 274,413 |
| Average expense \$ | 89,227 | 20,603 | 32,014 | 50,486 | 253,803 |
| Average net profit \$ | 16,474 | 10,587 | 14,057 | 20,645 | 20,610 |
| Businesses reporting a loss (No.) | 20 | | | | |
| Average sales \$ | 108,083 | 26,554 | 44,236 | 87,062 | 274,479 |
| Average expense \$ | 113,038 | 30,318 | 47,487 | 87,230 | 287,115 |
| Average net loss \$ | -4,955 | -3,764 | -3,251 | -168 | -12,636 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Automobile (New) Dealers (SIC 6311)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 35 | ... | 280 | 434 | 1,206 | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Low sales value (\$000's) | (1) | 280 | 434 | 1,206 | ... | | Percent of sales | | | | |
| High sales value (\$000's) | (1) | 280 | 434 | 1,206 | ... | | Percent of sales | | | | |
| 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% |
| Cost of sales | 69.0 | 76.5 | 79.5 | 62.9 | 59.6 | 94.7 | 72.6 | 86.4 | 79.5 | 64.3 | 65.0 |
| Occupancy expenses | 2.5 | 1.5 | 3.1 | 3.5 | 1.9 | 84.2 | 3.0 | 2.4 | 4.3 | 3.5 | 1.9 |
| Depreciation | 0.7 | - | 0.9 | 1.1 | 0.5 | 63.2 | 1.0 | 0.2 | 1.7 | 1.3 | 0.5 |
| Repairs & maintenance | 0.6 | 0.3 | 1.1 | 0.6 | 0.4 | 58.7 | 1.0 | 0.6 | 2.5 | 0.9 | 0.5 |
| Heat, light & telephone | 0.7 | 0.5 | 0.8 | 0.9 | 0.5 | 77.2 | 0.9 | 0.9 | 1.4 | 0.3 | 0.6 |
| Rent | 0.6 | 0.7 | 0.3 | 0.9 | 0.5 | 43.6 | 1.4 | 1.2 | 3.3 | 1.5 | 0.8 |
| Personnel expenses | 5.6 | 1.0 | 5.4 | 8.3 | 6.5 | 83.2 | 6.7 | 1.6 | 6.0 | 10.2 | 6.5 |
| Financial expenses | 1.6 | 0.7 | 1.7 | 2.3 | 1.4 | 89.2 | 1.8 | 1.2 | 1.8 | 2.3 | 1.4 |
| Interest & bank charges | 1.2 | 0.4 | 1.4 | 1.9 | 1.1 | 75.5 | 1.6 | 1.0 | 2.5 | 1.9 | 1.2 |
| Professional fees | 0.3 | 0.3 | 0.3 | 0.4 | 0.2 | 81.3 | 0.4 | 0.5 | 0.4 | 0.4 | 0.3 |
| Other expenses | 19.8 | 18.8 | 7.1 | 22.6 | 29.2 | 100.0 | 19.8 | 18.8 | 7.1 | 22.6 | 29.2 |
| Profit (loss) | 1.6 | 1.6 | 3.2 | 0.4 | 1.5 | 100.0 | 1.6 | 1.6 | 3.2 | 0.4 | 1.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6311 - Automobile (New) Dealers

Businesses primarily engaged in retail dealing in new automobiles. These businesses are usually operated under a factory franchise and have departments engaged in the sale of used cars, parts and accessories, motor vehicle repairs and often include service station facilities.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Automobile (New) Dealers (SIC 6311)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 53 | | | | |
| Low sales value (\$000's) | (1) | (1) | 627 | 1,179 | 1,567 |
| High sales value (\$000's) | (1) | 627 | 1,179 | 1,567 | (1) |
| Average (\$000's): | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 21 | 3 | 12 | 29 | 40 |
| Inventory | - | - | - | - | - |
| Other current assets | 230 | 86 | 205 | 259 | 360 |
| Total current assets | 251 | 88 | 217 | 288 | 399 |
| Fixed assets | 61 | 53 | 25 | 75 | 86 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 27 | 2 | 71 | 31 | 6 |
| Total assets | 339 | 144 | 313 | 395 | 492 |
| Liabilities and equity | | | | | |
| Current loans | 64 | 4 | 58 | 82 | 109 |
| Other current liabilities | 126 | 31 | 114 | 152 | 203 |
| Total current liabilities | 190 | 35 | 171 | 234 | 311 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | - | - | 12 | - |
| Other liabilities | 74 | 62 | 66 | 75 | 92 |
| Total liabilities | 267 | 97 | 239 | 320 | 404 |
| Total equity | 71 | 47 | 75 | 74 | 88 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Automobile (New) Dealers (SIC 6311)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 53 | | | | |
| Low sales value (\$000's) | (1) | (1) | 627 | 1,179 | 1,567 |
| High sales value (\$000's) | (1) | 627 | 1,179 | 1,567 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 2.5 | 1.3 | 1.2 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.7 | 2.1 | 3.2 | 4.3 | 4.6 |
| Interest coverage ratio (times) | 2.1 | 2.4 | 1.4 | 2.8 | 1.9 |
| Debt ratio (times) | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Automobile (New) Dealers (SIC 6311)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 21 | 11 | 946 | 1,306 | 1,378 |
| Low sales value (\$000's) | | 946 | 1,306 | 1,576 | 178 |
| High sales value (\$000's) | | | | | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 8 | -21 | 29 | 14 | 7 |
| Depreciation | 31 | 60 | 48 | 7 | 12 |
| Other | -22 | -9 | 14 | -22 | -67 |
| Dividends | -3 | - | -1 | -1 | -11 |
| Investment activities | | | | | |
| Disposal of fixed assets | 11 | 10 | 27 | - | 7 |
| Purchase of fixed assets | -131 | -358 | -117 | -36 | -30 |
| Increase in investment | -1 | - | - | -1 | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 82 | 291 | 25 | 26 | 2 |
| Repayment of long term debt | -5 | -2 | -12 | -2 | -5 |
| Loans from shareholders | 16 | - | 7 | 10 | 44 |
| Repayment of loans from shareholders | -3 | - | -3 | - | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | 2 | - |
| Decrease in equity | - | - | -2 | - | - |
| Other | - | - | - | - | 1 |
| Increase(decrease) in cash & equivalents | -17 | -28 | 15 | -2 | -52 |
| Cash & equivalents-Beginning of the year | -12 | 10 | -22 | 26 | -57 |
| Cash & equivalents - End of the year | -29 | -18 | -7 | 24 | -109 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Automobile Dealers

(SIC)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,880 | 722,146 | 37,894 | 208 | 129 |
| less than 20 | 1,357 | 136,673 | 7,187 | 187 | 112 |
| 20 - 99 | 453 | 381,820 | 20,050 | 19 | 13 |
| 100 - 499 | 70 | 203,653 | 10,657 | 2 | 4 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,991 | 1,136,018 | 43,934 | 217 | ... |
| less than 20 | 1,386 | 193,913 | 7,520 | 172 | ... |
| 20 - 99 | 506 | 573,489 | 22,177 | 41 | ... |
| 100 - 499 | 99 | 368,616 | 14,237 | 4 | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Automobile (New) Dealers (SIC 6311)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 61 | | | | |
| Average sales \$ | 793,666 | 98,277 | 385,245 | 355,015 | 1,726,128 |
| Average expense \$ | 773,542 | 70,593 | 375,452 | 352,551 | 1,695,661 |
| Average net profit (loss) \$ | 20,124 | 27,774 | 9,793 | 12,464 | 30,467 |
| Businesses reporting a profit (No.) | 54 | | | | |
| Average sales \$ | 801,893 | 98,000 | 361,906 | 1,030,670 | 1,716,195 |
| Average expense \$ | 774,735 | 68,000 | 349,131 | 1,008,923 | 1,672,887 |
| Average net profit \$ | 26,958 | 30,000 | 12,775 | 21,747 | 43,308 |
| Businesses reporting a loss (No.) | 7 | | | | |
| Average sales \$ | 801,767 | 101,932 | 505,170 | 829,858 | 1,770,106 |
| Average expense \$ | 811,799 | 103,501 | 510,702 | 836,500 | 1,796,494 |
| Average net loss \$ | -10,032 | -1,569 | -5,532 | -6,642 | -26,388 |
| 1986 | | | | | |
| Number of observations in sample | 62 | | | | |
| Average sales \$ | 1,053,760 | 266,415 | 865,952 | 1,286,708 | 1,795,964 |
| Average expense \$ | 1,053,926 | 268,526 | 867,807 | 1,286,414 | 1,792,958 |
| Average net profit (loss) \$ | -166 | -2,111 | -1,855 | 294 | 3,006 |
| Businesses reporting a profit (No.) | 45 | | | | |
| Average sales \$ | 1,055,357 | 307,077 | 853,083 | 1,278,538 | 1,782,730 |
| Average expense \$ | 1,036,378 | 291,817 | 843,229 | 1,254,603 | 1,755,864 |
| Average net profit \$ | 18,979 | 15,260 | 9,854 | 23,935 | 26,866 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 1,058,126 | 241,186 | 874,391 | 1,299,191 | 1,817,737 |
| Average expense \$ | 1,081,751 | 254,074 | 883,924 | 1,335,022 | 1,853,983 |
| Average net loss \$ | -23,625 | -12,888 | -9,533 | -35,831 | -36,246 |
| 1987 | | | | | |
| Number of observations in sample | 95 | | | | |
| Average sales \$ | 726,653 | 153,530 | 377,962 | 798,944 | 1,576,177 |
| Average expense \$ | 719,190 | 161,688 | 370,379 | 788,156 | 1,556,535 |
| Average net profit (loss) \$ | 7,463 | -8,158 | 7,583 | 10,788 | 19,642 |
| Businesses reporting a profit (No.) | 65 | | | | |
| Average sales \$ | 725,849 | 202,354 | 364,185 | 769,914 | 1,566,944 |
| Average expense \$ | 704,123 | 188,319 | 346,775 | 750,205 | 1,531,191 |
| Average net profit \$ | 21,726 | 14,035 | 17,410 | 19,709 | 35,753 |
| Businesses reporting a loss (No.) | 30 | | | | |
| Average sales \$ | 741,383 | 66,636 | 423,338 | 878,936 | 1,596,622 |
| Average expense \$ | 766,948 | 114,290 | 448,121 | 892,727 | 1,612,652 |
| Average net loss \$ | -25,565 | -47,654 | -24,783 | -13,791 | -16,030 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Automobile (Used) Dealers (SIC 6312)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 203 | 51 | 101 | 214 | 40 | | | | | | |
| Low sales value (\$000's) | 117 | 101 | 214 | 423 | 117 | | | | | | |
| High sales value (\$000's) | 117 | 101 | 214 | 423 | 117 | | | | | | |
| 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 | 70.5 | 76.4 | 64.1 | 64.8 | 77.0 | 93.3 | 75.6 | 81.2 | 60.0 | 71.5 | 80.5 |
| Occupancy expenses | 4.2 | 3.1 | 6.9 | 4.2 | 2.5 | 92.7 | 4.5 | 3.6 | 7.5 | 4.3 | 2.6 |
| Depreciation | 0.5 | 0.3 | 0.5 | 0.8 | 0.5 | 60.1 | 0.9 | 2.0 | 0.8 | 0.9 | 0.7 |
| Repairs & maintenance | 1.3 | 1.7 | 2.2 | 0.7 | 0.7 | 57.8 | 2.2 | 5.2 | 4.0 | 0.9 | 1.0 |
| Heat, light & telephone | 0.8 | 0.4 | 1.1 | 0.9 | 0.6 | 83.4 | 0.8 | 0.6 | 1.3 | 1.0 | 0.7 |
| Rent | 1.6 | 0.7 | 3.1 | 1.9 | 0.6 | 59.3 | 1.6 | 2.0 | 4.5 | 2.9 | 1.0 |
| Personnel expenses | 5.2 | 1.2 | 5.2 | 7.9 | 6.2 | 67.8 | 7.6 | 2.8 | 9.0 | 9.3 | 7.2 |
| Financial expenses | 1.3 | 1.3 | 1.0 | 1.5 | 1.3 | 90.6 | 1.4 | 1.6 | 1.1 | 1.6 | 1.3 |
| Interest & bank charges | 0.9 | 0.9 | 0.5 | 1.2 | 1.0 | 72.5 | 1.2 | 1.6 | 0.9 | 1.5 | 1.1 |
| Professional fees | 0.4 | 0.4 | 0.5 | 0.3 | 0.3 | 78.2 | 0.5 | 0.7 | 0.5 | 0.5 | 0.3 |
| Other expenses | 15.8 | 17.8 | 17.3 | 18.2 | 10.1 | 98.8 | 16.0 | 18.7 | 17.3 | 18.2 | 10.1 |
| Profit (loss) | 3.1 | 0.3 | 5.6 | 3.4 | 2.7 | 99.8 | 3.1 | 0.3 | 5.7 | 3.4 | 2.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6312 - Automobile (Used) Dealers

Businesses primarily engaged in retail dealing in used cars. Such businesses may be secondarily engaged in selling new cars and equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Automobile (Used) Dealers (SIC 6312)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 74 | | | | |
| Low sales value (\$000's) | (1) | (1) | 134 | 303 | 826 |
| High sales value (\$000's) | (1) | 134 | 303 | 326 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 7 | - | 10 | 6 | 14 |
| Inventory | - | - | - | - | - |
| Other current assets | 97 | 49 | 42 | 93 | 195 |
| Total current assets | 104 | 49 | 53 | 99 | 209 |
| Fixed assets | 44 | 2 | 28 | 38 | 103 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 9 | 9 | 3 | - | 25 |
| Total assets | 157 | 60 | 83 | 138 | 337 |
| Liabilities and equity | | | | | |
| Current loans | 24 | - | 46 | 18 | 33 |
| Other current liabilities | 64 | 20 | 33 | 43 | 158 |
| Total current liabilities | 88 | 20 | 78 | 61 | 192 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 2 | 4 |
| Other liabilities | 38 | 64 | 9 | 35 | 41 |
| Total liabilities | 127 | 84 | 87 | 97 | 236 |
| Total equity | 30 | -24 | -4 | 41 | 101 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Automobile (Used) Dealers (SIC 6312)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 74 | | | | |
| Low sales value (\$000's) | (1) | (1) | 134 | 303 | 826 |
| High sales value (\$000's) | (1) | 134 | 303 | 826 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 2.5 | 0.7 | 1.6 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 4.2 | -3.5 | -24.2 | 2.4 | 2.3 |
| Interest coverage ratio (times) | 1.8 | 0.7 | ... | 3.5 | 1.9 |
| Debt ratio (times) | 0.8 | 1.4 | 1.0 | 0.7 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Automobile (Used) Dealers (SIC 6312)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 37 | | | | |
| Low sales value (\$000's) | (1) | (1) | 120 | 137 | 996 |
| High sales value (\$000's) | (1) | 120 | 137 | 996 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 21 | 7 | 13 | 7 | 37 |
| Depreciation | 6 | 2 | 6 | 5 | 10 |
| Other | -19 | -29 | -85 | 5 | -16 |
| Dividends | -2 | - | -1 | - | -8 |
| Investment activities | | | | | |
| Disposal of fixed assets | 53 | - | 10 | - | 197 |
| Purchase of fixed assets | -9 | -2 | - | -2 | -31 |
| Increase in investment | -9 | - | - | - | -34 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 4 | - | - | 1 | 13 |
| Repayment of long term debt | -53 | - | - | -1 | -200 |
| Loans from shareholders | 16 | 37 | 51 | - | 7 |
| Repayment of loans from shareholders | -8 | - | - | -7 | -19 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | -1 | 16 | -7 | 8 | -22 |
| Cash & equivalents-Beginning of the year | -3 | -15 | 14 | -2 | -6 |
| Cash & equivalents - End of the year | -4 | 1 | 8 | 6 | -29 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Automobile Dealers

(\$IC)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|--|----------------------|-------------------------|-------------------------|---|------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,880 | 722,146 | 37,894 | 208 | 129 |
| less than 20 | 1,357 | 136,673 | 7,187 | 87 | 112 |
| 20 - 99 | 453 | 381,820 | 20,050 | 19 | 13 |
| 100 - 499 | 70 | 203,653 | 10,657 | 2 | 4 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,991 | 1,136,018 | 43,934 | 217 | ... |
| less than 20 | 1,386 | 193,913 | 7,520 | 172 | ... |
| 20 - 99 | 506 | 573,489 | 22,177 | 41 | ... |
| 100 - 499 | 99 | 368,616 | 14,237 | 4 | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Automobile (Used) Dealers (SIC 6312)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 281 | | | | |
| Average sales \$ | 337,291 | 75,477 | 154,569 | 296,440 | 822,579 |
| Average expense \$ | 328,435 | 75,162 | 142,439 | 290,583 | 805,557 |
| Average net profit (loss) \$ | 8,856 | 315 | 12,130 | 5,857 | 17,022 |
| Businesses reporting a profit (No.) | 200 | | | | |
| Average sales \$ | 346,304 | 77,695 | 154,967 | 294,707 | 857,847 |
| Average expense \$ | 328,314 | 69,774 | 136,712 | 283,439 | 823,331 |
| Average net profit \$ | 17,990 | 7,921 | 18,255 | 11,268 | 34,516 |
| Businesses reporting a loss (No.) | 81 | | | | |
| Average sales \$ | 318,586 | 73,638 | 153,454 | 302,819 | 744,434 |
| Average expense \$ | 330,245 | 79,627 | 158,451 | 316,888 | 766,012 |
| Average net loss \$ | -11,659 | -5,989 | -4,997 | -14,069 | -21,578 |
| 1986 | | | | | |
| Number of observations in sample | 210 | | | | |
| Average sales \$ | 395,038 | 81,486 | 175,453 | 329,266 | 993,947 |
| Average expense \$ | 384,842 | 81,720 | 170,475 | 321,212 | 965,961 |
| Average net profit (loss) \$ | 10,196 | -234 | 4,978 | 8,054 | 27,986 |
| Businesses reporting a profit (No.) | 160 | | | | |
| Average sales \$ | 407,155 | 87,539 | 183,090 | 353,144 | 1,004,845 |
| Average expense \$ | 389,641 | 78,592 | 170,330 | 336,059 | 973,584 |
| Average net profit \$ | 17,514 | 8,947 | 12,760 | 17,085 | 31,261 |
| Businesses reporting a loss (No.) | 50 | | | | |
| Average sales \$ | 342,934 | 73,803 | 163,369 | 275,854 | 858,709 |
| Average expense \$ | 353,938 | 85,690 | 170,704 | 288,000 | 871,357 |
| Average net loss \$ | -11,004 | -11,887 | -7,335 | -12,146 | -12,648 |
| 1987 | | | | | |
| Number of observations in sample | 201 | | | | |
| Average sales \$ | 369,189 | 78,067 | 149,262 | 293,063 | 856,365 |
| Average expense \$ | 359,834 | 79,536 | 142,388 | 281,783 | 835,627 |
| Average net profit (loss) \$ | 9,355 | -1,469 | 6,874 | 11,280 | 20,738 |
| Businesses reporting a profit (No.) | 150 | | | | |
| Average sales \$ | 360,652 | 82,093 | 150,869 | 305,846 | 903,800 |
| Average expense \$ | 343,284 | 73,723 | 138,247 | 286,416 | 874,748 |
| Average net profit \$ | 17,368 | 8,370 | 12,622 | 19,430 | 29,052 |
| Businesses reporting a loss (No.) | 51 | | | | |
| Average sales \$ | 431,840 | 75,948 | 142,829 | 263,825 | 1,244,756 |
| Average expense \$ | 445,593 | 82,597 | 158,956 | 271,186 | 1,269,633 |
| Average net loss \$ | -13,753 | -6,649 | -16,127 | -7,361 | -24,877 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

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.) | 1,106 | (1) | 150 | 100 | 285 | | | | | | |
| Low sales value (\$000's) | (1) | 150 | 438 | 386 | (1) | | | | | | |
| High sales value (\$000's) | (1) | | | | | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 59.3 | 32.9 | 61.9 | 69.7 | 72.5 | 89.8 | 56.0 | 41.3 | 58.6 | 74.0 | 76.2 |
| Occupancy expenses | 5.0 | 8.0 | 6.1 | 3.4 | 2.6 | 99.6 | 5.0 | 8.1 | 6.1 | 3.4 | 2.6 |
| Depreciation | 0.9 | 1.3 | 1.0 | 0.8 | 0.6 | 77.3 | 1.2 | 2.4 | 1.4 | 0.9 | 0.6 |
| Repairs & maintenance | 0.6 | 1.1 | 0.6 | 0.4 | 0.3 | 79.0 | 0.8 | 1.5 | 0.8 | 0.5 | 0.4 |
| Heat, light & telephone | 1.4 | 2.9 | 1.4 | 0.9 | 0.6 | 96.6 | 1.5 | 3.1 | 1.4 | 1.0 | 0.6 |
| Rent | 2.0 | 2.7 | 3.0 | 1.2 | 1.1 | 58.2 | 3.4 | 5.6 | 5.6 | 2.0 | 1.5 |
| Personnel expenses | 14.2 | 27.2 | 13.1 | 8.9 | 7.6 | 97.2 | 14.6 | 28.7 | 13.8 | 9.0 | 7.6 |
| Financial expenses | 1.3 | 1.9 | 1.4 | 1.3 | 0.8 | 95.8 | 1.4 | 2.0 | 1.4 | 1.3 | 0.8 |
| Interest & bank charges | 0.9 | 1.1 | 0.9 | 1.0 | 0.5 | 78.1 | 1.0 | 1.6 | 1.2 | 1.2 | 0.7 |
| Professional fees | 0.4 | 0.7 | 0.4 | 0.3 | 0.2 | 82.6 | 0.5 | 1.0 | 0.5 | 0.3 | 0.2 |
| Other expenses | 15.2 | 18.8 | 12.9 | 14.6 | 14.4 | 100.0 | 15.2 | 18.8 | 12.9 | 14.6 | 14.4 |
| Profit (loss) | 5.0 | 11.3 | 4.6 | 2.1 | 2.2 | 98.4 | 5.1 | 11.7 | 4.7 | 2.1 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This industry group includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services and self-serve gasoline stations.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Gasoline Service Stations (SIC 6331)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 393 | | | | |
| Low sales value (\$000's) | (1) | (1) | 352 | 699 | 1,072 |
| High sales value (\$000's) | (1) | 352 | 699 | 1,072 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 13 | 3 | 14 | 15 | 18 |
| Inventory | - | - | - | - | - |
| Other current assets | 65 | 45 | 58 | 70 | 88 |
| Total current assets | 78 | 50 | 73 | 84 | 106 |
| Fixed assets | 70 | 28 | 84 | 70 | 98 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 6 | 9 | 14 | 16 |
| Total assets | 160 | 84 | 166 | 169 | 219 |
| Liabilities and equity | | | | | |
| Current loans | 9 | 3 | 10 | 11 | 11 |
| Other current liabilities | 41 | 21 | 37 | 44 | 61 |
| Total current liabilities | 49 | 24 | 47 | 55 | 72 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | 3 | 6 | 1 | 6 |
| Other liabilities | 54 | 18 | 75 | 55 | 66 |
| Total liabilities | 107 | 45 | 127 | 111 | 144 |
| Total equity | 53 | 40 | 39 | 58 | 75 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Gasoline Service Stations (SIC 6331)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 393 | | | | |
| Low sales value (\$000's) | (1) | (1) | 352 | 699 | 1,072 |
| High sales value (\$000's) | (1) | 352 | 699 | 1,072 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 2.1 | 1.6 | 1.5 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.0 | 1.1 | 3.3 | 1.9 | 1.9 |
| Interest coverage ratio (times) | 2.8 | 3.2 | 1.0 | 2.9 | 4.1 |
| Debt ratio (times) | 0.7 | 0.5 | 0.8 | 0.7 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

$$\text{Current} = \frac{\text{current assets}}{\text{current liabilities}}$$

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Gasoline Service Stations (SIC 6331)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 182 | 111 | 422 | 794 | 1,110 |
| Low sales value (\$000's) | 7 | 422 | 794 | 1,110 | 111 |
| High sales value (\$000's) | 53 | | | | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 14 | 9 | 6 | 21 | 30 |
| Depreciation | 8 | 5 | 6 | 8 | 13 |
| Other | -9 | -40 | -1 | -4 | 8 |
| Dividends | -6 | -2 | -4 | -12 | -4 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | 2 | 5 | 7 | 2 |
| Purchase of fixed assets | -10 | -5 | -6 | -3 | -21 |
| Increase in investment | -2 | -2 | -1 | -1 | -4 |
| Decrease in investment | 1 | 3 | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 8 | - | 6 | 13 | 11 |
| Repayment of long term debt | -15 | -22 | -11 | -11 | -15 |
| Loans from shareholders | 20 | 62 | 3 | 7 | 8 |
| Repayment of loans from shareholders | -6 | -3 | -5 | - | -7 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | - | - | -1 | - |
| Increase(decrease) in cash & equivalents | 7 | 7 | -1 | 9 | 11 |
| Cash & equivalents-Beginning of the year | 13 | 13 | 2 | 24 | 15 |
| Cash & equivalents - End of the year | 20 | 20 | 1 | 33 | 26 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total | 3,522 | 230,457 | 22,373 | 461 | 331 |
| less than 20 | 3,410 | 165,645 | 16,109 | 455 | 327 |
| 20 - 99 | 101 | 33,524 | 3,209 | 6 | 2 |
| 100 - 499 | 6 | 7,826 | 764 | - | 1 |
| 500 and over | 5 | 23,462 | 2,291 | - | 1 |
| 1987 | | | | | |
| Total | 3,740 | 305,881 | 23,756 | 564 | ... |
| less than 20 | 3,599 | 209,292 | 16,212 | 569 | ... |
| 20 - 99 | 127 | 49,541 | 3,882 | 14 | ... |
| 100 - 499 | 11 | 23,664 | 1,842 | 1 | ... |
| 500 and over | 3 | 23,384 | 1,820 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Gasoline Service Stations (SIC 6331)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,709 | | | | |
| Average sales \$ | 609,997 | 108,441 | 358,208 | 568,097 | 1,305,243 |
| Average expense \$ | 594,425 | 98,069 | 349,166 | 652,587 | 1,277,878 |
| Average net profit (loss) \$ | 15,572 | 10,372 | 9,042 | 15,510 | 27,365 |
| Businesses reporting a profit (No.) | 1,493 | | | | |
| Average sales \$ | 611,025 | 105,767 | 357,212 | 675,749 | 1,305,373 |
| Average expense \$ | 589,566 | 91,648 | 341,527 | 652,130 | 1,272,959 |
| Average net profit \$ | 21,459 | 14,119 | 15,685 | 23,619 | 32,415 |
| Businesses reporting a loss (No.) | 216 | | | | |
| Average sales \$ | 608,099 | 120,352 | 361,859 | 646,102 | 1,304,084 |
| Average expense \$ | 619,839 | 126,674 | 377,173 | 653,900 | 1,321,607 |
| Average net loss \$ | -11,740 | -6,322 | -15,314 | -7,798 | -17,523 |
| 1986 | | | | | |
| Number of observations in sample | 1,225 | | | | |
| Average sales \$ | 610,809 | 68,298 | 311,151 | 709,339 | 1,254,448 |
| Average expense \$ | 594,251 | 55,549 | 295,273 | 697,929 | 1,328,253 |
| Average net profit (loss) \$ | 16,558 | 12,749 | 15,878 | 11,410 | 26,195 |
| Businesses reporting a profit (No.) | 1,053 | | | | |
| Average sales \$ | 609,497 | 69,652 | 314,921 | 712,204 | 1,341,209 |
| Average expense \$ | 587,128 | 54,326 | 294,058 | 692,598 | 1,307,529 |
| Average net profit \$ | 22,369 | 15,326 | 20,863 | 19,606 | 33,680 |
| Businesses reporting a loss (No.) | 172 | | | | |
| Average sales \$ | 617,296 | 59,287 | 293,051 | 701,492 | 1,415,354 |
| Average expense \$ | 625,231 | 63,684 | 301,106 | 712,535 | 1,423,599 |
| Average net loss \$ | -7,935 | -4,397 | -8,055 | -11,043 | -8,245 |
| 1987 | | | | | |
| Number of observations in sample | 1,033 | | | | |
| Average sales \$ | 565,692 | 91,888 | 292,196 | 650,857 | 1,227,826 |
| Average expense \$ | 550,239 | 82,173 | 277,903 | 640,178 | 1,200,701 |
| Average net profit (loss) \$ | 15,453 | 9,715 | 14,293 | 10,679 | 27,125 |
| Businesses reporting a profit (No.) | 839 | | | | |
| Average sales \$ | 568,387 | 90,944 | 289,983 | 663,607 | 1,229,013 |
| Average expense \$ | 545,316 | 76,206 | 267,323 | 642,556 | 1,195,179 |
| Average net profit \$ | 23,071 | 14,738 | 22,660 | 21,051 | 33,834 |
| Businesses reporting a loss (No.) | 194 | | | | |
| Average sales \$ | 556,707 | 95,506 | 298,704 | 611,418 | 1,221,200 |
| Average expense \$ | 569,604 | 105,030 | 309,023 | 632,822 | 1,231,542 |
| Average net loss \$ | -12,897 | -9,524 | -10,319 | -21,404 | -10,342 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Tire, Battery, Parts and Accessories Stores (SIC 6342)

| | 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.) | 155 | | | | | | | | | | |
| Low sales value (\$000's) | 1 | (1) | 116 | 246 | 532 | | | | | | |
| High sales value (\$000's) | | | | | | | | | | | |
| Cost of sales | 55.9 | 51.7 | 51.4 | 54.4 | 59.9 | 92.9 | 61.2 | 63.1 | 58.1 | 62.5 | 61.2 |
| Occupancy expenses | 7.3 | 10.7 | 7.5 | 6.0 | 4.9 | 99.8 | 7.3 | 10.7 | 7.5 | 6.0 | 4.9 |
| Depreciation | 2.2 | 4.5 | 1.7 | 1.0 | 1.3 | 92.5 | 2.3 | 5.4 | 1.8 | 1.1 | 1.3 |
| Repairs & maintenance | 0.6 | 0.7 | 0.6 | 0.6 | 0.4 | 61.5 | 0.6 | 1.0 | 1.4 | 0.8 | 0.7 |
| Heat, light & telephone | 2.0 | 2.8 | 2.4 | 1.6 | 1.3 | 93.5 | 2.0 | 3.4 | 2.4 | 1.5 | 1.3 |
| Rent | 2.5 | 2.7 | 2.7 | 2.8 | 1.9 | 68.8 | 2.5 | 5.7 | 3.2 | 3.8 | 2.6 |
| Personnel expenses | 12.3 | 5.2 | 8.5 | 18.2 | 17.4 | 80.6 | 15.3 | 8.6 | 13.0 | 18.4 | 17.9 |
| Financial expenses | 2.2 | 3.1 | 2.2 | 1.9 | 1.7 | 97.4 | 2.3 | 3.4 | 2.2 | 1.9 | 1.8 |
| Interest & bank charges | 1.7 | 2.4 | 1.6 | 1.3 | 1.4 | 79.7 | 2.1 | 3.8 | 2.0 | 1.6 | 1.5 |
| Professional fees | 0.6 | 0.7 | 0.5 | 0.6 | 0.4 | 86.6 | 0.7 | 1.1 | 0.6 | 0.7 | 0.4 |
| Other expenses | 16.6 | 18.0 | 21.0 | 14.7 | 12.8 | 100.0 | 16.6 | 18.0 | 21.0 | 14.7 | 12.8 |
| Profit (loss) | 4.7 | 1.2 | 9.4 | 4.7 | 3.4 | 98.9 | 4.7 | 1.2 | 9.5 | 4.7 | 3.4 |
| 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 \$20,000 and \$1,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes, batteries and other automobile parts and accessories separately or in combination. These businesses may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (including C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
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.) | 109 | | | | 805 |
| Low sales value (\$000's) | (1) | (1) | 246 | 469 | 805 |
| High sales value (\$000's) | (1) | 246 | 469 | 805 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 50 | 17 | 27 | 50 | 103 |
| Inventory | - | - | - | - | - |
| Other current assets | 132 | 54 | 108 | 121 | 242 |
| Total current assets | 182 | 70 | 135 | 171 | 345 |
| Fixed assets | 53 | 13 | 20 | 82 | 93 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 14 | 4 | 1 | 14 | 34 |
| Total assets | 248 | 87 | 156 | 267 | 472 |
| Liabilities and equity | | | | | |
| Current loans | 32 | 6 | 35 | 22 | 64 |
| Other current liabilities | 84 | 32 | 52 | 78 | 172 |
| Total current liabilities | 116 | 38 | 87 | 100 | 236 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | 1 | 2 |
| Other liabilities | 47 | 18 | 21 | 53 | 92 |
| Total liabilities | 164 | 56 | 108 | 154 | 331 |
| Total equity | 84 | 31 | 47 | 113 | 142 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
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.) | 109 | | | | 805 |
| Low sales value (\$000's) | (1) | (1) | 246 | 469 | 805 |
| High sales value (\$000's) | (1) | 246 | 469 | 805 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 1.6 | 1.6 | 1.7 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) ^a | 2.0 | 1.8 | 2.3 | 1.4 | 2.3 |
| Interest coverage ratio (times) | 4.1 | 16.1 | 3.3 | 3.5 | 3.9 |
| Debt ratio (times) | 0.7 | 0.6 | 0.7 | 0.6 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

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.) | 71 | | | | |
| Low sales value (\$000's) | (1) | (1) | 209 | 476 | 305 |
| High sales value (\$000's) | (1) | 209 | 476 | 805 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 19 | 18 | 6 | 14 | 36 |
| Depreciation | 8 | 3 | 4 | 10 | 14 |
| Other | -12 | -9 | -9 | -15 | -14 |
| Dividends | -3 | - | - | -1 | -11 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | 2 | - | 1 |
| Purchase of fixed assets | -13 | -4 | -7 | -23 | -16 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | 1 | - | - | - | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 4 | 5 | 2 |
| Repayment of long term debt | -3 | - | -1 | -4 | -6 |
| Loans from shareholders | 5 | 2 | - | 7 | 9 |
| Repayment of loans from shareholders | -14 | -14 | -4 | -16 | -21 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -8 | -5 | -4 | -19 | -4 |
| Cash & equivalents-Beginning of the year | 5 | 28 | -1 | 13 | -18 |
| Cash & equivalents - End of the year | -4 | 23 | -5 | -6 | -22 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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 payroll deductions | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 528 | 43,509 | 3,283 | 104 | 64 |
| less than 20 | 493 | 27,162 | 2,065 | 102 | 61 |
| 20 - 99 | 34 | X | 112 | 2 | 1 |
| 100 - 499 | 1 | X | 106 | - | 2 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 645 | 67,972 | 5,019 | 114 | ... |
| less than 20 | 585 | 38,312 | 2,835 | 111 | ... |
| 20 - 99 | 57 | 25,021 | 1,830 | 3 | ... |
| 100 - 499 | 3 | 4,639 | 354 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Tire, Battery, Parts and Accessories Stores (SIC 6342)

| | Total (13) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|---------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 135 | | | | |
| Average sales \$ | 344,190 | 47,970 | 136,228 | 327,171 | 965,389 |
| Average expense \$ | 328,284 | 29,916 | 128,410 | 330,374 | 924,437 |
| Average net profit (loss) \$ | 15,906 | 18,054 | 7,818 | -3,203 | 40,952 |
| Businesses reporting a profit (No.) | 111 | | | | |
| Average sales \$ | 340,880 | 52,461 | 127,694 | 343,039 | 840,324 |
| Average expense \$ | 312,784 | 23,653 | 115,961 | 326,133 | 785,389 |
| Average net profit \$ | 28,096 | 28,808 | 11,733 | 16,906 | 54,935 |
| Businesses reporting a loss (No.) | 24 | | | | |
| Average sales \$ | 375,642 | 37,980 | 157,264 | 310,556 | 996,769 |
| Average expense \$ | 391,718 | 43,848 | 159,098 | 334,814 | 1,029,110 |
| Average net loss \$ | -16,076 | -5,868 | -1,834 | -24,258 | -32,341 |
| 1986 | | | | | |
| Number of observations in sample | 135 | | | | |
| Average sales \$ | 360,753 | 60,218 | 143,626 | 385,918 | 853,251 |
| Average expense \$ | 345,142 | 52,116 | 140,427 | 373,349 | 814,674 |
| Average net profit (loss) \$ | 15,611 | 8,102 | 3,199 | 12,569 | 38,577 |
| Businesses reporting a profit (No.) | 104 | | | | |
| Average sales \$ | 357,567 | 62,105 | 138,341 | 366,490 | 863,331 |
| Average expense \$ | 333,969 | 51,528 | 131,655 | 343,429 | 809,262 |
| Average net profit \$ | 23,598 | 10,577 | 6,686 | 23,061 | 54,069 |
| Businesses reporting a loss (No.) | 31 | | | | |
| Average sales \$ | 363,299 | 50,004 | 177,237 | 426,050 | 799,903 |
| Average expense \$ | 382,496 | 55,295 | 196,220 | 435,152 | 843,317 |
| Average net loss \$ | -19,197 | -5,291 | -18,983 | -9,102 | -43,414 |
| 1987 | | | | | |
| Number of observations in sample | 160 | | | | |
| Average sales \$ | 389,077 | 74,078 | 186,989 | 395,949 | 899,293 |
| Average expense \$ | 372,257 | 72,977 | 170,864 | 376,501 | 868,686 |
| Average net profit (loss) \$ | 16,820 | 1,101 | 16,125 | 19,448 | 30,607 |
| Businesses reporting a profit (No.) | 125 | | | | |
| Average sales \$ | 399,069 | 92,564 | 187,920 | 388,586 | 927,205 |
| Average expense \$ | 372,644 | 85,854 | 164,528 | 362,795 | 877,398 |
| Average net profit \$ | 26,425 | 6,710 | 23,392 | 25,791 | 49,807 |
| Businesses reporting a loss (No.) | 35 | | | | |
| Average sales \$ | 372,228 | 55,930 | 182,424 | 423,424 | 827,134 |
| Average expense \$ | 384,018 | 60,335 | 201,933 | 427,639 | 846,164 |
| Average net loss \$ | -11,790 | -4,405 | -19,509 | -4,215 | -19,030 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Garages (General Repairs) (SIC 6351)

| | 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.) | 372 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$000's) | (1) | 59 | | | | | | | | | |
| | | | | | | | | | | | |
| Cost of sales | 42.7 | 37.4 | 43.1 | 41.1 | 49.1 | 89.4 | 52.5 | 46.2 | 43.0 | 50.6 | |
| Occupancy expenses | 11.3 | 15.1 | 12.7 | 10.5 | 8.7 | 99.8 | 11.3 | 5.4 | 12.7 | 10.5 | 6.7 |
| Depreciation | 2.8 | 4.6 | 2.8 | 2.2 | 1.6 | 84.2 | 3.3 | 6.1 | 3.8 | 2.4 | 1.6 |
| Repairs & maintenance | 1.1 | 1.6 | 1.2 | 0.9 | 0.7 | 67.7 | 1.6 | 2.5 | 1.6 | 1.3 | 1.0 |
| Heat, light & telephone | 2.7 | 4.6 | 2.9 | 2.1 | 1.4 | 96.4 | 2.8 | 4.8 | 3.1 | 2.1 | 1.4 |
| Rent | 4.7 | 4.4 | 5.7 | 5.4 | 3.1 | 63.9 | 7.3 | 9.4 | 8.4 | 8.3 | 4.1 |
| Personnel expenses | 16.6 | 7.3 | 14.0 | 21.2 | 23.6 | 80.8 | 20.5 | 15.7 | 16.5 | 23.2 | 23.8 |
| Financial expenses | 2.2 | 2.9 | 2.1 | 2.3 | 1.7 | 91.5 | 2.4 | 3.5 | 2.4 | 2.4 | 1.7 |
| Interest & bank charges | 1.4 | 1.9 | 1.3 | 1.4 | 1.1 | 70.1 | 2.0 | 3.9 | 1.9 | 1.9 | 1.3 |
| Professional fees | 0.8 | 1.1 | 0.8 | 0.9 | 0.5 | 84.2 | 1.0 | 1.4 | 1.0 | 0.9 | 0.5 |
| Other expenses | 19.1 | 27.2 | 17.0 | 18.1 | 14.5 | 99.9 | 19.2 | 27.2 | 17.0 | 18.1 | 14.6 |
| Profit (loss) | 8.0 | 10.0 | 11.1 | 6.7 | 4.3 | 98.7 | 8.1 | 10.0 | 11.1 | 7.1 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6351 - Garages (General Repairs)

Businesses primarily engaged in general mechanical and electrical repairs to motor vehicles. Garages may be secondarily engaged in selling gasoline and lubricating motor vehicles. These businesses include motor vehicle general repairs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Garages (General Repairs) (SIC 6351)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 154 | | 152 | 233 | 381 |
| Low sales value (\$000's) | (1) | (1) | | | (1) |
| High sales value (\$000's) | (1) | 152 | 233 | 381 | |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 17 | 3 | 9 | 17 | 39 |
| Inventory | - | - | - | - | - |
| Other current assets | 42 | 18 | 27 | 33 | 88 |
| Total current assets | 59 | 22 | 36 | 50 | 127 |
| Fixed assets | 39 | 16 | 24 | 38 | 75 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 15 | 5 | 3 | 7 | 45 |
| Total assets | 113 | 43 | 63 | 94 | 247 |
| Liabilities and equity | | | | | |
| Current loans | 7 | 2 | 4 | 8 | 13 |
| Other current liabilities | 40 | 22 | 26 | 35 | 76 |
| Total current liabilities | 47 | 24 | 30 | 44 | 89 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 3 | 2 | 2 |
| Other liabilities | 34 | 18 | 22 | 19 | 76 |
| Total liabilities | 83 | 42 | 55 | 65 | 168 |
| Total equity | 30 | 1 | 8 | 30 | 79 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Garages (General Repairs) (SIC 6351)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 154 | | 152 | 233 | 381 |
| Low sales value (\$000's) | (1) | (1) | | | (1) |
| High sales value (\$000's) | (1) | 152 | 233 | 381 | |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 0.9 | 1.2 | 1.1 | 1.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.8 | 57.8 | 7.3 | 2.2 | 2.1 |
| Interest coverage ratio (times) | 3.3 | 1.2 | 1.4 | 3.1 | 4.6 |
| Debt ratio (times) | 0.7 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Garages (General Repairs) (SIC 6351)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 71 | | | | |
| Low sales value (\$000's) | (1) | 11 | 150 | 221 | 381 |
| High sales value (\$000's) | (1) | 150 | 221 | 381 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 7 | -3 | 3 | 7 | 19 |
| Depreciation | 7 | 4 | 7 | 7 | 12 |
| Other | 3 | 2 | -3 | - | -2 |
| Dividends | -6 | -11 | -1 | -11 | -3 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | 1 | 2 | 3 |
| Purchase of fixed assets | -10 | -4 | -8 | -4 | -22 |
| Increase in investment | -1 | - | - | - | -4 |
| Decrease in investment | 1 | - | 1 | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 4 | 6 | 2 | - | 8 |
| Repayment of long term debt | -5 | -1 | - | -16 | -5 |
| Loans from shareholders | 7 | 11 | 3 | 3 | 13 |
| Repayment of loans from shareholders | -5 | -2 | -8 | -2 | -6 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 3 | 1 | -4 | 5 | 13 |
| Cash & equivalents-Beginning of the year | 4 | 1 | 10 | -8 | 9 |
| Cash & equivalents - End of the year | 7 | 2 | 6 | -3 | 22 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Garages (General Repairs) (SIC 6351)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 3,034 | 141,886 | 8,584 | 506 | 277 |
| less than 20 | 3,009 | 129,167 | 7,850 | 503 | 274 |
| 20 - 99 | 24 | X | 625 | 3 | 2 |
| 100 - 499 | 1 | X | 109 | - | 1 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 3,110 | 195,736 | 9,898 | 322 | ... |
| less than 20 | 3,078 | 174,536 | 8,847 | 385 | ... |
| 20 - 99 | 31 | X | 973 | 4 | ... |
| 100 - 499 | 1 | X | 78 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Garages (General Repairs) (SIC 6351)

| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|---------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 542 | | | | |
| Average sales \$ | 197,327 | 50,100 | 105,014 | 173,858 | 461,535 |
| Average expense \$ | 181,405 | 42,152 | 36,985 | 152,720 | 433,764 |
| Average net profit (loss) \$ | 16,222 | 7,948 | 5,029 | 21,138 | 27,771 |
| Businesses reporting a profit (No.) | 487 | | | | |
| Average sales \$ | 199,841 | 50,088 | 106,647 | 172,403 | 470,226 |
| Average expense \$ | 178,497 | 38,984 | 92,809 | 148,167 | 434,027 |
| Average net profit \$ | 21,344 | 11,104 | 13,838 | 24,236 | 36,199 |
| Businesses reporting a loss (No.) | 55 | | | | |
| Average sales \$ | 188,778 | 50,142 | 99,255 | 188,663 | 417,053 |
| Average expense \$ | 199,328 | 54,158 | 111,710 | 199,028 | 432,414 |
| Average net loss \$ | -10,550 | -4,016 | -12,455 | -10,365 | -15,361 |
| 1986 | | | | | |
| Number of observations in sample | 333 | | | | |
| Average sales \$ | 188,298 | 42,987 | 90,877 | 183,358 | 435,970 |
| Average expense \$ | 175,604 | 36,470 | 83,196 | 166,527 | 416,224 |
| Average net profit (loss) \$ | 12,694 | 6,517 | 7,681 | 16,831 | 19,746 |
| Businesses reporting a profit (No.) | 284 | | | | |
| Average sales \$ | 190,979 | 42,701 | 94,542 | 180,929 | 445,745 |
| Average expense \$ | 173,751 | 33,353 | 83,594 | 159,583 | 418,472 |
| Average net profit \$ | 17,228 | 9,348 | 10,948 | 21,346 | 27,273 |
| Businesses reporting a loss (No.) | 49 | | | | |
| Average sales \$ | 181,814 | 43,889 | 78,734 | 198,713 | 405,920 |
| Average expense \$ | 186,983 | 46,305 | 81,878 | 210,435 | 409,315 |
| Average net loss \$ | -5,169 | -2,416 | -3,144 | -11,722 | -3,395 |
| 1987 | | | | | |
| Number of observations in sample | 344 | | | | |
| Average sales \$ | 198,381 | 42,024 | 90,415 | 173,997 | 487,087 |
| Average expense \$ | 188,084 | 38,511 | 81,686 | 162,321 | 469,818 |
| Average net profit (loss) \$ | 10,297 | 3,513 | 8,729 | 11,676 | 17,269 |
| Businesses reporting a profit (No.) | 258 | | | | |
| Average sales \$ | 198,934 | 43,133 | 91,356 | 173,294 | 487,954 |
| Average expense \$ | 182,087 | 35,416 | 76,365 | 156,198 | 460,367 |
| Average net profit \$ | 16,847 | 7,717 | 14,991 | 17,096 | 27,587 |
| Businesses reporting a loss (No.) | 86 | | | | |
| Average sales \$ | 197,212 | 40,052 | 87,850 | 176,409 | 484,537 |
| Average expense \$ | 205,289 | 44,015 | 96,185 | 183,326 | 497,628 |
| Average net loss \$ | -8,077 | -3,963 | -8,335 | -6,917 | -13,091 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Paint & Body Repair Shops (SIC 6352)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 261 | | | | | | 261 | | | | |
| Low sales value (\$000's) | 11 | (1) | 73 | 145 | 284 | | 11 | | | | 284 |
| High sales value (\$000's) | 711 | 73 | 145 | 284 | | | 711 | 73 | 145 | 284 | |

| 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 | 31.4 | 26.3 | 32.2 | 34.5 | 32.6 | 84.5 | 37.2 | 35.6 | 37.7 | 37.7 | 37.6 |
| Occupancy expenses | 10.3 | 13.1 | 11.4 | 9.7 | 7.0 | 100.0 | 10.3 | 13.1 | 11.4 | 9.7 | 7.0 |
| Depreciation | 2.8 | 4.4 | 3.2 | 1.7 | 1.9 | 87.8 | 3.2 | 6.6 | 3.5 | 1.9 | 1.9 |
| Repairs & maintenance | 1.3 | 2.8 | 0.8 | 1.1 | 0.7 | 74.4 | 1.9 | 4.2 | 1.1 | 1.4 | 0.8 |
| Heat, light & telephone | 2.6 | 3.6 | 2.6 | 2.5 | 1.8 | 94.1 | 2.8 | 3.8 | 3.0 | 2.7 | 1.8 |
| Rent | 3.5 | 2.3 | 4.8 | 4.4 | 2.7 | 58.2 | 6.1 | 5.4 | 7.8 | 6.8 | 4.2 |
| Personnel expenses | 23.8 | 8.2 | 21.5 | 31.6 | 33.6 | 88.7 | 26.9 | 12.3 | 23.9 | 32.3 | 33.6 |
| Financial expenses | 2.7 | 3.7 | 3.0 | 2.7 | 1.5 | 95.4 | 2.8 | 4.1 | 3.2 | 2.7 | 1.5 |
| Interest & bank charges | 1.8 | 2.2 | 2.1 | 2.0 | 1.0 | 80.9 | 2.2 | 2.8 | 2.7 | 2.4 | 1.1 |
| Professional fees | 0.9 | 1.5 | 0.9 | 0.7 | 0.5 | 86.1 | 1.1 | 1.9 | 1.2 | 0.8 | 0.6 |
| Other expenses | 20.4 | 22.4 | 20.8 | 17.5 | 21.0 | 100.0 | 20.4 | 22.4 | 20.8 | 17.5 | 21.0 |
| Profit (loss) | 11.3 | 26.3 | 11.0 | 4.1 | 4.2 | 99.3 | 11.4 | 26.3 | 11.0 | 4.1 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6352 - Paint and Body Repairs

Businesses primarily engaged in repairing and/or repainting motor vehicle bodies, fenders and doors. Businesses in this industry may be secondarily engaged in mechanical repairs. Motor vehicle body repairs, motor vehicle collision repairs, motor vehicle frame straightening and the painting of motor vehicles are businesses also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Paint & Body Repair Shops (SIC 6352)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 154 | (1) | 155 | 267 | 487 |
| Low sales value (\$000's) | (1) | (1) | 155 | 267 | 487 |
| High sales value (\$000's) | (1) | 155 | 267 | 487 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 27 | 4 | 12 | 28 | 62 |
| Inventory | - | - | - | - | - |
| Other current assets | 53 | 13 | 25 | 54 | 116 |
| Total current assets | 80 | 17 | 37 | 82 | 178 |
| Fixed assets | 63 | 23 | 46 | 41 | 136 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 10 | 3 | 6 | 6 | 24 |
| Total assets | 152 | 43 | 90 | 128 | 338 |
| Liabilities and equity | | | | | |
| Current loans | 11 | 7 | 9 | 12 | 17 |
| Other current liabilities | 59 | 15 | 36 | 42 | 140 |
| Total current liabilities | 70 | 22 | 44 | 54 | 156 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | 6 | 2 | 1 | 6 |
| Other liabilities | 36 | 10 | 44 | 31 | 56 |
| Total liabilities | 110 | 39 | 90 | 85 | 217 |
| Total equity | 43 | 4 | - | 43 | 121 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Paint & Body Repair Shops (SIC 6352)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 154 | (1) | 155 | 267 | 487 |
| Low sales value (\$000's) | (1) | (1) | 155 | 267 | 487 |
| High sales value (\$000's) | (1) | 155 | 267 | 487 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | 0.8 | 0.8 | 1.5 | 1.1 |
| Leverage ratios | | | | | |
| a) Debt/equity ratio (times) | 2.6 | 8.8 | -256.6 | 2.0 | 1.8 |
| b) Interest coverage ratio (times) | 4.3 | 1.5 | 0.1 | 3.8 | 8.1 |
| c) Debt ratio (times) | 0.7 | 0.9 | 1.0 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Paint & Body Repair Shops (SIC 6352)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 69 | 17 | 16 | 16 | 16 |
| Low sales value (\$000's) | 11 | 15 | 26 | 46 | 11 |
| High sales value (\$000's) | 11 | 15 | 26 | 46 | 11 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 10 | 3 | -3 | 6 | 3 |
| Depreciation | 8 | 4 | 4 | 7 | 17 |
| Other | 1 | - | -1 | 4 | 2 |
| Dividends | -4 | - | - | -3 | -11 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | - | - | 8 |
| Purchase of fixed assets | -16 | -2 | -4 | -3 | -43 |
| Increase in investment | - | - | - | -1 | -1 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 25 | 15 | 53 | - | 14 |
| Repayment of long term debt | -17 | -1 | -47 | - | -11 |
| Loans from shareholders | 4 | - | - | - | 12 |
| Repayment of loans from shareholders | -6 | -16 | - | -3 | -5 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | -2 | - | - | -5 | -2 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 5 | 3 | 3 | 11 | 3 |
| Cash & equivalents-Beginning of the year | 20 | - | 10 | 20 | 46 |
| Cash & equivalents - End of the year | 25 | 3 | 13 | 31 | 50 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Paint & Body Repair Shops (SIC 6352)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,861 | 138,928 | 8,387 | 309 | 158 |
| less than 20 | 1,801 | 106,456 | 6,427 | 305 | 157 |
| 20 - 99 | 58 | X | 1,733 | 4 | 1 |
| 100 - 499 | 2 | X | 227 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,876 | 186,495 | 9,411 | 260 | ... |
| less than 20 | 1,804 | 134,734 | 6,803 | 258 | ... |
| 20 - 99 | 70 | X | 2,340 | 2 | ... |
| 100 - 499 | 2 | X | 268 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Paint & Body Repair Shops (SIC 6352)

| | Total (1) | Bottom 25% | Lower Middle 25% | Upper Middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 256 | | | | |
| Average sales \$ | 190,428 | 42,685 | 84,972 | 152,312 | 481,741 |
| Average expense \$ | 179,280 | 36,315 | 75,477 | 145,056 | 459,672 |
| Average net profit (loss) \$ | 11,148 | 5,770 | 9,495 | 7,256 | 22,069 |
| Businesses reporting a profit (No.) | 214 | | | | |
| Average sales \$ | 194,724 | 44,058 | 81,734 | 150,195 | 492,910 |
| Average expense \$ | 176,012 | 35,208 | 65,716 | 143,728 | 459,395 |
| Average net profit \$ | 18,712 | 8,850 | 16,018 | 16,467 | 33,515 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 177,395 | 37,715 | 94,059 | 137,648 | 439,918 |
| Average expense \$ | 188,549 | 43,094 | 102,865 | 147,526 | 460,711 |
| Average net loss \$ | -11,214 | -5,379 | -8,806 | -9,878 | -20,793 |
| 1986 | | | | | |
| Number of observations in sample | 149 | | | | |
| Average sales \$ | 247,031 | 45,273 | 103,273 | 210,194 | 529,384 |
| Average expense \$ | 232,848 | 43,458 | 96,387 | 202,026 | 589,521 |
| Average net profit (loss) \$ | 14,183 | 1,815 | 6,886 | 8,168 | 39,863 |
| Businesses reporting a profit (No.) | 121 | | | | |
| Average sales \$ | 253,308 | 47,047 | 99,967 | 211,327 | 654,890 |
| Average expense \$ | 232,765 | 38,831 | 87,924 | 198,550 | 605,753 |
| Average net profit \$ | 20,543 | 8,216 | 12,043 | 12,777 | 49,137 |
| Businesses reporting a loss (No.) | 28 | | | | |
| Average sales \$ | 207,345 | 43,387 | 111,763 | 203,854 | 470,367 |
| Average expense \$ | 219,069 | 48,378 | 118,117 | 221,456 | 488,324 |
| Average net loss \$ | -11,724 | -4,991 | -6,354 | -17,592 | -17,957 |
| 1987 | | | | | |
| Number of observations in sample | 246 | | | | |
| Average sales \$ | 237,313 | 46,741 | 101,049 | 212,190 | 589,273 |
| Average expense \$ | 223,622 | 34,689 | 93,527 | 204,405 | 561,867 |
| Average net profit (loss) \$ | 13,691 | 12,052 | 7,522 | 7,785 | 27,406 |
| Businesses reporting a profit (No.) | 197 | | | | |
| Average sales \$ | 239,488 | 47,372 | 101,078 | 205,345 | 604,156 |
| Average expense \$ | 216,620 | 33,816 | 88,031 | 181,794 | 562,839 |
| Average net profit \$ | 22,868 | 13,556 | 13,047 | 23,551 | 41,317 |
| Businesses reporting a loss (No.) | 49 | | | | |
| Average sales \$ | 224,876 | 39,833 | 100,858 | 222,654 | 536,559 |
| Average expense \$ | 242,946 | 44,237 | 130,158 | 238,966 | 558,423 |
| Average net loss \$ | -17,370 | -4,404 | -29,300 | -16,312 | -21,864 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, General Stores (SIC 6412)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|-----------|------------|------------------|------------------|---------|-----|-----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 172 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | 111 | | | | 76 | | | 165 | | 372 |
| High sales value (\$000's) | (1) | 76 | | | | 165 | | | 372 | | |

| Selected expense item | [Industry average (2)] | | | | | % businesses reporting | Reporting businesses only (3) | | | | |
|-------------------------|------------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 73.9 | 72.0 | 69.1 | 79.3 | 75.0 | 93.4 | 79.1 | 72.0 | 82.9 | 82.4 | 79.7 |
| Occupancy expenses | 6.5 | 12.7 | 6.5 | 3.8 | 3.2 | 99.7 | 6.5 | 12.7 | 6.5 | 3.8 | 3.2 |
| Depreciation | 1.8 | 3.9 | 1.2 | 1.2 | 0.9 | 75.7 | 2.4 | 4.8 | 1.8 | 1.7 | 1.1 |
| Repairs & maintenance | 1.6 | 4.0 | 1.5 | 0.7 | 0.5 | 92.4 | 1.8 | 4.0 | 1.7 | 0.7 | 0.5 |
| Heat, light & telephone | 2.4 | 4.2 | 2.8 | 1.4 | 1.2 | 97.7 | 2.4 | 4.2 | 2.8 | 1.5 | 1.2 |
| Rent | 0.7 | 0.5 | 1.1 | 0.6 | 0.6 | 31.1 | 2.3 | 1.7 | 3.9 | 2.0 | 1.8 |
| Personnel expenses | 4.1 | 3.0 | 3.7 | 4.3 | 5.3 | 84.4 | 4.8 | 4.1 | 4.9 | 4.6 | 5.5 |
| Financial expenses | 2.7 | 3.9 | 1.9 | 3.7 | 3.7 | 100.0 | 2.9 | 4.0 | 2.4 | 3.6 | 1.5 |
| Interest & bank charges | 2.4 | 3.3 | 1.7 | 3.5 | 3.5 | 100.0 | 2.9 | 3.9 | 2.8 | 3.8 | 1.3 |
| Professional fees | 0.3 | 0.5 | 0.3 | 0.2 | 0.2 | 100.0 | 0.5 | 1.1 | 0.4 | 0.3 | 0.3 |
| Other expenses | 13.3 | 18.3 | 17.1 | 6.5 | 11.7 | 100.0 | 13.3 | 18.3 | 17.1 | 6.5 | 11.7 |
| Profit (loss) | -0.5 | -9.7 | 1.6 | 2.6 | 3.3 | 100.0 | -0.5 | -9.7 | 1.6 | 2.6 | 3.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis. The most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as: country general stores and general stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, General Stores (SIC 6412)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 26 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 4 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 125 | -- | -- | -- | -- |
| Total current assets | 129 | -- | -- | -- | -- |
| Fixed assets | 118 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 10 | -- | -- | -- | -- |
| Total assets | 257 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 12 | -- | -- | -- | -- |
| Other current liabilities | 48 | -- | -- | -- | -- |
| Total current liabilities | 60 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 118 | -- | -- | -- | -- |
| Total liabilities | 179 | -- | -- | -- | -- |
| Total equity | 78 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, General Stores (SIC 6412)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 26 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 2.2 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.3 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.4 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

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) | 119 | -- | -- | -- | -- |
| High sales value (\$'000's) | | -- | -- | -- | -- |
| | | Average (\$'000's) | | | |
| Operating activities | | | | | |
| Cash from operations | 20 | -- | -- | -- | -- |
| Depreciation | 6 | -- | -- | -- | -- |
| Other | 6 | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | - | -- | -- | -- | -- |
| Purchase of fixed assets | -6 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 18 | -- | -- | -- | -- |
| Repayment of long term debt | -18 | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -8 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -2 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 17 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 14 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 31 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, General Merchandise Stores (SIC 641)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$'000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|-----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,713 | 1,118,679 | 98.528 | 255 | 168 |
| less than 20 | 1,660 | 43,973 | 3.860 | 253 | 166 |
| 20 - 99 | 25 | 13,006 | 1.150 | 2 | 1 |
| 100 - 499 | 11 | 15,478 | 1.391 | - | - |
| 500 and over | 17 | 1,046,222 | 92.127 | - | 1 |
| 1987 | | | | | |
| Total | 1,808 | 1,276,143 | 104,101 | 310 | ... |
| less than 20 | 1,744 | 54,871 | 4.464 | 337 | ... |
| 20 - 99 | 33 | 13,160 | 1.074 | 3 | ... |
| 100 - 499 | 15 | 20,831 | 1.698 | 2 | ... |
| 500 and over | 16 | 1,187,281 | 96.865 | - | ... |

(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 should be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. A business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, General Stores (SIC 5412)

| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|---------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 227 | | | | |
| Average sales \$ | 231,018 | 59,333 | 122,758 | 230,934 | 511,347 |
| Average expense \$ | 220,468 | 55,543 | 120,711 | 222,908 | 482,711 |
| Average net profit (loss) \$ | 10,550 | 3,790 | 2,047 | 7,726 | 28,636 |
| Businesses reporting a profit (No.) | 184 | | | | |
| Average sales \$ | 230,728 | 54,720 | 125,159 | 234,057 | 508,976 |
| Average expense \$ | 216,701 | 45,281 | 118,312 | 223,169 | 480,042 |
| Average net profit \$ | 14,027 | 9,439 | 6,847 | 10,888 | 28,934 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 296,475 | 67,982 | 119,215 | 212,524 | 786,177 |
| Average expense \$ | 303,154 | 74,786 | 124,251 | 221,531 | 792,046 |
| Average net loss \$ | -6,679 | -6,804 | -5,036 | -9,007 | -5,869 |
| 1986 | | | | | |
| Number of observations in sample | 167 | | | | |
| Average sales \$ | 244,170 | 56,737 | 123,947 | 199,531 | 596,463 |
| Average expense \$ | 239,008 | 62,889 | 118,849 | 193,729 | 580,565 |
| Average net profit (loss) \$ | 5,162 | -6,152 | 5,098 | 5,802 | 15,898 |
| Businesses reporting a profit (No.) | 134 | | | | |
| Average sales \$ | 257,502 | 75,905 | 126,648 | 217,658 | 609,898 |
| Average expense \$ | 245,986 | 70,181 | 118,434 | 204,523 | 590,806 |
| Average net profit \$ | 11,516 | 5,624 | 8,214 | 13,135 | 19,092 |
| Businesses reporting a loss (No.) | 33 | | | | |
| Average sales \$ | 206,898 | 46,375 | 117,547 | 181,354 | 482,315 |
| Average expense \$ | 213,806 | 58,926 | 119,834 | 182,906 | 493,558 |
| Average net loss \$ | -6,908 | -12,551 | -2,287 | -1,552 | -11,243 |
| 1987 | | | | | |
| Number of observations in sample | 143 | | | | |
| Average sales \$ | 270,195 | 47,460 | 91,167 | 263,990 | 678,161 |
| Average expense \$ | 263,682 | 55,604 | 90,816 | 255,702 | 652,604 |
| Average net profit (loss) \$ | 6,513 | -8,144 | 351 | 8,288 | 25,557 |
| Businesses reporting a profit (No.) | 111 | | | | |
| Average sales \$ | 257,432 | 40,154 | 87,876 | 261,416 | 640,280 |
| Average expense \$ | 245,169 | 38,063 | 85,030 | 248,288 | 609,295 |
| Average net profit \$ | 12,263 | 2,091 | 2,846 | 13,128 | 30,985 |
| Businesses reporting a loss (No.) | 32 | | | | |
| Average sales \$ | 338,265 | 51,272 | 95,880 | 274,727 | 930,180 |
| Average expense \$ | 348,248 | 64,756 | 100,863 | 286,638 | 940,733 |
| Average net loss \$ | -9,983 | -13,484 | -3,983 | -11,911 | -10,553 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Other General Merchandise Stores (SIC 6413)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|--|
| Businesses in sample (No.) | 510 | | | | | | | | | | | |
| Low sales value (\$000's) | 111 | 111 | 110 | 199 | 324 | | | | | | | |
| High sales value (\$000's) | 447 | 110 | 199 | 324 | 447 | | | | | | | |
| 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 | 72.9 | 70.8 | 74.2 | 73.3 | 73.0 | 96.0 | 75.9 | 73.7 | 76.3 | 76.5 | 77.0 | |
| Occupancy expenses | 6.0 | 6.1 | 6.1 | 5.7 | 4.3 | 98.9 | 6.1 | 6.4 | 6.1 | 5.7 | 4.3 | |
| Depreciation | 1.2 | 1.2 | 1.5 | 1.2 | 1.0 | 75.0 | 1.6 | 2.2 | 2.0 | 1.5 | 1.2 | |
| Repairs & maintenance | 0.7 | 0.8 | 0.8 | 0.6 | 0.4 | 77.5 | 0.9 | 1.5 | 1.0 | 0.7 | 0.6 | |
| Heat, light & telephone | 1.7 | 2.3 | 1.9 | 1.6 | 1.1 | 93.0 | 1.8 | 2.9 | 1.9 | 1.6 | 1.1 | |
| Rent | 2.4 | 3.8 | 1.9 | 2.4 | 1.8 | 53.6 | 4.6 | 7.0 | 3.4 | 4.4 | 3.4 | |
| Personnel expenses | 5.4 | 5.9 | 4.7 | 4.2 | 6.8 | 78.6 | 6.9 | 9.7 | 6.2 | 5.0 | 7.2 | |
| Financial expenses | 2.5 | 3.8 | 2.8 | 2.1 | 1.3 | 96.0 | 2.6 | 4.2 | 2.8 | 2.1 | 1.3 | |
| Interest & bank charges | 2.0 | 3.1 | 2.0 | 1.7 | 1.0 | 82.4 | 2.4 | 4.6 | 2.2 | 1.9 | 1.3 | |
| Professional fees | 0.5 | 0.7 | 0.7 | 0.3 | 0.3 | 88.1 | 0.6 | 0.9 | 0.8 | 0.4 | 0.3 | |
| Other expenses | 8.8 | 8.7 | 7.8 | 8.7 | 10.1 | 100.0 | 8.8 | 8.7 | 7.8 | 8.7 | 10.1 | |
| Profit (loss) | 4.5 | 2.7 | 4.5 | 6.1 | 4.5 | 97.7 | 4.6 | 2.8 | 4.5 | 6.1 | 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 \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6413 - Other General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where one commodity line accounts for more than 50% of total revenue. General merchandise stores (except department stores and general stores), mail order offices of department stores and variety stores are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Other General Merchandise Stores (SIC 6413)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 93 | | | | |
| Low sales value (\$000's) | (1) | (1) | 124 | 304 | 590 |
| High sales value (\$000's) | (1) | 124 | 304 | 590 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 4 | 10 | - | 2 | 5 |
| Inventory | - | - | - | - | - |
| Other current assets | 63 | 18 | 24 | 76 | 129 |
| Total current assets | 67 | 28 | 24 | 78 | 135 |
| Fixed assets | 38 | 8 | 13 | 63 | 63 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 22 | 3 | 42 | 26 | 12 |
| Total assets | 127 | 39 | 79 | 168 | 210 |
| Liabilities and equity | | | | | |
| Current loans | 11 | - | 11 | 10 | 22 |
| Other current liabilities | 34 | 6 | 17 | 41 | 69 |
| Total current liabilities | 46 | 6 | 28 | 52 | 91 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 1 | - | 3 | 3 |
| Other liabilities | 47 | 25 | 31 | 73 | 55 |
| Total liabilities | 94 | 32 | 59 | 128 | 149 |
| Total equity | 33 | 7 | 20 | 40 | 61 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Other General Merchandise Stores (SIC 6413)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 93 | | | | |
| Low sales value (\$000's) | (1) | (1) | 124 | 304 | 590 |
| High sales value (\$000's) | (1) | 124 | 304 | 590 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 4.4 | 0.8 | 1.5 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.9 | 4.7 | 3.0 | 3.2 | 2.5 |
| Interest coverage ratio (times) | 2.0 | 0.9 | 0.8 | 1.6 | 3.3 |
| Debt ratio (times) | 0.7 | 0.8 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Other General Merchandise Stores (SIC 6413)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 714 | | | | |
| Average sales \$ | 236,193 | 53,209 | 135,473 | 233,427 | 522,423 |
| Average expense \$ | 223,538 | 51,683 | 127,974 | 218,455 | 496,199 |
| Average net profit (loss) \$ | 12,595 | 1,526 | 7,599 | 14,972 | 26,284 |
| Businesses reporting a profit (No.) | 615 | | | | |
| Average sales \$ | 246,015 | 54,205 | 138,240 | 233,492 | 558,122 |
| Average expense \$ | 228,363 | 47,170 | 126,710 | 217,002 | 522,565 |
| Average net profit \$ | 17,652 | 7,035 | 11,530 | 16,490 | 35,553 |
| Businesses reporting a loss (No.) | 99 | | | | |
| Average sales \$ | 199,454 | 51,853 | 126,211 | 232,171 | 387,581 |
| Average expense \$ | 208,051 | 57,832 | 131,768 | 246,300 | 396,305 |
| Average net loss \$ | -8,597 | -5,979 | -5,557 | -14,129 | -8,724 |
| 1986 | | | | | |
| Number of observations in sample | 479 | | | | |
| Average sales \$ | 270,587 | 74,418 | 148,798 | 246,713 | 612,417 |
| Average expense \$ | 258,287 | 70,948 | 139,212 | 230,743 | 592,245 |
| Average net profit (loss) \$ | 12,300 | 3,470 | 9,586 | 15,970 | 20,172 |
| Businesses reporting a profit (No.) | 404 | | | | |
| Average sales \$ | 266,112 | 76,134 | 150,180 | 246,940 | 591,193 |
| Average expense \$ | 249,054 | 68,549 | 137,351 | 228,056 | 562,260 |
| Average net profit \$ | 17,058 | 7,585 | 12,829 | 18,884 | 28,933 |
| Businesses reporting a loss (No.) | 75 | | | | |
| Average sales \$ | 292,657 | 70,323 | 142,699 | 244,887 | 712,718 |
| Average expense \$ | 302,588 | 76,674 | 147,420 | 252,308 | 733,951 |
| Average net loss \$ | -9,931 | -6,351 | -4,721 | -7,421 | -21,233 |
| 1987 | | | | | |
| Number of observations in sample | 531 | | | | |
| Average sales \$ | 253,422 | 72,485 | 153,465 | 253,518 | 534,218 |
| Average expense \$ | 242,326 | 71,193 | 147,004 | 238,630 | 512,476 |
| Average net profit (loss) \$ | 11,096 | 1,292 | 6,461 | 14,888 | 21,742 |
| Businesses reporting a profit (No.) | 445 | | | | |
| Average sales \$ | 254,185 | 73,973 | 159,353 | 254,429 | 528,986 |
| Average expense \$ | 236,955 | 66,956 | 144,375 | 236,345 | 500,144 |
| Average net profit \$ | 17,230 | 7,017 | 14,977 | 18,084 | 28,842 |
| Businesses reporting a loss (No.) | 86 | | | | |
| Average sales \$ | 254,104 | 69,843 | 140,070 | 247,987 | 558,516 |
| Average expense \$ | 263,486 | 78,712 | 152,985 | 252,502 | 569,745 |
| Average net loss \$ | -9,382 | -8,869 | -12,915 | -4,515 | -11,229 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Florist Shops (SIC 6521)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 151 | | | | | | | | | | |
| Low sales value (\$000's) | 1 | (1) | 50 | 105 | 233 | | | | | | |
| High sales value (\$000's) | (1) | 50 | 105 | 233 | (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 | 50.9 | 66.5 | 50.9 | 47.8 | 39.2 | 95.7 | 53.2 | 66.5 | 53.5 | 48.5 | 43.8 |
| Occupancy expenses | 14.3 | 20.4 | 17.4 | 10.6 | 9.1 | 99.1 | 14.4 | 20.4 | 18.1 | 10.6 | 9.1 |
| Depreciation | 1.9 | 1.4 | 2.2 | 2.1 | 1.8 | 72.9 | 2.6 | 3.4 | 3.5 | 2.5 | 1.8 |
| Repairs & maintenance | 1.4 | 2.7 | 1.3 | 1.1 | 0.7 | 69.3 | 2.0 | 5.3 | 2.0 | 1.2 | 0.9 |
| Heat, light & telephone | 3.4 | 4.0 | 3.9 | 2.6 | 3.2 | 97.0 | 3.5 | 4.1 | 4.3 | 2.6 | 3.2 |
| Rent | 7.5 | 12.2 | 10.1 | 4.7 | 3.5 | 73.4 | 10.3 | 13.8 | 14.5 | 8.5 | 4.2 |
| Personnel expenses | 12.0 | 2.0 | 8.8 | 14.1 | 22.5 | 76.8 | 15.6 | 4.8 | 13.4 | 14.1 | 22.8 |
| Financial expenses | 2.6 | 2.3 | 3.2 | 2.7 | 2.3 | 92.9 | 2.8 | 2.7 | 3.3 | 3.0 | 2.4 |
| Interest & bank charges | 1.8 | 1.3 | 2.2 | 2.1 | 1.5 | 72.3 | 2.5 | 3.1 | 2.9 | 2.6 | 1.7 |
| Professional fees | 0.9 | 1.0 | 1.0 | 0.6 | 0.8 | 85.7 | 1.0 | 1.5 | 1.1 | 0.7 | 0.9 |
| Other expenses | 18.7 | 16.8 | 20.4 | 16.0 | 21.4 | 100.0 | 18.7 | 16.8 | 20.4 | 16.0 | 21.4 |
| Profit (loss) | 1.5 | -7.9 | -0.7 | 8.8 | 5.5 | 99.1 | 1.5 | -7.9 | -0.8 | 8.8 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6521 - Florist Shops

Businesses primarily engaged in retail dealing in cut flowers, potted plants and the like. These businesses may be secondarily engaged in selling seeds, bulbs, nursery stock and garden supplies. Businesses engaged in retail cut flowers, florist shops, retail potted plants and retail fresh flowers and wreaths are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Florist Shops (SIC 6521)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 82 | | | | |
| Low sales value (\$000's) | (1) | (1) | 51 | 264 | 488 |
| High sales value (\$000's) | (1) | 51 | 264 | 488 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 15 | 2 | 4 | 9 | 43 |
| Inventory | - | - | - | - | - |
| Other current assets | 46 | 12 | 27 | 42 | 39 |
| Total current assets | 61 | 14 | 31 | 51 | 142 |
| Fixed assets | 56 | 20 | 62 | 28 | 107 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 20 | 3 | 4 | 16 | 54 |
| Total assets | 137 | 38 | 98 | 96 | 303 |
| Liabilities and equity | | | | | |
| Current loans | 9 | 1 | 3 | 4 | 27 |
| Other current liabilities | 52 | 8 | 36 | 56 | 101 |
| Total current liabilities | 61 | 9 | 40 | 60 | 128 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 10 | - | 13 | - | 25 |
| Other liabilities | 35 | 42 | 36 | 11 | 53 |
| Total liabilities | 106 | 52 | 88 | 71 | 205 |
| Total equity | 31 | -14 | 10 | 25 | 98 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Florist Shops (SIC 6521)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 82 | | | | |
| Low sales value (\$000's) | (1) | (1) | 51 | 264 | 488 |
| High sales value (\$000's) | (1) | 51 | 264 | 488 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.0 | 1.5 | 0.8 | 0.9 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.4 | -3.8 | 9.1 | 2.9 | 2.1 |
| Interest coverage ratio (times) | 2.4 | ... | 0.8 | 4.5 | 3.1 |
| Debt ratio (times) | 0.8 | 1.4 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Florist Shops (SIC 6521)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 69 | | | | 69 |
| Low sales value (\$000's) | (1) | (1) | 233 | 286 | 613 |
| High sales value (\$000's) | (1) | 233 | 286 | 513 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 18 | -3 | 8 | 23 | 27 |
| Depreciation | 8 | 3 | 6 | 7 | 16 |
| Other | -5 | 13 | -5 | -12 | -14 |
| Dividends | -6 | - | -4 | -6 | -12 |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | - | - | - | 15 |
| Purchase of fixed assets | -8 | -3 | -4 | -3 | -24 |
| Increase in investment | -1 | - | - | -1 | -2 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 1 | 1 | - | 1 | - |
| Repayment of long term debt | -11 | -16 | -3 | -14 | -6 |
| Loans from shareholders | 5 | 7 | 9 | 2 | 9 |
| Repayment of loans from shareholders | -3 | -1 | - | - | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | 2 | - | - | - |
| Increase(decrease) in cash & equivalents | 2 | 4 | 2 | -3 | 6 |
| Cash & equivalents-Beginning of the year | 8 | - | 5 | 10 | 14 |
| Cash & equivalents - End of the year | 10 | 4 | 7 | 7 | 20 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Florist Shops (SIC 6521)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 959 | 47,693 | 5,122 | 118 | 102 |
| less than 20 | 923 | 32,374 | 3,472 | 117 | 102 |
| 20 - 99 | 34 | X | 1,035 | 1 | - |
| 100 - 499 | 2 | X | 615 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,147 | 67,729 | 5,485 | 188 | ... |
| less than 20 | 1,111 | 45,738 | 3,701 | 188 | ... |
| 20 - 99 | 32 | 12,451 | 1,010 | - | ... |
| 100 - 499 | 4 | 9,540 | 774 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Florist Shops (SIC 6521)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 424 | | | | |
| Average sales \$ | 158,539 | 53,542 | 112,291 | 167,796 | 300,385 |
| Average expense \$ | 153,324 | 51,948 | 106,533 | 161,715 | 293,341 |
| Average net profit (loss) \$ | 5,205 | 1,594 | 5,638 | 6,081 | 7,344 |
| Businesses reporting a profit (No.) | 345 | | | | |
| Average sales \$ | 159,880 | 59,808 | 113,850 | 168,687 | 297,175 |
| Average expense \$ | 150,495 | 51,930 | 103,874 | 161,965 | 284,211 |
| Average net profit \$ | 9,385 | 7,878 | 9,976 | 6,722 | 12,964 |
| Businesses reporting a loss (No.) | 79 | | | | |
| Average sales \$ | 153,164 | 43,853 | 105,636 | 149,957 | 313,208 |
| Average expense \$ | 163,801 | 51,978 | 118,199 | 156,710 | 328,318 |
| Average net loss \$ | -10,637 | -8,125 | -12,563 | -6,753 | -15,110 |
| 1986 | | | | | |
| Number of observations in sample | 103 | | | | |
| Average sales \$ | 186,300 | 57,829 | 104,206 | 177,620 | 405,544 |
| Average expense \$ | 175,304 | 54,709 | 94,919 | 174,826 | 376,763 |
| Average net profit (loss) \$ | 10,996 | 3,120 | 9,287 | 2,794 | 28,781 |
| Businesses reporting a profit (No.) | 86 | | | | |
| Average sales \$ | 184,849 | 58,293 | 102,106 | 195,449 | 383,548 |
| Average expense \$ | 168,885 | 53,698 | 89,206 | 184,739 | 347,896 |
| Average net profit \$ | 15,964 | 4,595 | 12,900 | 10,710 | 35,652 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 213,203 | 55,119 | 110,322 | 164,327 | 523,045 |
| Average expense \$ | 217,644 | 60,613 | 111,563 | 167,435 | 530,964 |
| Average net loss \$ | -4,441 | -5,494 | -1,241 | -3,108 | -7,919 |
| 1987 | | | | | |
| Number of observations in sample | 165 | | | | |
| Average sales \$ | 190,556 | 34,071 | 72,625 | 146,705 | 508,821 |
| Average expense \$ | 183,492 | 40,059 | 73,815 | 135,016 | 485,076 |
| Average net profit (loss) \$ | 7,064 | -5,988 | -1,190 | 11,689 | 23,745 |
| Businesses reporting a profit (No.) | 128 | | | | |
| Average sales \$ | 193,183 | 39,749 | 77,218 | 137,406 | 518,359 |
| Average expense \$ | 178,882 | 37,670 | 70,773 | 121,608 | 485,477 |
| Average net profit \$ | 14,301 | 2,079 | 6,445 | 15,798 | 32,882 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 185,466 | 31,924 | 67,258 | 183,962 | 458,719 |
| Average expense \$ | 197,509 | 40,962 | 77,370 | 188,730 | 482,972 |
| Average net loss \$ | -12,043 | -9,038 | -10,112 | -4,768 | -24,253 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

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.) | 286 | (1) | 107 | 230 | 549 | | | | | | |
| Low sales value (\$'000's) | (1) | 107 | 230 | 549 | (1) | | | | | | |
| High sales value (\$'000's) | (1) | 107 | 230 | 549 | (1) | | | | | | |
| Selected expense item | Industry average (2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 64.0 | 61.3 | 64.4 | 65.4 | 64.9 | 96.6 | 66.3 | 63.9 | 67.5 | 67.0 | 66.5 |
| Occupancy expenses | 5.5 | 6.5 | 5.7 | 5.2 | 4.6 | 100.0 | 5.5 | 6.5 | 5.7 | 5.2 | 4.6 |
| Depreciation | 1.2 | 1.6 | 1.2 | 1.1 | 0.9 | 86.7 | 1.4 | 2.2 | 1.5 | 1.2 | 1.0 |
| Repairs & maintenance | 0.4 | 0.6 | 0.4 | 0.3 | 0.4 | 60.8 | 0.7 | 2.0 | 0.6 | 0.4 | 0.5 |
| Heat, light & telephone | 1.1 | 1.1 | 1.3 | 1.2 | 0.9 | 86.9 | 1.3 | 1.6 | 1.5 | 1.3 | 0.9 |
| Rent | 2.7 | 3.2 | 2.7 | 2.6 | 2.3 | 69.6 | 3.9 | 3.8 | 4.5 | 4.3 | 3.1 |
| Personnel expenses | 9.4 | 5.0 | 8.8 | 9.5 | 14.2 | 81.6 | 11.6 | 7.6 | 12.5 | 10.7 | 14.2 |
| Financial expenses | 2.4 | 2.6 | 2.1 | 2.9 | 2.0 | 96.9 | 2.5 | 2.7 | 2.2 | 3.0 | 2.0 |
| Interest & bank charges | 1.9 | 1.9 | 1.7 | 2.4 | 1.6 | 86.4 | 2.2 | 2.1 | 2.1 | 2.8 | 1.8 |
| Professional fees | 0.5 | 0.6 | 0.5 | 0.5 | 0.4 | 90.5 | 0.5 | 0.7 | 0.5 | 0.5 | 0.4 |
| Other expenses | 11.5 | 13.3 | 10.0 | 12.5 | 10.3 | 100.0 | 11.5 | 13.3 | 10.0 | 12.5 | 10.3 |
| Profit (loss) | 7.2 | 11.3 | 9.0 | 4.5 | 4.0 | 100.0 | 7.2 | 11.3 | 9.0 | 4.5 | 4.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc. This industry includes retail builders' hardware, retail carpenters' tools, retail electrical supplies, retail fasteners (except clothing), retail furniture and cabinet fittings, retail hand edge tools, hardware stores, retail mechanics' measuring tools, retail mechanics' tools, retail nail, retail plumbing supplies and retail power driven hand tools.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Hardware Stores (SIC 6531)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 205 | | | | |
| Low sales value (\$000's) | (1) | (1) | 231 | 414 | 757 |
| High sales value (\$000's) | (1) | 231 | 414 | 757 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 26 | 5 | 17 | 23 | 58 |
| Inventory | - | - | - | - | - |
| Other current assets | 159 | 46 | 90 | 184 | 290 |
| Total current assets | 179 | 51 | 107 | 207 | 348 |
| Fixed assets | 51 | 8 | 17 | 56 | 123 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 58 | 86 | 24 | 44 | 78 |
| Total assets | 288 | 145 | 148 | 307 | 549 |
| Liabilities and equity | | | | | |
| Current loans | 32 | 9 | 19 | 31 | 67 |
| Other current liabilities | 72 | 11 | 34 | 95 | 146 |
| Total current liabilities | 104 | 20 | 53 | 127 | 213 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 12 | - | 12 | 14 | 22 |
| Other liabilities | 69 | 38 | 34 | 77 | 127 |
| Total liabilities | 185 | 58 | 99 | 218 | 363 |
| Total equity | 103 | 87 | 49 | 90 | 186 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Hardware Stores (SIC 6531)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 205 | | | | |
| Low sales value (\$000's) | (1) | (1) | 231 | 414 | 757 |
| High sales value (\$000's) | (1) | 231 | 414 | 757 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 2.6 | 2.0 | 1.6 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.8 | 0.7 | 2.0 | 2.4 | 1.9 |
| Interest coverage ratio (times) | 3.3 | 4.8 | 2.9 | 2.8 | 3.6 |
| Debt ratio (times) | 0.6 | 0.4 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit = interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Hardware Stores (SIC 5531)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 147 | 111 | 227 | 114 | 75 |
| Low sales value (\$000's) | 11 | 227 | 414 | 757 | 111 |
| High sales value (\$000's) | 11 | 227 | 414 | 757 | 111 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 20 | 6 | 10 | 18 | 47 |
| Depreciation | 6 | 3 | 5 | 1 | 12 |
| Other | 2 | 65 | -8 | -14 | -34 |
| Dividends | -6 | -6 | -7 | -5 | -7 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | 2 | 2 | 10 |
| Purchase of fixed assets | -32 | -65 | -4 | -16 | -46 |
| Increase in investment | -5 | -1 | - | -6 | -11 |
| Decrease in investment | 1 | - | - | 1 | 4 |
| Financing activities | | | | | |
| Increase in long term debt | 16 | 1 | 1 | 15 | 48 |
| Repayment of long term debt | -8 | -1 | -6 | -7 | -18 |
| Loans from shareholders | 7 | 4 | - | 9 | 14 |
| Repayment of loans from shareholders | -5 | -2 | -2 | -6 | -11 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | -2 | - | - | -2 | -6 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -3 | 3 | -9 | -6 | - |
| Cash & equivalents—Beginning of the year | 45 | 180 | 11 | 7 | -12 |
| Cash & equivalents—End of the year | 42 | 184 | 2 | 1 | -11 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Hardware, Paint, Glass and Wallpaper Stores (SIC 553)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,444 | 89,201 | 7,435 | 149 | 113 |
| less than 20 | 1,407 | 66,231 | 5,540 | 147 | 112 |
| 20 - 99 | 34 | 12,439 | 1,012 | 2 | 1 |
| 100 - 499 | 2 | X | 420 | - | - |
| 500 and over | 1 | X | 463 | - | - |
| 1987 | | | | | |
| Total | 1,599 | 135,077 | 10,558 | 201 | ... |
| less than 20 | 1,516 | 86,678 | 6,801 | 192 | ... |
| 20 - 99 | 76 | 31,200 | 2,396 | 7 | ... |
| 100 - 499 | 4 | 4,583 | 370 | 1 | ... |
| 500 and over | 3 | 12,516 | 991 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Hardware Stores (SIC 6531)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 260 | | | | |
| Average sales \$ | 391,268 | 68,795 | 185,477 | 389,472 | 921,329 |
| Average expense \$ | 374,188 | 66,030 | 179,966 | 377,903 | 872,852 |
| Average net profit (loss) \$ | 17,080 | 2,765 | 5,511 | 11,569 | 48,477 |
| Businesses reporting a profit (No.) | 229 | | | | |
| Average sales \$ | 398,947 | 82,425 | 179,720 | 410,599 | 923,043 |
| Average expense \$ | 373,572 | 72,887 | 185,633 | 383,828 | 871,941 |
| Average net profit \$ | 25,375 | 9,538 | 14,087 | 26,771 | 51,102 |
| Businesses reporting a loss (No.) | 31 | | | | |
| Average sales \$ | 366,848 | 37,173 | 213,428 | 344,558 | 872,234 |
| Average expense \$ | 390,991 | 50,121 | 249,560 | 365,307 | 898,974 |
| Average net loss \$ | -24,143 | -12,948 | -36,132 | -20,749 | -26,740 |
| 1986 | | | | | |
| Number of observations in sample | 264 | | | | |
| Average sales \$ | 367,913 | 92,500 | 197,903 | 351,589 | 829,660 |
| Average expense \$ | 355,794 | 86,725 | 197,900 | 343,290 | 795,260 |
| Average net profit (loss) \$ | 12,119 | 5,775 | 3 | 8,299 | 34,400 |
| Businesses reporting a profit (No.) | 204 | | | | |
| Average sales \$ | 378,509 | 104,371 | 216,860 | 344,748 | 848,057 |
| Average expense \$ | 358,104 | 92,890 | 200,497 | 330,395 | 808,634 |
| Average net profit \$ | 20,405 | 11,481 | 16,363 | 14,353 | 39,423 |
| Businesses reporting a loss (No.) | 60 | | | | |
| Average sales \$ | 321,711 | 65,298 | 176,761 | 393,828 | 650,957 |
| Average expense \$ | 338,966 | 72,601 | 195,003 | 422,910 | 665,350 |
| Average net loss \$ | -17,255 | -7,303 | -18,242 | -29,082 | -14,393 |
| 1987 | | | | | |
| Number of observations in sample | 319 | | | | |
| Average sales \$ | 372,044 | 73,058 | 166,295 | 342,309 | 906,512 |
| Average expense \$ | 354,471 | 68,070 | 151,008 | 329,359 | 869,446 |
| Average net profit (loss) \$ | 17,573 | 4,988 | 15,287 | 12,950 | 37,066 |
| Businesses reporting a profit (No.) | 258 | | | | |
| Average sales \$ | 375,637 | 75,577 | 161,066 | 341,555 | 924,349 |
| Average expense \$ | 349,582 | 63,260 | 143,598 | 319,764 | 871,707 |
| Average net profit \$ | 26,055 | 12,317 | 17,468 | 21,791 | 52,642 |
| Businesses reporting a loss (No.) | 61 | | | | |
| Average sales \$ | 366,129 | 69,125 | 211,710 | 344,703 | 838,977 |
| Average expense \$ | 377,925 | 75,580 | 215,375 | 359,858 | 860,885 |
| Average net loss \$ | -11,796 | -6,455 | -3,665 | -15,155 | -21,908 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Sporting Goods Stores (SIC 6541)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 191 | (1) | 67 | 203 | 407 | | | | | | |
| Low sales value (\$000's) | 191 | 87 | 203 | 407 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 87 | 203 | 407 | (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 | 60.6 | 65.2 | 54.8 | 59.9 | 62.8 | 94.5 | 64.2 | 69.9 | 62.6 | 61.8 | 62.8 |
| Occupancy expenses | 8.4 | 12.6 | 8.8 | 6.7 | 5.9 | 100.0 | 8.4 | 12.6 | 8.8 | 6.7 | 5.9 |
| Depreciation | 1.5 | 3.2 | 1.3 | 0.8 | 1.0 | 86.5 | 1.8 | 4.4 | 1.5 | 0.9 | 1.1 |
| Repairs & maintenance | 0.7 | 1.2 | 0.5 | 0.7 | 0.6 | 67.5 | 1.1 | 1.7 | 1.0 | 1.0 | 0.8 |
| Heat, light & telephone | 1.9 | 4.2 | 1.6 | 1.0 | 1.1 | 92.1 | 2.1 | 4.2 | 2.0 | 1.1 | 1.1 |
| Rent | 4.2 | 4.1 | 5.4 | 4.2 | 3.2 | 67.1 | 6.3 | 11.4 | 7.2 | 5.7 | 3.9 |
| Personnel expenses | 11.7 | 7.7 | 9.2 | 14.0 | 15.7 | 87.6 | 13.4 | 11.3 | 10.8 | 14.4 | 15.9 |
| Financial expenses | 2.9 | 5.9 | 1.7 | 2.5 | 1.9 | 95.4 | 3.1 | 6.3 | 1.9 | 2.5 | 1.9 |
| Interest & bank charges | 2.2 | 4.9 | 1.1 | 1.8 | 1.3 | 80.5 | 2.8 | 5.7 | 1.4 | 2.2 | 1.8 |
| Professional fees | 0.7 | 1.1 | 0.5 | 0.7 | 0.5 | 79.4 | 0.9 | 1.4 | 0.9 | 0.8 | 0.6 |
| Other expenses | 15.5 | 20.5 | 17.0 | 13.4 | 11.4 | 100.0 | 15.5 | 20.5 | 17.0 | 13.4 | 11.4 |
| Profit (loss) | 0.8 | -11.9 | 8.5 | 3.5 | 2.2 | 99.9 | 0.8 | -11.9 | 8.5 | 3.5 | 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 \$25,000 and \$2,000,000.

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$

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 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (including uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (except tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Sporting Goods Stores (SIC 6541)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 131 | | | | |
| Low sales value (\$000's) | (1) | (1) | 143 | 347 | 714 |
| High sales value (\$000's) | (1) | 143 | 347 | 714 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 16 | - | 4 | 10 | 48 |
| Inventory | - | - | - | - | - |
| Other current assets | 176 | 49 | 114 | 169 | 366 |
| Total current assets | 191 | 50 | 118 | 179 | 414 |
| Fixed assets | 35 | 3 | 17 | 46 | 71 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 26 | 17 | 3 | 11 | 72 |
| Total assets | 252 | 69 | 138 | 236 | 557 |
| Liabilities and equity | | | | | |
| Current loans | 30 | 3 | 11 | 38 | 65 |
| Other current liabilities | 100 | 54 | 40 | 101 | 200 |
| Total current liabilities | 129 | 57 | 51 | 139 | 265 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | 2 | 3 | 4 | 4 |
| Other liabilities | 53 | - | 24 | 48 | 139 |
| Total liabilities | 185 | 59 | 78 | 192 | 408 |
| Total equity | 66 | 10 | 59 | 45 | 149 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Sporting Goods Stores (SIC 6541)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 131 | | | | |
| Low sales value (\$000's) | (1) | (1) | 143 | 347 | 714 |
| High sales value (\$000's) | (1) | 143 | 347 | 714 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 0.9 | 2.3 | 1.3 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.8 | 5.8 | 1.3 | 4.3 | 2.7 |
| Interest coverage ratio (times) | 2.7 | 0.3 | 1.3 | 2.8 | 3.2 |
| Debt ratio (times) | 0.7 | 0.9 | 0.6 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Sporting Goods Stores (SIC 6541)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | | (1) | 334 | 519 | 916 |
| Low sales value (\$000's) | | 334 | 519 | 818 | 916 |
| High sales value (\$000's) | | | | | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 15 | 9 | - | 12 | 41 |
| Depreciation | 8 | 3 | 7 | 9 | 13 |
| Other | -15 | - | -21 | 1 | -40 |
| Dividends | -3 | - | - | -10 | -4 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | - | 10 | 2 |
| Purchase of fixed assets | -12 | -1 | -12 | -18 | -15 |
| Increase in investment | -1 | - | - | -1 | -1 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 13 | 4 | 11 | 21 | 14 |
| Repayment of long term debt | -6 | -2 | -3 | -7 | -10 |
| Loans from shareholders | 12 | - | 23 | 6 | 18 |
| Repayment of loans from shareholders | -7 | -1 | -6 | -9 | -11 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | 1 |
| Decrease in equity | - | - | - | -1 | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 8 | 11 | - | 12 | 8 |
| Cash & equivalents-Beginning of the year | -4 | 20 | 7 | -20 | -22 |
| Cash & equivalents - End of the year | 4 | 31 | 7 | -8 | -14 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 770 | 47,097 | 4,516 | 117 | 96 |
| less than 20 | 736 | 27,389 | 2,626 | 114 | 93 |
| 20 - 99 | 30 | 9,199 | 883 | 2 | 3 |
| 100 - 499 | 3 | X | 361 | - | - |
| 500 and over | 1 | X | 646 | 1 | - |
| 1987 | | | | | |
| Total | 896 | 74,140 | 5,633 | 132 | ... |
| less than 20 | 849 | 40,419 | 3,070 | 128 | ... |
| 20 - 99 | 38 | 17,171 | 1,303 | 3 | ... |
| 100 - 499 | 8 | X | 871 | 1 | ... |
| 500 and over | 1 | X | 389 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Sporting Goods Stores (SIC 6541)

| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|---------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 221 | | | | |
| Average sales \$ | 239,806 | 43,751 | 95,198 | 241,356 | 578,919 |
| Average expense \$ | 235,902 | 43,571 | 87,349 | 236,231 | 576,457 |
| Average net profit (loss) \$ | 3,904 | 180 | 7,849 | 5,125 | 2,462 |
| Businesses reporting a profit (No.) | 183 | | | | |
| Average sales \$ | 254,513 | 44,341 | 95,028 | 242,646 | 636,036 |
| Average expense \$ | 243,881 | 40,058 | 85,653 | 233,587 | 616,226 |
| Average net profit \$ | 10,632 | 4,283 | 9,375 | 9,059 | 19,810 |
| Businesses reporting a loss (No.) | 38 | | | | |
| Average sales \$ | 206,918 | 42,655 | 96,437 | 236,321 | 452,258 |
| Average expense \$ | 221,174 | 50,107 | 99,772 | 246,550 | 488,268 |
| Average net loss \$ | -14,256 | -7,452 | -3,335 | -10,229 | -36,010 |
| 1986 | | | | | |
| Number of observations in sample | 182 | | | | |
| Average sales \$ | 272,707 | 42,810 | 134,867 | 263,775 | 649,376 |
| Average expense \$ | 259,539 | 43,642 | 126,472 | 249,628 | 618,412 |
| Average net profit (loss) \$ | 13,168 | -832 | 8,395 | 14,147 | 30,964 |
| Businesses reporting a profit (No.) | 134 | | | | |
| Average sales \$ | 274,161 | 46,356 | 129,514 | 273,105 | 647,670 |
| Average expense \$ | 255,481 | 41,923 | 115,737 | 252,570 | 611,694 |
| Average net profit \$ | 18,680 | 4,433 | 13,777 | 20,535 | 35,976 |
| Businesses reporting a loss (No.) | 48 | | | | |
| Average sales \$ | 271,047 | 39,309 | 149,708 | 231,144 | 664,028 |
| Average expense \$ | 279,261 | 45,338 | 156,230 | 239,339 | 676,135 |
| Average net loss \$ | -8,214 | -6,029 | -6,522 | -8,195 | -12,107 |
| 1987 | | | | | |
| Number of observations in sample | 200 | | | | |
| Average sales \$ | 334,789 | 50,225 | 137,145 | 300,154 | 851,631 |
| Average expense \$ | 325,529 | 55,971 | 127,650 | 290,643 | 827,850 |
| Average net profit (loss) \$ | 9,260 | -5,746 | 9,495 | 9,511 | 23,781 |
| Businesses reporting a profit (No.) | 145 | | | | |
| Average sales \$ | 348,669 | 60,630 | 130,587 | 295,305 | 908,153 |
| Average expense \$ | 325,756 | 50,344 | 111,420 | 278,199 | 863,061 |
| Average net profit \$ | 22,913 | 10,286 | 19,167 | 17,106 | 45,092 |
| Businesses reporting a loss (No.) | 55 | | | | |
| Average sales \$ | 307,730 | 48,191 | 153,336 | 313,055 | 716,338 |
| Average expense \$ | 323,029 | 57,071 | 167,724 | 323,752 | 743,569 |
| Average net loss \$ | -15,299 | -8,880 | -14,388 | -10,697 | -27,231 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Musical Instrument and Record Stores (SIC 655)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 95 | | | | | | | | | | |
| Low sales value (\$000's) | 11 | 43 | 43 | 117 | 377 | | | | | | |
| High sales value (\$000's) | 11 | 43 | 43 | 117 | 377 | | | | | | |
| 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 | 47.0 | 35.7 | 33.9 | 55.3 | 62.7 | 89.7 | 47.0 | 35.7 | 40.0 | 55.3 | 64.1 |
| Occupancy expenses | 12.2 | 10.7 | 12.7 | 18.8 | 6.2 | 100.0 | 12.2 | 10.7 | 12.7 | 18.8 | 6.2 |
| Depreciation | 2.8 | 1.1 | 2.9 | 5.5 | 1.1 | 91.0 | 3.1 | 1.1 | 2.9 | 6.6 | 1.1 |
| Repairs & maintenance | 0.9 | 0.4 | 1.6 | 0.7 | 0.4 | 61.6 | 1.4 | 0.6 | 2.6 | 1.2 | 0.6 |
| Heat, light & telephone | 1.5 | 1.2 | 1.7 | 1.7 | 1.2 | 80.4 | 1.9 | 1.7 | 2.7 | 1.7 | 1.4 |
| Rent | 7.0 | 8.0 | 6.5 | 11.0 | 3.4 | 77.0 | 9.1 | 28.0 | 7.3 | 11.0 | 4.8 |
| Personnel expenses | 10.2 | 9.5 | 7.8 | 10.8 | 13.2 | 77.6 | 13.2 | 16.7 | 12.7 | 12.1 | 13.2 |
| Financial expenses | 2.8 | 0.6 | 1.8 | 6.3 | 1.9 | 92.9 | 3.0 | 0.6 | 2.1 | 7.1 | 2.0 |
| Interest & bank charges | 2.1 | 0.3 | 1.0 | 5.6 | 1.5 | 86.3 | 2.5 | 0.3 | 1.1 | 6.7 | 1.7 |
| Professional fees | 0.6 | 0.3 | 0.8 | 0.8 | 0.5 | 85.3 | 0.7 | 0.5 | 0.9 | 1.0 | 0.5 |
| Other expenses | 17.9 | 17.0 | 25.7 | 14.8 | 11.7 | 100.0 | 17.9 | 17.0 | 25.7 | 14.8 | 11.7 |
| Profit (loss) | 9.8 | 26.5 | 18.1 | -6.1 | 4.2 | 99.7 | 9.9 | 26.5 | 18.1 | -6.1 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6550 - Musical Instrument and Record Stores

Businesses primarily engaged in retail dealing in musical instruments, sheet music, records and tapes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Musical Instrument and Record Stores (SIC 655)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 73 | (1) | 97 | 276 | 519 |
| Low sales value (\$000's) | (1) | (1) | 97 | 276 | 519 |
| High sales value (\$000's) | (1) | 97 | 276 | 519 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 12 | 7 | 1 | 9 | 30 |
| Inventory | - | - | - | - | - |
| Other current assets | 133 | 70 | 45 | 171 | 240 |
| Total current assets | 145 | 77 | 46 | 180 | 270 |
| Fixed assets | 50 | 11 | 120 | 22 | 45 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 4 | 5 | 14 | 27 |
| Total assets | 207 | 92 | 171 | 216 | 342 |
| Liabilities and equity | | | | | |
| Current loans | 28 | 1 | 41 | 37 | 30 |
| Other current liabilities | 56 | 16 | 17 | 50 | 139 |
| Total current liabilities | 84 | 17 | 57 | 87 | 169 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 1 | 3 |
| Other liabilities | 92 | 60 | 173 | 56 | 78 |
| Total liabilities | 177 | 77 | 230 | 144 | 250 |
| Total equity | 30 | 14 | -60 | 73 | 92 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Musical Instrument and Record Stores (SIC 655)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 73 | (1) | 97 | 276 | 519 |
| Low sales value (\$000's) | (1) | (1) | 97 | 276 | 519 |
| High sales value (\$000's) | (1) | 97 | 276 | 519 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.7 | 4.6 | 0.8 | 2.1 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 5.9 | 5.3 | -3.9 | 2.0 | 2.7 |
| Interest coverage ratio (times) | 1.6 | ... | ... | 2.0 | 4.7 |
| Debt ratio (times) | 0.9 | 0.8 | 1.3 | 0.7 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Musical Instrument and Record Stores (SIC 655)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 45 | | | | |
| Low sales value (\$000's) | (1) | (1) | 37 | 340 | 340 |
| High sales value (\$000's) | (1) | 97 | 340 | 542 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 4 | - | -24 | 4 | 36 |
| Depreciation | 9 | 3 | 16 | 11 | 3 |
| Other | -10 | -2 | 1 | -10 | -28 |
| Dividends | -3 | - | - | -6 | -7 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | - | 4 | 3 |
| Purchase of fixed assets | -23 | - | -39 | -18 | -35 |
| Increase in investment | - | - | - | - | -2 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 10 | - | - | 14 | 27 |
| Repayment of long term debt | -8 | - | -11 | -17 | -5 |
| Loans from shareholders | 19 | - | 47 | 19 | 9 |
| Repayment of loans from shareholders | -3 | - | -5 | -1 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -5 | - | -16 | -1 | -3 |
| Cash & equivalents-Beginning of the year | -9 | - | 5 | -43 | 2 |
| Cash & equivalents - End of the year | -14 | - | -10 | -44 | -1 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Musical Instrument and Record Stores (SIC 655)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 439 | 23,726 | 2,259 | 69 | 43 |
| less than 20 | 419 | 15,417 | 1,462 | 68 | 41 |
| 20 - 99 | 16 | 4,472 | 423 | 1 | 2 |
| 100 - 499 | 4 | 3,837 | 368 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 451 | 36,878 | 2,783 | 62 | ... |
| less than 20 | 429 | 20,106 | 1,511 | 62 | ... |
| 20 - 99 | 18 | 7,747 | 588 | - | ... |
| 100 - 499 | 4 | 9,025 | 684 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Musical Instrument and Record Stores (SIC 655)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 34 | | | | |
| Average sales \$ | 201,657 | 33,590 | 64,079 | 126,526 | 582,432 |
| Average expense \$ | 187,121 | 30,955 | 59,821 | 111,574 | 546,132 |
| Average net profit (loss) \$ | 14,536 | 2,635 | 4,258 | 14,952 | 36,301 |
| Businesses reporting a profit (No.) | 65 | | | | |
| Average sales \$ | 234,491 | 34,498 | 64,104 | 125,660 | 713,703 |
| Average expense \$ | 207,261 | 23,081 | 57,002 | 107,211 | 641,748 |
| Average net profit \$ | 27,230 | 11,417 | 7,102 | 18,449 | 71,955 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 150,127 | 32,741 | 64,004 | 134,208 | 369,555 |
| Average expense \$ | 161,952 | 38,319 | 68,137 | 150,277 | 391,074 |
| Average net loss \$ | -11,825 | -5,578 | -4,133 | -16,069 | -21,519 |
| 1986 | | | | | |
| Number of observations in sample | 51 | | | | |
| Average sales \$ | 232,734 | 34,144 | 77,931 | 221,453 | 597,406 |
| Average expense \$ | 233,902 | 24,353 | 116,415 | 217,763 | 577,077 |
| Average net profit (loss) \$ | -1,168 | 9,791 | -38,484 | 3,690 | 20,329 |
| Businesses reporting a profit (No.) | 41 | | | | |
| Average sales \$ | 263,390 | 35,115 | 95,639 | 257,853 | 664,951 |
| Average expense \$ | 242,696 | 20,401 | 77,004 | 245,755 | 627,625 |
| Average net profit \$ | 20,694 | 14,714 | 18,635 | 12,098 | 37,326 |
| Businesses reporting a loss (No.) | 10 | | | | |
| Average sales \$ | 169,218 | 31,215 | 69,030 | 157,390 | 419,235 |
| Average expense \$ | 196,183 | 36,270 | 136,223 | 168,497 | 443,742 |
| Average net loss \$ | -26,965 | -5,055 | -67,193 | -11,107 | -24,507 |
| 1987 | | | | | |
| Number of observations in sample | 105 | | | | |
| Average sales \$ | 249,927 | 37,044 | 72,266 | 196,411 | 693,988 |
| Average expense \$ | 239,478 | 29,199 | 63,025 | 200,159 | 665,528 |
| Average net profit (loss) \$ | 10,449 | 7,845 | 9,241 | -3,748 | 28,460 |
| Businesses reporting a profit (No.) | 88 | | | | |
| Average sales \$ | 253,882 | 35,336 | 64,757 | 203,633 | 711,803 |
| Average expense \$ | 233,210 | 22,629 | 43,154 | 191,408 | 675,649 |
| Average net profit \$ | 20,672 | 12,707 | 21,603 | 12,225 | 36,154 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 218,019 | 43,268 | 83,521 | 182,165 | 563,121 |
| Average expense \$ | 238,639 | 53,144 | 92,812 | 217,417 | 591,182 |
| Average net loss \$ | -20,620 | -9,876 | -9,291 | -35,252 | -28,061 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Jewellery Stores (SIC 6561)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 121 | (1) | 80 | 297 | 433 |
| Low sales value (\$000's) | (1) | (1) | 80 | 297 | 433 |
| High sales value (\$000's) | (1) | 80 | 297 | 433 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 11 | 3 | 5 | 9 | 26 |
| Inventory | - | - | - | - | - |
| Other current assets | 198 | 43 | 114 | 218 | 390 |
| Total current assets | 209 | 46 | 119 | 227 | 416 |
| Fixed assets | 32 | 1 | 13 | 48 | 62 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 18 | 31 | 3 | 16 | 24 |
| Total assets | 259 | 78 | 136 | 291 | 502 |
| Liabilities and equity | | | | | |
| Current loans | 34 | - | 27 | 35 | 66 |
| Other current liabilities | 94 | 23 | 61 | 107 | 173 |
| Total current liabilities | 128 | 23 | 88 | 142 | 239 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | - | 7 | 7 | 7 |
| Other liabilities | 31 | 7 | 17 | 25 | 70 |
| Total liabilities | 162 | 30 | 105 | 173 | 316 |
| Total equity | 97 | 48 | 30 | 117 | 186 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Jewellery Stores (SIC 6561)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 121 | (1) | 80 | 297 | 433 |
| Low sales value (\$000's) | (1) | (1) | 80 | 297 | 433 |
| High sales value (\$000's) | (1) | 80 | 297 | 433 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 2.0 | 1.4 | 1.6 | 1.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.7 | 0.6 | 3.5 | 1.5 | 1.7 |
| Interest coverage ratio (times) | 3.3 | 31.5 | 0.2 | 3.3 | 4.5 |
| Debt ratio (times) | 0.6 | 0.4 | 0.8 | 0.6 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Jewellery Stores (SIC 6561)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 77 | | | | |
| Low sales value (\$000's) | 11 | 11 | 56 | 297 | 445 |
| High sales value (\$000's) | 16 | 56 | 297 | 445 | 11 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 10 | 12 | -21 | 19 | 3 |
| Depreciation | 8 | 4 | 5 | 11 | 12 |
| Other | - | 1 | 27 | -6 | -21 |
| Dividends | -7 | -15 | - | -7 | -6 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | - | 3 |
| Purchase of fixed assets | -14 | - | -6 | 26 | -25 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 5 | - | - | 12 | 7 |
| Repayment of long term debt | -37 | -139 | -6 | -13 | -3 |
| Loans from shareholders | 3 | 3 | - | 1 | 6 |
| Repayment of loans from shareholders | -5 | - | -2 | - | -15 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | 1 | - | -1 | - |
| Increase(decrease) in cash & equivalents | -36 | -133 | -3 | -10 | -11 |
| Cash & equivalents-Beginning of the year | 38 | 202 | -13 | -4 | -12 |
| Cash & equivalents - End of the year | 1 | 69 | -16 | -14 | -23 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Jewellery Stores (SIC 6561)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 892 | 84,253 | 7,489 | 124 | 85 |
| less than 20 | 848 | 33,480 | 2,974 | 121 | 79 |
| 20 - 99 | 36 | 12,779 | 1,137 | 2 | 6 |
| 100 - 499 | 6 | X | 572 | 1 | - |
| 500 and over | 2 | X | 2,706 | - | - |
| 1987 | | | | | |
| Total | 1,002 | 111,362 | 9,184 | 136 | ... |
| less than 20 | 952 | 44,302 | 3,650 | 133 | ... |
| 20 - 99 | 42 | 18,077 | 1,492 | 3 | ... |
| 100 - 499 | 6 | X | 1,025 | - | ... |
| 500 and over | 2 | X | 3,017 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Jewellery Stores (SIC 6561)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 290 | | | | |
| Average sales \$ | 196,539 | 36,902 | 68,585 | 150,314 | 528,359 |
| Average expense \$ | 180,032 | 33,624 | 67,357 | 140,654 | 478,793 |
| Average net profit (loss) \$ | 16,507 | 3,278 | 1,528 | 11,660 | 49,560 |
| Businesses reporting a profit (No.) | 252 | | | | |
| Average sales \$ | 191,710 | 37,681 | 69,504 | 144,878 | 514,778 |
| Average expense \$ | 169,478 | 31,386 | 61,845 | 126,823 | 457,856 |
| Average net profit \$ | 22,232 | 6,295 | 7,659 | 18,055 | 56,922 |
| Businesses reporting a loss (No.) | 38 | | | | |
| Average sales \$ | 224,701 | 34,151 | 66,413 | 171,544 | 626,695 |
| Average expense \$ | 231,948 | 41,528 | 79,372 | 176,422 | 630,471 |
| Average net loss \$ | -7,247 | -7,377 | -12,959 | -4,878 | -3,776 |
| 1986 | | | | | |
| Number of observations in sample | 104 | | | | |
| Average sales \$ | 238,289 | 40,911 | 81,268 | 214,787 | 616,191 |
| Average expense \$ | 229,483 | 47,259 | 78,466 | 206,900 | 585,306 |
| Average net profit (loss) \$ | 8,806 | -6,348 | 2,802 | 7,887 | 30,885 |
| Businesses reporting a profit (No.) | 85 | | | | |
| Average sales \$ | 243,749 | 41,649 | 84,033 | 218,207 | 631,108 |
| Average expense \$ | 223,823 | 33,769 | 69,647 | 197,611 | 594,266 |
| Average net profit \$ | 19,926 | 7,880 | 14,386 | 20,596 | 36,842 |
| Businesses reporting a loss (No.) | 19 | | | | |
| Average sales \$ | 206,148 | 40,566 | 77,625 | 198,387 | 508,012 |
| Average expense \$ | 228,850 | 53,559 | 90,083 | 251,433 | 520,326 |
| Average net loss \$ | -22,702 | -12,993 | -12,458 | -53,046 | -12,314 |
| 1987 | | | | | |
| Number of observations in sample | 174 | | | | |
| Average sales \$ | 224,915 | 32,303 | 75,026 | 203,317 | 589,015 |
| Average expense \$ | 208,868 | 19,428 | 69,638 | 196,514 | 549,891 |
| Average net profit (loss) \$ | 16,047 | 12,875 | 5,388 | 6,803 | 39,124 |
| Businesses reporting a profit (No.) | 146 | | | | |
| Average sales \$ | 224,301 | 32,271 | 70,545 | 196,137 | 598,249 |
| Average expense \$ | 202,365 | 19,314 | 63,952 | 176,859 | 549,334 |
| Average net profit \$ | 21,936 | 12,957 | 6,593 | 19,278 | 48,915 |
| Businesses reporting a loss (No.) | 28 | | | | |
| Average sales \$ | 227,406 | 37,968 | 110,703 | 222,979 | 537,974 |
| Average expense \$ | 239,520 | 39,872 | 114,904 | 250,335 | 552,968 |
| Average net loss \$ | -12,114 | -1,904 | -4,201 | -27,356 | -14,994 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

| Selected expense item | Industry average(2) | | | | | % bus- nesses reporting | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|-------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 172 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 40 | | | | | 88 | | | 160 |
| High sales value (\$000's) | (1) | 40 | 88 | | | | 160 | | | (1) | |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 56.4 | 58.3 | 52.7 | 58.8 | 56.0 | 94.4 | 59.7 | 61.4 | 62.6 | 58.8 | 56.8 |
| Occupancy expenses | 12.8 | 20.7 | 13.1 | 9.8 | 8.6 | 100.0 | 12.8 | 20.7 | 13.1 | 9.8 | 8.6 |
| Depreciation | 2.3 | 4.6 | 1.9 | 1.7 | 1.3 | 77.6 | 2.9 | 4.9 | 2.9 | 2.6 | 1.4 |
| Repairs & maintenance | 0.4 | 0.2 | 0.8 | 0.4 | 0.3 | 52.5 | 0.8 | 1.0 | 1.6 | 0.5 | 0.5 |
| Heat, light & telephone | 2.5 | 3.6 | 2.9 | 2.3 | 1.3 | 93.2 | 2.6 | 4.4 | 3.0 | 2.3 | 1.3 |
| Rent | 7.6 | 12.3 | 7.6 | 5.4 | 5.8 | 74.2 | 10.3 | 13.4 | 10.0 | 10.1 | 7.4 |
| Personnel expenses | 8.6 | 9.5 | 4.6 | 8.6 | 11.9 | 77.2 | 11.1 | 15.3 | 8.3 | 9.3 | 12.3 |
| Financial expenses | 3.1 | 2.6 | 2.5 | 5.1 | 2.2 | 93.6 | 3.3 | 2.6 | 3.0 | 5.1 | 2.4 |
| Interest & bank charges | 2.4 | 1.6 | 1.8 | 4.3 | 1.7 | 79.8 | 3.0 | 1.8 | 3.4 | 4.5 | 2.1 |
| Professional fees | 0.7 | 1.0 | 0.6 | 0.8 | 0.5 | 74.9 | 1.0 | 1.4 | 1.1 | 0.9 | 0.6 |
| Other expenses | 15.1 | 17.6 | 16.4 | 9.9 | 16.9 | 100.0 | 15.1 | 17.6 | 16.4 | 9.9 | 16.9 |
| Profit (loss) | 4.0 | -8.8 | 10.7 | 7.9 | 4.4 | 98.0 | 4.1 | -8.8 | 10.7 | 8.3 | 4.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e., bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e., the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1880):

SIC 6580 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

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.) | 72 | | | | |
| Low sales value (\$000's) | (1) | (1) | 130 | 217 | 442 |
| High sales value (\$000's) | (1) | 130 | 217 | 442 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 9 | - | 5 | 8 | 22 |
| Inventory | - | - | - | - | - |
| Other current assets | 123 | 38 | 56 | 122 | 262 |
| Total current assets | 132 | 39 | 61 | 131 | 284 |
| Fixed assets | 58 | 77 | 41 | 40 | 79 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 17 | - | 6 | 37 | 25 |
| Total assets | 208 | 116 | 108 | 207 | 388 |
| Liabilities and equity | | | | | |
| Current loans | 22 | - | 16 | 27 | 42 |
| Other current liabilities | 66 | 42 | 32 | 57 | 130 |
| Total current liabilities | 88 | 42 | 48 | 83 | 172 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | - | 4 | 4 | 7 |
| Other liabilities | 71 | 77 | 48 | 91 | 72 |
| Total liabilities | 163 | 119 | 99 | 178 | 252 |
| Total equity | 45 | -3 | 9 | 29 | 137 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

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.) | 72 | | | | |
| Low sales value (\$000's) | (1) | (1) | 130 | 217 | 442 |
| High sales value (\$000's) | (1) | 130 | 217 | 442 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.5 | 0.9 | 1.3 | 1.6 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.6 | -40.0 | 10.7 | 6.2 | 1.8 |
| Interest coverage ratio (times) | 2.4 | 1.9 | 2.7 | ... | 4.4 |
| Debt ratio (times) | 0.8 | 1.0 | 0.9 | 0.9 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
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.) | 40 | | | | |
| Low sales value (\$000's) | 11 | (1) | 109 | 217 | 325 |
| High sales value (\$000's) | 11 | 109 | 217 | 325 | 11 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 5 | 5 | - | -13 | 30 |
| Depreciation | 7 | 7 | 5 | 5 | 13 |
| Other | -8 | -3 | -15 | 24 | -36 |
| Dividends | -4 | - | - | -5 | -10 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | 1 | 2 | 2 | 1 |
| Purchase of fixed assets | -20 | -1 | -16 | -6 | -55 |
| Increase in investment | - | - | - | - | -2 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 5 | - | - | - | 21 |
| Repayment of long term debt | -5 | -4 | - | -1 | -15 |
| Loans from shareholders | 9 | - | - | 1 | 34 |
| Repayment of loans from shareholders | -4 | - | - | -11 | -7 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 1 | - | - | - | 5 |
| Decrease in equity | -1 | - | - | - | -3 |
| Other | 1 | 1 | - | -2 | 3 |
| Increase(decrease) in cash & equivalents | -12 | 6 | -24 | -5 | -20 |
| Cash & equivalents-Beginning of the year | -6 | 6 | 2 | -13 | -18 |
| Cash & equivalents - End of the year | -18 | 12 | -23 | -19 | -38 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 1,538 | 58,026 | 5,524 | 299 | 209 |
| less than 20 | 1,491 | 32,954 | 3,138 | 295 | 209 |
| 20 - 99 | 35 | 10,223 | 976 | 3 | - |
| 100 - 499 | 12 | 14,849 | 1,410 | 1 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,811 | 88,857 | 6,718 | 403 | ... |
| less than 20 | 1,763 | 47,157 | 3,571 | 398 | ... |
| 20 - 99 | 36 | 15,467 | 1,146 | 3 | ... |
| 100 - 499 | 10 | X | 995 | 2 | ... |
| 500 and over | 2 | X | 1,006 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 322 | | | | |
| Average sales \$ | 137,595 | 35,934 | 63,750 | 111,020 | 240,175 |
| Average expense \$ | 131,279 | 34,598 | 65,788 | 101,726 | 223,005 |
| Average net profit (loss) \$ | 6,416 | 1,236 | -2,038 | 9,294 | 17,170 |
| Businesses reporting a profit (No.) | 241 | | | | |
| Average sales \$ | 143,523 | 37,090 | 60,736 | 110,629 | 365,637 |
| Average expense \$ | 129,102 | 31,664 | 51,802 | 99,589 | 333,353 |
| Average net profit \$ | 14,421 | 5,426 | 8,934 | 11,040 | 32,284 |
| Businesses reporting a loss (No.) | 81 | | | | |
| Average sales \$ | 125,016 | 33,664 | 66,576 | 116,148 | 283,676 |
| Average expense \$ | 137,085 | 39,670 | 78,904 | 129,722 | 300,042 |
| Average net loss \$ | -12,069 | -6,006 | -12,328 | -13,574 | -16,366 |
| 1986 | | | | | |
| Number of observations in sample | 242 | | | | |
| Average sales \$ | 179,409 | 41,854 | 77,403 | 157,434 | 440,943 |
| Average expense \$ | 169,891 | 40,390 | 74,989 | 147,417 | 416,767 |
| Average net profit (loss) \$ | 9,518 | 1,464 | 2,414 | 10,017 | 24,176 |
| Businesses reporting a profit (No.) | 178 | | | | |
| Average sales \$ | 177,438 | 42,148 | 77,657 | 151,347 | 438,598 |
| Average expense \$ | 162,830 | 37,577 | 66,928 | 137,387 | 409,428 |
| Average net profit \$ | 14,608 | 4,571 | 10,729 | 13,960 | 29,170 |
| Businesses reporting a loss (No.) | 64 | | | | |
| Average sales \$ | 191,181 | 41,345 | 76,899 | 177,830 | 468,648 |
| Average expense \$ | 205,183 | 45,272 | 90,943 | 181,023 | 503,492 |
| Average net loss \$ | -14,002 | -3,927 | -14,044 | -3,193 | -34,844 |
| 1987 | | | | | |
| Number of observations in sample | 164 | | | | |
| Average sales \$ | 157,410 | 32,518 | 57,221 | 116,674 | 423,225 |
| Average expense \$ | 149,432 | 34,515 | 52,543 | 106,745 | 403,825 |
| Average net profit (loss) \$ | 7,978 | -1,997 | 4,678 | 9,929 | 19,300 |
| Businesses reporting a profit (No.) | 125 | | | | |
| Average sales \$ | 156,751 | 34,617 | 61,981 | 114,131 | 416,273 |
| Average expense \$ | 141,078 | 26,429 | 51,216 | 102,709 | 383,959 |
| Average net profit \$ | 15,673 | 8,188 | 10,765 | 11,422 | 32,314 |
| Businesses reporting a loss (No.) | 39 | | | | |
| Average sales \$ | 168,346 | 30,573 | 48,373 | 141,158 | 453,278 |
| Average expense \$ | 183,216 | 42,011 | 55,009 | 145,610 | 490,232 |
| Average net loss \$ | -14,870 | -11,438 | -6,636 | -4,452 | -36,954 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Gift, Novelty and Souvenir Stores (SIC 6582)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 134 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 42 | 86 | 153 | | | | | | |
| High sales value (\$000's) | (1) | 42 | 86 | 153 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 54.6 | 55.6 | 47.4 | 59.6 | 55.4 | 92.3 | 59.1 | 59.7 | 61.9 | 59.6 | 56.1 |
| Occupancy expenses | 12.7 | 22.2 | 11.4 | 8.7 | 8.8 | 100.0 | 12.7 | 22.2 | 11.4 | 8.7 | 8.8 |
| Depreciation | 2.1 | 4.4 | 1.0 | 1.8 | 1.2 | 77.5 | 2.7 | 4.8 | 1.7 | 2.7 | 1.4 |
| Repairs & maintenance | 0.3 | 0.1 | 0.5 | 0.3 | 0.3 | 50.1 | 0.3 | 0.5 | 1.1 | 0.3 | 0.6 |
| Heat, light & telephone | 2.7 | 4.2 | 3.1 | 2.5 | 1.3 | 95.9 | 2.3 | 4.4 | 3.2 | 2.6 | 1.4 |
| Rent | 7.5 | 13.4 | 6.8 | 4.2 | 6.0 | 67.5 | 11.1 | 14.9 | 10.6 | 10.3 | 7.8 |
| Personnel expenses | 8.3 | 11.3 | 3.2 | 7.7 | 10.9 | 77.9 | 10.7 | 14.4 | 7.3 | 8.5 | 11.3 |
| Financial expenses | 3.3 | 3.7 | 2.2 | 5.6 | 1.9 | 93.5 | 3.6 | 3.7 | 2.7 | 5.6 | 2.1 |
| Interest & bank charges | 2.6 | 2.8 | 1.4 | 4.8 | 1.5 | 78.5 | 3.4 | 3.3 | 2.6 | 4.8 | 2.0 |
| Professional fees | 0.7 | 0.9 | 0.8 | 0.7 | 0.4 | 74.4 | 1.0 | 1.4 | 1.2 | 0.9 | 0.5 |
| Other expenses | 15.0 | 15.4 | 19.1 | 9.4 | 16.6 | 100.0 | 15.0 | 15.4 | 19.1 | 9.4 | 16.6 |
| Profit (loss) | 6.1 | -8.2 | 16.8 | 9.1 | 6.4 | 97.6 | 6.2 | -9.2 | 16.8 | 9.6 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handcraft ceramics, retail seasonal and holiday decorations, retail handcraft découpage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handcraft macramé, retail handcraft metalwork, retail novelty merchandise, retail handcraft pottery and retail souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Gift, Novelty and Souvenir Stores (SIC 6582)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 109 | 192 | 430 |
| High sales value (\$000's) | (1) | 105 | 192 | 430 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 11 | - | 8 | 8 | 24 |
| Inventory | - | - | - | - | - |
| Other current assets | 118 | 31 | 62 | 103 | 254 |
| Total current assets | 129 | 31 | 70 | 112 | 279 |
| Fixed assets | 57 | 85 | 17 | 48 | 82 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 13 | - | 5 | 19 | 24 |
| Total assets | 199 | 117 | 92 | 178 | 385 |
| Liabilities and equity | | | | | |
| Current loans | 23 | - | 11 | 25 | 47 |
| Other current liabilities | 57 | 44 | 21 | 30 | 132 |
| Total current liabilities | 80 | 44 | 32 | 55 | 179 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | - | 5 | 4 | 6 |
| Other liabilities | 75 | 81 | 33 | 106 | 69 |
| Total liabilities | 159 | 125 | 70 | 166 | 254 |
| Total equity | 41 | -8 | 22 | 12 | 131 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Gift, Novelty and Souvenir Stores (SIC 6582)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 109 | 192 | 430 |
| High sales value (\$000's) | (1) | 109 | 192 | 430 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.6 | 0.7 | 2.2 | 2.0 | 1.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.9 | -15.3 | 3.1 | 13.9 | 1.9 |
| Interest coverage ratio (times) | 3.0 | 1.5 | 7.8 | 0.6 | 4.4 |
| Debt ratio (times) | 0.8 | 1.1 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Gift, Novelty and Souvenir Stores (SIC 6582)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 36 | | | | |
| Low sales value (\$000's) | 11 | -- | -- | -- | -- |
| High sales value (\$000's) | 11 | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 12 | -- | -- | -- | -- |
| Depreciation | 8 | -- | -- | -- | -- |
| Other | -12 | -- | -- | -- | -- |
| Dividends | -4 | -- | -- | -- | -- |
| 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 | 4 | -- | -- | -- | -- |
| Repayment of long term debt | -5 | -- | -- | -- | -- |
| Loans from shareholders | 9 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -2 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | 1 | -- | -- | -- | -- |
| Decrease in equity | -1 | -- | -- | -- | -- |
| Other | 1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -4 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | -5 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -8 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total | 1,279 | 45,759 | 4,345 | 248 | 166 |
| less than 20 | 1,243 | 27,754 | 2,638 | 245 | 166 |
| 20 - 99 | 27 | 7,880 | 751 | 2 | - |
| 100 - 499 | 9 | 10,125 | 956 | 1 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,521 | 64,003 | 4,827 | 348 | ... |
| less than 20 | 1,482 | 38,558 | 2,916 | 344 | ... |
| 20 - 99 | 30 | 12,683 | 935 | 2 | ... |
| 100 - 499 | 9 | 12,762 | 976 | 2 | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Gift, Novelty and Souvenir Stores (SIC 6582)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 270 | | | | |
| Average sales \$ | 122,302 | 33,750 | 59,800 | 103,360 | 291,897 |
| Average expense \$ | 116,397 | 32,312 | 62,472 | 94,791 | 276,011 |
| Average net profit (loss) \$ | 5,905 | 1,438 | -2,672 | 9,169 | 15,686 |
| Businesses reporting a profit (No.) | 204 | | | | |
| Average sales \$ | 126,680 | 34,035 | 53,752 | 104,189 | 314,742 |
| Average expense \$ | 112,678 | 27,294 | 47,198 | 92,926 | 283,294 |
| Average net profit \$ | 14,002 | 6,741 | 6,554 | 11,263 | 31,448 |
| Businesses reporting a loss (No.) | 66 | | | | |
| Average sales \$ | 112,713 | 33,354 | 66,411 | 101,526 | 249,561 |
| Average expense \$ | 123,936 | 39,274 | 79,168 | 114,510 | 262,693 |
| Average net loss \$ | -11,223 | -5,920 | -12,757 | -13,084 | -13,132 |
| 1986 | | | | | |
| Number of observations in sample | 209 | | | | |
| Average sales \$ | 174,173 | 38,358 | 70,460 | 151,798 | 436,074 |
| Average expense \$ | 162,898 | 38,171 | 64,796 | 138,806 | 408,819 |
| Average net profit (loss) \$ | 11,275 | 187 | 5,664 | 11,992 | 27,255 |
| Businesses reporting a profit (No.) | 154 | | | | |
| Average sales \$ | 174,410 | 36,347 | 67,995 | 153,502 | 439,795 |
| Average expense \$ | 159,242 | 32,349 | 55,750 | 138,961 | 409,908 |
| Average net profit \$ | 15,168 | 3,998 | 12,245 | 14,541 | 29,887 |
| Businesses reporting a loss (No.) | 55 | | | | |
| Average sales \$ | 151,661 | 40,492 | 76,678 | 140,360 | 349,115 |
| Average expense \$ | 165,200 | 44,348 | 87,611 | 145,485 | 383,356 |
| Average net loss \$ | -13,539 | -3,856 | -10,933 | -5,125 | -34,241 |
| 1987 | | | | | |
| Number of observations in sample | 135 | | | | |
| Average sales \$ | 150,505 | 35,889 | 59,213 | 109,680 | 397,237 |
| Average expense \$ | 140,911 | 37,348 | 52,964 | 99,265 | 374,068 |
| Average net profit (loss) \$ | 9,594 | -1,459 | 6,249 | 10,415 | 23,169 |
| Businesses reporting a profit (No.) | 105 | | | | |
| Average sales \$ | 147,369 | 34,617 | 60,837 | 109,420 | 384,603 |
| Average expense \$ | 132,342 | 26,429 | 50,454 | 97,989 | 354,494 |
| Average net profit \$ | 15,027 | 8,188 | 10,383 | 11,431 | 30,109 |
| Businesses reporting a loss (No.) | 30 | | | | |
| Average sales \$ | 172,186 | 37,220 | 54,305 | 115,103 | 482,115 |
| Average expense \$ | 185,214 | 48,779 | 60,557 | 125,944 | 505,574 |
| Average net loss \$ | -13,028 | -11,559 | -6,252 | -10,841 | -23,459 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

| Selected expense item | Industry average(2) | | | | | % businesses reporting | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|------------|------------------|------------------|---------|------------------------|------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 88 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 39 | | | | 55 | | | | 94 |
| High sales value (\$000's) | (1) | 39 | 65 | | | | 34 | | | | (1) |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 50.4 | 49.5 | 51.6 | 50.3 | 50.3 | 94.1 | 53.5 | 54.1 | 55.0 | 52.2 | 53.2 |
| Occupancy expenses | 11.4 | 18.5 | 10.5 | 9.8 | 7.1 | 96.7 | 11.7 | 18.5 | 11.3 | 9.8 | 7.7 |
| Depreciation | 1.8 | 2.0 | 0.7 | 2.4 | 1.8 | 72.3 | 2.5 | 3.6 | 1.0 | 2.9 | 2.4 |
| Repairs & maintenance | 1.3 | 2.2 | 1.3 | 1.2 | 0.5 | 56.6 | 2.3 | 7.7 | 1.5 | 1.3 | 0.5 |
| Heat, light & telephone | 1.4 | 0.9 | 0.9 | 2.1 | 1.6 | 79.2 | 1.8 | 2.0 | 1.1 | 2.3 | 1.8 |
| Rent | 6.9 | 13.4 | 7.6 | 4.0 | 3.1 | 65.2 | 10.5 | 18.5 | 11.2 | 7.2 | 4.8 |
| Personnel expenses | 5.8 | 9.2 | 1.6 | 4.1 | 8.1 | 60.2 | 9.7 | 13.4 | 3.4 | 10.0 | 9.7 |
| Financial expenses | 2.1 | 1.1 | 1.6 | 1.3 | 4.1 | 83.5 | 2.5 | 2.2 | 1.7 | 1.5 | 4.1 |
| Interest & bank charges | 1.5 | 0.8 | 1.2 | 0.7 | 3.2 | 64.7 | 2.3 | 2.2 | 1.6 | 1.3 | 3.4 |
| Professional fees | 0.6 | 0.4 | 0.4 | 0.6 | 0.9 | 76.4 | 0.8 | 0.7 | 0.6 | 0.6 | 1.0 |
| Other expenses | 23.1 | 23.9 | 20.0 | 23.0 | 25.0 | 100.0 | 23.1 | 23.9 | 20.0 | 23.0 | 25.0 |
| Profit (loss) | 7.3 | -2.3 | 14.7 | 11.4 | 5.4 | 100.0 | 7.3 | -2.3 | 14.7 | 11.4 | 5.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "low sales value" and "high sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6591 - Second-Hand Merchandise Stores n.e.c.

Businesses primarily engaged in retail dealing in used merchandise, not elsewhere classified. Pawnshops are included in this industry. This industry includes retail antiques, retail used appliances, retail used books, retail used clothing, retail used brockery, retail used furniture, retail used glassware and china, retail used jewellery, retail used musical instruments, pawnshops and retail second-hand merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 26 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 19 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 134 | -- | -- | -- | -- |
| Total current assets | 154 | -- | -- | -- | -- |
| Fixed assets | 40 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 2 | -- | -- | -- | -- |
| Total assets | 196 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 13 | -- | -- | -- | -- |
| Other current liabilities | 65 | -- | -- | -- | -- |
| Total current liabilities | 77 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Other liabilities | 64 | -- | -- | -- | -- |
| Total liabilities | 142 | -- | -- | -- | -- |
| Total equity | 54 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 26 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 2.0 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.6 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 3.6 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 15 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 40 | -- | -- | -- | -- |
| Depreciation | 14 | -- | -- | -- | -- |
| Other | 33 | -- | -- | -- | -- |
| Dividends | -24 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 8 | -- | -- | -- | -- |
| Purchase of fixed assets | -149 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 85 | -- | -- | -- | -- |
| Repayment of long term debt | -6 | -- | -- | -- | -- |
| Loans from shareholders | 5 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -11 | -- | -- | -- | -- |
| 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 \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 441 | 19,536 | 1,678 | 107 | 62 |
| less than 20 | 431 | 8,523 | 647 | 106 | 62 |
| 20 - 99 | 7 | 2,369 | 202 | 1 | - |
| 100 - 499 | 2 | X | 280 | - | - |
| 500 and over | 1 | X | 569 | - | - |
| 1987 | | | | | |
| Total | 523 | 27,483 | 1,925 | 123 | ... |
| less than 20 | 513 | 13,567 | 887 | 122 | ... |
| 20 - 99 | 8 | 3,942 | 282 | 1 | ... |
| 100 - 499 | 1 | X | 194 | - | ... |
| 500 and over | 1 | X | 562 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Second-Hand Merchandise Stores, n.e.c. (SIC 5591)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 150 | | | | |
| Average sales \$ | 115,438 | 29,575 | 47,288 | 94,113 | 290,775 |
| Average expense \$ | 105,280 | 29,566 | 42,996 | 93,261 | 255,295 |
| Average net profit (loss) \$ | 10,158 | 9 | 4,292 | 10,852 | 25,480 |
| Businesses reporting a profit (No.) | 123 | | | | |
| Average sales \$ | 114,887 | 30,189 | 48,170 | 96,202 | 284,985 |
| Average expense \$ | 101,152 | 25,827 | 41,086 | 82,719 | 254,976 |
| Average net profit \$ | 13,735 | 4,362 | 7,084 | 13,483 | 30,009 |
| Businesses reporting a loss (No.) | 27 | | | | |
| Average sales \$ | 121,673 | 28,608 | 43,354 | 82,010 | 332,721 |
| Average expense \$ | 128,352 | 35,454 | 51,508 | 86,397 | 340,050 |
| Average net loss \$ | -6,679 | -6,846 | -8,154 | -4,387 | -7,329 |
| 1986 | | | | | |
| Number of observations in sample | 87 | | | | |
| Average sales \$ | 108,390 | 31,978 | 49,894 | 88,976 | 252,713 |
| Average expense \$ | 99,803 | 26,648 | 48,726 | 83,132 | 240,705 |
| Average net profit (loss) \$ | 8,587 | 5,330 | 1,168 | 5,844 | 22,008 |
| Businesses reporting a profit (No.) | 65 | | | | |
| Average sales \$ | 106,878 | 31,823 | 48,819 | 85,420 | 261,448 |
| Average expense \$ | 93,587 | 23,756 | 38,066 | 74,349 | 238,176 |
| Average net profit \$ | 13,291 | 8,067 | 10,753 | 11,071 | 23,272 |
| Businesses reporting a loss (No.) | 22 | | | | |
| Average sales \$ | 118,295 | 32,614 | 50,558 | 95,291 | 294,716 |
| Average expense \$ | 124,323 | 38,581 | 55,300 | 98,728 | 304,683 |
| Average net loss \$ | -6,028 | -5,967 | -4,742 | -3,437 | -9,967 |
| 1987 | | | | | |
| Number of observations in sample | 96 | | | | |
| Average sales \$ | 112,499 | 32,231 | 52,047 | 76,615 | 289,101 |
| Average expense \$ | 103,809 | 32,248 | 45,972 | 68,922 | 268,095 |
| Average net profit (loss) \$ | 8,690 | -17 | 6,075 | 7,693 | 21,006 |
| Businesses reporting a profit (No.) | 79 | | | | |
| Average sales \$ | 111,849 | 35,090 | 53,179 | 75,205 | 283,920 |
| Average expense \$ | 98,649 | 27,468 | 45,194 | 62,621 | 259,314 |
| Average net profit \$ | 13,200 | 7,622 | 7,985 | 12,584 | 24,606 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 125,372 | 30,405 | 46,689 | 79,699 | 344,702 |
| Average expense \$ | 132,490 | 35,300 | 49,656 | 82,682 | 362,321 |
| Average net loss \$ | -7,118 | -4,895 | -2,967 | -2,989 | -17,619 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Vending Machine Operators (SIC 6911)

| Selected expense item | Industry average(2) | | | | | % bus- nesses reporting | Reporting businesses only(3) | | | | | |
|----------------------------|---------------------|------------------|------------------------|------------------------|------------|-------------------------------|------------------------------|------------------|------------------------|------------------------|------------|--|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| Businesses in sample (No.) | 15 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | -- | | | | | | | | | | |
| High sales value (\$000's) | (1) | -- | | | | | | | | | | |
| | | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 40.6 | -- | -- | -- | -- | 81.8 | 49.6 | -- | -- | -- | -- | |
| Occupancy expenses | 13.6 | -- | -- | -- | -- | 100.0 | 13.6 | -- | -- | -- | -- | |
| Depreciation | 6.3 | -- | -- | -- | -- | 99.8 | | -- | -- | -- | -- | |
| Repairs & maintenance | 2.9 | -- | -- | -- | -- | 91.6 | | -- | -- | -- | -- | |
| Heat, light & telephone | 0.9 | -- | -- | -- | -- | 80.2 | 1.1 | -- | -- | -- | -- | |
| Rent | 3.4 | -- | -- | -- | -- | 85.1 | 4.0 | -- | -- | -- | -- | |
| Personnel expenses | 23.9 | -- | -- | -- | -- | 87.4 | 27.4 | -- | -- | -- | -- | |
| Financial expenses | 2.5 | -- | -- | -- | -- | 88.0 | 2.8 | -- | -- | -- | -- | |
| Interest & bank charges | 1.5 | -- | -- | -- | -- | 80.9 | 1.9 | -- | -- | -- | -- | |
| Professional fees | 1.0 | -- | -- | -- | -- | 75.0 | 1.3 | -- | -- | -- | -- | |
| Other expenses | 15.8 | -- | -- | -- | -- | 100.0 | 15.8 | -- | -- | -- | -- | |
| Profit (loss) | 3.6 | -- | -- | -- | -- | 100.0 | 3.6 | -- | -- | -- | -- | |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value"
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6911 - Vending Machine Operators

Businesses primarily engaged in retail dealing, using coin-operated vending machines to dispense a variety of products. Included are beverage vending machine operators, cigarette vending machine operators, confectionery vending machine operators, food vending machine operators and retail non-store vending machine merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Vending Machine Operators (SIC 6911)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 8 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 9 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 126 | -- | -- | -- | -- |
| Total current assets | 135 | -- | -- | -- | -- |
| Fixed assets | 93 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 65 | -- | -- | -- | -- |
| Total assets | 293 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 8 | -- | -- | -- | -- |
| Other current liabilities | 37 | -- | -- | -- | -- |
| Total current liabilities | 45 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 34 | -- | -- | -- | -- |
| Total liabilities | 79 | -- | -- | -- | -- |
| Total equity | 214 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Vending Machine Operators (SIC 6911)

| | 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) | 3.0 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 0.4 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 5.2 | -- | -- | -- | -- |
| 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Vending Machine Operators (SIC 6911)

| | 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) | (2) | -- | -- | -- | -- |
| | | Average (\$000's) | | | |
| Operating activities | | | | | |
| Cash from operations | X | -- | -- | -- | -- |
| Depreciation | X | -- | -- | -- | -- |
| Other | X | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | X | -- | -- | -- | -- |
| Purchase of fixed assets | X | -- | -- | -- | -- |
| Increase in investment | X | -- | -- | -- | -- |
| Decrease in investment | X | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | X | -- | -- | -- | -- |
| Repayment of long term debt | X | -- | -- | -- | -- |
| Loans from shareholders | X | -- | -- | -- | -- |
| Repayment of loans from shareholders | X | -- | -- | -- | -- |
| Advances & loans from government | X | -- | -- | -- | -- |
| Increase in equity | X | -- | -- | -- | -- |
| Decrease in equity | X | -- | -- | -- | -- |
| Other | X | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | X | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | X | -- | -- | -- | -- |
| Cash & equivalents - End of the year | X | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Vending Machine Operators (SIC 6911)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 216 | 23,879 | 2,453 | 25 | 15 |
| less than 20 | 189 | 8,251 | 791 | 25 | 15 |
| 20 - 99 | 23 | 8,378 | 811 | - | - |
| 100 - 499 | 4 | 7,240 | 851 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 199 | 29,145 | 2,243 | 16 | ... |
| less than 20 | 174 | 11,205 | 848 | 14 | ... |
| 20 - 99 | 22 | 10,465 | 806 | 2 | ... |
| 100 - 499 | 3 | 7,475 | 589 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Vending Machine Operators (SIC 6911)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 47 | | | | |
| Average sales \$ | 235,015 | -- | -- | -- | -- |
| Average expense \$ | 224,286 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 10,729 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 37 | | | | |
| Average sales \$ | 266,933 | -- | -- | -- | -- |
| Average expense \$ | 242,572 | -- | -- | -- | -- |
| Average net profit \$ | 24,361 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 10 | | | | |
| Average sales \$ | 199,226 | -- | -- | -- | -- |
| Average expense \$ | 210,229 | -- | -- | -- | -- |
| Average net loss \$ | -11,003 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 21 | | | | |
| Average sales \$ | 290,657 | -- | -- | -- | -- |
| Average expense \$ | 273,767 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 16,890 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 18 | | | | |
| Average sales \$ | 317,373 | -- | -- | -- | -- |
| Average expense \$ | 291,116 | -- | -- | -- | -- |
| Average net profit \$ | 26,257 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 5 | | | | |
| Average sales \$ | 278,311 | -- | -- | -- | -- |
| Average expense \$ | 287,337 | -- | -- | -- | -- |
| Average net loss \$ | -9,026 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 50 | | | | |
| Average sales \$ | 190,627 | 30,182 | 59,308 | 171,552 | 501,466 |
| Average expense \$ | 186,434 | 30,811 | 57,570 | 168,966 | 488,387 |
| Average net profit (loss) \$ | 4,193 | -629 | 1,738 | 2,586 | 13,079 |
| Businesses reporting a profit (No.) | 30 | | | | |
| Average sales \$ | 188,643 | 28,032 | 53,520 | 171,552 | 501,466 |
| Average expense \$ | 179,880 | 19,095 | 43,072 | 168,966 | 488,387 |
| Average net profit \$ | 8,763 | 8,937 | 10,448 | 2,586 | 13,079 |
| Businesses reporting a loss (No.) | 20 | | | | |
| Average sales \$ | 50,290 | 35,047 | 65,532 | - | - |
| Average expense \$ | 65,234 | 57,308 | 73,159 | - | - |
| Average net loss \$ | -14,944 | -22,261 | -7,627 | - | - |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Direct Sellers (SIC 6921)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 121 | (1) | 38 | 55 | 89 | | | | | | |
| Low sales value (\$000's) | 11 | | | | | | | | | | |
| High sales value (\$000's) | 289 | 38 | 55 | 89 | 121 | | | | | | |
| 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 | 46.3 | 34.3 | 47.6 | 49.5 | 51.9 | 70.3 | 65.9 | 50.4 | 68.4 | 70.8 | 70.7 |
| Occupancy expenses | 7.3 | 9.0 | 9.1 | 7.4 | 3.8 | 93.2 | 7.8 | 9.0 | 9.5 | 9.8 | 3.8 |
| Depreciation | 2.1 | 1.3 | 2.7 | 2.6 | 1.5 | 71.2 | 2.9 | 2.6 | 3.3 | 3.9 | 1.8 |
| Repairs & maintenance | 1.7 | 1.6 | 2.6 | 2.1 | 0.6 | 41.3 | 4.2 | 7.9 | 6.3 | 4.4 | 1.2 |
| Heat, light & telephone | 1.3 | 2.9 | 1.0 | 0.5 | 0.9 | 55.1 | 2.3 | 4.2 | 2.1 | 1.1 | 1.5 |
| Rent | 2.2 | 3.2 | 2.9 | 2.2 | 0.8 | 40.9 | 5.4 | 7.9 | 7.4 | 5.7 | 1.7 |
| Personnel expenses | 8.1 | 11.5 | 3.1 | 10.8 | 7.9 | 63.1 | 12.8 | 32.5 | 5.1 | 15.4 | 9.6 |
| Financial expenses | 1.4 | 0.3 | 2.0 | 1.7 | 1.5 | 90.0 | 1.6 | 0.5 | 2.0 | 1.7 | 1.7 |
| Interest & bank charges | 1.1 | 0.2 | 1.7 | 1.4 | 0.9 | 74.7 | 1.4 | 0.4 | 2.4 | 1.5 | 1.2 |
| Professional fees | 0.3 | 0.1 | 0.3 | 0.3 | 0.6 | 53.7 | 0.6 | 0.3 | 0.5 | 0.7 | 0.9 |
| Other expenses | 24.1 | 21.7 | 19.8 | 25.7 | 29.3 | 100.0 | 24.1 | 21.7 | 19.8 | 25.7 | 29.3 |
| Profit (loss) | 12.8 | 23.2 | 18.4 | 4.9 | 5.6 | 100.0 | 12.8 | 23.2 | 18.4 | 4.9 | 5.6 |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6921 - Direct Sellers

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. Mail-order houses are included here. Direct mail marketing operators, direct personal retailing operators, direct selling of merchandise, door-to-door retailing of merchandise, retail food and beverage home delivery, mail order houses, home delivery newspapers, direct sales non-store retailing party plan merchandising and retail telephone selling of merchandise are included here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Direct Sellers (SIC 6921)

| | 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) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 61 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 27 | -- | -- | -- | -- |
| Total current assets | 88 | -- | -- | -- | -- |
| Fixed assets | 58 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 9 | -- | -- | -- | -- |
| Total assets | 156 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 43 | -- | -- | -- | -- |
| Other current liabilities | 40 | -- | -- | -- | -- |
| Total current liabilities | 84 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 4 | -- | -- | -- | -- |
| Other liabilities | 42 | -- | -- | -- | -- |
| Total liabilities | 130 | -- | -- | -- | -- |
| Total equity | 26 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Direct Sellers (SIC 6921)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 21 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 5.0 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.9 | -- | -- | -- | -- |
| Debt ratio (times) | 0.8 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Direct Sellers (SIC 6921)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|----------|-------------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 7 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | | Average (\$000's) | | | |
| Operating activities | | | | | |
| Cash from operations | -2 | -- | -- | -- | -- |
| Depreciation | 7 | -- | -- | -- | -- |
| Other | -34 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 4 | -- | -- | -- | -- |
| Purchase of fixed assets | -8 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 41 | -- | -- | -- | -- |
| Repayment of long term debt | -10 | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | - | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -2 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | -1 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -3 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total | 290 | 41,084 | 3,653 | 58 | 44 |
| less than 20 | 252 | 9,197 | 807 | 58 | 42 |
| 20 - 99 | 28 | 12,733 | 1,140 | - | 2 |
| 100 - 499 | 10 | 19,154 | 1,706 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 352 | 82,748 | 4,551 | 70 | ... |
| less than 20 | 301 | 12,784 | 910 | 66 | ... |
| 20 - 99 | 39 | 19,167 | 1,443 | 4 | ... |
| 100 - 499 | 12 | 30,815 | 2,198 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit is interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Direct Sellers (SIC 6921)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 211 | | | | |
| Average sales \$ | 105,352 | 29,493 | 42,893 | 65,042 | 299,981 |
| Average expense \$ | 101,146 | 27,115 | 34,411 | 61,096 | 281,963 |
| Average net profit (loss) \$ | 8,206 | 2,378 | 8,482 | 3,946 | 18,018 |
| Businesses reporting a profit (No.) | 173 | | | | |
| Average sales \$ | 112,213 | 30,001 | 42,974 | 63,906 | 311,971 |
| Average expense \$ | 100,879 | 24,896 | 30,213 | 56,519 | 291,886 |
| Average net profit \$ | 11,334 | 5,105 | 12,761 | 7,387 | 20,085 |
| Businesses reporting a loss (No.) | 38 | | | | |
| Average sales \$ | 71,985 | 28,082 | 42,606 | 69,524 | 147,727 |
| Average expense \$ | 79,428 | 33,271 | 49,308 | 79,163 | 155,968 |
| Average net loss \$ | -7,443 | -5,189 | -6,702 | -9,639 | -8,241 |
| 1986 | | | | | |
| Number of observations in sample | 148 | | | | |
| Average sales \$ | 162,968 | 29,767 | 40,616 | 83,058 | 498,430 |
| Average expense \$ | 152,716 | 26,542 | 39,976 | 73,486 | 470,859 |
| Average net profit (loss) \$ | 10,252 | 3,225 | 640 | 9,572 | 27,571 |
| Businesses reporting a profit (No.) | 113 | | | | |
| Average sales \$ | 169,328 | 31,397 | 39,920 | 83,607 | 522,388 |
| Average expense \$ | 148,628 | 21,817 | 23,423 | 69,379 | 479,894 |
| Average net profit \$ | 20,700 | 9,580 | 16,497 | 14,228 | 42,494 |
| Businesses reporting a loss (No.) | 35 | | | | |
| Average sales \$ | 125,714 | 27,339 | 41,037 | 80,255 | 354,224 |
| Average expense \$ | 148,614 | 33,580 | 49,983 | 94,416 | 416,477 |
| Average net loss \$ | -22,900 | -6,241 | -8,946 | -14,161 | -62,253 |
| 1987 | | | | | |
| Number of observations in sample | 93 | | | | |
| Average sales \$ | 114,552 | 29,857 | 48,982 | 66,874 | 312,496 |
| Average expense \$ | 105,908 | 22,759 | 38,808 | 62,906 | 299,159 |
| Average net profit (loss) \$ | 8,644 | 7,098 | 10,174 | 3,968 | 13,337 |
| Businesses reporting a profit (No.) | 66 | | | | |
| Average sales \$ | 117,924 | 29,673 | 49,676 | 67,918 | 324,428 |
| Average expense \$ | 103,103 | 20,715 | 31,848 | 57,405 | 302,445 |
| Average net profit \$ | 14,821 | 8,958 | 17,828 | 10,513 | 21,983 |
| Businesses reporting a loss (No.) | 27 | | | | |
| Average sales \$ | 104,258 | 30,723 | 47,399 | 65,423 | 273,485 |
| Average expense \$ | 111,511 | 32,388 | 54,690 | 70,551 | 288,416 |
| Average net loss \$ | -7,253 | -1,665 | -7,291 | -5,128 | -14,930 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Operators of Buildings and Dwellings (SIC 751)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|-----------|------------|------------------|------------------|---------|--|--|--|----|-----|-----|
| Businesses in sample (No.) | 404 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$000's) | (1) | 54 | | | | | | | 99 | 229 | (1) |

| Selected expense item | Industry average (2) | | | | | % businesses reporting | Reporting businesses only (3) | | | | |
|-------------------------|----------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Occupancy expenses | 25.5 | 24.9 | 23.2 | 27.8 | 26.3 | 97.4 | 26.2 | 26.0 | 24.0 | 27.8 | 27.0 |
| Depreciation | 11.5 | 14.1 | 10.9 | 11.8 | 9.4 | 80.5 | 14.3 | 18.3 | 11.0 | 13.7 | 11.2 |
| Repairs & maintenance | 6.3 | 6.2 | 5.3 | 7.0 | 6.8 | 69.7 | 9.1 | 11.4 | 10.0 | 8.4 | 8.3 |
| Heat, light & telephone | 6.6 | 4.5 | 5.5 | 6.7 | 9.7 | 66.4 | 9.9 | 10.6 | 8.4 | 8.5 | 12.1 |
| Rent | 1.1 | 0.1 | 1.5 | 2.2 | 0.5 | 8.0 | 13.7 | 5.7 | 23.1 | 16.9 | 5.2 |
| Personnel expenses | 10.4 | 9.6 | 6.4 | 11.7 | 13.9 | 49.9 | 20.9 | 29.2 | 20.0 | 19.3 | 18.9 |
| Financial expenses | 32.0 | 35.2 | 33.9 | 30.2 | 28.6 | 96.9 | 33.0 | 37.5 | 34.6 | 30.9 | 29.2 |
| Interest & bank charges | 29.5 | 31.4 | 31.6 | 27.7 | 27.1 | 78.7 | 37.4 | 43.4 | 40.4 | 35.7 | 31.4 |
| Professional fees | 2.5 | 3.9 | 2.3 | 2.5 | 1.5 | 90.5 | 2.8 | 4.5 | 2.4 | 2.7 | 1.6 |
| Other expenses | 27.1 | 23.0 | 31.6 | 28.6 | 25.3 | 99.3 | 27.3 | 23.6 | 31.6 | 28.6 | 25.3 |
| Profit (loss) | 4.9 | 7.2 | 4.9 | 1.7 | 5.9 | 95.0 | 5.2 | 7.7 | 5.4 | 1.7 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7510 - Operators of Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Operators of Buildings and Dwellings (SIC 751)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.) | 323 | | | | 288 |
| Low sales value (\$000's) | (1) | (1) | 54 | 99 | (1) |
| High sales value (\$000's) | (1) | 54 | 99 | 239 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 6 | 3 | 3 | 6 | 13 |
| Inventory | - | - | - | - | - |
| Other current assets | 117 | 53 | 59 | 81 | 274 |
| Total current assets | 124 | 55 | 62 | 87 | 287 |
| Fixed assets | 695 | 206 | 277 | 558 | 1,729 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 99 | 45 | 25 | 42 | 280 |
| Total assets | 917 | 306 | 365 | 688 | 2,288 |
| Liabilities and equity | | | | | |
| Current loans | 17 | 3 | 3 | 8 | 52 |
| Other current liabilities | 182 | 82 | 122 | 101 | 419 |
| Total current liabilities | 199 | 86 | 126 | 109 | 471 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | 1 | 1 | 1 | 1 |
| Other liabilities | 610 | 149 | 184 | 551 | 1,549 |
| Total liabilities | 810 | 236 | 311 | 660 | 2,015 |
| Total equity | 107 | 70 | 54 | 28 | 273 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Operators of Buildings and Dwellings (SIC 751)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 323 | | | | 288 |
| Low sales value (\$000's) | (1) | (1) | 54 | 99 | (1) |
| High sales value (\$000's) | (1) | 54 | 99 | 239 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.6 | 0.6 | 0.5 | 0.8 | 0.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 7.6 | 3.4 | 5.8 | 23.8 | 7.4 |
| Interest coverage ratio (times) | 1.1 | 1.1 | 1.1 | 1.1 | 1.1 |
| Debt ratio (times) | 0.9 | 0.8 | 0.9 | 1.0 | 0.9 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Operators of Buildings and Dwellings (SIC 751)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 27 | | | | 268 |
| Low sales value (\$000's) | (1) | (1) | 47 | 14 | 258 |
| High sales value (\$000's) | (1) | 27 | 74 | 258 | (1) |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 58 | 17 | 115 | 1 | 106 |
| Depreciation | 20 | - | 4 | 5 | 33 |
| Other | -27 | 14 | -110 | -1 | -22 |
| Dividends | -37 | -23 | -52 | -17 | -59 |
| Investment activities | | | | | |
| Disposal of fixed assets | 16 | - | 65 | - | 6 |
| Purchase of fixed assets | -118 | - | -2 | -1 | -421 |
| Increase in investment | -29 | -5 | -17 | - | -66 |
| Decrease in investment | 40 | - | 123 | - | 49 |
| Financing activities | | | | | |
| Increase in long term debt | 90 | - | - | - | 325 |
| Repayment of long term debt | -58 | - | -3 | -3 | -205 |
| Loans from shareholders | 88 | - | 1 | 18 | 299 |
| Repayment of loans from shareholders | -42 | - | -42 | - | -119 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 3 | - | 3 | 6 | 2 |
| Decrease in equity | -3 | - | - | - | -11 |
| Other | 2 | -2 | -8 | 1 | 15 |
| Increase(decrease) in cash & equivalents | 3 | 1 | 46 | 10 | -37 |
| Cash & equivalents-Beginning of the year | 55 | 11 | 51 | 9 | 143 |
| Cash & equivalents - End of the year | 58 | 12 | 97 | 19 | 106 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total | 6,199 | 760,980 | 42,267 | 802 | 552 |
| less than 20 | 5,866 | 236,725 | 13,059 | 770 | 538 |
| 20 - 99 | 264 | 160,150 | 8,790 | 25 | 10 |
| 100 - 499 | 55 | 143,244 | 8,022 | 6 | 4 |
| 500 and over | 14 | 220,861 | 12,396 | - | - |
| 1987 | | | | | |
| Total | 6,572 | 1,181,423 | 51,837 | 912 | ... |
| less than 20 | 6,199 | 328,329 | 14,270 | 887 | ... |
| 20 - 99 | 293 | 245,151 | 10,683 | 19 | ... |
| 100 - 499 | 68 | 238,412 | 10,452 | 5 | ... |
| 500 and over | 12 | 369,531 | 16,432 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Operators of Buildings and Dwellings (SIC 751)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 460 | | | | |
| Average sales \$ | 209,305 | 36,484 | 70,121 | 155,041 | 575,555 |
| Average expense \$ | 156,190 | 22,688 | 25,528 | 118,562 | 447,880 |
| Average net profit (loss) \$ | 53,115 | 3,796 | 44,593 | 36,479 | 127,685 |
| Businesses reporting a profit (No.) | 346 | | | | |
| Average sales \$ | 209,048 | 35,798 | 70,747 | 152,753 | 575,993 |
| Average expense \$ | 123,534 | 22,987 | 1,575 | 90,315 | 382,409 |
| Average net profit \$ | 85,514 | 12,811 | 69,172 | 62,437 | 194,484 |
| Businesses reporting a loss (No.) | 114 | | | | |
| Average sales \$ | 209,260 | 37,628 | 68,829 | 159,882 | 570,699 |
| Average expense \$ | 249,504 | 48,855 | 83,123 | 178,320 | 687,715 |
| Average net loss \$ | -40,244 | -11,227 | -14,294 | -18,438 | -117,017 |
| 1986 | | | | | |
| Number of observations in sample | 563 | | | | |
| Average sales \$ | 197,562 | 34,958 | 66,701 | 144,402 | 544,175 |
| Average expense \$ | 172,941 | 34,890 | 58,226 | 125,877 | 472,771 |
| Average net profit (loss) \$ | 24,621 | 78 | 8,475 | 18,525 | 71,404 |
| Businesses reporting a profit (No.) | 397 | | | | |
| Average sales \$ | 195,657 | 33,988 | 67,064 | 142,895 | 538,720 |
| Average expense \$ | 145,468 | 24,628 | 45,772 | 102,170 | 409,301 |
| Average net profit \$ | 50,189 | 9,360 | 21,292 | 40,725 | 129,419 |
| Businesses reporting a loss (No.) | 166 | | | | |
| Average sales \$ | 202,413 | 36,202 | 65,818 | 148,258 | 559,375 |
| Average expense \$ | 243,124 | 47,810 | 88,545 | 186,544 | 649,597 |
| Average net loss \$ | -40,711 | -11,608 | -22,727 | -38,286 | -90,222 |
| 1987 | | | | | |
| Number of observations in sample | 527 | | | | |
| Average sales \$ | 187,020 | 40,203 | 73,815 | 152,309 | 481,753 |
| Average expense \$ | 182,128 | 35,281 | 77,334 | 154,300 | 451,597 |
| Average net profit (loss) \$ | 4,892 | 4,922 | -3,519 | -1,991 | 20,156 |
| Businesses reporting a profit (No.) | 368 | | | | |
| Average sales \$ | 186,928 | 40,218 | 73,744 | 157,282 | 476,469 |
| Average expense \$ | 150,878 | 24,372 | 56,310 | 127,928 | 394,903 |
| Average net profit \$ | 36,050 | 15,846 | 17,434 | 29,354 | 81,566 |
| Businesses reporting a loss (No.) | 159 | | | | |
| Average sales \$ | 187,268 | 40,182 | 73,945 | 141,702 | 493,241 |
| Average expense \$ | 245,288 | 51,492 | 116,507 | 210,559 | 606,595 |
| Average net loss \$ | -59,020 | -11,310 | -42,562 | -68,857 | -113,354 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Operators of Residential Buildings and Dwellings (SIC 7511)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|------------|------------------|------------------|---------|-------------------------------|-------------------------------|------------|------------------|------------------|---------|
| Selected expense item | Industry average(2) | | | | | % bus- 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% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Businesses in sample (No.) | 285 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | |
| High sales value (\$000's) | (1) | 56 | 56 | 106 | 106 | | 264 | 264 | 264 | 264 | 264 |
| Cost of sales | 0.1 | ... | ... | ... | ... | 0.4 | 11.8 | - | ... | ... | ... |
| Occupancy expenses | 26.9 | 28.3 | 21.9 | 28.7 | 28.7 | 98.4 | 27.3 | 28.7 | 22.9 | 28.8 | 28.8 |
| Depreciation | 11.4 | 14.5 | 11.3 | 10.4 | 9.5 | 78.3 | 14.5 | 18.6 | 15.6 | 12.8 | 11.5 |
| Repairs & maintenance | 7.5 | 8.6 | 4.8 | 9.0 | 7.5 | 74.5 | 12.0 | 13.8 | 8.1 | 10.1 | 8.7 |
| Heat, light & telephone | 7.7 | 5.0 | 5.3 | 8.5 | 11.6 | 70.8 | 11.8 | 9.8 | 8.4 | 10.3 | 13.9 |
| Rent | 0.4 | 0.2 | 0.4 | 0.8 | 0.1 | 6.3 | 1.7 | 5.7 | 13.0 | 6.7 | 0.8 |
| Personnel expenses | 9.2 | 8.6 | 5.7 | 11.7 | 10.9 | 49.0 | 18.8 | 28.1 | 17.2 | 19.6 | 15.3 |
| Financial expenses | 32.2 | 32.8 | 37.4 | 27.3 | 31.5 | 97.5 | 33.1 | 34.2 | 38.3 | 28.1 | 31.6 |
| Interest & bank charges | 29.9 | 29.1 | 35.3 | 25.2 | 30.0 | 79.9 | 37.4 | 38.8 | 45.7 | 32.3 | 33.6 |
| Professional fees | 2.3 | 3.7 | 2.1 | 2.1 | 1.5 | 89.5 | 2.6 | 4.3 | 2.2 | 2.4 | 1.7 |
| Other expenses | 28.1 | 26.0 | 34.3 | 27.6 | 24.4 | 100.0 | 28.1 | 26.0 | 34.3 | 27.6 | 24.4 |
| Profit (loss) | 3.5 | 4.2 | 0.7 | 4.7 | 4.4 | 94.0 | 3.7 | 4.5 | 0.8 | 4.7 | 4.6 |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7511 - Operators of Residential Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating residential buildings and dwellings. This industry includes apartment building operating, apartment hotel operating, condominium management, leasing of residential buildings and residential buildings real estate operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Operators of Residential Buildings and Dwellings (SIC 7511)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.) | 221 | | | | |
| Low sales value (\$000's) | (1) | (1) | 60 | 106 | 254 |
| High sales value (\$000's) | (1) | 50 | 106 | 254 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 5 | 1 | 4 | 3 | 10 |
| Inventory | - | - | - | - | - |
| Other current assets | 121 | 22 | 55 | 80 | 309 |
| Total current assets | 125 | 23 | 68 | 84 | 319 |
| Fixed assets | 791 | 207 | 341 | 553 | 2,013 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 73 | 22 | 30 | 12 | 220 |
| Total assets | 988 | 252 | 440 | 649 | 2,557 |
| Liabilities and equity | | | | | |
| Current loans | 21 | 3 | 3 | 5 | 73 |
| Other current liabilities | 193 | 47 | 138 | 95 | 482 |
| Total current liabilities | 214 | 50 | 141 | 99 | 556 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | 1 | 1 |
| Other liabilities | 683 | 146 | 282 | 522 | 1,745 |
| Total liabilities | 898 | 196 | 424 | 622 | 2,303 |
| Total equity | 90 | 56 | 16 | 27 | 254 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Operators of Residential Buildings and Dwellings (SIC 7511)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 221 | | | | |
| Low sales value (\$000's) | (1) | (1) | 60 | 106 | 254 |
| High sales value (\$000's) | (1) | 60 | 106 | 254 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.6 | 0.5 | 0.5 | 0.9 | 0.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 10.0 | 3.5 | 26.4 | 22.7 | 9.1 |
| Interest coverage ratio (times) | 1.1 | 1.2 | 1.0 | 1.2 | 1.0 |
| Debt ratio (times) | 0.9 | 0.8 | 1.0 | 1.0 | 0.9 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Operators of Residential Buildings and Dwellings (SIC 7511)

| | 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 | 23 | -- | -- | -- | -- |
| Depreciation | 22 | -- | -- | -- | -- |
| Other | -10 | -- | -- | -- | -- |
| Dividends | -13 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | -- | -- | -- | -- |
| Purchase of fixed assets | -155 | -- | -- | -- | -- |
| Increase in investment | -24 | -- | -- | -- | -- |
| Decrease in investment | 4 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 154 | -- | -- | -- | -- |
| Repayment of long term debt | -58 | -- | -- | -- | -- |
| Loans from shareholders | 70 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -40 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | 6 | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | 6 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -16 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 90 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 73 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Operators of Residential Buildings and Dwellings (SIC 7511)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 3,853 | 315,607 | 17,192 | 422 | 295 |
| less than 20 | 3,710 | 135,763 | 7,418 | 410 | 290 |
| 20 - 99 | 119 | 74,589 | 4,055 | 10 | 4 |
| 100 - 499 | 20 | 64,281 | 3,483 | 1 | 1 |
| 500 and over | 4 | 40,974 | 2,236 | 1 | - |
| 1987 | | | | | |
| Total | 3,978 | 447,678 | 19,292 | 501 | ... |
| less than 20 | 3,802 | 175,619 | 7,567 | 494 | ... |
| 20 - 99 | 146 | 123,812 | 5,329 | 5 | ... |
| 100 - 499 | 29 | X | 4,710 | 2 | ... |
| 500 and over | 1 | X | 1,686 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Operators of Residential Buildings and Dwellings (SIC 7511)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 249 | | | | |
| Average sales \$ | 221,117 | 35,348 | 58,454 | 167,781 | 610,883 |
| Average expense \$ | 159,198 | 32,372 | 31,872 | 131,325 | 440,264 |
| Average net profit (loss) \$ | 61,919 | 2,377 | 36,582 | 36,096 | 172,519 |
| Businesses reporting a profit (No.) | 189 | | | | |
| Average sales \$ | 221,025 | 36,540 | 70,821 | 169,127 | 607,910 |
| Average expense \$ | 128,189 | 26,662 | 2,399 | 104,603 | 383,889 |
| Average net profit \$ | 92,836 | 9,878 | 68,422 | 64,524 | 223,721 |
| Businesses reporting a loss (No.) | 60 | | | | |
| Average sales \$ | 227,043 | 33,427 | 65,689 | 165,050 | 644,006 |
| Average expense \$ | 268,657 | 43,150 | 71,917 | 186,618 | 772,364 |
| Average net loss \$ | -41,624 | -9,723 | -6,228 | -21,568 | -128,978 |
| 1986 | | | | | |
| Number of observations in sample | 237 | | | | |
| Average sales \$ | 196,457 | 35,252 | 72,464 | 155,868 | 522,245 |
| Average expense \$ | 178,601 | 39,419 | 64,251 | 145,768 | 464,964 |
| Average net profit (loss) \$ | 17,856 | -4,167 | 8,213 | 10,100 | 57,281 |
| Businesses reporting a profit (No.) | 158 | | | | |
| Average sales \$ | 191,853 | 35,839 | 73,254 | 156,167 | 502,152 |
| Average expense \$ | 151,514 | 28,871 | 50,695 | 120,891 | 405,598 |
| Average net profit \$ | 40,339 | 6,968 | 22,559 | 35,276 | 96,554 |
| Businesses reporting a loss (No.) | 79 | | | | |
| Average sales \$ | 213,619 | 34,945 | 70,395 | 155,137 | 593,897 |
| Average expense \$ | 257,097 | 44,920 | 99,751 | 206,766 | 676,951 |
| Average net loss \$ | -43,478 | -9,975 | -29,356 | -51,629 | -82,954 |
| 1987 | | | | | |
| Number of observations in sample | 347 | | | | |
| Average sales \$ | 197,241 | 41,054 | 77,512 | 163,212 | 507,185 |
| Average expense \$ | 197,509 | 36,547 | 82,322 | 165,965 | 505,201 |
| Average net profit (loss) \$ | -268 | 4,507 | -4,810 | -2,753 | 1,984 |
| Businesses reporting a profit (No.) | 249 | | | | |
| Average sales \$ | 195,697 | 40,970 | 77,368 | 165,383 | 499,066 |
| Average expense \$ | 164,059 | 27,030 | 60,102 | 134,053 | 435,051 |
| Average net profit \$ | 31,638 | 13,940 | 17,266 | 31,330 | 64,015 |
| Businesses reporting a loss (No.) | 98 | | | | |
| Average sales \$ | 200,141 | 41,158 | 77,850 | 158,000 | 523,557 |
| Average expense \$ | 258,041 | 48,380 | 134,515 | 242,600 | 646,667 |
| Average net loss \$ | -67,900 | -7,222 | -56,665 | -84,600 | -123,110 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Operators of Non-Residential Buildings (SIC 7512)

| | Total(1) | | | | | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | | | | | | (1) | 17 | 85 | 198 | | |
| Low sales value (\$000's) | | | | | | 47 | 95 | 198 | 198 | | |
| High sales value (\$000's) | | | | | | | | | | | |
| 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 | 23.0 | 19.2 | 26.2 | 26.8 | 19.6 | 95.4 | 24.1 | 21.2 | 26.8 | 26.8 | 21.2 |
| Depreciation | 12.0 | 13.2 | 13.9 | 12.1 | 9.1 | 86.2 | 14.0 | 17.7 | 16.9 | 12.1 | 10.5 |
| Repairs & maintenance | 3.7 | 2.5 | 3.6 | 4.2 | 4.2 | 58.0 | 6.3 | 5.7 | 9.1 | 5.6 | 5.1 |
| Heat, light & telephone | 4.3 | 3.5 | 3.8 | 3.9 | 5.8 | 55.9 | 7.6 | 13.4 | 8.0 | 5.1 | 8.2 |
| Rent | 3.1 | - | 4.9 | 6.6 | 0.5 | 12.4 | 24.6 | 5.4 | 38.4 | 25.1 | 5.7 |
| Personnel expenses | 13.2 | 11.3 | 10.3 | 15.3 | 15.6 | 52.1 | 25.4 | 30.1 | 31.0 | 24.2 | 21.6 |
| Financial expenses | 31.4 | 36.6 | 34.1 | 32.1 | 23.2 | 95.4 | 32.9 | 40.3 | 34.9 | 32.1 | 25.0 |
| Interest & bank charges | 28.4 | 32.1 | 31.1 | 29.1 | 21.6 | 76.3 | 37.3 | 52.5 | 36.3 | 36.2 | 27.9 |
| Professional fees | 3.0 | 4.5 | 2.9 | 3.0 | 1.6 | 92.6 | 3.2 | 5.2 | 3.2 | 3.0 | 1.8 |
| Other expenses | 23.8 | 17.6 | 17.4 | 34.0 | 25.0 | 97.8 | 24.3 | 19.4 | 17.4 | 34.0 | 25.0 |
| Profit (loss) | 8.5 | 15.2 | 12.0 | -8.2 | 16.5 | 97.7 | 8.7 | 16.3 | 12.3 | -8.2 | 16.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value."
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1880):

SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating non-residential buildings. This industry includes arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, operating non-residential buildings real estate, shopping centre operating, stadium operating and theatre building operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Operators of Non-Residential Buildings (SIC 7512)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.) | 102 | | | | |
| Low sales value (\$000's) | (1) | (1) | 49 | 90 | 198 |
| High sales value (\$000's) | (1) | 49 | 90 | 198 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 9 | 6 | 1 | 10 | 49 |
| Inventory | - | - | - | - | - |
| Other current assets | 109 | 109 | 59 | 93 | 175 |
| Total current assets | 118 | 115 | 60 | 103 | 134 |
| Fixed assets | 485 | 219 | 239 | 413 | 1,053 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 161 | 88 | 23 | 102 | 425 |
| Total assets | 764 | 422 | 323 | 618 | 1,672 |
| Liabilities and equity | | | | | |
| Current loans | 7 | 4 | 5 | 10 | 10 |
| Other current liabilities | 158 | 171 | 78 | 91 | 253 |
| Total current liabilities | 166 | 175 | 83 | 101 | 304 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | 4 | - | 2 | - |
| Other liabilities | 450 | 122 | 124 | 465 | 1,070 |
| Total liabilities | 617 | 300 | 208 | 569 | 1,375 |
| Total equity | 147 | 122 | 115 | 49 | 298 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Operators of Non-Residential Buildings (SIC 7512)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 102 | | | | |
| Low sales value (\$000's) | (1) | (1) | 49 | 90 | 198 |
| High sales value (\$000's) | (1) | 49 | 90 | 198 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.7 | 0.7 | 0.7 | 1.0 | 0.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 4.2 | 2.5 | 1.8 | 11.5 | 4.6 |
| Interest coverage ratio (times) | 1.3 | 0.9 | 1.4 | 0.7 | 1.6 |
| Debt ratio (times) | 0.8 | 0.7 | 0.6 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Operators of Non-Residential Buildings (SIC 7512)

| | 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 | 69 | -- | -- | -- | -- |
| Depreciation | 11 | -- | -- | -- | -- |
| Other | -42 | -- | -- | -- | -- |
| Dividends | -54 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 23 | -- | -- | -- | -- |
| Purchase of fixed assets | -25 | -- | -- | -- | -- |
| Increase in investment | -20 | -- | -- | -- | -- |
| Decrease in investment | 61 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 1 | -- | -- | -- | -- |
| Repayment of long term debt | -53 | -- | -- | -- | -- |
| Loans from shareholders | 71 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -33 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | -3 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 5 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | 13 | -- | -- | -- | -- |
| Cash & equivalents—End of the year | 18 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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 employees | |
|--|-------------------------|----------------------------|-----------------------------|---|----------------------------|
| | | | | Newly reporting (2) | No longer reporting (3) |
| 1984 | | | | | |
| Total | 1,419 | 342,793 | 19,509 | 160 | 139 |
| less than 20 | 1,286 | 68,002 | 3,848 | 148 | 134 |
| 20 - 99 | 101 | 58,323 | 3,276 | 9 | 4 |
| 100 - 499 | 23 | 55,178 | 3,240 | 3 | 1 |
| 500 and over | 9 | 161,290 | 9,145 | - | - |
| 1987 | | | | | |
| Total | 1,546 | 580,697 | 25,951 | 216 | ... |
| less than 20 | 1,409 | 97,503 | 4,332 | 202 | ... |
| 20 - 99 | 96 | 78,664 | 3,512 | 10 | ... |
| 100 - 499 | 31 | 98,717 | 4,424 | 3 | ... |
| 500 and over | 10 | 305,813 | 13,683 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Operators of Non-Residential Buildings (SIC 7512)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 167 | | | | |
| Average sales \$ | 204,398 | 36,791 | 74,031 | 148,145 | 567,025 |
| Average expense \$ | 156,536 | 30,675 | 14,161 | 100,247 | 481,060 |
| Average net profit (loss) \$ | 48,462 | 6,116 | 59,870 | 47,898 | 79,965 |
| Businesses reporting a profit (No.) | 120 | | | | |
| Average sales \$ | 198,563 | 35,298 | 75,816 | 140,662 | 542,477 |
| Average expense \$ | 118,573 | 20,178 | 2,074 | 58,530 | 397,556 |
| Average net profit \$ | 79,990 | 15,120 | 73,742 | 82,132 | 144,821 |
| Businesses reporting a loss (No.) | 41 | | | | |
| Average sales \$ | 222,602 | 40,680 | 66,135 | 162,977 | 620,616 |
| Average expense \$ | 268,987 | 58,027 | 85,961 | 182,933 | 749,027 |
| Average net loss \$ | -46,385 | -17,347 | -19,826 | -19,956 | -128,411 |
| 1986 | | | | | |
| Number of observations in sample | 283 | | | | |
| Average sales \$ | 210,475 | 34,511 | 64,870 | 143,690 | 598,830 |
| Average expense \$ | 177,123 | 29,908 | 56,787 | 113,751 | 508,045 |
| Average net profit (loss) \$ | 33,352 | 4,603 | 8,083 | 29,939 | 90,785 |
| Businesses reporting a profit (No.) | 208 | | | | |
| Average sales \$ | 218,461 | 33,923 | 64,197 | 142,453 | 633,269 |
| Average expense \$ | 151,321 | 24,369 | 42,706 | 92,554 | 445,656 |
| Average net profit \$ | 67,140 | 9,554 | 21,491 | 49,899 | 187,613 |
| Businesses reporting a loss (No.) | 75 | | | | |
| Average sales \$ | 195,783 | 37,126 | 66,183 | 147,228 | 532,616 |
| Average expense \$ | 235,197 | 54,571 | 83,872 | 174,348 | 627,995 |
| Average net loss \$ | -39,414 | -17,445 | -17,709 | -27,120 | -95,379 |
| 1987 | | | | | |
| Number of observations in sample | 180 | | | | |
| Average sales \$ | 166,062 | 39,559 | 65,811 | 132,954 | 425,923 |
| Average expense \$ | 149,224 | 33,658 | 66,008 | 131,143 | 366,088 |
| Average net profit (loss) \$ | 16,838 | 5,901 | -197 | 1,811 | 59,835 |
| Businesses reporting a profit (No.) | 119 | | | | |
| Average sales \$ | 166,462 | 38,666 | 62,962 | 140,777 | 423,442 |
| Average expense \$ | 121,485 | 17,876 | 42,519 | 115,488 | 310,058 |
| Average net profit \$ | 44,977 | 20,790 | 20,443 | 25,289 | 113,384 |
| Businesses reporting a loss (No.) | 61 | | | | |
| Average sales \$ | 166,543 | 41,140 | 70,143 | 121,650 | 433,240 |
| Average expense \$ | 212,093 | 61,589 | 101,733 | 153,763 | 531,285 |
| Average net loss \$ | -45,550 | -20,449 | -31,590 | -32,113 | -98,045 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Insurance and Real Estate Agencies (SIC 7611)

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 312 | | | | | | | | | | |
| Low sales value (\$3000's) | (1) | (1) | 61 | 123 | 253 | | | | | | |
| High sales value (\$3000's) | (1) | 61 | 123 | 253 | (1) | | | | | | |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Occupancy expenses | 9.5 | 11.2 | 11.7 | 8.8 | 6.5 | 95.4 | 10.0 | 13.2 | 11.8 | 9.0 | 6.6 |
| Depreciation | 2.7 | 3.8 | 2.9 | 2.5 | 1.8 | 85.0 | 3.2 | 5.5 | 3.2 | 2.9 | 1.9 |
| Repairs & maintenance | 1.4 | 1.2 | 3.6 | 0.5 | 0.5 | 39.4 | 3.6 | 3.2 | 10.0 | 1.7 | 0.8 |
| Heat, light & telephone | 2.0 | 2.4 | 1.7 | 2.3 | 1.8 | 77.1 | 2.7 | 4.0 | 2.4 | 2.7 | 2.0 |
| Rent | 3.3 | 3.9 | 3.5 | 3.5 | 2.5 | 67.4 | 5.0 | 7.6 | 5.8 | 4.5 | 3.2 |
| Personnel expenses | 43.7 | 20.3 | 49.8 | 49.0 | 55.5 | 86.4 | 50.6 | 32.2 | 57.9 | 50.6 | 55.8 |
| Financial expenses | 4.9 | 6.5 | 7.5 | 3.6 | 2.3 | 92.6 | 5.3 | 7.7 | 8.3 | 3.6 | 2.3 |
| Interest & bank charges | 2.5 | 4.8 | 1.7 | 2.1 | 1.3 | 63.6 | 3.9 | 13.0 | 2.5 | 3.2 | 1.5 |
| Professional fees | 2.5 | 1.7 | 5.8 | 1.5 | 1.0 | 86.2 | 2.9 | 2.5 | 6.7 | 1.5 | 1.0 |
| Other expenses | 25.4 | 36.1 | 26.2 | 21.7 | 17.8 | 100.0 | 25.4 | 36.1 | 26.2 | 21.7 | 17.8 |
| Profit (loss) | 16.4 | 25.9 | 4.9 | 17.0 | 17.8 | 99.1 | 16.6 | 25.9 | 4.9 | 17.0 | 18.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields. Businesses engaged in real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Insurance and Real Estate Agencies (SIC 7611)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 192 | (1) | 99 | 181 | 379 |
| Low sales value (\$000's) | (1) | (1) | 99 | 181 | 379 |
| High sales value (\$000's) | (1) | 99 | 181 | 379 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 44 | 6 | 20 | 27 | 119 |
| Inventory | - | - | - | - | - |
| Other current assets | 121 | 58 | 60 | 122 | 241 |
| Total current assets | 165 | 64 | 80 | 148 | 361 |
| Fixed assets | 33 | 15 | 26 | 27 | 52 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 44 | 22 | 28 | 36 | 68 |
| Total assets | 242 | 101 | 133 | 211 | 511 |
| Liabilities and equity | | | | | |
| Current loans | 8 | 10 | 4 | 8 | 10 |
| Other current liabilities | 123 | 38 | 60 | 91 | 295 |
| Total current liabilities | 131 | 49 | 64 | 99 | 304 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | - | 6 | 3 | 5 |
| Other liabilities | 37 | 42 | 27 | 20 | 59 |
| Total liabilities | 171 | 91 | 97 | 122 | 368 |
| Total equity | 70 | 10 | 36 | 90 | 143 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Insurance and Real Estate Agencies (SIC 7611)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 192 | (1) | 99 | 181 | 379 |
| Low sales value (\$000's) | (1) | (1) | 99 | 181 | 379 |
| High sales value (\$000's) | (1) | 99 | 181 | 379 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 1.3 | 1.2 | 1.5 | 1.2 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.4 | 9.0 | 2.7 | 1.4 | 2.6 |
| Interest coverage ratio (times) | 11.5 | ... | 8.2 | 18.8 | 13.5 |
| Debt ratio (times) | 0.7 | 0.9 | 0.7 | 0.6 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Insurance and Real Estate Agencies (SIC 7611)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 23 | | | | |
| Low sales value (\$000's) | 57 | -- | -- | -- | -- |
| High sales value (\$000's) | 100 | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 33 | -- | -- | -- | -- |
| Depreciation | 7 | -- | -- | -- | -- |
| Other | -9 | -- | -- | -- | -- |
| Dividends | -12 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 16 | -- | -- | -- | -- |
| Purchase of fixed assets | -16 | -- | -- | -- | -- |
| Increase in investment | -7 | -- | -- | -- | -- |
| Decrease in investment | 2 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 3 | -- | -- | -- | -- |
| Repayment of long term debt | -1 | -- | -- | -- | -- |
| Loans from shareholders | - | -- | -- | -- | -- |
| Repayment of loans from shareholders | -29 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -1 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -13 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 59 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 45 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 5,809 | 847,204 | 37,916 | 758 | 647 |
| less than 20 | 5,458 | 344,010 | 15,398 | 747 | 617 |
| 20 - 99 | 284 | 221,027 | 9,936 | 7 | 28 |
| 100 - 499 | 56 | 170,009 | 7,555 | 3 | 1 |
| 500 and over | 11 | 112,158 | 5,015 | 1 | 1 |
| 1987 | | | | | |
| Total | 6,885 | 1,784,950 | 55,148 | 906 | ... |
| less than 20 | 6,334 | 600,611 | 18,449 | 867 | ... |
| 20 - 99 | 441 | 512,005 | 15,840 | 30 | ... |
| 100 - 499 | 94 | 457,959 | 14,088 | 8 | ... |
| 500 and over | 16 | 214,375 | 6,771 | 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.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Insurance and Real Estate Agencies (SIC 7611)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 293 | | | | |
| Average sales \$ | 209,973 | 40,970 | 86,207 | 159,004 | 553,712 |
| Average expense \$ | 179,397 | 27,540 | 59,417 | 124,236 | 488,785 |
| Average net profit (loss) \$ | 29,976 | 13,430 | 16,790 | 24,768 | 54,317 |
| Businesses reporting a profit (No.) | 253 | | | | |
| Average sales \$ | 211,825 | 40,406 | 85,173 | 158,003 | 563,719 |
| Average expense \$ | 170,730 | 21,590 | 64,759 | 121,757 | 474,813 |
| Average net profit \$ | 41,095 | 18,816 | 20,414 | 36,246 | 88,906 |
| Businesses reporting a loss (No.) | 40 | | | | |
| Average sales \$ | 201,477 | 43,474 | 93,568 | 161,806 | 507,060 |
| Average expense \$ | 219,914 | 53,958 | 102,578 | 163,140 | 553,981 |
| Average net loss \$ | -18,437 | -10,484 | -9,010 | -7,334 | -46,921 |
| 1986 | | | | | |
| Number of observations in sample | 391 | | | | |
| Average sales \$ | 250,252 | 44,949 | 98,440 | 202,700 | 654,919 |
| Average expense \$ | 218,989 | 35,746 | 88,473 | 184,063 | 567,673 |
| Average net profit (loss) \$ | 31,263 | 9,203 | 9,967 | 18,637 | 87,246 |
| Businesses reporting a profit (No.) | 335 | | | | |
| Average sales \$ | 256,132 | 44,475 | 103,514 | 197,606 | 678,931 |
| Average expense \$ | 209,393 | 25,432 | 83,950 | 159,309 | 568,880 |
| Average net profit \$ | 46,739 | 19,043 | 19,564 | 38,297 | 110,051 |
| Businesses reporting a loss (No.) | 56 | | | | |
| Average sales \$ | 224,576 | 46,224 | 90,741 | 217,780 | 543,557 |
| Average expense \$ | 244,557 | 63,464 | 95,335 | 257,349 | 562,078 |
| Average net loss \$ | -19,981 | -17,240 | -4,594 | -39,569 | -18,521 |
| 1987 | | | | | |
| Number of observations in sample | 326 | | | | |
| Average sales \$ | 228,709 | 41,392 | 94,144 | 195,196 | 584,104 |
| Average expense \$ | 191,740 | 28,652 | 83,430 | 166,861 | 488,018 |
| Average net profit (loss) \$ | 36,969 | 12,740 | 10,714 | 28,335 | 96,086 |
| Businesses reporting a profit (No.) | 270 | | | | |
| Average sales \$ | 232,932 | 42,035 | 95,498 | 191,788 | 602,404 |
| Average expense \$ | 183,934 | 22,984 | 62,288 | 153,463 | 497,000 |
| Average net profit \$ | 48,998 | 19,051 | 33,211 | 38,325 | 105,404 |
| Businesses reporting a loss (No.) | 56 | | | | |
| Average sales \$ | 181,439 | 39,236 | 89,676 | 210,102 | 386,740 |
| Average expense \$ | 204,333 | 47,653 | 153,087 | 225,442 | 391,151 |
| Average net loss \$ | -22,894 | -8,417 | -63,411 | -15,340 | -4,411 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Computer Services (SIC 7721)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|-----------|------------|------------------|------------------|---------|--|-----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 234 | | | | | | | | | | |
| Low sales value (\$000 s) | (1) | (1) | | | | | | | | | 100 |
| High sales value (\$000 s) | (1) | 33 | | | | | | | 100 | | (1) |

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses (n=13) | | | | |
|-------------------------|---------------------|------------|------------------|------------------|---------|--------------------------------|-----------------------------|------------|------------------|------------------|---------|
| | 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 | 6.8 | 8.9 | 4.5 | 5.6 | 8.2 | 85.5 | 7.9 | 12.8 | 5.6 | 6.1 | 8.3 |
| Depreciation | 3.0 | 5.4 | 1.9 | 2.1 | 2.8 | 77.3 | 3.9 | 3.7 | 2.5 | 2.6 | 3.0 |
| Repairs & maintenance | 0.5 | 0.4 | 0.2 | 0.5 | 1.1 | 28.4 | 1.9 | 1.9 | 0.7 | 1.4 | 3.2 |
| Heat, light & telephone | 0.7 | 0.3 | 0.4 | 0.8 | 1.1 | 51.9 | 1.3 | 1.1 | 1.0 | 1.4 | 1.5 |
| Rent | 2.5 | 2.7 | 2.0 | 2.1 | 3.2 | 48.2 | 5.2 | 5.5 | 5.9 | 4.9 | 4.7 |
| Personnel expenses | 18.3 | 16.1 | 5.0 | 16.8 | 35.2 | 50.5 | 36.2 | 49.1 | 21.1 | 29.1 | 40.5 |
| Financial expenses | 1.7 | 1.0 | 0.7 | 2.0 | 3.1 | 68.5 | 2.5 | 2.1 | 1.3 | 2.5 | 3.6 |
| Interest & bank charges | 0.5 | 0.2 | 0.4 | 0.6 | 0.7 | 44.2 | 1.1 | 0.8 | 1.3 | 1.4 | 1.0 |
| Professional fees | 1.2 | 0.7 | 0.3 | 1.4 | 2.5 | 54.7 | 2.3 | 2.6 | 0.8 | 1.9 | 3.3 |
| Other expenses | 29.1 | 35.4 | 15.1 | 26.5 | 39.9 | 99.9 | 29.2 | 35.4 | 15.1 | 26.6 | 39.9 |
| Profit (loss) | 44.1 | 38.5 | 74.6 | 49.1 | 13.6 | 96.0 | 45.9 | 45.9 | 74.6 | 49.1 | 13.6 |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes
 Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

- How to use the tables**
- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 - (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 - (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7721 - Computer Services
 Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work. This industry includes computer consulting services, computer input preparation services, computer processing services, computer programming services, computer rental or leasing services (except finance leasing), computer services, computer software services, computer time-sharing services, computer services software packages, computer services systems analysis and design and computer services systems design.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Computer Services (SIC 7721)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 187 | (1) | 59 | 100 | 251 |
| Low sales value (\$000's) | (1) | 59 | 100 | 251 | (1) |
| High sales value (\$000's) | (1) | 59 | 100 | 251 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 36 | 1 | 13 | 20 | 106 |
| Inventory | - | - | - | - | - |
| Other current assets | 41 | 7 | 19 | 27 | 109 |
| Total current assets | 77 | 8 | 33 | 47 | 215 |
| Fixed assets | 31 | 8 | 7 | 12 | 34 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 14 | - | 1 | 17 | 37 |
| Total assets | 122 | 16 | 41 | 76 | 345 |
| Liabilities and equity | | | | | |
| Current loans | 11 | - | 2 | 2 | 39 |
| Other current liabilities | 56 | 9 | 23 | 37 | 150 |
| Total current liabilities | 67 | 9 | 25 | 40 | 189 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | - | 5 |
| Other liabilities | 14 | 1 | - | 2 | 54 |
| Total liabilities | 82 | 10 | 25 | 42 | 247 |
| Total equity | 39 | 6 | 16 | 34 | 98 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Computer Services (SIC 7721)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 187 | (1) | 59 | 100 | 251 |
| Low sales value (\$000's) | (1) | 59 | 100 | 251 | (1) |
| High sales value (\$000's) | (1) | 59 | 100 | 251 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 0.9 | 1.3 | 1.2 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.1 | 1.9 | 1.5 | 1.2 | 2.5 |
| Interest coverage ratio (times) | 9.7 | 10.1 | 81.1 | 41.8 | 3.7 |
| Debt ratio (times) | 0.7 | 0.7 | 0.6 | 0.6 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Computer Services (SIC 7721)

| | Total ⁽¹⁾ | Bottom 25% | Lower middle 25% | Upper 25% | Top 25% |
|--|----------------------|---------------|---------------------|--------------|------------|
| Businesses in sample (No.) | 85 | | | | |
| Low sales value (\$000's) | (1) | (1) | 28 | 69 | 218 |
| High sales value (\$000's) | (1) | 28 | 55 | 218 | 11 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 12 | -2 | 1 | -5 | 46 |
| Depreciation | 9 | 3 | 1 | 5 | 26 |
| Other | 11 | 12 | 20 | 10 | 1 |
| Dividends | -10 | - | - | - | -35 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | - | - | 8 |
| Purchase of fixed assets | -20 | -4 | -9 | - | -58 |
| Increase in investment | -2 | - | - | - | -7 |
| Decrease in investment | - | - | - | - | 1 |
| Financing activities | | | | | |
| Increase in long term debt | 2 | - | - | - | 7 |
| Repayment of long term debt | -2 | - | - | - | -7 |
| Loans from shareholders | 3 | - | - | - | 11 |
| Repayment of loans from shareholders | -4 | - | - | -1 | -15 |
| Advances & loans from government | - | - | - | - | 2 |
| Increase in equity | 4 | - | - | - | 14 |
| Decrease in equity | - | - | -1 | - | -2 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 6 | 8 | 20 | 1 | -9 |
| Cash & equivalents-Beginning of the year | 13 | -8 | 14 | 15 | 23 |
| Cash & equivalents - End of the year | 19 | - | 34 | 15 | 14 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 1,411 | 686,357 | 21,943 | 424 | 309 |
| less than 20 | 1,288 | 91,429 | 71 | 411 | 291 |
| 20 - 99 | 89 | 75,398 | 837 | 7 | 15 |
| 100 - 499 | 27 | 81,451 | 3,016 | 6 | 2 |
| 500 and over | 7 | 438,079 | 13,944 | - | 1 |
| 1987 | | | | | |
| Total | 2,091 | 1,097,838 | 31,388 | 544 | ... |
| less than 20 | 1,889 | 152,865 | 4,378 | 524 | ... |
| 20 - 99 | 153 | 172,890 | 4,986 | 17 | ... |
| 100 - 499 | 39 | 172,773 | 4,948 | 2 | ... |
| 500 and over | 10 | 599,510 | 17,076 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Computer Services (SIC 7721)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 41 | | | | |
| Average sales \$ | 224,721 | -- | -- | -- | -- |
| Average expense \$ | 201,538 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 23,183 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 32 | | | | |
| Average sales \$ | 218,331 | -- | -- | -- | -- |
| Average expense \$ | 174,900 | -- | -- | -- | -- |
| Average net profit \$ | 43,431 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 293,643 | -- | -- | -- | -- |
| Average expense \$ | 385,479 | -- | -- | -- | -- |
| Average net loss \$ | -91,836 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 152 | | | | |
| Average sales \$ | 203,798 | 33,991 | 56,443 | 119,018 | 605,740 |
| Average expense \$ | 184,135 | 19,924 | 38,490 | 96,019 | 582,165 |
| Average net profit (loss) \$ | 19,663 | 14,067 | 17,953 | 22,999 | 23,575 |
| Businesses reporting a profit (No.) | 127 | | | | |
| Average sales \$ | 192,652 | 34,033 | 57,841 | 118,571 | 560,162 |
| Average expense \$ | 158,806 | 16,572 | 36,694 | 93,989 | 487,969 |
| Average net profit \$ | 33,846 | 17,461 | 21,147 | 24,582 | 72,193 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 265,142 | 33,771 | 48,119 | 127,536 | 851,141 |
| Average expense \$ | 327,544 | 37,335 | 49,186 | 134,710 | 1,088,946 |
| Average net loss \$ | -62,402 | -3,564 | -1,067 | -7,174 | -237,805 |
| 1987 | | | | | |
| Number of observations in sample | 258 | | | | |
| Average sales \$ | 138,582 | 29,690 | 42,971 | 74,832 | 406,834 |
| Average expense \$ | 112,972 | 17,956 | 13,784 | 40,498 | 379,650 |
| Average net profit (loss) \$ | 25,610 | 11,734 | 29,187 | 34,334 | 27,184 |
| Businesses reporting a profit (No.) | 197 | | | | |
| Average sales \$ | 132,049 | 29,659 | 42,023 | 74,928 | 381,584 |
| Average expense \$ | 97,293 | 14,766 | 10,127 | 34,025 | 330,276 |
| Average net profit \$ | 34,756 | 14,893 | 31,896 | 40,903 | 51,308 |
| Businesses reporting a loss (No.) | 61 | | | | |
| Average sales \$ | 168,135 | 29,880 | 54,326 | 74,304 | 514,028 |
| Average expense \$ | 190,055 | 37,296 | 57,601 | 76,066 | 589,259 |
| Average net loss \$ | -21,921 | -7,416 | -3,275 | -1,762 | -75,231 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Advertising Agencies (SIC 7741)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|
| Businesses in sample (No.) | 187 | | | | | |
| Low sales value (\$000's) | (1) | | 37 | 80 | 235 | |
| High sales value (\$000's) | (1) | 37 | 80 | 235 | (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 | 5.2 | 0.4 | 1.8 | 9.0 | 9.2 | 17.0 | 29.6 | 2.0 | 19.2 | 57.5 | 33.6 |
| Occupancy expenses | 8.9 | 11.2 | 14.4 | 6.1 | 4.2 | 89.5 | 10.0 | 12.8 | 20.4 | 6.1 | 4.2 |
| Depreciation | 2.3 | 6.1 | 0.7 | 1.7 | 0.9 | 78.7 | 2.9 | 7.0 | 1.6 | 1.9 | 1.0 |
| Repairs & maintenance | 0.4 | 0.8 | 0.3 | 0.5 | 0.2 | 27.9 | 1.6 | 1.4 | 3.3 | 1.9 | 0.8 |
| Heat, light & telephone | 1.0 | 1.1 | 0.4 | 1.4 | 1.1 | 65.9 | 1.5 | 1.9 | 1.7 | 1.5 | 1.2 |
| Rent | 5.2 | 3.2 | 13.1 | 2.4 | 2.0 | 57.3 | 9.0 | 5.8 | 28.6 | 3.8 | 2.8 |
| Personnel expenses | 19.1 | 12.5 | 10.8 | 29.0 | 23.5 | 59.0 | 32.3 | 41.8 | 24.8 | 46.5 | 24.2 |
| Financial expenses | 2.7 | 2.6 | 1.2 | 4.8 | 2.0 | 83.5 | 3.2 | 3.0 | 1.7 | 6.1 | 2.1 |
| Interest & bank charges | 0.7 | 1.3 | 0.4 | 0.6 | 0.6 | 54.5 | 1.3 | 3.2 | 1.2 | 1.0 | 0.8 |
| Professional fees | 1.9 | 1.3 | 0.8 | 4.2 | 1.4 | 72.6 | 2.6 | 1.4 | 2.2 | 6.0 | 1.6 |
| Other expenses | 46.4 | 21.7 | 61.1 | 46.7 | 54.4 | 100.0 | 46.4 | 21.7 | 61.1 | 46.7 | 54.4 |
| Profit (loss) | 17.7 | 51.6 | 10.6 | 4.5 | 6.7 | 96.9 | 18.3 | 51.5 | 10.6 | 5.0 | 6.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7741 - Advertising Agencies

Businesses primarily engaged in creating and/or placing advertising with the publications, radio and television media. This industry includes advertising placement services, advertising services, advertising and publicity agency consulting services and sales promotion campaign services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Advertising Agencies (SIC 7741)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 159 | | 80 | 231 | 609 |
| Low sales value (\$000's) | (1) | (1) | 80 | 231 | 609 |
| High sales value (\$000's) | (1) | 80 | 231 | 609 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 69 | 3 | 12 | 53 | 204 |
| Inventory | - | - | - | - | - |
| Other current assets | 62 | 8 | 29 | 73 | 135 |
| Total current assets | 131 | 12 | 41 | 126 | 338 |
| Fixed assets | 26 | 4 | 8 | 20 | 71 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 9 | - | 4 | 10 | 20 |
| Total assets | 166 | 16 | 54 | 156 | 430 |
| Liabilities and equity | | | | | |
| Current loans | 18 | - | 3 | 9 | 61 |
| Other current liabilities | 99 | 17 | 32 | 94 | 247 |
| Total current liabilities | 117 | 17 | 35 | 103 | 307 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | - | - | - | - | - |
| Other liabilities | 15 | 1 | 7 | 16 | 35 |
| Total liabilities | 132 | 19 | 42 | 119 | 344 |
| Total equity | 34 | -3 | 12 | 37 | 86 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Advertising Agencies (SIC 7741)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 159 | | 80 | 231 | 609 |
| Low sales value (\$000's) | (1) | (1) | 80 | 231 | 609 |
| High sales value (\$000's) | (1) | 80 | 231 | 609 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | 0.7 | 1.2 | 1.2 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.9 | -6.5 | 3.4 | 3.2 | 4.0 |
| Interest coverage ratio (times) | 9.5 | - | - | 14.9 | 9.3 |
| Debt ratio (times) | 0.8 | 1.2 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Advertising Agencies (SIC 7741)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 66 | | | | |
| Low sales value (\$000's) | (1) | (1) | 137 | 334 | 752 |
| High sales value (\$000's) | (1) | 137 | 334 | 752 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 40 | 6 | 39 | 56 | 54 |
| Depreciation | 7 | 3 | 7 | 7 | 11 |
| Other | 5 | 34 | 39 | -16 | -27 |
| Dividends | -22 | - | - | -38 | -41 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | - | 1 | 5 |
| Purchase of fixed assets | -8 | -5 | -1 | -5 | -13 |
| Increase in investment | -1 | - | - | - | -6 |
| Decrease in investment | 2 | - | - | - | 7 |
| Financing activities | | | | | |
| Increase in long term debt | 1 | - | - | 2 | 2 |
| Repayment of long term debt | -3 | - | -4 | -2 | -6 |
| Loans from shareholders | 4 | - | - | 5 | 10 |
| Repayment of loans from shareholders | -6 | - | -7 | -8 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | 1 |
| Decrease in equity | - | - | - | - | - |
| Other | -1 | - | - | -3 | -2 |
| Increase(decrease) in cash & equivalents | 20 | 38 | 73 | -1 | -19 |
| Cash & equivalents-Beginning of the year | 18 | 57 | 3 | 13 | 4 |
| Cash & equivalents - End of the year | 39 | 94 | 75 | 12 | -15 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Advertising Agencies (SIC 7741)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 801 | 179,083 | 7,961 | 194 | 130 |
| less than 20 | 721 | 40,815 | 1,818 | 184 | 123 |
| 20 - 99 | 56 | 41,213 | 1,831 | 9 | 8 |
| 100 - 499 | 21 | 67,900 | 3,017 | 1 | 1 |
| 500 and over | 3 | 29,155 | 1,295 | - | - |
| 1987 | | | | | |
| Total | 1,017 | 271,864 | 13,227 | 178 | ... |
| less than 20 | 898 | 64,420 | 3,131 | 172 | ... |
| 20 - 99 | 88 | 63,743 | 3,107 | 4 | ... |
| 100 - 499 | 27 | 104,907 | 5,097 | 2 | ... |
| 500 and over | 4 | 38,794 | 1,892 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Advertising Agencies (SIC 7741)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 58 | | | | |
| Average sales \$ | 259,611 | 35,591 | 63,024 | 198,898 | 716,930 |
| Average expense \$ | 233,030 | 29,350 | 52,215 | 171,487 | 703,056 |
| Average net profit (loss) \$ | 14,581 | 6,241 | 10,809 | 27,511 | 13,754 |
| Businesses reporting a profit (No.) | 56 | | | | |
| Average sales \$ | 252,459 | 31,994 | 62,915 | 191,729 | 723,198 |
| Average expense \$ | 222,890 | 17,763 | 51,979 | 154,979 | 666,839 |
| Average net profit \$ | 29,569 | 14,231 | 10,936 | 36,750 | 56,359 |
| Businesses reporting a loss (No.) | 12 | | | | |
| Average sales \$ | 260,810 | 42,000 | 73,000 | 226,890 | 701,349 |
| Average expense \$ | 287,494 | 50,000 | 74,000 | 234,838 | 791,136 |
| Average net loss \$ | -26,684 | -8,000 | -1,000 | -7,948 | -89,787 |
| 1986 | | | | | |
| Number of observations in sample | 94 | | | | |
| Average sales \$ | 337,022 | 32,462 | 57,913 | 223,673 | 1,034,039 |
| Average expense \$ | 315,324 | 23,890 | 49,279 | 202,311 | 985,815 |
| Average net profit (loss) \$ | 21,698 | 8,572 | 8,634 | 21,362 | 48,224 |
| Businesses reporting a profit (No.) | 79 | | | | |
| Average sales \$ | 354,101 | 32,462 | 62,057 | 250,921 | 1,070,955 |
| Average expense \$ | 313,859 | 23,890 | 51,084 | 201,823 | 978,639 |
| Average net profit \$ | 40,242 | 8,572 | 10,973 | 49,098 | 92,326 |
| Businesses reporting a loss (No.) | 15 | | | | |
| Average sales \$ | 398,050 | - | 42,577 | 195,128 | 955,474 |
| Average expense \$ | 415,436 | - | 42,598 | 202,823 | 1,000,888 |
| Average net loss \$ | -17,376 | - | -21 | -7,695 | -44,414 |
| 1987 | | | | | |
| Number of observations in sample | 192 | | | | |
| Average sales \$ | 248,274 | 34,544 | 56,221 | 153,836 | 748,494 |
| Average expense \$ | 229,833 | 19,856 | 48,914 | 147,380 | 703,181 |
| Average net profit (loss) \$ | 18,441 | 14,688 | 7,307 | 6,456 | 45,313 |
| Businesses reporting a profit (No.) | 148 | | | | |
| Average sales \$ | 243,685 | 34,256 | 61,682 | 143,850 | 734,952 |
| Average expense \$ | 213,617 | 17,818 | 43,957 | 121,385 | 671,308 |
| Average net profit \$ | 30,068 | 16,438 | 17,725 | 22,465 | 63,644 |
| Businesses reporting a loss (No.) | 44 | | | | |
| Average sales \$ | 267,607 | 36,959 | 44,163 | 169,376 | 819,929 |
| Average expense \$ | 288,995 | 36,970 | 59,858 | 187,834 | 871,316 |
| Average net loss \$ | -21,388 | -11 | -15,695 | -18,458 | -51,387 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Management Consulting Services (SIC 7771)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|-------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 622 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | 33 | 36 | 54 | 104 | | | | | | |
| High sales value (\$000's) | (1) | 36 | 54 | 104 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % bus- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Occupancy expenses | 5.9 | 4.1 | 6.4 | 5.3 | 7.9 | 69.7 | 8.5 | 8.1 | 9.6 | 7.4 | 8.8 |
| Depreciation | 2.0 | 1.5 | 2.6 | 1.9 | 1.9 | 54.0 | 3.6 | 4.3 | 5.3 | 3.4 | 2.4 |
| Repairs & maintenance | 0.2 | 0.4 | 0.1 | 0.1 | 0.3 | 15.6 | 1.6 | 2.7 | 1.1 | 0.7 | 1.4 |
| Heat, light & telephone | 1.0 | 0.6 | 0.9 | 1.1 | 1.6 | 47.2 | 2.2 | 2.2 | 2.0 | 2.3 | 2.3 |
| Rent | 2.7 | 1.6 | 2.8 | 2.1 | 4.2 | 40.8 | 6.5 | 5.3 | 6.7 | 6.6 | 6.4 |
| Personnel expenses | 17.1 | 5.5 | 8.7 | 21.3 | 32.8 | 44.0 | 39.0 | 36.7 | 29.0 | 43.5 | 40.3 |
| Financial expenses | 3.2 | 1.0 | 3.6 | 3.6 | 4.7 | 58.5 | 5.5 | 3.3 | 7.3 | 5.6 | 5.2 |
| Interest & bank charges | 0.9 | 0.4 | 1.3 | 0.7 | 1.1 | 35.9 | 2.5 | 2.5 | 5.0 | 1.9 | 1.7 |
| Professional fees | 2.3 | 0.6 | 2.3 | 2.9 | 3.6 | 51.8 | 4.5 | 2.3 | 5.8 | 5.1 | 4.2 |
| Other expenses | 21.5 | 15.2 | 20.6 | 22.5 | 27.7 | 79.9 | 26.9 | 25.9 | 26.0 | 27.2 | 28.1 |
| Profit (loss) | 52.2 | 74.2 | 60.6 | 47.3 | 26.9 | 98.0 | 53.3 | 75.1 | 60.6 | 50.2 | 27.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, upper middle 25% and top 25%) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, office systems management consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Management Consulting Services (SIC 7771)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 368 | (1) | 57 | 92 | 204 |
| Low sales value (\$000's) | (1) | 57 | 92 | 204 | (1) |
| High sales value (\$000's) | (1) | 57 | 92 | 204 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 23 | 5 | 11 | 10 | 55 |
| Inventory | - | - | - | - | - |
| Other current assets | 56 | 18 | 21 | 55 | 119 |
| Total current assets | 79 | 23 | 32 | 75 | 164 |
| Fixed assets | 26 | 6 | 14 | 11 | 72 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 40 | 32 | 13 | 17 | 37 |
| Total assets | 146 | 60 | 59 | 103 | 353 |
| Liabilities and equity | | | | | |
| Current loans | 11 | 4 | 5 | 5 | 29 |
| Other current liabilities | 52 | 15 | 23 | 42 | 127 |
| Total current liabilities | 63 | 19 | 28 | 47 | 156 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 2 | 1 |
| Other liabilities | 32 | 14 | 14 | 22 | 75 |
| Total liabilities | 96 | 33 | 42 | 72 | 233 |
| Total equity | 49 | 27 | 17 | 31 | 120 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Management Consulting Services (SIC 7771)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 368 | (1) | 57 | 92 | 204 |
| Low sales value (\$000's) | (1) | (1) | 57 | 92 | 204 |
| High sales value (\$000's) | (1) | 57 | 92 | 204 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 1.2 | 1.1 | 1.6 | 1.2 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.9 | 1.2 | 2.6 | 2.3 | 1.9 |
| Interest coverage ratio (times) | 15.5 | 10.7 | 12.2 | 18.3 | 15.9 |
| Debt ratio (times) | 0.7 | 0.5 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Management Consulting Services (SIC 7771)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 147 | | | | |
| Low sales value (\$000's) | (1) | (1) | 49 | | |
| High sales value (\$000's) | (1) | 46 | 94 | | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 23 | 7 | -9 | 15 | 75 |
| Depreciation | 9 | 3 | 21 | 2 | 12 |
| Other | 14 | -1 | 16 | 42 | -11 |
| Dividends | -9 | -5 | - | -8 | -20 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | - | 1 | 6 |
| Purchase of fixed assets | -45 | -3 | -144 | -2 | -45 |
| Increase in investment | -14 | - | - | -11 | -41 |
| Decrease in investment | 4 | - | - | 2 | 12 |
| Financing activities | | | | | |
| Increase in long term debt | 10 | - | 18 | - | 25 |
| Repayment of long term debt | -3 | -1 | -4 | -1 | -8 |
| Loans from shareholders | 11 | - | - | 5 | 36 |
| Repayment of loans from shareholders | -9 | - | -2 | -8 | -25 |
| Advances & loans from government | - | - | - | - | 1 |
| Increase in equity | 20 | - | 88 | - | 1 |
| Decrease in equity | -2 | - | - | - | -8 |
| Other | - | - | - | -1 | 1 |
| Increase(decrease) in cash & equivalents | 11 | - | -16 | 38 | 12 |
| Cash & equivalents-Beginning of the year | 11 | 5 | - | 10 | 27 |
| Cash & equivalents - End of the year | 23 | 5 | -16 | 48 | 39 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 4,238 | 416,868 | 23,109 | 863 | 687 |
| less than 20 | 4,016 | 180,628 | 9,866 | 833 | 665 |
| 20 - 99 | 182 | 103,677 | 5,662 | 28 | 21 |
| 100 - 499 | 35 | 77,608 | 4,241 | 1 | 1 |
| 500 and over | 5 | 54,955 | 3,340 | 1 | - |
| 1987 | | | | | |
| Total | 5,342 | 734,633 | 27,966 | 1,053 | ... |
| less than 20 | 5,028 | 319,230 | 12,108 | 998 | ... |
| 20 - 99 | 266 | 219,738 | 8,402 | 45 | ... |
| 100 - 499 | 43 | 110,903 | 4,252 | 10 | ... |
| 500 and over | 5 | 84,762 | 3,204 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Management Consulting Services (SIC 7771)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 293 | | | | |
| Average sales \$ | 147,035 | 30,513 | 57,159 | 111,384 | 388,970 |
| Average expense \$ | 110,523 | 17,025 | 29,568 | 90,773 | 294,524 |
| Average net profit (loss) \$ | 36,512 | 13,588 | 17,491 | 20,611 | 94,348 |
| Businesses reporting a profit (No.) | 269 | | | | |
| Average sales \$ | 149,566 | 30,607 | 55,940 | 113,084 | 398,531 |
| Average expense \$ | 106,338 | 16,121 | 32,858 | 90,407 | 285,967 |
| Average net profit \$ | 43,228 | 14,486 | 23,082 | 22,677 | 112,564 |
| Businesses reporting a loss (No.) | 24 | | | | |
| Average sales \$ | 129,257 | 30,722 | 62,373 | 92,729 | 331,204 |
| Average expense \$ | 135,948 | 33,789 | 68,796 | 94,814 | 346,394 |
| Average net loss \$ | -6,691 | -3,067 | -6,423 | -2,085 | -15,190 |
| 1986 | | | | | |
| Number of observations in sample | 334 | | | | |
| Average sales \$ | 138,575 | 29,674 | 48,968 | 104,645 | 371,014 |
| Average expense \$ | 105,482 | 12,961 | 20,773 | 86,926 | 301,269 |
| Average net profit (loss) \$ | 33,093 | 16,713 | 28,195 | 17,719 | 69,745 |
| Businesses reporting a profit (No.) | 300 | | | | |
| Average sales \$ | 138,866 | 29,614 | 49,461 | 105,729 | 370,661 |
| Average expense \$ | 94,761 | 10,776 | 19,917 | 67,505 | 280,846 |
| Average net profit \$ | 44,105 | 18,838 | 29,544 | 38,224 | 89,815 |
| Businesses reporting a loss (No.) | 34 | | | | |
| Average sales \$ | 135,379 | 30,328 | 38,419 | 100,138 | 372,629 |
| Average expense \$ | 159,517 | 36,689 | 39,084 | 167,670 | 394,624 |
| Average net loss \$ | -24,138 | -6,361 | -665 | -67,532 | -21,995 |
| 1987 | | | | | |
| Number of observations in sample | 616 | | | | |
| Average sales \$ | 112,905 | 29,336 | 43,295 | 73,327 | 305,663 |
| Average expense \$ | 75,971 | 8,834 | 18,050 | 44,023 | 232,978 |
| Average net profit (loss) \$ | 36,934 | 20,502 | 25,245 | 29,304 | 72,685 |
| Businesses reporting a profit (No.) | 530 | | | | |
| Average sales \$ | 114,436 | 29,319 | 43,674 | 73,886 | 310,865 |
| Average expense \$ | 68,884 | 6,474 | 14,581 | 35,632 | 218,849 |
| Average net profit \$ | 45,552 | 22,845 | 29,093 | 38,254 | 92,016 |
| Businesses reporting a loss (No.) | 86 | | | | |
| Average sales \$ | 105,295 | 29,528 | 40,337 | 70,030 | 281,283 |
| Average expense \$ | 118,317 | 35,437 | 45,102 | 93,546 | 299,182 |
| Average net loss \$ | -13,022 | -5,909 | -4,765 | -23,516 | -17,899 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Hotels and Motor Hotels (SIC 9111)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|----------|------------|------------------|------------------|---------|--|----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 204 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 36 | 230 | 480 | | | | | | 480 |
| High sales value (\$000's) | (1) | 36 | | | | | | | | | (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 | 32.7 | 96.6 | 24.5 | 15.3 | 14.7 | 99.7 | 32.8 | 96.6 | 24.5 | 15.3 | 14.8 |
| Depreciation | 10.9 | 41.3 | 3.9 | 4.5 | 4.5 | 80.4 | 13.6 | 45.1 | 2.2 | 4.5 | 4.9 |
| Repairs & maintenance | 6.1 | 2.4 | 12.8 | 2.9 | 3.5 | 84.0 | 7.3 | 6.7 | 13.1 | 3.1 | 4.0 |
| Heat, light & telephone | 8.4 | 22.0 | 6.7 | 4.8 | 4.5 | 99.3 | 8.5 | 22.0 | 6.7 | 4.8 | 4.6 |
| Rent | 7.2 | 30.9 | 1.0 | 3.1 | 2.1 | 42.1 | 17.1 | 48.4 | 6.4 | 6.9 | 3.8 |
| Personnel expenses | 23.8 | 41.2 | 13.8 | 22.4 | 25.3 | 99.7 | 23.9 | 41.2 | 13.8 | 22.4 | 25.6 |
| Financial expenses | 7.8 | 4.4 | 11.6 | 5.6 | 7.6 | 97.8 | 8.0 | 4.8 | 11.7 | 5.7 | 7.7 |
| Interest & bank charges | 6.3 | 0.3 | 10.7 | 4.9 | 6.2 | 82.1 | 7.6 | 0.6 | 13.1 | 5.8 | 6.8 |
| Professional fees | 1.5 | 4.1 | 0.9 | 0.7 | 1.4 | 85.7 | 1.8 | 4.5 | 1.3 | 0.7 | 1.5 |
| Other expenses | 64.7 | 109.2 | 57.2 | 54.5 | 52.5 | 100.0 | 64.7 | 109.2 | 57.2 | 54.5 | 52.5 |
| Profit (loss) | -29.0 | 151.4 | -7.1 | 2.1 | -0.1 | 99.2 | -29.2 | 151.4 | -7.1 | 2.1 | -0.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
- (3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior. Included are businesses engaged in hostels, hotel accommodation services (except apartment hotels), hotel lodging services (except apartment hotels), hotels (except apartment and private hotels) and motor hotels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Hotels and Motor Hotels (SIC 9111)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 134 | (1) | 220 | 368 | 610 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 220 | 368 | 510 | |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 5 | - | 1 | 4 | 13 |
| Inventory | - | - | - | - | - |
| Other current assets | 64 | 28 | 47 | 78 | 102 |
| Total current assets | 68 | 29 | 48 | 82 | 114 |
| Fixed assets | 357 | 276 | 140 | 333 | 678 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 77 | 10 | 126 | 48 | 123 |
| Total assets | 502 | 314 | 314 | 463 | 914 |
| Liabilities and equity | | | | | |
| Current loans | 10 | 5 | 1 | 17 | 18 |
| Other current liabilities | 101 | 10 | 54 | 91 | 246 |
| Total current liabilities | 111 | 15 | 55 | 108 | 264 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 14 | 20 | - | 17 | 20 |
| Other liabilities | 228 | 85 | 98 | 249 | 477 |
| Total liabilities | 353 | 120 | 154 | 373 | 761 |
| Total equity | 149 | 194 | 161 | 90 | 153 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Hotels and Motor Hotels (SIC 9111)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 134 | (1) | 220 | 368 | 610 |
| Low sales value (\$000's) | (1) | | | | (1) |
| High sales value (\$000's) | (1) | 220 | 368 | 510 | |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.6 | 2.0 | 0.9 | 0.8 | 0.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.4 | 0.6 | 1.0 | 4.2 | 5.0 |
| Interest coverage ratio (times) | 0.6 | ... | 0.6 | 1.1 | 1.0 |
| Debt ratio (times) | 0.7 | 0.4 | 0.5 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Hotels and Motor Hotels (SIC 9111)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 85 | | | | |
| Low sales value (\$000's) | (1) | | 181 | 356 | 592 |
| High sales value (\$000's) | (1) | 181 | 356 | 592 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 5 | -23 | 17 | 18 | 5 |
| Depreciation | 23 | 11 | 12 | 21 | 47 |
| Other | -12 | -16 | -2 | -21 | -11 |
| Dividends | -3 | - | - | -6 | -4 |
| Investment activities | | | | | |
| Disposal of fixed assets | 41 | 3 | 6 | - | 152 |
| Purchase of fixed assets | -29 | -10 | -14 | -30 | -59 |
| Increase in investment | -7 | - | - | -5 | -21 |
| Decrease in investment | 2 | - | - | 8 | - |
| Financing activities | | | | | |
| Increase in long term debt | 38 | 50 | 2 | 43 | 59 |
| Repayment of long term debt | -43 | - | -4 | -16 | -149 |
| Loans from shareholders | 10 | - | - | 6 | 35 |
| Repayment of loans from shareholders | -16 | -9 | -15 | -14 | -24 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 11 | 6 | 3 | 4 | 30 |
| Cash & equivalents—Beginning of the year | 26 | -3 | 84 | -2 | 20 |
| Cash & equivalents—End of the year | 37 | 2 | 87 | 2 | 50 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 959 | 365,864 | 35.982 | 110 | 86 |
| less than 20 | 679 | 44,258 | 4,343 | 75 | 82 |
| 20 - 99 | 207 | 81,326 | 8,037 | 21 | 17 |
| 100 - 499 | 52 | 75,841 | 7,449 | 11 | 5 |
| 500 and over | 21 | 164,439 | 16,159 | 3 | 2 |
| 1987 | | | | | |
| Total | 1,125 | 506,504 | 42,529 | 172 | ... |
| less than 20 | 788 | 55,880 | 4,695 | 129 | ... |
| 20 - 99 | 239 | 106,646 | 8,963 | 23 | ... |
| 100 - 499 | 69 | 121,531 | 10,200 | 16 | ... |
| 500 and over | 29 | 222,447 | 18,671 | 4 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are defined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Hotels and Motor Hotels (SIC 9111)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 131 | | | | |
| Average sales \$ | 510,790 | 103,077 | 284,516 | 512,794 | 1,142,772 |
| Average expense \$ | 507,446 | 98,978 | 278,347 | 507,686 | 1,144,373 |
| Average net profit (loss) \$ | 3,344 | 4,099 | 6,171 | 4,908 | -1,801 |
| Businesses reporting a profit (No.) | 82 | | | | |
| Average sales \$ | 490,189 | 108,079 | 293,134 | 499,574 | 1,059,969 |
| Average expense \$ | 451,535 | 98,054 | 249,228 | 465,738 | 999,120 |
| Average net profit \$ | 38,654 | 10,025 | 43,906 | 33,836 | 66,849 |
| Businesses reporting a loss (No.) | 49 | | | | |
| Average sales \$ | 554,135 | 91,658 | 272,977 | 524,160 | 1,327,746 |
| Average expense \$ | 611,366 | 101,087 | 317,349 | 544,121 | 1,482,906 |
| Average net loss \$ | -57,231 | -9,429 | -44,372 | -19,961 | -155,160 |
| 1986 | | | | | |
| Number of observations in sample | 110 | | | | |
| Average sales \$ | 446,487 | 79,606 | 206,780 | 417,804 | 1,081,759 |
| Average expense \$ | 431,056 | 74,699 | 166,592 | 425,871 | 1,057,062 |
| Average net profit (loss) \$ | 15,431 | 4,907 | 40,188 | -8,067 | 24,697 |
| Businesses reporting a profit (No.) | 75 | | | | |
| Average sales \$ | 439,690 | 81,137 | 206,043 | 454,350 | 1,017,228 |
| Average expense \$ | 397,586 | 72,116 | 154,506 | 420,393 | 943,328 |
| Average net profit \$ | 42,104 | 9,021 | 51,537 | 33,957 | 72,900 |
| Businesses reporting a loss (No.) | 35 | | | | |
| Average sales \$ | 479,533 | 74,219 | 209,747 | 401,982 | 1,232,804 |
| Average expense \$ | 512,662 | 83,787 | 215,255 | 428,336 | 1,323,271 |
| Average net loss \$ | -33,129 | -9,568 | -5,508 | -26,974 | -90,467 |
| 1987 | | | | | |
| Number of observations in sample | 205 | | | | |
| Average sales \$ | 326,228 | 34,841 | 124,222 | 334,609 | 811,240 |
| Average expense \$ | 333,805 | 72,027 | 122,054 | 330,279 | 810,861 |
| Average net profit (loss) \$ | -7,577 | -37,186 | 2,168 | 4,330 | 379 |
| Businesses reporting a profit (No.) | 115 | | | | |
| Average sales \$ | 423,751 | - | 110,363 | 332,366 | 828,523 |
| Average expense \$ | 387,086 | - | 74,537 | 307,991 | 778,729 |
| Average net profit \$ | 36,665 | - | 35,826 | 24,375 | 49,794 |
| Businesses reporting a loss (No.) | 86 | | | | |
| Average sales \$ | 322,807 | 34,841 | 134,371 | 340,042 | 781,974 |
| Average expense \$ | 369,604 | 72,027 | 156,852 | 384,266 | 865,270 |
| Average net loss \$ | -46,797 | -37,186 | -22,481 | -44,224 | -83,296 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Motels (SIC 9112)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
|----------------------------|-----------|------------|------------------|------------------|---------|--|
| Businesses in sample (No.) | 159 | (1) | 65 | 65 | 159 | |
| Low sales value (\$000's) | (1) | (1) | 102 | 65 | (1) | |
| High sales value (\$000's) | (1) | 65 | 102 | 65 | (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 | 30.7 | 41.0 | 33.4 | 27.3 | 21.9 | 100.0 | 30.7 | 41.0 | 33.4 | 27.3 | 21.9 |
| Depreciation | 10.7 | 9.8 | 11.9 | 11.0 | 8.2 | 83.0 | 12.3 | 18.9 | 12.4 | 12.5 | 8.6 |
| Repairs & maintenance | 7.6 | 9.9 | 10.3 | 6.0 | 4.2 | 94.6 | 7.9 | 10.4 | 10.7 | 6.3 | 4.5 |
| Heat, light & telephone | 11.2 | 17.0 | 11.2 | 9.5 | 7.4 | 99.3 | 11.3 | 17.0 | 11.2 | 9.5 | 7.6 |
| Rent | 1.8 | 4.2 | - | 0.9 | 2.1 | 26.2 | 2.0 | 12.6 | 0.4 | 4.4 | 4.7 |
| Personnel expenses | 15.1 | 8.3 | 13.2 | 17.0 | 21.4 | 90.5 | 15.7 | 11.0 | 15.5 | 17.0 | 21.4 |
| Financial expenses | 14.6 | 18.3 | 13.0 | 16.8 | 10.6 | 98.3 | 14.9 | 19.7 | 13.0 | 16.8 | 10.6 |
| Interest & bank charges | 13.5 | 17.6 | 11.5 | 15.7 | 9.3 | 86.8 | 15.5 | 21.2 | 13.2 | 17.8 | 10.4 |
| Professional fees | 1.2 | 0.7 | 1.6 | 1.1 | 1.3 | 86.5 | 1.3 | 1.2 | 1.7 | 1.1 | 1.3 |
| Other expenses | 32.3 | 28.3 | 30.6 | 33.8 | 36.1 | 100.0 | 32.3 | 28.3 | 30.6 | 33.8 | 36.1 |
| Profit (loss) | 7.2 | 4.0 | 9.7 | 5.1 | 10.0 | 97.2 | 7.4 | 4.0 | 10.4 | 5.1 | 10.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity. These businesses include motel accommodation services, motel lodging services and motels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Motels (SIC 9112)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.) | 72 | (1) | 36 | 133 | 317 |
| Low sales value (\$000's) | (1) | | 133 | | (1) |
| High sales value (\$000's) | (1) | 36 | | 317 | |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 3 | - | - | 1 | 11 |
| Inventory | - | - | - | - | - |
| Other current assets | 44 | 3 | 27 | 51 | 87 |
| Total current assets | 47 | 3 | 27 | 52 | 97 |
| Fixed assets | 489 | 272 | 428 | 324 | 918 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 47 | - | 38 | 13 | 125 |
| Total assets | 593 | 275 | 493 | 389 | 1,142 |
| Liabilities and equity | | | | | |
| Current loans | 27 | 4 | 6 | 16 | 78 |
| Other current liabilities | 94 | 9 | 42 | 124 | 188 |
| Total current liabilities | 122 | 13 | 48 | 139 | 266 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 13 | - | - | - | 47 |
| Other liabilities | 388 | 254 | 394 | 185 | 683 |
| Total liabilities | 522 | 267 | 442 | 324 | 996 |
| Total equity | 71 | 8 | 51 | 65 | 146 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Motels (SIC 9112)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 72 | (1) | 96 | 133 | 317 |
| Low sales value (\$000's) | (1) | (1) | 133 | | (1) |
| High sales value (\$000's) | (1) | 96 | | 317 | |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.4 | 0.2 | 0.6 | 0.4 | 0.4 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 7.4 | 32.1 | 8.7 | 5.0 | 6.8 |
| Interest coverage ratio (times) | 1.3 | 0.6 | 0.5 | 2.3 | 1.5 |
| Debt ratio (times) | 0.9 | 1.0 | 0.9 | 0.8 | 0.9 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Motels (SIC 9112)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 51 | | 74 | 134 | 381 |
| Low sales value (\$000's) | (1) | (1) | 74 | 134 | 381 |
| High sales value (\$000's) | (1) | 74 | 134 | 381 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 6 | 5 | -14 | 19 | 9 |
| Depreciation | 31 | 11 | 22 | 55 | 52 |
| Other | 3 | - | - | 13 | - |
| Dividends | -2 | - | - | -2 | -4 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | - | 1 | 11 |
| Purchase of fixed assets | -66 | -6 | - | -149 | -77 |
| Increase in investment | -4 | - | - | - | -15 |
| Decrease in investment | 1 | - | - | - | 2 |
| Financing activities | | | | | |
| Increase in long term debt | 51 | - | - | 77 | 108 |
| Repayment of long term debt | -25 | -13 | -5 | -19 | -59 |
| Loans from shareholders | 19 | - | - | 51 | 13 |
| Repayment of loans from shareholders | -12 | - | -1 | -11 | -32 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 15 | - | - | 43 | 6 |
| Decrease in equity | -17 | - | - | -48 | -7 |
| Other | - | - | - | -1 | - |
| Increase(decrease) in cash & equivalents | 4 | -3 | 2 | 8 | 4 |
| Cash & equivalents-Beginning of the year | 11 | 3 | 34 | 2 | 10 |
| Cash & equivalents - End of the year | 15 | - | 36 | 10 | 14 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

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) |
| 1984 | | | | | |
| Total | 871 | 41,630 | 4,079 | 109 | 76 |
| less than 20 | 824 | 24,042 | 2,352 | 105 | 70 |
| 20 - 99 | 43 | 12,819 | 1,259 | 4 | 5 |
| 100 - 499 | 4 | 4,769 | 452 | - | 1 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 943 | 60,790 | 5,092 | 136 | ... |
| less than 20 | 881 | 34,689 | 2,894 | 129 | ... |
| 20 - 99 | 57 | 20,130 | 1,697 | 4 | ... |
| 100 - 499 | 5 | 5,971 | 501 | 3 | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Motels (SIC 9112)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|------------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 223 | | | | |
| Average sales \$ | 224,650 | 43,346 | 76,122 | 136,673 | 642,458 |
| Average expense \$ | 214,491 | 37,842 | 81,422 | 114,125 | 624,574 |
| Average net profit (loss) \$ | 10,159 | 5,504 | -5,300 | 22,548 | 17,384 |
| Businesses reporting a profit (No.) | 176 | | | | |
| Average sales \$ | 231,422 | 43,424 | 79,966 | 136,258 | 666,038 |
| Average expense \$ | 204,341 | 33,597 | 63,216 | 110,907 | 609,645 |
| Average net profit \$ | 27,081 | 9,827 | 16,750 | 25,351 | 56,393 |
| Businesses reporting a loss (No.) | 47 | | | | |
| Average sales \$ | 212,296 | 43,026 | 72,852 | 141,364 | 591,943 |
| Average expense \$ | 239,762 | 55,150 | 96,908 | 150,432 | 656,556 |
| Average net loss \$ | -27,466 | -12,124 | -24,056 | -9,068 | -64,613 |
| 1986 | | | | | |
| Number of observations in sample | 163 | | | | |
| Average sales \$ | 224,658 | 38,038 | 69,765 | 148,942 | 641,887 |
| Average expense \$ | 206,976 | 41,788 | 64,712 | 130,975 | 590,427 |
| Average net profit (loss) \$ | 17,682 | -3,750 | 5,053 | 17,967 | 51,460 |
| Businesses reporting a profit (No.) | 130 | | | | |
| Average sales \$ | 237,869 | 40,587 | 68,376 | 150,753 | 691,759 |
| Average expense \$ | 211,686 | 35,626 | 56,514 | 128,104 | 626,498 |
| Average net profit \$ | 26,183 | 4,961 | 11,862 | 22,649 | 65,261 |
| Businesses reporting a loss (No.) | 33 | | | | |
| Average sales \$ | 163,873 | 35,083 | 72,201 | 138,871 | 409,335 |
| Average expense \$ | 174,296 | 48,930 | 79,076 | 146,947 | 422,229 |
| Average net loss \$ | -10,423 | -13,847 | -6,875 | -8,076 | -12,894 |
| 1987 | | | | | |
| Number of observations in sample | 165 | | | | |
| Average sales \$ | 168,926 | 41,789 | 85,824 | 126,299 | 421,793 |
| Average expense \$ | 157,711 | 39,256 | 78,460 | 120,016 | 392,110 |
| Average net profit (loss) \$ | 11,215 | 2,533 | 6,364 | 6,283 | 29,683 |
| Businesses reporting a profit (No.) | 116 | | | | |
| Average sales \$ | 163,790 | 44,717 | 81,061 | 128,895 | 400,488 |
| Average expense \$ | 140,106 | 34,466 | 65,710 | 112,639 | 347,608 |
| Average net profit \$ | 23,684 | 10,251 | 15,351 | 16,256 | 52,880 |
| Businesses reporting a loss (No.) | 49 | | | | |
| Average sales \$ | 186,175 | 37,602 | 94,528 | 121,045 | 491,523 |
| Average expense \$ | 205,850 | 46,107 | 104,597 | 134,942 | 537,762 |
| Average net loss \$ | -19,675 | -8,505 | -10,059 | -13,897 | -46,239 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Licensed Restaurants (SIC 9211)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|----------|------------|------------------|------------------|---------|--|----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 665 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 116 | 239 | 404 | | | | | | |
| High sales value (\$000's) | (1) | 116 | 239 | 404 | (1) | | | | | | |

| Selected expense item | Industry average(2) | | | | | % businesses reporting | Reporting businesses only(2) | | | | |
|-------------------------|---------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 39.1 | 39.4 | 42.7 | 38.0 | 36.5 | 92.7 | 42.2 | 46.9 | 45.1 | 39.3 | 38.2 |
| Occupancy expenses | 15.7 | 22.5 | 14.7 | 13.3 | 12.3 | 99.8 | 15.7 | 22.5 | 14.8 | 13.3 | 12.4 |
| Depreciation | 3.2 | 3.5 | 3.4 | 2.9 | 3.1 | 80.5 | 4.0 | 5.4 | 4.4 | 3.3 | 3.4 |
| Repairs & maintenance | 1.9 | 2.3 | 1.8 | 1.6 | 1.6 | 88.0 | 2.1 | 2.7 | 2.0 | 1.9 | 1.8 |
| Heat, light & telephone | 4.3 | 5.9 | 4.5 | 3.9 | 2.8 | 97.5 | 4.4 | 6.1 | 4.5 | 4.0 | 2.8 |
| Rent | 6.4 | 10.7 | 5.1 | 4.9 | 4.8 | 73.9 | 8.7 | 12.0 | 7.1 | 6.4 | 6.2 |
| Personnel expenses | 23.2 | 14.8 | 22.7 | 26.9 | 28.2 | 96.4 | 24.1 | 17.0 | 22.8 | 26.9 | 28.7 |
| Financial expenses | 4.2 | 5.9 | 4.0 | 3.9 | 3.0 | 96.5 | 4.4 | 6.4 | 4.1 | 4.0 | 3.1 |
| Interest & bank charges | 3.2 | 4.3 | 3.2 | 2.7 | 2.4 | 84.3 | 3.7 | 5.6 | 3.7 | 3.3 | 2.6 |
| Professional fees | 1.1 | 1.6 | 0.8 | 1.1 | 0.7 | 86.1 | 1.2 | 2.0 | 0.9 | 1.3 | 0.7 |
| Other expenses | 18.6 | 25.5 | 14.1 | 15.4 | 19.4 | 100.0 | 18.6 | 25.5 | 14.1 | 15.4 | 19.4 |
| Profit (loss) | -0.8 | -8.3 | 1.8 | 2.6 | 0.5 | 99.2 | -0.8 | -8.4 | 1.8 | 2.6 | 0.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols
 - zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes
 (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

$$\text{(2) Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$

$$\text{(3) Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

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 9211 - Licensed Restaurants
 Businesses primarily engaged in preparing and serving meals for consumption on the premises with a license to serve alcoholic beverages. Licensed food and beverage service restaurants, licensed restaurants and licensed restaurant services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Licensed Restaurants (SIC 9211)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 291 | (1) | 184 | 329 | 582 |
| Low sales value (\$000's) | (1) | 184 | 329 | 582 | (1) |
| High sales value (\$000's) | (1) | 184 | 329 | 582 | (1) |
| Average (\$000's): | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 4 | 6 | 1 | 2 | 7 |
| Inventory | - | - | - | - | - |
| Other current assets | 37 | 9 | 22 | 38 | 78 |
| Total current assets | 41 | 15 | 24 | 40 | 85 |
| Fixed assets | 142 | 58 | 121 | 150 | 236 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 31 | 5 | 9 | 24 | 86 |
| Total assets | 214 | 78 | 153 | 213 | 406 |
| Liabilities and equity | | | | | |
| Current loans | 21 | 8 | 10 | 15 | 52 |
| Other current liabilities | 65 | 45 | 35 | 53 | 126 |
| Total current liabilities | 86 | 53 | 45 | 69 | 178 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 12 | - | 12 | 10 | 24 |
| Other liabilities | 110 | 42 | 108 | 110 | 177 |
| Total liabilities | 208 | 95 | 165 | 190 | 379 |
| Total equity | 6 | -17 | -12 | 24 | 28 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Licensed Restaurants (SIC 9211)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 291 | (1) | 184 | 329 | 582 |
| Low sales value (\$000's) | (1) | (1) | 184 | 329 | 582 |
| High sales value (\$000's) | (1) | 184 | 329 | 582 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.5 | 0.3 | 0.5 | 0.6 | 0.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 35.6 | -5.6 | -13.6 | 8.0 | 13.8 |
| Interest coverage ratio (times) | 0.4 | ... | ... | 1.3 | 0.7 |
| Debt ratio (times) | 1.0 | 1.2 | 1.1 | 0.9 | 0.9 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratios:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Licensed Restaurants (SIC 9211)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|--------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 145 | | | | 145 |
| Low sales value (\$'000's) | (1) | | 216 | 325 | 513 |
| High sales value (\$'000's) | | 216 | 325 | 513 | |
| | Average (\$'000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 6 | -5 | 2 | 3 | 22 |
| Depreciation | 18 | 8 | 10 | 18 | 33 |
| Other | -4 | 2 | -6 | - | -10 |
| Dividends | -4 | - | -4 | -5 | -5 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | - | 5 | 1 | 2 |
| Purchase of fixed assets | -18 | -5 | -7 | -29 | -30 |
| Increase in investment | -1 | - | -1 | - | -1 |
| Decrease in investment | 1 | - | - | - | 2 |
| Financing activities | | | | | |
| Increase in long term debt | 9 | 1 | 8 | 3 | 17 |
| Repayment of long term debt | -8 | -1 | -7 | -9 | -17 |
| Loans from shareholders | 8 | 4 | 4 | 8 | 13 |
| Repayment of loans from shareholders | -9 | -11 | -2 | -5 | -18 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | -2 | - | - | 6 | - |
| Decrease in equity | -2 | - | - | - | -8 |
| Other | - | - | - | - | -1 |
| Increase(decrease) in cash & equivalents | -2 | -7 | 3 | -2 | -1 |
| Cash & equivalents-Beginning of the year | 3 | 9 | -1 | 6 | - |
| Cash & equivalents - End of the year | 2 | 2 | 2 | 4 | -1 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 5,195 | 687,939 | 90,781 | 830 | 500 |
| less than 20 | 4,004 | 196,295 | 25,912 | 641 | 374 |
| 20 - 99 | 1,098 | 282,092 | 37,217 | 172 | 116 |
| 100 - 499 | 82 | 91,218 | 12,016 | 15 | 9 |
| 500 and over | 11 | 118,334 | 15,636 | 2 | 1 |
| 1987 | | | | | |
| Total | 6,182 | 958,907 | 104,495 | 1,081 | ... |
| less than 20 | 4,746 | 273,999 | 29,924 | 846 | ... |
| 20 - 99 | 1,332 | 412,371 | 44,998 | 223 | ... |
| 100 - 499 | 91 | 129,811 | 14,190 | 16 | ... |
| 500 and over | 13 | 140,726 | 15,383 | 2 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Licensed Restaurants (SIC 9211)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 1,096 | | | | |
| Average sales \$ | 371,199 | 87,053 | 202,554 | 357,576 | 837,511 |
| Average expense \$ | 362,136 | 92,957 | 194,853 | 348,710 | 811,992 |
| Average net profit (loss) \$ | 9,063 | -5,904 | 7,661 | 8,866 | 25,529 |
| Businesses reporting a profit (No.) | 909 | | | | |
| Average sales \$ | 375,923 | 96,037 | 199,115 | 363,263 | 845,277 |
| Average expense \$ | 350,291 | 85,432 | 182,511 | 338,446 | 794,776 |
| Average net profit \$ | 25,632 | 10,605 | 16,604 | 24,817 | 50,501 |
| Businesses reporting a loss (No.) | 187 | | | | |
| Average sales \$ | 361,784 | 74,524 | 212,515 | 346,067 | 814,028 |
| Average expense \$ | 392,150 | 103,452 | 230,754 | 369,478 | 864,916 |
| Average net loss \$ | -30,366 | -28,928 | -18,239 | -23,411 | -50,888 |
| 1986 | | | | | |
| Number of observations in sample | 1,013 | | | | |
| Average sales \$ | 392,145 | 85,544 | 195,522 | 374,482 | 913,033 |
| Average expense \$ | 381,060 | 83,110 | 192,537 | 367,639 | 880,954 |
| Average net profit (loss) \$ | 11,085 | 2,434 | 2,985 | 6,843 | 32,079 |
| Businesses reporting a profit (No.) | 780 | | | | |
| Average sales \$ | 397,659 | 93,331 | 197,549 | 363,173 | 936,583 |
| Average expense \$ | 371,736 | 80,634 | 182,470 | 344,136 | 879,705 |
| Average net profit \$ | 25,923 | 12,697 | 15,079 | 19,037 | 56,878 |
| Businesses reporting a loss (No.) | 233 | | | | |
| Average sales \$ | 379,853 | 74,524 | 192,801 | 400,109 | 852,376 |
| Average expense \$ | 399,432 | 86,613 | 206,046 | 420,897 | 884,170 |
| Average net loss \$ | -19,479 | -12,089 | -13,245 | -20,788 | -31,794 |
| 1987 | | | | | |
| Number of observations in sample | 719 | | | | |
| Average sales \$ | 325,621 | 73,962 | 172,153 | 309,118 | 747,249 |
| Average expense \$ | 324,408 | 79,429 | 169,728 | 301,227 | 747,248 |
| Average net profit (loss) \$ | 1,213 | -5,467 | 2,425 | 7,891 | 1 |
| Businesses reporting a profit (No.) | 501 | | | | |
| Average sales \$ | 329,422 | 79,278 | 169,668 | 309,695 | 759,045 |
| Average expense \$ | 307,416 | 70,987 | 152,659 | 288,335 | 717,684 |
| Average net profit \$ | 22,006 | 8,291 | 17,009 | 21,360 | 41,361 |
| Businesses reporting a loss (No.) | 218 | | | | |
| Average sales \$ | 318,113 | 67,117 | 175,237 | 307,742 | 722,356 |
| Average expense \$ | 355,718 | 90,302 | 190,912 | 332,024 | 809,635 |
| Average net loss \$ | -37,605 | -23,185 | -15,675 | -24,282 | -87,279 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987
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.) | 349 | | | | | | | | | | | |
| Low sales value (\$000's) | 11 | 11 | | | | | | | | | | |
| High sales value (\$000's) | 11 | 72 | | | | | | | | | | 215 |
| | | | | | | | | | | | | 11 |
| Selected expense item | Industry average(2) | | | | | % businesses reporting | Reporting businesses only (3) | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Cost of sales | 42.3 | 49.2 | 42.9 | 38.1 | 38.8 | 91.2 | 46.3 | 52.8 | 45.2 | 45.4 | 42.0 | |
| Occupancy expenses | 14.9 | 13.0 | 17.8 | 14.6 | 14.1 | 98.1 | 15.2 | 14.1 | 17.8 | 14.5 | 14.1 | |
| Depreciation | 3.2 | 2.3 | 4.3 | 3.2 | 3.1 | 74.9 | 4.3 | 5.3 | 5.5 | 3.7 | 3.3 | |
| Repairs & maintenance | 1.6 | 1.5 | 2.0 | 1.6 | 1.6 | 77.7 | 1.9 | 2.2 | 2.3 | 1.8 | 1.6 | |
| Heat, light & telephone | 3.4 | 3.3 | 4.1 | 3.3 | 2.7 | 99.7 | 3.6 | 4.3 | 4.3 | 3.4 | 2.8 | |
| Rent | 6.7 | 5.9 | 7.4 | 6.5 | 6.9 | 72.7 | 9.2 | 8.2 | 11.4 | 8.9 | 8.5 | |
| Personnel expenses | 20.5 | 17.4 | 18.4 | 21.7 | 24.5 | 90.8 | 22.6 | 22.2 | 20.0 | 22.6 | 25.1 | |
| Financial expenses | 2.9 | 3.1 | 3.0 | 3.1 | 2.6 | 92.4 | 3.2 | 3.8 | 3.2 | 3.2 | 2.6 | |
| Interest & bank charges | 2.1 | 2.3 | 2.2 | 2.2 | 1.8 | 80.0 | 2.7 | 3.6 | 2.9 | 2.4 | 2.1 | |
| Professional fees | 0.8 | 0.8 | 0.7 | 0.9 | 0.8 | 82.3 | 1.0 | 1.3 | 0.9 | 1.0 | 0.8 | |
| Other expenses | 14.9 | 15.2 | 11.9 | 17.0 | 15.4 | 100.0 | 14.9 | 15.2 | 11.9 | 17.0 | 15.4 | |
| Profit (loss) | 4.6 | 2.1 | 6.1 | 5.5 | 4.6 | 97.6 | 4.7 | 2.2 | 6.3 | 5.7 | 4.6 | |
| 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 \$25,000 and \$2,000,000.
 Total weighted expenditure on a given item
 (2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.
 Total weighted expenditure on a given item
 (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 illustrative purposes, the high and low values of sales are shown.
How to use the tables
 (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1880):

SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)
 Businesses primarily engaged in preparing and serving meals for consumption on the premises but without a license 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. Drive-in restaurants, unlicensed restaurant services and unlicensed restaurants are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 99 | | | | |
| Low sales value (\$000's) | (1) | (1) | 121 | 220 | 374 |
| High sales value (\$000's) | (1) | 121 | 220 | 374 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 1 | - | - | 2 | 3 |
| Inventory | - | - | - | - | - |
| Other current assets | 34 | 11 | 38 | 26 | 58 |
| Total current assets | 35 | 11 | 38 | 29 | 61 |
| Fixed assets | 83 | 26 | 37 | 99 | 164 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 26 | 11 | 32 | 13 | 46 |
| Total assets | 143 | 48 | 107 | 140 | 271 |
| Liabilities and equity | | | | | |
| Current loans | 17 | 14 | 12 | 18 | 24 |
| Other current liabilities | 42 | 27 | 21 | 41 | 79 |
| Total current liabilities | 59 | 40 | 33 | 58 | 103 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 10 | - | 4 | 4 | 29 |
| Other liabilities | 64 | 25 | 71 | 63 | 94 |
| Total liabilities | 133 | 65 | 108 | 125 | 226 |
| Total equity | 11 | -17 | -1 | 15 | 44 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 99 | | | | |
| Low sales value (\$000's) | (1) | (1) | 121 | 220 | 374 |
| High sales value (\$000's) | (1) | 121 | 220 | 374 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.6 | 0.3 | 1.2 | 0.5 | 0.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 12.3 | -3.9 | -92.6 | 8.5 | 5.1 |
| Interest coverage ratio (times) | 2.1 | ... | 0.3 | 3.8 | 3.3 |
| Debt ratio (times) | 0.9 | 1.3 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 46 | | | 240 | 464 |
| Low sales value (\$000's) | (1) | (1) | 4 | | (1) |
| High sales value (\$000's) | 154 | 154 | 40 | 464 | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 5 | -2 | -16 | 20 | 14 |
| Depreciation | 14 | 8 | 11 | 3 | 7 |
| Other | 4 | 6 | 9 | -4 | 6 |
| Dividends | -5 | - | - | -4 | -14 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | - | 2 |
| Purchase of fixed assets | -21 | -4 | -11 | -6 | -60 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | 1 | - | - | - | 4 |
| Financing activities | | | | | |
| Increase in long term debt | 10 | - | 5 | - | 34 |
| Repayment of long term debt | -7 | -3 | -12 | -3 | -10 |
| Loans from shareholders | 4 | - | - | 3 | 10 |
| Repayment of loans from shareholders | -10 | -4 | -5 | -16 | -13 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | 3 | - | 6 | - | 7 |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -2 | - | -14 | -1 | 8 |
| Cash & equivalents—Beginning of the year | 11 | -1 | 13 | 13 | 18 |
| Cash & equivalents—End of the year | 10 | -1 | -1 | | 26 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 3,049 | 285,735 | 37,636 | 484 | 299 |
| less than 20 | 2,714 | 94,265 | 12,411 | 455 | 264 |
| 20 - 99 | 301 | 80,292 | 10,582 | 26 | 34 |
| 100 - 499 | 27 | 28,674 | 3,742 | 3 | 1 |
| 500 and over | 7 | 82,504 | 10,901 | - | - |
| 1987 | | | | | |
| Total | 4,098 | 438,645 | 47,866 | 975 | ... |
| less than 20 | 3,656 | 143,360 | 15,613 | 902 | ... |
| 20 - 99 | 395 | 128,072 | 13,975 | 68 | ... |
| 100 - 499 | 41 | 57,514 | 6,287 | 5 | ... |
| 500 and over | 6 | 109,699 | 11,991 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 483 | | | | |
| Average sales \$ | 169,707 | 38,544 | 68,336 | 122,431 | 449,515 |
| Average expense \$ | 159,457 | 39,720 | 58,794 | 114,856 | 424,457 |
| Average net profit (loss) \$ | 10,250 | -1,176 | 3,542 | 7,575 | 25,058 |
| Businesses reporting a profit (No.) | 388 | | | | |
| Average sales \$ | 178,875 | 39,351 | 67,078 | 116,877 | 492,194 |
| Average expense \$ | 160,031 | 31,770 | 50,238 | 101,018 | 457,099 |
| Average net profit \$ | 18,844 | 7,581 | 16,840 | 15,859 | 35,095 |
| Businesses reporting a loss (No.) | 95 | | | | |
| Average sales \$ | 133,348 | 37,627 | 71,419 | 134,721 | 289,623 |
| Average expense \$ | 144,041 | 48,752 | 79,759 | 145,481 | 302,172 |
| Average net loss \$ | -10,693 | -11,125 | -8,340 | -10,760 | -12,549 |
| 1986 | | | | | |
| Number of observations in sample | 379 | | | | |
| Average sales \$ | 198,773 | 46,745 | 93,719 | 174,806 | 479,823 |
| Average expense \$ | 194,169 | 50,490 | 89,929 | 168,010 | 468,246 |
| Average net profit (loss) \$ | 4,604 | -3,745 | 3,790 | 6,796 | 11,577 |
| Businesses reporting a profit (No.) | 279 | | | | |
| Average sales \$ | 208,037 | 50,357 | 95,117 | 171,961 | 514,712 |
| Average expense \$ | 192,088 | 43,751 | 81,630 | 158,443 | 484,528 |
| Average net profit \$ | 15,949 | 6,606 | 13,487 | 13,518 | 30,184 |
| Businesses reporting a loss (No.) | 100 | | | | |
| Average sales \$ | 184,189 | 43,561 | 90,939 | 185,390 | 416,865 |
| Average expense \$ | 201,334 | 56,429 | 106,438 | 203,603 | 438,865 |
| Average net loss \$ | -17,145 | -12,868 | -15,499 | -18,213 | -22,000 |
| 1987 | | | | | |
| Number of observations in sample | 306 | | | | |
| Average sales \$ | 194,770 | 51,357 | 100,997 | 168,930 | 457,795 |
| Average expense \$ | 186,674 | 48,012 | 97,074 | 163,185 | 438,425 |
| Average net profit (loss) \$ | 8,096 | 3,345 | 3,923 | 5,745 | 19,370 |
| Businesses reporting a profit (No.) | 231 | | | | |
| Average sales \$ | 198,926 | 53,846 | 99,757 | 168,830 | 473,271 |
| Average expense \$ | 180,949 | 45,547 | 86,426 | 152,514 | 439,310 |
| Average net profit \$ | 17,977 | 8,299 | 13,331 | 16,316 | 33,961 |
| Businesses reporting a loss (No.) | 75 | | | | |
| Average sales \$ | 183,273 | 46,691 | 103,728 | 169,152 | 413,521 |
| Average expense \$ | 198,942 | 52,634 | 120,533 | 186,710 | 435,892 |
| Average net loss \$ | -15,669 | -5,943 | -16,805 | -17,558 | -22,371 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Take-Out Food Services (SIC 9213)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|-----------|------------|------------------|------------------|---------|--|-----------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 329 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 86 | 141 | 255 | | | | | | |
| High sales value (\$000's) | (1) | 86 | 141 | 255 | | | | | | | |

| Selected expense item | Industry average (2) | | | | | % businesses reporting | Reporting businesses only (3) | | | | |
|-------------------------|----------------------|------------|------------------|------------------|---------|------------------------|-------------------------------|------------|------------------|------------------|---------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent sales | | | | |
| Cost of sales | 39.5 | 40.8 | 42.2 | 36.8 | 38.2 | 90.7 | 43.5 | 48.7 | 47.1 | 39.7 | 39.5 |
| Occupancy expenses | 16.7 | 18.4 | 17.3 | 17.5 | 13.7 | 100.0 | 16.7 | 18.4 | 17.3 | 17.5 | 13.7 |
| Depreciation | 3.5 | 4.0 | 3.0 | 3.1 | 3.9 | 79.2 | 4.4 | 5.4 | 4.0 | 3.4 | 4.4 |
| Repairs & maintenance | 1.3 | 1.4 | 1.4 | 1.1 | 1.4 | 83.9 | 1.6 | 1.5 | 1.6 | 1.3 | 1.6 |
| Heat, light & telephone | 3.5 | 4.3 | 4.4 | 2.8 | 2.3 | 95.9 | 3.6 | 4.5 | 4.7 | 3.0 | 2.3 |
| Rent | 8.4 | 8.7 | 8.5 | 10.5 | 6.0 | 78.8 | 10.7 | 13.0 | 10.5 | 11.7 | 7.8 |
| Personnel expenses | 18.2 | 12.8 | 16.6 | 21.2 | 22.0 | 92.2 | 19.7 | 17.3 | 17.5 | 21.3 | 22.0 |
| Financial expenses | 2.8 | 2.4 | 3.1 | 2.9 | 2.8 | 92.1 | 3.0 | 2.7 | 3.5 | 3.2 | 2.8 |
| Interest & bank charges | 1.9 | 1.5 | 2.4 | 1.9 | 2.0 | 73.5 | 2.8 | 2.7 | 3.1 | 2.8 | 2.1 |
| Professional fees | 0.9 | 0.9 | 0.7 | 1.0 | 0.8 | 78.6 | 1.1 | 1.3 | 1.0 | 1.3 | 0.9 |
| Other expenses | 16.8 | 20.2 | 15.2 | 15.2 | 16.8 | 100.0 | 16.8 | 20.2 | 15.2 | 15.2 | 16.8 |
| Profit (loss) | 6.0 | 5.4 | 5.5 | 6.4 | 6.6 | 99.3 | 6.0 | 5.4 | 5.5 | 6.5 | 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 \$25,000 and \$2,000,000.

$$\text{(2) Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$

$$\text{(3) Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes
 Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.
 Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.
How to use the tables
 (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9213 - Take-Out Food Services
 Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths and prepared food take-out services (except caterers and mobile food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Take-Out Food Services (SIC 9213)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 117 | (1) | 162 | 251 | 333 |
| Low sales value (\$000's) | (1) | | 162 | 251 | 333 |
| High sales value (\$000's) | (1) | 162 | 251 | 333 | |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 3 | 2 | 4 | - | 5 |
| Inventory | - | - | - | - | - |
| Other current assets | 31 | 28 | 18 | 29 | 45 |
| Total current assets | 34 | 30 | 22 | 29 | 54 |
| Fixed assets | 70 | 29 | 43 | 69 | 138 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 40 | 13 | 67 | 36 | 41 |
| Total assets | 145 | 72 | 132 | 134 | 233 |
| Liabilities and equity | | | | | |
| Current loans | 10 | 3 | 5 | 16 | 14 |
| Other current liabilities | 39 | 45 | 25 | 24 | 52 |
| Total current liabilities | 48 | 48 | 31 | 40 | 75 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 10 | 7 | 7 | 13 | 13 |
| Other liabilities | 65 | 15 | 75 | 80 | 83 |
| Total liabilities | 123 | 69 | 113 | 133 | 173 |
| Total equity | 22 | 3 | 19 | 2 | 61 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Take-Out Food Services (SIC 9213)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 117 | (1) | 162 | 251 | 333 |
| Low sales value (\$000's) | (1) | (1) | 162 | 251 | 333 |
| High sales value (\$000's) | (1) | 162 | 251 | 333 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.7 | 0.6 | 0.7 | 0.7 | 0.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 5.7 | 25.3 | 5.8 | 75.2 | 2.8 |
| Interest coverage ratio (times) | 3.1 | 0.8 | 3.1 | 3.2 | 3.3 |
| Debt ratio (times) | 0.9 | 1.0 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Take-Out Food Services (SIC 9213)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 46 | | | | |
| Low sales value (\$000's) | (1) | (1) | 131 | 240 | 322 |
| High sales value (\$000's) | (1) | 131 | 240 | 322 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 5 | -18 | -7 | 14 | 22 |
| Depreciation | 13 | 10 | 4 | 17 | 19 |
| Other | -2 | 6 | -9 | -6 | 5 |
| Dividends | -5 | - | -1 | -6 | -12 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | - | 9 | 2 | 2 |
| Purchase of fixed assets | -24 | -93 | -1 | -5 | -19 |
| Increase in investment | -8 | -16 | -9 | -1 | -9 |
| Decrease in investment | 3 | - | 13 | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 18 | 73 | 11 | - | 9 |
| Repayment of long term debt | -14 | - | -24 | -9 | -17 |
| Loans from shareholders | 14 | 41 | 16 | 2 | 8 |
| Repayment of loans from shareholders | -5 | -1 | -3 | -6 | -7 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 1 | 1 | -1 | 2 | - |
| Cash & equivalents-Beginning of the year | 7 | 4 | 1 | 8 | 14 |
| Cash & equivalents - End of the year | 8 | 5 | 1 | 10 | 14 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 2,156 | 124,678 | 16,343 | 473 | 332 |
| less than 20 | 2,050 | 64,030 | 8,399 | 463 | 317 |
| 20 - 99 | 96 | 24,117 | 3,118 | 9 | 15 |
| 100 - 499 | 9 | X | 1,546 | 1 | - |
| 500 and over | 1 | X | 3,280 | - | - |
| 1987 | | | | | |
| Total | 3,304 | 218,391 | 23,724 | 897 | ... |
| less than 20 | 3,140 | 112,967 | 12,302 | 864 | ... |
| 20 - 99 | 151 | 46,124 | 4,940 | 30 | ... |
| 100 - 499 | 10 | 14,299 | 1,563 | 2 | ... |
| 500 and over | 3 | 45,001 | 4,919 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Take-Out Food Services (SIC 9213)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 544 | | | | |
| Average sales \$ | 197,438 | 43,664 | 96,874 | 177,610 | 471,604 |
| Average expense \$ | 186,455 | 44,398 | 94,500 | 162,434 | 444,489 |
| Average net profit (loss) \$ | 10,983 | -734 | 2,374 | 15,176 | 27,115 |
| Businesses reporting a profit (No.) | 442 | | | | |
| Average sales \$ | 197,322 | 45,359 | 97,481 | 169,405 | 477,041 |
| Average expense \$ | 178,235 | 38,112 | 84,735 | 146,915 | 443,179 |
| Average net profit \$ | 19,087 | 7,247 | 12,746 | 22,490 | 33,862 |
| Businesses reporting a loss (No.) | 102 | | | | |
| Average sales \$ | 197,328 | 41,480 | 95,720 | 206,902 | 445,211 |
| Average expense \$ | 208,558 | 52,496 | 113,060 | 217,833 | 450,844 |
| Average net loss \$ | -11,230 | -11,016 | -17,340 | -10,931 | -5,633 |
| 1986 | | | | | |
| Number of observations in sample | 468 | | | | |
| Average sales \$ | 200,991 | 48,991 | 95,456 | 167,427 | 492,091 |
| Average expense \$ | 194,928 | 50,214 | 99,672 | 162,755 | 467,071 |
| Average net profit (loss) \$ | 6,063 | -1,223 | -4,216 | 4,672 | 25,020 |
| Businesses reporting a profit (No.) | 376 | | | | |
| Average sales \$ | 211,084 | 47,870 | 97,477 | 170,079 | 528,908 |
| Average expense \$ | 194,259 | 40,268 | 88,841 | 157,400 | 490,526 |
| Average net profit \$ | 16,825 | 7,602 | 8,636 | 12,679 | 38,382 |
| Businesses reporting a loss (No.) | 92 | | | | |
| Average sales \$ | 167,725 | 49,861 | 92,429 | 159,890 | 368,919 |
| Average expense \$ | 185,205 | 57,939 | 115,903 | 178,378 | 388,600 |
| Average net loss \$ | -17,480 | -8,078 | -23,474 | -18,688 | -19,681 |
| 1987 | | | | | |
| Number of observations in sample | 319 | | | | |
| Average sales \$ | 202,756 | 50,649 | 114,582 | 191,544 | 454,247 |
| Average expense \$ | 191,308 | 48,671 | 107,513 | 179,675 | 429,372 |
| Average net profit (loss) \$ | 11,448 | 1,978 | 7,069 | 11,869 | 24,875 |
| Businesses reporting a profit (No.) | 241 | | | | |
| Average sales \$ | 197,316 | 50,517 | 114,352 | 191,966 | 432,429 |
| Average expense \$ | 178,068 | 40,992 | 97,901 | 174,507 | 398,871 |
| Average net profit \$ | 19,248 | 9,525 | 16,451 | 17,459 | 33,558 |
| Businesses reporting a loss (No.) | 78 | | | | |
| Average sales \$ | 231,177 | 50,815 | 115,150 | 190,063 | 568,679 |
| Average expense \$ | 244,162 | 58,315 | 131,159 | 197,831 | 589,343 |
| Average net loss \$ | -12,985 | -7,500 | -16,009 | -7,768 | -20,664 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Caterers (SIC 9214)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 142 | 35 | 68 | 95 | 142 | | | | | | |
| Low sales value (\$000's) | (1) | 68 | 93 | 142 | (1) | | | | | | |
| High sales value (\$000's) | (1) | 68 | 93 | 142 | (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 | 50.7 | 47.3 | 54.6 | 53.7 | 47.0 | 87.8 | 57.7 | 55.0 | 59.9 | 62.6 | 53.0 |
| Occupancy expenses | 7.5 | 7.8 | 6.5 | 7.8 | 8.0 | 87.6 | 8.6 | 8.9 | 8.1 | 9.4 | 8.0 |
| Depreciation | 1.9 | 1.5 | 2.0 | 2.8 | 1.5 | 62.7 | 3.1 | 3.4 | 3.2 | 5.2 | 1.6 |
| Repairs & maintenance | 1.6 | 2.1 | 1.3 | 1.8 | 1.2 | 62.1 | 2.6 | 4.3 | 3.0 | 2.4 | 1.5 |
| Heat, light & telephone | 1.2 | 1.6 | 0.5 | 0.9 | 1.7 | 46.6 | 2.5 | 4.0 | 1.6 | 3.0 | 2.0 |
| Rent | 2.8 | 2.6 | 2.7 | 2.3 | 3.6 | 51.8 | 5.4 | 8.1 | 8.5 | 4.1 | 4.3 |
| Personnel expenses | 11.7 | 11.5 | 8.7 | 7.2 | 19.6 | 66.7 | 17.6 | 15.6 | 22.9 | 11.8 | 21.1 |
| Financial expenses | 1.9 | 2.1 | 1.7 | 1.9 | 1.7 | 84.1 | 2.2 | 3.3 | 2.0 | 2.3 | 1.7 |
| Interest & bank charges | 1.3 | 1.5 | 1.2 | 1.5 | 1.2 | 56.5 | 2.4 | 4.3 | 2.3 | 3.1 | 1.3 |
| Professional fees | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 66.8 | 0.8 | 1.1 | 0.9 | 0.6 | 0.7 |
| Other expenses | 16.8 | 14.6 | 15.5 | 18.8 | 18.1 | 100.0 | 16.8 | 14.6 | 15.5 | 18.8 | 18.1 |
| Profit (loss) | 11.4 | 16.7 | 13.0 | 10.7 | 5.5 | 99.1 | 11.5 | 17.3 | 13.0 | 10.7 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9214 - Caterers

Businesses primarily engaged in catering whether by mobile canteens or in private halls, camps, etc. Businesses engaged in cafeterias, social and industrial home food catering services, mobile canteens and social catering services (weddings, parties, etc.) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Caterers (SIC 9214)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 23 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 11 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 33 | -- | -- | -- | -- |
| Total current assets | 44 | -- | -- | -- | -- |
| Fixed assets | 48 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 4 | -- | -- | -- | -- |
| Total assets | 96 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 15 | -- | -- | -- | -- |
| Other current liabilities | 36 | -- | -- | -- | -- |
| Total current liabilities | 51 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 34 | -- | -- | -- | -- |
| Total liabilities | 85 | -- | -- | -- | -- |
| Total equity | 11 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Caterers (SIC 9214)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 23 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.9 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 7.7 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.9 | -- | -- | -- | -- |
| Debt ratio (times) | 0.9 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Caterers (SIC 9214)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 11 | | | | |
| Low sales value (\$000's) | 11 | -- | -- | -- | -- |
| High sales value (\$000's) | 11 | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 8 | -- | -- | -- | -- |
| Depreciation | 6 | -- | -- | -- | -- |
| Other | 5 | -- | -- | -- | -- |
| Dividends | -9 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | - | -- | -- | -- | -- |
| Purchase of fixed assets | -10 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 4 | -- | -- | -- | -- |
| Repayment of long term debt | -2 | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -2 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | 1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | - | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 9 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 9 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Caterers (SIC 9214)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 658 | 128,300 | 16,944 | 123 | 72 |
| less than 20 | 555 | 15,755 | 2,074 | 117 | 67 |
| 20 - 99 | 73 | 20,677 | 2,732 | 4 | 3 |
| 100 - 499 | 21 | 22,135 | 2,924 | 2 | 2 |
| 500 and over | 9 | 69,733 | 9,214 | - | - |
| 1987 | | | | | |
| Total | 766 | 172,457 | 18,847 | 166 | ... |
| less than 20 | 642 | 21,116 | 2,304 | 159 | ... |
| 20 - 99 | 85 | 31,124 | 3,402 | 5 | ... |
| 100 - 499 | 23 | 30,118 | 3,292 | 2 | ... |
| 500 and over | 12 | 90,099 | 9,849 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Caterers (SIC 9214)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 222 | | | | |
| Average sales \$ | 162,757 | 38,523 | 73,279 | 106,510 | 430,749 |
| Average expense \$ | 152,996 | 34,928 | 62,669 | 103,139 | 411,249 |
| Average net profit (loss) \$ | 9,771 | 3,601 | 10,610 | 5,371 | 19,500 |
| Businesses reporting a profit (No.) | 205 | | | | |
| Average sales \$ | 155,431 | 37,871 | 73,279 | 106,566 | 404,008 |
| Average expense \$ | 139,941 | 32,562 | 62,669 | 91,191 | 373,341 |
| Average net profit \$ | 15,490 | 5,309 | 10,610 | 15,375 | 30,667 |
| Businesses reporting a loss (No.) | 17 | | | | |
| Average sales \$ | 241,494 | 41,782 | - | 116,550 | 566,150 |
| Average expense \$ | 267,456 | 46,621 | - | 152,551 | 603,195 |
| Average net loss \$ | -25,962 | -4,839 | - | -36,001 | -37,045 |
| 1986 | | | | | |
| Number of observations in sample | 178 | | | | |
| Average sales \$ | 160,822 | 33,959 | 59,243 | 107,232 | 442,853 |
| Average expense \$ | 147,585 | 31,239 | 47,970 | 93,708 | 417,421 |
| Average net profit (loss) \$ | 13,237 | 2,720 | 11,273 | 13,524 | 25,432 |
| Businesses reporting a profit (No.) | 163 | | | | |
| Average sales \$ | 146,596 | 33,530 | 58,959 | 106,888 | 387,005 |
| Average expense \$ | 130,729 | 28,515 | 47,343 | 92,566 | 354,493 |
| Average net profit \$ | 15,867 | 5,015 | 11,616 | 14,322 | 32,512 |
| Businesses reporting a loss (No.) | 15 | | | | |
| Average sales \$ | 243,978 | 36,591 | 74,521 | 118,465 | 743,936 |
| Average expense \$ | 254,330 | 47,939 | 81,696 | 131,007 | 756,679 |
| Average net loss \$ | -10,952 | -11,348 | -7,175 | -12,542 | -12,743 |
| 1987 | | | | | |
| Number of observations in sample | 128 | | | | |
| Average sales \$ | 139,299 | 43,694 | 83,652 | 117,444 | 312,406 |
| Average expense \$ | 127,811 | 35,787 | 74,874 | 102,993 | 297,591 |
| Average net profit (loss) \$ | 11,488 | 7,907 | 8,778 | 14,451 | 14,815 |
| Businesses reporting a profit (No.) | 105 | | | | |
| Average sales \$ | 140,491 | 42,726 | 84,223 | 116,127 | 318,887 |
| Average expense \$ | 125,032 | 33,299 | 69,982 | 99,018 | 297,829 |
| Average net profit \$ | 15,459 | 9,427 | 14,241 | 17,111 | 21,058 |
| Businesses reporting a loss (No.) | 23 | | | | |
| Average sales \$ | 138,102 | 51,526 | 81,975 | 127,484 | 291,421 |
| Average expense \$ | 143,813 | 55,898 | 89,239 | 133,296 | 296,817 |
| Average net loss \$ | -5,711 | -4,372 | -7,264 | -5,812 | -5,396 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Taverns, Bars and Night Clubs (SIC 9221)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | |
|----------------------------|---------------------|------------|------------------|------------------|---------|--------------------------------|-------------------------------|------------|------------------|------------------|---------|-----|
| Businesses in sample (No.) | 134 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 121 | | | | | | | | | 562 |
| High sales value (\$000's) | (1) | 121 | 314 | | | | | | 592 | | | (1) |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only (3) | | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Cost of sales | 34.1 | 29.8 | 41.5 | 30.5 | 34.6 | 85.2 | 39.6 | 41.4 | 44.4 | 37.8 | 35.3 | |
| Occupancy expenses | 13.9 | 18.1 | 15.0 | 10.4 | 12.1 | 99.9 | 13.9 | 18.1 | 15.1 | 10.4 | 12.1 | |
| Depreciation | 2.6 | 2.1 | 4.0 | 2.2 | 2.0 | 77.2 | 3 | 5.0 | 5.0 | 2.6 | 2.0 | |
| Repairs & maintenance | 3.8 | 8.2 | 2.8 | 2.1 | 2.2 | 92.9 | 4 | 5 | 2.9 | 2.3 | 2.5 | |
| Heat, light & telephone | 3.8 | 6.0 | 3.8 | 3.0 | 2.6 | 96.4 | 4.1 | 5 | 4.1 | 3.0 | 2.6 | |
| Rent | 3.7 | 1.8 | 4.3 | 3.1 | 5.3 | 62.2 | 5.9 | 7.1 | 7.6 | 6.0 | | |
| Personnel expenses | 23.4 | 25.8 | 17.8 | 26.4 | 23.6 | 99.6 | 23.5 | 25.9 | 18.0 | 26.4 | 23.6 | |
| Financial expenses | 4.1 | 4.6 | 4.7 | 3.2 | 3.9 | 99.0 | 4.1 | 4.8 | 4.8 | 3.2 | 3.9 | |
| Interest & bank charges | 3.1 | 3.2 | 4.1 | 2.3 | 2.7 | 90.2 | 3.4 | 3.8 | 4.6 | 2.7 | 2.7 | |
| Professional fees | 1.0 | 1.4 | 0.7 | 0.9 | 1.1 | 87.9 | 1.2 | 2.2 | 0.7 | 0.9 | 1.2 | |
| Other expenses | 26.1 | 34.5 | 16.1 | 28.2 | 25.4 | 100.0 | 26.1 | 34.5 | 16.1 | 28.2 | 25.4 | |
| Profit (loss) | -1.6 | -12.9 | 4.8 | 1.2 | 0.3 | 99.8 | -1.6 | -12.9 | 4.8 | 1.2 | 0.3 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity. Bars (drinking places), beer gardens, beer parlours, brasseries (beer gardens), cabarets (night clubs) and cocktail lounges are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Taverns, Bars and Night Clubs (SIC 9221)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 59 | | | | |
| Low sales value (\$000's) | (1) | (1) | 186 | 410 | 724 |
| High sales value (\$000's) | (1) | 186 | 410 | 724 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 2 | 1 | 4 | - | 1 |
| Inventory | - | - | - | - | - |
| Other current assets | 54 | 28 | 53 | 36 | 97 |
| Total current assets | 56 | 29 | 57 | 36 | 97 |
| Fixed assets | 144 | 45 | 87 | 225 | 211 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 47 | 25 | 34 | 32 | 94 |
| Total assets | 246 | 99 | 179 | 293 | 403 |
| Liabilities and equity | | | | | |
| Current loans | 12 | 1 | 2 | 9 | 37 |
| Other current liabilities | 79 | 58 | 64 | 74 | 120 |
| Total current liabilities | 92 | 58 | 66 | 83 | 158 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 10 | - | - | 5 | 34 |
| Other liabilities | 116 | 51 | 79 | 132 | 198 |
| Total liabilities | 218 | 110 | 145 | 220 | 389 |
| Total equity | 29 | -11 | 33 | 73 | 13 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Taverns, Bars and Night Clubs (SIC 9221)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 59 | | | | |
| Low sales value (\$000's) | (1) | (1) | 186 | 410 | 724 |
| High sales value (\$000's) | (1) | 186 | 410 | 724 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.8 | 0.5 | 0.9 | 0.4 | 0.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 7.6 | -10.0 | 4.4 | 3.0 | 29.2 |
| Interest coverage ratio (times) | 1.2 | ... | 1.0 | 1.1 | 1.5 |
| Debt ratio (times) | 0.9 | 1.1 | 0.8 | 0.7 | 1.0 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Taverns, Bars and Night Clubs (SIC 9221)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 25 | | | | |
| Low sales value (\$000's) | (1) | (1) | 275 | 454 | 623 |
| High sales value (\$000's) | (1) | 275 | 464 | 623 | |
| Average (\$000's) | | | | | |
| Operating activities | | | | | |
| Cash from operations | 18 | -20 | 40 | -10 | 34 |
| Depreciation | 14 | 10 | 4 | 18 | 21 |
| Other | -8 | 19 | 33 | -17 | -46 |
| Dividends | -17 | - | -24 | -7 | -34 |
| Investment activities | | | | | |
| Disposal of fixed assets | 21 | - | - | 1 | 75 |
| Purchase of fixed assets | -21 | - | -1 | -37 | -30 |
| Increase in investment | -9 | - | - | -11 | -19 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 7 | - | 7 | 11 | 5 |
| Repayment of long term debt | -18 | -8 | -13 | -12 | -37 |
| Loans from shareholders | 4 | - | 6 | 7 | 1 |
| Repayment of loans from shareholders | -4 | - | -4 | - | -10 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | -13 | 1 | 49 | -57 | -20 |
| Cash & equivalents-Beginning of the year | -7 | -12 | - | -27 | 15 |
| Cash & equivalents - End of the year | -19 | -11 | 49 | -84 | -5 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 752 | 53,299 | 7,009 | 83 | 53 |
| less than 20 | 659 | 30,995 | 4,082 | 74 | 44 |
| 20 - 99 | 90 | 20,232 | 2,654 | 9 | 9 |
| 100 - 499 | 3 | 2,072 | 273 | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 742 | 61,148 | 6,654 | 114 | ... |
| less than 20 | 650 | 36,013 | 3,916 | 103 | ... |
| 20 - 99 | 91 | X | 2,598 | 11 | ... |
| 100 - 499 | 1 | X | 140 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Taverns, Bars and Night Clubs (SIC 9221)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 110 | | | | |
| Average sales \$ | 372,274 | 70,640 | 229,360 | 385,968 | 803,125 |
| Average expense \$ | 352,363 | 65,640 | 223,220 | 371,257 | 748,263 |
| Average net profit (loss) \$ | 20,181 | 5,000 | 6,140 | 14,711 | 54,879 |
| Businesses reporting a profit (No.) | 88 | | | | |
| Average sales \$ | 355,306 | 78,677 | 221,873 | 384,666 | 775,908 |
| Average expense \$ | 331,169 | 43,938 | 208,209 | 354,637 | 707,890 |
| Average net profit \$ | 34,137 | 34,739 | 13,764 | 20,029 | 58,018 |
| Businesses reporting a loss (No.) | 22 | | | | |
| Average sales \$ | 432,171 | 60,199 | 250,287 | 390,712 | 1,027,485 |
| Average expense \$ | 458,979 | 93,835 | 265,747 | 395,371 | 1,080,362 |
| Average net loss \$ | -26,808 | -33,636 | -15,460 | -4,659 | -53,475 |
| 1986 | | | | | |
| Number of observations in sample | 152 | | | | |
| Average sales \$ | 474,463 | 134,217 | 270,729 | 529,822 | 963,084 |
| Average expense \$ | 454,505 | 124,937 | 266,742 | 521,437 | 904,305 |
| Average net profit (loss) \$ | 19,958 | 9,280 | 3,987 | 8,385 | 58,179 |
| Businesses reporting a profit (No.) | 110 | | | | |
| Average sales \$ | 478,082 | 137,831 | 277,049 | 535,834 | 961,615 |
| Average expense \$ | 444,029 | 123,091 | 252,342 | 513,372 | 887,312 |
| Average net profit \$ | 34,053 | 14,740 | 24,707 | 22,462 | 74,303 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 467,253 | 120,834 | 261,321 | 519,424 | 973,432 |
| Average expense \$ | 498,052 | 131,772 | 288,179 | 543,436 | 1,028,821 |
| Average net loss \$ | -30,799 | -10,938 | -26,858 | -30,012 | -55,389 |
| 1987 | | | | | |
| Number of observations in sample | 107 | | | | |
| Average sales \$ | 395,182 | 68,753 | 200,906 | 422,813 | 888,256 |
| Average expense \$ | 387,348 | 79,489 | 190,404 | 418,745 | 860,752 |
| Average net profit (loss) \$ | 7,834 | -10,736 | 10,502 | 4,068 | 27,504 |
| Businesses reporting a profit (No.) | 70 | | | | |
| Average sales \$ | 410,704 | 92,900 | 190,453 | 429,383 | 930,078 |
| Average expense \$ | 382,995 | 87,071 | 176,107 | 404,633 | 864,170 |
| Average net profit \$ | 27,709 | 5,829 | 14,346 | 24,750 | 65,908 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 381,729 | 59,270 | 276,347 | 408,386 | 782,914 |
| Average expense \$ | 417,995 | 76,512 | 293,589 | 449,733 | 852,144 |
| Average net loss \$ | -36,266 | -17,242 | -17,242 | -41,347 | -69,230 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Entertainment Production Companies and Artists (SIC 9631)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|----------------------------|---------------------|------------|------------------|------------------|---------|--------------------------------|------------------------------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 103 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 34 | 42 | 57 | | | | | | |
| High sales value (\$000's) | (1) | 34 | 42 | 57 | (1) | | | | | | |
| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Cost of sales | 1.5 | ... | ... | ... | ... | 5.2 | 29.6 | - | ... | - | ... |
| Occupancy expenses | 11.5 | 14.4 | 13.7 | 9.3 | 9.0 | 38.1 | 11.8 | 14.4 | 14.1 | 9.3 | 9.4 |
| Depreciation | 4.9 | 6.5 | 6.2 | 4.6 | 2.6 | 87.1 | 5.6 | 8.4 | 6.6 | 4.7 | 3.2 |
| Repairs & maintenance | 1.7 | 2.6 | 1.7 | 1.6 | 1.0 | 59.3 | 2.9 | 4.8 | 3.0 | 2.4 | 1.8 |
| Heat, light & telephone | 1.3 | 0.9 | 1.1 | 1.4 | 1.9 | 64.5 | 2.1 | 1.6 | 1.6 | 2.2 | 2.9 |
| Rent | 3.6 | 4.4 | 4.7 | 1.8 | 3.4 | 61.7 | 5.8 | 7.8 | 6.3 | 3.5 | 5.3 |
| Personnel expenses | 10.6 | 6.5 | 5.1 | 11.7 | 18.0 | 47.3 | 22.3 | 18.0 | 8.8 | 34.8 | 30.3 |
| Financial expenses | 3.4 | 2.9 | 2.4 | 4.0 | 5.0 | 84.9 | 4.1 | 2.5 | 3.4 | 4.4 | 5.8 |
| Interest & bank charges | 2.1 | 0.1 | 0.9 | 3.6 | 3.7 | 44.2 | 4.8 | 0.3 | 2.6 | 5.7 | 7.8 |
| Professional fees | 1.3 | 2.2 | 1.5 | 0.4 | 1.2 | 73.1 | 1.8 | 2.8 | 2.5 | 0.5 | 1.5 |
| Other expenses | 34.4 | 37.7 | 32.0 | 28.7 | 38.4 | 100.0 | 34.4 | 37.7 | 32.0 | 28.7 | 38.4 |
| Profit (loss) | 38.6 | 39.1 | 41.0 | 46.3 | 29.3 | 100.0 | 38.6 | 39.1 | 41.0 | 46.3 | 29.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high 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 9631 - Entertainment Production Companies and Artists

Businesses primarily engaged in promoting, producing and performing in "live" theatrical productions and staged entertainment. Promotion agencies primarily engaged in arranging the advertising, location, ticket sales, etc. of such productions are included here. Own-account actors, ballet and other dance companies, band or orchestras, own-account entertainers, own-account musicians, opera companies, orchestras, own-account performers (entertainer), pop groups, road companies, own-account singers, staged entertainment, stock (theatrical) companies, theatre companies, theatre production agencies, theatrical promotion agencies and own-account vocalists are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Entertainment Production Companies and Artists (SIC 9631)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 20 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 4 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 112 | -- | -- | -- | -- |
| Total current assets | 116 | -- | -- | -- | -- |
| Fixed assets | 43 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 7 | -- | -- | -- | -- |
| Total assets | 167 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 27 | -- | -- | -- | -- |
| Other current liabilities | 59 | -- | -- | -- | -- |
| Total current liabilities | 86 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 11 | -- | -- | -- | -- |
| Total liabilities | 97 | -- | -- | -- | -- |
| Total equity | 70 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Entertainment Production Companies and Artists (SIC 9631)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 20 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.4 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 7.5 | -- | -- | -- | -- |
| Debt ratio (times) | 0.6 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Entertainment Production Companies and Artists (SIC 9631)

| | 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 | 8 | -- | -- | -- | -- |
| Depreciation | 8 | -- | -- | -- | -- |
| Other | -44 | -- | -- | -- | -- |
| Dividends | -7 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | -- | -- | -- | -- |
| Purchase of fixed assets | -21 | -- | -- | -- | -- |
| Increase in investment | -6 | -- | -- | -- | -- |
| Decrease in investment | 3 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 15 | -- | -- | -- | -- |
| Repayment of long term debt | -2 | -- | -- | -- | -- |
| Loans from shareholders | - | -- | -- | -- | -- |
| Repayment of loans from shareholders | -1 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -1 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -45 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | -68 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -113 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Theatrical & Other Staged Entertainment Services (SIC 963)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 502 | 47,303 | 2,951 | 109 | 60 |
| less than 20 | 485 | 17,728 | 1,065 | 107 | 57 |
| 20 - 99 | 12 | 6,069 | 389 | 2 | 2 |
| 100 - 499 | 4 | X | 835 | - | 1 |
| 500 and over | 1 | X | 662 | - | - |
| 1987 | | | | | |
| Total | 536 | 63,723 | 3,038 | 111 | ... |
| less than 20 | 514 | 24,779 | 1,116 | 108 | ... |
| 20 - 99 | 16 | 10,793 | 508 | 2 | ... |
| 100 - 499 | 5 | X | 884 | 1 | ... |
| 500 and over | 1 | X | 530 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Entertainment Production Companies and Artists (SIC 9631)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 58 | | | | |
| Average sales \$ | 92,372 | 30,330 | 38,445 | 73,844 | 229,066 |
| Average expense \$ | 76,485 | 24,852 | 30,435 | 62,591 | 188,061 |
| Average net profit (loss) \$ | 16,487 | 5,678 | 8,010 | 11,253 | 41,007 |
| Businesses reporting a profit (No.) | 54 | | | | |
| Average sales \$ | 86,991 | 30,530 | 41,855 | 64,316 | 211,262 |
| Average expense \$ | 54,762 | 24,852 | 21,942 | 41,344 | 130,911 |
| Average net profit \$ | 32,229 | 5,678 | 19,913 | 22,972 | 80,351 |
| Businesses reporting a loss (No.) | 4 | | | | |
| Average sales \$ | 134,602 | - | 33,000 | 83,806 | 287,000 |
| Average expense \$ | 167,602 | - | 44,000 | 84,806 | 374,000 |
| Average net loss \$ | -33,000 | - | -11,000 | -1,000 | -87,000 |
| 1986 | | | | | |
| Number of observations in sample | 50 | | | | |
| Average sales \$ | 86,192 | 28,703 | 44,677 | 78,775 | 192,611 |
| Average expense \$ | 70,223 | 29,172 | 42,627 | 64,064 | 145,030 |
| Average net profit (loss) \$ | 15,969 | -469 | 2,050 | 14,711 | 47,581 |
| Businesses reporting a profit (No.) | 44 | | | | |
| Average sales \$ | 81,402 | 29,306 | 48,386 | 78,775 | 169,140 |
| Average expense \$ | 58,422 | 13,399 | 40,529 | 64,064 | 115,697 |
| Average net profit \$ | 22,980 | 15,907 | 7,857 | 14,711 | 53,443 |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 164,516 | 28,534 | 39,652 | - | 425,361 |
| Average expense \$ | 171,656 | 33,591 | 45,469 | - | 435,908 |
| Average net loss \$ | -7,140 | -5,057 | -5,817 | - | -10,547 |
| 1987 | | | | | |
| Number of observations in sample | 57 | | | | |
| Average sales \$ | 62,036 | 29,515 | 37,392 | 49,237 | 132,008 |
| Average expense \$ | 43,377 | 17,463 | 21,223 | 31,282 | 103,538 |
| Average net profit (loss) \$ | 18,661 | 12,052 | 16,169 | 17,955 | 28,470 |
| Businesses reporting a profit (No.) | 48 | | | | |
| Average sales \$ | 61,660 | 29,515 | 37,564 | 49,267 | 130,273 |
| Average expense \$ | 38,659 | 17,463 | 19,626 | 28,794 | 68,752 |
| Average net profit \$ | 23,001 | 12,052 | 17,938 | 20,473 | 41,521 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 75,265 | - | 35,378 | 48,533 | 141,885 |
| Average expense \$ | 105,180 | - | 36,020 | 89,803 | 187,718 |
| Average net loss \$ | -29,915 | - | -2,642 | -41,270 | -45,833 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Sports and Recreation Clubs and Services (SIC 965)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 93 | | | | |
| Low sales value (\$000's) | (1) | (1) | 57 | 131 | 439 |
| High sales value (\$000's) | (1) | 57 | 131 | 439 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 11 | 1 | 1 | 5 | 38 |
| Inventory | - | - | - | - | - |
| Other current assets | 73 | 22 | 33 | 49 | 184 |
| Total current assets | 84 | 23 | 33 | 54 | 221 |
| Fixed assets | 249 | 52 | 78 | 257 | 581 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 39 | - | 13 | 6 | 135 |
| Total assets | 372 | 76 | 124 | 328 | 937 |
| Liabilities and equity | | | | | |
| Current loans | 20 | 4 | - | 45 | 31 |
| Other current liabilities | 87 | 7 | 43 | 69 | 221 |
| Total current liabilities | 107 | 10 | 43 | 114 | 252 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 15 | - | - | 46 | 13 |
| Other liabilities | 132 | 42 | 37 | 135 | 310 |
| Total liabilities | 255 | 52 | 80 | 295 | 575 |
| Total equity | 117 | 24 | 45 | 33 | 362 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Sports and Recreation Clubs and Services (SIC 965)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 93 | | | | |
| Low sales value (\$000's) | (1) | (1) | 57 | 131 | 439 |
| High sales value (\$000's) | (1) | 57 | 131 | 439 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.8 | 2.3 | 0.8 | 0.5 | 0.9 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.2 | 2.2 | 1.8 | 8.9 | 1.6 |
| Interest coverage ratio (times) | 1.9 | 8.0 | 2.1 | 1.1 | 2.1 |
| Debt ratio (times) | 0.7 | 0.7 | 0.6 | 0.9 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Sports and Recreation Clubs and Services (SIC 965)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | | | | |
| Low sales value (\$000's) | (1) | (1) | 115 | 182 | 477 |
| High sales value (\$000's) | (1) | 115 | 182 | 477 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 9 | 1 | 3 | 24 | 2 |
| Depreciation | 26 | 16 | 10 | 26 | 48 |
| Other | 11 | - | -4 | -1 | 48 |
| Dividends | -7 | - | - | -7 | -20 |
| Investment activities | | | | | |
| Disposal of fixed assets | 9 | - | - | 14 | 20 |
| Purchase of fixed assets | -30 | -2 | -8 | -39 | -63 |
| Increase in investment | -3 | - | - | -10 | -1 |
| Decrease in investment | 1 | - | - | - | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 34 | - | 14 | 14 | 105 |
| Repayment of long term debt | -43 | -8 | -7 | -18 | -138 |
| Loans from shareholders | 14 | - | - | 5 | 49 |
| Repayment of loans from shareholders | -9 | -3 | -5 | -4 | -22 |
| Advances & loans from government | 1 | - | - | - | 2 |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 10 | 4 | 2 | 4 | 32 |
| Cash & equivalents—Beginning of the year | -4 | 4 | -19 | 7 | -7 |
| Cash & equivalents—End of the year | 7 | 7 | -17 | 10 | 25 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Sports and Recreation Clubs and Services (SIC 965)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,589 | 140,081 | 12,356 | 164 | 120 |
| less than 20 | 1,456 | 60,986 | 5,370 | 160 | 116 |
| 20 - 99 | 119 | 55,311 | 4,897 | 3 | 3 |
| 100 - 499 | 14 | 23,784 | 2,089 | 1 | 1 |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 1,639 | 192,253 | 13,502 | 194 | ... |
| less than 20 | 1,483 | 79,525 | 5,591 | 181 | ... |
| 20 - 99 | 139 | 81,272 | 5,702 | 11 | ... |
| 100 - 499 | 17 | 31,456 | 2,209 | 2 | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Sports and Recreation Clubs and Services (SIC 965)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 122 | | | | |
| Average sales \$ | 248,793 | 36,002 | 69,206 | 211,120 | 678,844 |
| Average expense \$ | 217,865 | 31,844 | 66,292 | 127,767 | 645,555 |
| Average net profit (loss) \$ | 30,928 | 4,158 | 2,914 | 83,353 | 33,289 |
| Businesses reporting a profit (No.) | 95 | | | | |
| Average sales \$ | 262,437 | 35,947 | 72,384 | 204,038 | 737,377 |
| Average expense \$ | 218,924 | 30,547 | 63,876 | 101,930 | 679,344 |
| Average net profit \$ | 43,513 | 5,400 | 8,508 | 102,108 | 58,033 |
| Businesses reporting a loss (No.) | 27 | | | | |
| Average sales \$ | 221,698 | 36,495 | 62,360 | 256,382 | 531,553 |
| Average expense \$ | 242,147 | 43,662 | 71,495 | 292,904 | 560,528 |
| Average net loss \$ | -20,449 | -7,167 | -9,135 | -36,522 | -28,975 |
| 1986 | | | | | |
| Number of observations in sample | 133 | | | | |
| Average sales \$ | 335,160 | 48,193 | 151,799 | 306,717 | 833,932 |
| Average expense \$ | 321,839 | 57,772 | 166,334 | 293,103 | 770,148 |
| Average net profit (loss) \$ | 13,321 | -9,579 | -14,535 | 13,614 | 63,784 |
| Businesses reporting a profit (No.) | 97 | | | | |
| Average sales \$ | 342,167 | 50,487 | 163,384 | 311,703 | 843,094 |
| Average expense \$ | 306,624 | 42,150 | 150,519 | 291,838 | 741,989 |
| Average net profit \$ | 35,543 | 8,337 | 12,865 | 19,865 | 101,105 |
| Businesses reporting a loss (No.) | 36 | | | | |
| Average sales \$ | 317,464 | 47,917 | 137,432 | 288,081 | 796,425 |
| Average expense \$ | 357,215 | 59,651 | 185,947 | 297,831 | 885,429 |
| Average net loss \$ | -39,751 | -11,734 | -48,515 | -9,750 | -89,004 |
| 1987 | | | | | |
| Number of observations in sample | 159 | | | | |
| Average sales \$ | 243,383 | 38,716 | 82,661 | 199,454 | 652,701 |
| Average expense \$ | 230,480 | 29,913 | 70,119 | 194,865 | 627,024 |
| Average net profit (loss) \$ | 12,903 | 8,803 | 12,542 | 4,589 | 25,677 |
| Businesses reporting a profit (No.) | 109 | | | | |
| Average sales \$ | 240,806 | 37,484 | 80,557 | 185,405 | 659,778 |
| Average expense \$ | 211,740 | 24,650 | 65,145 | 161,955 | 595,211 |
| Average net profit \$ | 29,066 | 12,834 | 15,412 | 23,450 | 64,567 |
| Businesses reporting a loss (No.) | 50 | | | | |
| Average sales \$ | 245,084 | 41,954 | 95,339 | 215,929 | 627,112 |
| Average expense \$ | 279,832 | 43,738 | 100,092 | 233,457 | 742,042 |
| Average net loss \$ | -34,748 | -1,784 | -4,753 | -17,528 | -114,930 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Barber Shops (SIC 9711)

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 55 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 34 | | | | | 42 | | | 73 |
| High sales value (\$000's) | (1) | 34 | 42 | | | | | 73 | | | 11 |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Occupancy expenses | 18.7 | 14.2 | 28.7 | 15.6 | 15.5 | 100.0 | 18.7 | 14.2 | 28.7 | 15.6 | 15.5 |
| Depreciation | 1.4 | 2.0 | 0.5 | 1.2 | 1.8 | 69.8 | 2.0 | 3.7 | 0.7 | 2.1 | 1.9 |
| Repairs & maintenance | 3.4 | 2.0 | 8.3 | 1.3 | 1.5 | 70.8 | 4.8 | 5.2 | 8.3 | 1.7 | 2.4 |
| Heat, light & telephone | 2.8 | 3.0 | 3.5 | 2.4 | 2.4 | 95.4 | 3.0 | 3.2 | 3.5 | 2.7 | 2.4 |
| Rent | 11.1 | 7.2 | 16.4 | 10.6 | 9.8 | 75.7 | 14.7 | 10.5 | 21.4 | 12.5 | 13.5 |
| Personnel expenses | 21.3 | 7.7 | 15.6 | 24.2 | 36.2 | 61.4 | 34.7 | 48.9 | 20.7 | 36.6 | 43.5 |
| Financial expenses | 1.6 | 0.2 | 1.2 | 2.8 | 2.0 | 83.9 | 1.9 | 0.4 | 1.3 | 3.4 | 2.0 |
| Interest & bank charges | 0.9 | - | 0.7 | 2.1 | 0.7 | 40.9 | 2.1 | - | 2.6 | 3.3 | 1.0 |
| Professional fees | 0.7 | 0.2 | 0.5 | 0.7 | 1.3 | 75.7 | 0.9 | 0.4 | 0.6 | 1.0 | 1.4 |
| Other expenses | 13.3 | 9.1 | 11.7 | 19.7 | 12.8 | 100.0 | 13.3 | 9.1 | 11.7 | 19.7 | 12.8 |
| Profit (loss) | 45.2 | 68.7 | 42.8 | 37.8 | 33.5 | 100.0 | 45.2 | 68.7 | 42.8 | 37.8 | 33.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9711 - Barber Shops

Businesses primarily engaged in providing men's barbering and hair styling services such as barber shops and men's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Barber Shops (SIC 9711)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 6 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | - | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 9 | -- | -- | -- | -- |
| Total current assets | 9 | -- | -- | -- | -- |
| Fixed assets | 14 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 6 | -- | -- | -- | -- |
| Total assets | 28 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 9 | -- | -- | -- | -- |
| Other current liabilities | 9 | -- | -- | -- | -- |
| Total current liabilities | 18 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other liabilities | 2 | -- | -- | -- | -- |
| Total liabilities | 20 | -- | -- | -- | -- |
| Total equity | 8 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Barber Shops (SIC 9711)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 6 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.5 | -- | -- | -- | -- |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.5 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 2.4 | -- | -- | -- | -- |
| Debt ratio (times) | 0.7 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Barber Shops (SIC 9711)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 3 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | X | -- | -- | -- | -- |
| Depreciation | X | -- | -- | -- | -- |
| Other | X | -- | -- | -- | -- |
| Dividends | X | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | X | -- | -- | -- | -- |
| Purchase of fixed assets | X | -- | -- | -- | -- |
| Increase in investment | X | -- | -- | -- | -- |
| Decrease in investment | X | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | X | -- | -- | -- | -- |
| Repayment of long term debt | X | -- | -- | -- | -- |
| Loans from shareholders | X | -- | -- | -- | -- |
| Repayment of loans from shareholders | X | -- | -- | -- | -- |
| Advances & loans from government | X | -- | -- | -- | -- |
| Increase in equity | X | -- | -- | -- | -- |
| Decrease in equity | X | -- | -- | -- | -- |
| Other | X | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | X | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | X | -- | -- | -- | -- |
| Cash & equivalents - End of the year | X | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Barber and Beauty Shops (SIC 971)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 4,753 | 169,676 | 15,370 | 619 | 470 |
| less than 20 | 4,666 | 131,866 | 11,949 | 615 | 466 |
| 20 - 99 | 84 | 30,531 | 2,762 | 4 | 2 |
| 100 - 499 | 3 | 7,279 | 659 | - | 1 |
| 500 and over | - | - | - | - | 1 |
| 1987 | | | | | |
| Total | 5,102 | 231,648 | 18,005 | 721 | ... |
| less than 20 | 4,995 | 172,380 | 13,400 | 712 | ... |
| 20 - 99 | 99 | 37,715 | 2,931 | 8 | ... |
| 100 - 499 | 6 | X | 546 | 1 | ... |
| 500 and over | 2 | X | 1,128 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Barber Shops (SIC 9711)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 107 | | | | |
| Average sales \$ | 54,343 | 26,901 | 34,180 | 59,489 | 136,800 |
| Average expense \$ | 46,308 | 12,596 | 16,313 | 37,010 | 118,711 |
| Average net profit (loss) \$ | 18,035 | 14,305 | 17,267 | 22,479 | 18,089 |
| Businesses reporting a profit (No.) | 103 | | | | |
| Average sales \$ | 57,831 | 26,769 | 34,180 | 59,540 | 110,834 |
| Average expense \$ | 37,614 | 11,398 | 16,913 | 36,925 | 85,222 |
| Average net profit \$ | 20,217 | 15,373 | 17,267 | 22,615 | 25,612 |
| Businesses reporting a loss (No.) | 4 | | | | |
| Average sales \$ | 97,534 | 28,712 | - | 43,891 | 220,000 |
| Average expense \$ | 105,994 | 29,110 | - | 62,871 | 226,000 |
| Average net loss \$ | -8,460 | -398 | - | -18,980 | -6,000 |
| 1986 | | | | | |
| Number of observations in sample | 82 | | | | |
| Average sales \$ | 72,102 | 28,364 | 36,718 | 60,402 | 162,322 |
| Average expense \$ | 50,180 | 7,232 | 21,505 | 36,422 | 135,533 |
| Average net profit (loss) \$ | 21,922 | 21,132 | 15,213 | 23,980 | 27,363 |
| Businesses reporting a profit (No.) | 80 | | | | |
| Average sales \$ | 72,254 | 28,364 | 36,718 | 60,402 | 163,532 |
| Average expense \$ | 50,206 | 7,232 | 21,505 | 36,422 | 135,663 |
| Average net profit \$ | 22,048 | 21,132 | 15,213 | 23,980 | 27,869 |
| 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 |
| 1987 | | | | | |
| Number of observations in sample | 53 | | | | |
| Average sales \$ | 62,147 | 29,609 | 37,975 | 58,077 | 122,927 |
| Average expense \$ | 40,266 | 5,765 | 23,554 | 39,444 | 92,301 |
| Average net profit (loss) \$ | 21,881 | 23,844 | 14,421 | 18,633 | 30,626 |
| Businesses reporting a profit (No.) | 48 | | | | |
| Average sales \$ | 59,994 | 29,609 | 37,975 | 60,241 | 112,152 |
| Average expense \$ | 35,795 | 5,765 | 23,554 | 35,854 | 78,006 |
| Average net profit \$ | 24,199 | 23,844 | 14,421 | 24,387 | 34,146 |
| Businesses reporting a loss (No.) | 5 | | | | |
| Average sales \$ | 137,397 | - | - | 49,792 | 225,001 |
| Average expense \$ | 140,458 | - | - | 53,189 | 227,726 |
| Average net loss \$ | -3,061 | - | - | -3,397 | -2,725 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Beauty Shops (SIC 9712)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|--|--|--|--|--|
| Businesses in sample (No.) | 279 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 39 | 53 | 101 | | | | | | |
| High sales value (\$000's) | (1) | 39 | 53 | 101 | (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 | 20.2 | 23.7 | 24.6 | 17.6 | 15.0 | 99.9 | 20.2 | 23.7 | 24.6 | 17.6 | 15.0 |
| Depreciation | 3.0 | 2.3 | 4.2 | 2.3 | 3.1 | 84.1 | 3.5 | 2.8 | 6.0 | 2.5 | 3.2 |
| Repairs & maintenance | 1.3 | 1.0 | 1.6 | 1.5 | 1.2 | 68.6 | 1.9 | 1.7 | 2.5 | 1.3 | 1.6 |
| Heat, light & telephone | 3.7 | 4.5 | 4.3 | 3.3 | 2.8 | 95.0 | 3.9 | 5.0 | 4.4 | 3.5 | 2.8 |
| Rent | 12.2 | 15.8 | 14.6 | 10.4 | 8.0 | 81.4 | 15.0 | 17.8 | 18.0 | 13.1 | 10.4 |
| Personnel expenses | 32.2 | 16.6 | 25.6 | 37.0 | 49.1 | 92.6 | 34.7 | 18.7 | 29.0 | 35.3 | 49.7 |
| Financial expenses | 2.8 | 1.7 | 3.9 | 2.7 | 2.8 | 91.0 | 3.1 | 2.0 | 4.4 | 2.8 | 2.9 |
| Interest & bank charges | 1.8 | 1.1 | 2.7 | 1.8 | 1.7 | 68.4 | 2.7 | 2.0 | 4.6 | 2.3 | 2.2 |
| Professional fees | 0.9 | 0.6 | 1.2 | 0.8 | 1.1 | 74.1 | 1.3 | 1.0 | 1.8 | 1.2 | 1.7 |
| Other expenses | 25.4 | 26.3 | 26.1 | 24.9 | 24.4 | 100.0 | 25.4 | 26.3 | 26.1 | 24.9 | 24.4 |
| Profit (loss) | 19.4 | 31.7 | 19.7 | 17.8 | 8.7 | 99.9 | 19.4 | 31.7 | 19.7 | 17.8 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services such as beauty parlours, beauty salons, beauty shops, women's only manicuring and women's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Beauty Shops (SIC 9712)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 91 | | | | 269 |
| Low sales value (\$000's) | (1) | (1) | 101 | 139 | (1) |
| High sales value (\$000's) | (1) | 101 | 139 | 269 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 1 | 2 | 1 | - | 3 |
| Inventory | - | - | - | - | - |
| Other current assets | 22 | 11 | 9 | 17 | 53 |
| Total current assets | 23 | 13 | 9 | 17 | 56 |
| Fixed assets | 43 | 10 | 32 | 42 | 85 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 4 | 4 | 19 | 21 |
| Total assets | 78 | 27 | 45 | 79 | 159 |
| Liabilities and equity | | | | | |
| Current loans | 7 | 1 | 11 | 8 | 8 |
| Other current liabilities | 31 | 9 | 23 | 23 | 56 |
| Total current liabilities | 38 | 9 | 33 | 31 | 75 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 2 | - | 3 |
| Other liabilities | 30 | 10 | 15 | 43 | 50 |
| Total liabilities | 69 | 19 | 50 | 74 | 128 |
| Total equity | 10 | 8 | -5 | 5 | 32 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Beauty Shops (SIC 9712)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 91 | | | | 269 |
| Low sales value (\$000's) | (1) | (1) | 101 | 139 | (1) |
| High sales value (\$000's) | (1) | 101 | 139 | 269 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.6 | 1.4 | 0.3 | 0.6 | 0.7 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 7.1 | 2.4 | -10.2 | 16.1 | 4.0 |
| Interest coverage ratio (times) | 3.0 | 9.4 | 1.9 | 3.4 | 2.7 |
| Debt ratio (times) | 0.9 | 0.7 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Ontario, Beauty Shops (SIC 9712)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|------------|------------------|------------------|---------|
| Businesses in sample (No.) | 34 | | | | |
| Low sales value (\$000's) | (1) | (1) | 59 | 130 | 255 |
| High sales value (\$000's) | (1) | 59 | 130 | 255 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 5 | -3 | 3 | 5 | 10 |
| Depreciation | 5 | - | 2 | 5 | 12 |
| Other | - | - | 4 | -9 | 3 |
| Dividends | -4 | - | -5 | -2 | -9 |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | - | - | - | 4 |
| Purchase of fixed assets | -12 | - | -5 | -18 | -25 |
| Increase in investment | - | - | - | - | -1 |
| Decrease in investment | - | - | - | 1 | - |
| Financing activities | | | | | |
| Increase in long term debt | 10 | - | 2 | 16 | 21 |
| Repayment of long term debt | -2 | - | - | -2 | -6 |
| Loans from shareholders | 4 | - | - | - | 15 |
| Repayment of loans from shareholders | -3 | - | -1 | -4 | -8 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 2 | -2 | - | -5 | 16 |
| Cash & equivalents—Beginning of the year | 4 | 8 | 5 | 12 | -6 |
| Cash & equivalents - End of the year | 7 | 6 | 4 | 7 | 10 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Ontario, Barber and Beauty Shops (SIC 971)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|--|----------------------|-------------------------|-------------------------|---|------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 4,753 | 169,676 | 15,370 | 619 | 470 |
| less than 20 | 4,666 | 131,866 | 11,949 | 615 | 466 |
| 20 - 99 | 84 | 30,531 | 2,762 | 4 | 2 |
| 100 - 499 | 3 | 7,279 | 659 | - | 1 |
| 500 and over | - | - | - | - | 1 |
| 1987 | | | | | |
| Total | 5,102 | 231,648 | 18,005 | 721 | ... |
| less than 20 | 4,995 | 172,380 | 13,400 | 712 | ... |
| 20 - 99 | 99 | 37,715 | 2,931 | 8 | ... |
| 100 - 499 | 6 | X | 546 | 1 | ... |
| 500 and over | 2 | X | 1,128 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Beauty Shops (SIC 9712)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 363 | | | | |
| Average sales \$ | 66,997 | 29,761 | 43,583 | 68,359 | 206,284 |
| Average expense \$ | 70,528 | 20,489 | 30,596 | 53,284 | 177,741 |
| Average net profit (loss) \$ | 16,469 | 9,272 | 12,987 | 15,075 | 28,543 |
| Businesses reporting a profit (No.) | 348 | | | | |
| Average sales \$ | 87,699 | 29,683 | 43,565 | 68,423 | 209,123 |
| Average expense \$ | 69,656 | 19,783 | 30,129 | 52,736 | 175,977 |
| Average net profit \$ | 18,043 | 9,900 | 13,436 | 15,687 | 33,146 |
| Businesses reporting a loss (No.) | 15 | | | | |
| Average sales \$ | 82,082 | 31,429 | 44,178 | 66,299 | 186,422 |
| Average expense \$ | 85,583 | 35,519 | 45,906 | 70,826 | 190,080 |
| Average net loss \$ | -3,501 | -4,090 | -1,728 | -4,527 | -3,658 |
| 1986 | | | | | |
| Number of observations in sample | 242 | | | | |
| Average sales \$ | 89,529 | 30,507 | 43,412 | 75,823 | 208,374 |
| Average expense \$ | 76,920 | 22,572 | 29,310 | 65,507 | 190,290 |
| Average net profit (loss) \$ | 12,609 | 7,935 | 14,102 | 10,316 | 18,084 |
| Businesses reporting a profit (No.) | 222 | | | | |
| Average sales \$ | 89,117 | 30,608 | 43,474 | 75,006 | 207,380 |
| Average expense \$ | 74,452 | 21,711 | 28,994 | 61,244 | 185,857 |
| Average net profit \$ | 14,665 | 8,897 | 14,480 | 13,762 | 21,523 |
| Businesses reporting a loss (No.) | 20 | | | | |
| Average sales \$ | 90,896 | 29,334 | 39,827 | 79,375 | 215,046 |
| Average expense \$ | 96,046 | 32,547 | 47,555 | 84,036 | 220,046 |
| Average net loss \$ | -5,150 | -3,213 | -7,728 | -4,661 | -5,000 |
| 1987 | | | | | |
| Number of observations in sample | 231 | | | | |
| Average sales \$ | 92,333 | 31,125 | 46,115 | 72,578 | 219,512 |
| Average expense \$ | 80,578 | 21,192 | 36,672 | 59,791 | 204,655 |
| Average net profit (loss) \$ | 11,755 | 9,933 | 9,443 | 12,787 | 14,857 |
| Businesses reporting a profit (No.) | 194 | | | | |
| Average sales \$ | 92,407 | 31,125 | 46,074 | 72,169 | 220,258 |
| Average expense \$ | 75,941 | 21,192 | 30,548 | 55,882 | 196,143 |
| Average net profit \$ | 16,466 | 9,933 | 15,526 | 16,287 | 24,115 |
| Businesses reporting a loss (No.) | 37 | | | | |
| Average sales \$ | 112,910 | - | 46,479 | 75,126 | 217,125 |
| Average expense \$ | 135,807 | - | 91,369 | 84,150 | 231,902 |
| Average net loss \$ | -22,897 | - | -44,890 | -9,024 | -14,777 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Combination Barber and Beauty Shops (SIC 9713)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 106 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 41 | | 64 | | | | | 111 | |
| High sales value (\$000's) | (1) | 41 | 64 | | 111 | | | | | (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 | 23.4 | 30.3 | 27.9 | 20.0 | 15.9 | 100.0 | 23.4 | 30.3 | 27.9 | 20.0 | 15.9 |
| Depreciation | 2.9 | 2.3 | 3.9 | 2.6 | 2.6 | 80.7 | 3.6 | 4.4 | 4.2 | 3.0 | 3.0 |
| Repairs & maintenance | 1.6 | 0.7 | 2.8 | 1.2 | 1.6 | 70.7 | 2.3 | 2.5 | 3.5 | 1.4 | 1.9 |
| Heat, light & telephone | 3.7 | 4.1 | 3.7 | 4.0 | 2.9 | 96.8 | 3.8 | 4.7 | 3.7 | 4.0 | 3.0 |
| Rent | 15.3 | 23.2 | 17.6 | 12.2 | 8.8 | 88.0 | 17.4 | 23.2 | 18.9 | 15.4 | 10.9 |
| Personnel expenses | 36.8 | 23.3 | 34.8 | 38.0 | 49.7 | 90.6 | 40.6 | 30.6 | 37.5 | 41.4 | 49.7 |
| Financial expenses | 2.5 | 1.5 | 3.6 | 2.0 | 2.9 | 90.7 | 2.8 | 1.7 | 3.9 | 2.3 | 2.9 |
| Interest & bank charges | 1.5 | - | 2.5 | 1.3 | 2.0 | 59.8 | 2.5 | - | 3.5 | 2.1 | 2.2 |
| Professional fees | 1.1 | 1.5 | 1.1 | 0.7 | 0.9 | 82.0 | 1.3 | 2.0 | 1.3 | 1.0 | 1.0 |
| Other expenses | 25.5 | 31.7 | 26.9 | 20.4 | 23.5 | 100.0 | 25.5 | 31.7 | 26.9 | 20.4 | 23.5 |
| Profit (loss) | 11.8 | 13.1 | 6.8 | 19.6 | 7.9 | 100.0 | 11.8 | 13.1 | 6.8 | 19.6 | 7.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9713 - Combination Barber and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises such as barber and beauty shop combinations and unisex hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Combination Barber and Beauty Shops (SIC 9713)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 29 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | - | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 18 | -- | -- | -- | -- |
| Total current assets | 19 | -- | -- | -- | -- |
| Fixed assets | 24 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 11 | -- | -- | -- | -- |
| Total assets | 53 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 2 | -- | -- | -- | -- |
| Other current liabilities | 25 | -- | -- | -- | -- |
| Total current liabilities | 27 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 2 | -- | -- | -- | -- |
| Other liabilities | 19 | -- | -- | -- | -- |
| Total liabilities | 48 | -- | -- | -- | -- |
| Total equity | 5 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Combination Barber and Beauty Shops (SIC 9713)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 29 | -- | -- | -- | -- |
| 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) | 9.3 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 0.7 | -- | -- | -- | -- |
| Debt ratio (times) | 0.9 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Combination Barber and Beauty Shops (SIC 9713)

| | 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 | 3 | -- | -- | -- | -- |
| Depreciation | 4 | -- | -- | -- | -- |
| Other | 8 | -- | -- | -- | -- |
| Dividends | -9 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | -- | -- | -- | -- |
| Purchase of fixed assets | -4 | -- | -- | -- | -- |
| Increase in investment | -2 | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 2 | -- | -- | -- | -- |
| Repayment of long term debt | -2 | -- | -- | -- | -- |
| Loans from shareholders | 2 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -3 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | -1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 2 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 9 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 11 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Barber and Beauty Shops (SIC 971)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 4,753 | 169,676 | 15,370 | 619 | 470 |
| less than 20 | 4,666 | 131,866 | 11,949 | 615 | 466 |
| 20 - 99 | 84 | 30,531 | 2,762 | 4 | 2 |
| 100 - 499 | 3 | 7,279 | 659 | - | 1 |
| 500 and over | - | - | - | - | 1 |
| 1987 | | | | | |
| Total | 5,102 | 231,648 | 18,005 | 721 | ... |
| less than 20 | 4,995 | 172,380 | 13,400 | 712 | ... |
| 20 - 99 | 99 | 37,715 | 2,931 | 8 | ... |
| 100 - 499 | 6 | X | 546 | 1 | ... |
| 500 and over | 2 | X | 1,128 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Combination Barber and Beauty Shops (SIC 9713)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 151 | | | | |
| Average sales \$ | 114,125 | 32,659 | 32,259 | 95,801 | 275,779 |
| Average expense \$ | 98,570 | 24,050 | 39,215 | 76,188 | 255,227 |
| Average net profit (loss) \$ | 15,455 | 8,509 | 13,044 | 19,513 | 20,552 |
| Businesses reporting a profit (No.) | 137 | | | | |
| Average sales \$ | 117,370 | 33,249 | 52,631 | 95,394 | 287,204 |
| Average expense \$ | 97,858 | 23,035 | 37,943 | 75,018 | 255,437 |
| Average net profit \$ | 19,512 | 10,214 | 14,688 | 21,376 | 31,767 |
| Businesses reporting a loss (No.) | 14 | | | | |
| Average sales \$ | 103,614 | 28,563 | 47,412 | 86,223 | 252,258 |
| Average expense \$ | 109,180 | 31,107 | 55,756 | 95,061 | 254,755 |
| Average net loss \$ | -5,566 | -2,544 | -8,344 | -8,838 | -2,537 |
| 1986 | | | | | |
| Number of observations in sample | 120 | | | | |
| Average sales \$ | 104,489 | 35,356 | 56,576 | 103,227 | 212,796 |
| Average expense \$ | 94,478 | 29,059 | 56,437 | 87,154 | 205,262 |
| Average net profit (loss) \$ | 10,011 | 6,297 | 10,139 | 16,073 | 7,534 |
| Businesses reporting a profit (No.) | 108 | | | | |
| Average sales \$ | 102,394 | 35,567 | 67,285 | 100,444 | 205,081 |
| Average expense \$ | 88,033 | 28,387 | 55,677 | 76,496 | 191,573 |
| Average net profit \$ | 14,061 | 7,180 | 11,608 | 23,948 | 13,508 |
| Businesses reporting a loss (No.) | 12 | | | | |
| Average sales \$ | 113,913 | 31,579 | 58,347 | 109,317 | 256,410 |
| Average expense \$ | 124,871 | 41,098 | 65,246 | 110,482 | 282,556 |
| Average net loss \$ | -10,958 | -9,519 | -6,899 | -1,165 | -26,246 |
| 1987 | | | | | |
| Number of observations in sample | 95 | | | | |
| Average sales \$ | 98,125 | 32,603 | 54,125 | 82,673 | 223,097 |
| Average expense \$ | 90,497 | 31,811 | 51,730 | 69,868 | 208,579 |
| Average net profit (loss) \$ | 7,628 | 792 | 2,395 | 12,805 | 14,518 |
| Businesses reporting a profit (No.) | 72 | | | | |
| Average sales \$ | 96,162 | 30,247 | 53,716 | 79,429 | 221,255 |
| Average expense \$ | 81,684 | 21,088 | 46,233 | 61,768 | 197,646 |
| Average net profit \$ | 14,478 | 9,159 | 7,483 | 17,661 | 23,609 |
| Businesses reporting a loss (No.) | 23 | | | | |
| Average sales \$ | 103,400 | 34,742 | 54,913 | 95,518 | 228,428 |
| Average expense \$ | 111,505 | 41,543 | 62,325 | 101,944 | 240,209 |
| Average net loss \$ | -8,105 | -6,801 | -7,412 | -6,426 | -11,781 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Laundry and Cleaners (SIC 972)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | |
|-----------------------------|----------|---------------|---------------------|---------------------|------------|--|--|--|--|--|
| Businesses in sample (No.) | 191 | | | | | | | | | |
| Low sales value (\$3000's) | (1) | (1) | 43 | 75 | 154 | | | | | |
| High sales value (\$5000's) | (1) | 43 | 75 | 164 | (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 | 24.0 | 33.3 | 23.4 | 22.5 | 17.1 | 99.8 | 24.1 | 33.3 | 23.4 | 22.5 | 17.2 |
| Depreciation | 6.7 | 12.0 | 5.5 | 4.7 | 4.7 | 93.8 | 7.2 | 13.1 | 5.9 | 5.0 | 4.9 |
| Repairs & maintenance | 2.7 | 2.7 | 3.5 | 2.5 | 2.2 | 74.0 | 3.6 | 4.7 | 4.5 | 3.3 | 2.5 |
| Heat, light & telephone | 7.2 | 9.2 | 8.2 | 6.1 | 5.6 | 87.8 | 8.3 | 12.9 | 8.9 | 6.7 | 5.8 |
| Rent | 7.4 | 9.5 | 6.2 | 9.2 | 4.6 | 70.2 | 10.5 | 14.8 | 9.2 | 11.5 | 6.7 |
| Personnel expenses | 26.1 | 8.1 | 18.4 | 29.0 | 48.4 | 79.4 | 32.9 | 23.6 | 20.1 | 31.8 | 48.5 |
| Financial expenses | 5.2 | 9.1 | 5.2 | 3.3 | 3.2 | 91.9 | 5.7 | 12.1 | 5.3 | 3.4 | 3.2 |
| Interest & bank charges | 4.3 | 8.7 | 3.8 | 2.4 | 2.3 | 77.2 | 5.6 | 12.8 | 5.0 | 5.1 | 2.6 |
| Professional fees | 0.9 | 0.4 | 1.4 | 0.9 | 0.9 | 74.6 | 1.2 | 0.7 | 1.7 | 1.2 | 1.0 |
| Other expenses | 35.2 | 40.1 | 38.9 | 34.1 | 28.0 | 100.0 | 35.2 | 40.1 | 38.9 | 34.1 | 28.0 |
| Profit (loss) | 9.4 | 9.3 | 14.1 | 11.1 | 3.3 | 97.8 | 9.6 | 9.3 | 14.1 | 12.1 | 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9720 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Laundry and Cleaners (SIC 972)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 94 | (1) | 45 | 155 | 284 |
| Low sales value (\$000's) | (1) | (1) | 45 | 155 | 284 |
| High sales value (\$000's) | (1) | 45 | 155 | 284 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 10 | - | 4 | 6 | 28 |
| Inventory | - | - | - | - | - |
| Other current assets | 22 | 4 | 8 | 24 | 53 |
| Total current assets | 32 | 4 | 12 | 30 | 81 |
| Fixed assets | 77 | 56 | 42 | 51 | 156 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 20 | 13 | 11 | 27 | 30 |
| Total assets | 129 | 73 | 65 | 109 | 267 |
| Liabilities and equity | | | | | |
| Current loans | 10 | - | 3 | 10 | 25 |
| Other current liabilities | 28 | 9 | 17 | 30 | 56 |
| Total current liabilities | 38 | 9 | 20 | 40 | 81 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 8 | - | 10 | 5 | 16 |
| Other liabilities | 53 | 54 | 24 | 53 | 72 |
| Total liabilities | 98 | 73 | 54 | 97 | 169 |
| Total equity | 30 | - | 11 | 11 | 99 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Laundry and Cleaners (SIC 972)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 94 | (1) | 45 | 155 | 284 |
| Low sales value (\$000's) | (1) | (1) | 45 | 155 | 284 |
| High sales value (\$000's) | (1) | 45 | 155 | 284 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.8 | 0.4 | 0.6 | 0.8 | 1.0 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.2 | 158.3 | 5.0 | 8.7 | 1.7 |
| Interest coverage ratio (times) | 1.7 | 1.0 | 1.3 | 0.4 | 2.7 |
| Debt ratio (times) | 0.8 | 1.0 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Laundry and Cleaners (SIC 972)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 40 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's): | | | | | |
| Operating activities | | | | | |
| Cash from operations | 3 | -- | -- | -- | -- |
| Depreciation | 18 | -- | -- | -- | -- |
| Other | -5 | -- | -- | -- | -- |
| Dividends | -4 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 8 | -- | -- | -- | -- |
| Purchase of fixed assets | -36 | -- | -- | -- | -- |
| Increase in investment | -26 | -- | -- | -- | -- |
| Decrease in investment | 3 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 47 | -- | -- | -- | -- |
| Repayment of long term debt | -6 | -- | -- | -- | -- |
| Loans from shareholders | 6 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -6 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -1 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 1 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 1 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 2 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Laundry and Cleaners (SIC 972)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,580 | 183,235 | 17,683 | 254 | 150 |
| less than 20 | 1,446 | 53,570 | 5,341 | 242 | 146 |
| 20 - 99 | 111 | 44,408 | 4,262 | 10 | 3 |
| 100 - 499 | 18 | 32,290 | 3,060 | 1 | 1 |
| 500 and over | 5 | 52,967 | 5,020 | 1 | - |
| 1987 | | | | | |
| Total | 1,685 | 243,097 | 17,201 | 292 | ... |
| less than 20 | 1,558 | 72,088 | 5,159 | 282 | ... |
| 20 - 99 | 103 | 58,206 | 4,091 | 7 | ... |
| 100 - 499 | 18 | 41,121 | 2,898 | 3 | ... |
| 500 and over | 6 | 71,682 | 5,053 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Laundry and Cleaners (SIC 972)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 246 | | | | |
| Average sales \$ | 125,378 | 31,572 | 46,578 | 83,323 | 341,737 |
| Average expense \$ | 114,053 | 29,651 | 42,369 | 70,546 | 317,647 |
| Average net profit (loss) \$ | 11,925 | 6,021 | 4,209 | 13,377 | 24,090 |
| Businesses reporting a profit (No.) | 210 | | | | |
| Average sales \$ | 129,043 | 31,870 | 47,220 | 84,066 | 353,014 |
| Average expense \$ | 111,134 | 24,079 | 37,882 | 67,760 | 314,813 |
| Average net profit \$ | 17,909 | 7,791 | 9,338 | 16,306 | 38,201 |
| Businesses reporting a loss (No.) | 36 | | | | |
| Average sales \$ | 116,903 | 30,556 | 44,494 | 82,844 | 309,716 |
| Average expense \$ | 127,180 | 34,909 | 56,919 | 91,597 | 325,695 |
| Average net loss \$ | -10,277 | -3,953 | -12,425 | -8,753 | -15,979 |
| 1986 | | | | | |
| Number of observations in sample | 183 | | | | |
| Average sales \$ | 132,996 | 35,815 | 65,812 | 105,464 | 324,892 |
| Average expense \$ | 119,732 | 31,508 | 53,636 | 92,173 | 301,612 |
| Average net profit (loss) \$ | 13,264 | 4,307 | 12,176 | 13,291 | 23,280 |
| Businesses reporting a profit (No.) | 160 | | | | |
| Average sales \$ | 127,007 | 38,147 | 65,905 | 102,461 | 301,516 |
| Average expense \$ | 110,401 | 29,581 | 52,426 | 85,812 | 273,785 |
| Average net profit \$ | 16,606 | 8,566 | 13,479 | 16,649 | 27,731 |
| Businesses reporting a loss (No.) | 23 | | | | |
| Average sales \$ | 178,989 | 30,875 | 63,647 | 118,613 | 502,819 |
| Average expense \$ | 187,703 | 35,591 | 81,775 | 120,026 | 513,418 |
| Average net loss \$ | -8,714 | -4,716 | -18,128 | -1,413 | -10,599 |
| 1987 | | | | | |
| Number of observations in sample | 198 | | | | |
| Average sales \$ | 144,232 | 36,217 | 57,850 | 115,123 | 367,739 |
| Average expense \$ | 135,410 | 35,316 | 48,899 | 102,298 | 355,128 |
| Average net profit (loss) \$ | 8,822 | 901 | 8,951 | 12,825 | 12,611 |
| Businesses reporting a profit (No.) | 150 | | | | |
| Average sales \$ | 151,836 | 37,011 | 59,801 | 113,272 | 397,261 |
| Average expense \$ | 134,196 | 29,747 | 44,202 | 95,948 | 366,885 |
| Average net profit \$ | 17,640 | 7,264 | 15,599 | 17,324 | 30,376 |
| Businesses reporting a loss (No.) | 48 | | | | |
| Average sales \$ | 130,538 | 35,017 | 53,824 | 122,637 | 310,674 |
| Average expense \$ | 140,700 | 43,731 | 58,592 | 128,074 | 332,402 |
| Average net loss \$ | -10,162 | -8,714 | -4,768 | -5,437 | -21,728 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Power Laundries and/or Dry Cleaners (SIC 9721)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 52 | | | | |
| Low sales value (\$000's) | (1) | (1) | 133 | 205 | 322 |
| High sales value (\$000's) | (1) | 133 | 205 | 322 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 8 | 2 | 2 | 5 | 22 |
| Inventory | - | - | - | - | - |
| Other current assets | 36 | 4 | 32 | 41 | 53 |
| Total current assets | 44 | 6 | 34 | 46 | 75 |
| Fixed assets | 79 | 31 | 30 | 80 | 135 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 27 | 12 | 40 | 25 | 27 |
| Total assets | 150 | 49 | 103 | 151 | 281 |
| Liabilities and equity | | | | | |
| Current loans | 14 | 2 | 14 | 7 | 31 |
| Other current liabilities | 35 | 13 | 18 | 45 | 61 |
| Total current liabilities | 49 | 15 | 32 | 53 | 92 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 9 | 18 | - | 10 | 3 |
| Other liabilities | 53 | 14 | 38 | 42 | 113 |
| Total liabilities | 111 | 46 | 70 | 104 | 214 |
| Total equity | 39 | 2 | 33 | 47 | 67 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Power Laundries and/or Dry Cleaners (SIC 9721)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 52 | | | | |
| Low sales value (\$000's) | (1) | (1) | 133 | 205 | 322 |
| High sales value (\$000's) | (1) | 133 | 205 | 322 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.9 | 0.4 | 1.1 | 0.9 | 0.9 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.9 | 21.0 | 2.1 | 2.2 | 3.2 |
| Interest coverage ratio (times) | 1.9 | 0.8 | 2.3 | 2.2 | 1.9 |
| Debt ratio (times) | 0.7 | 1.0 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Power Laundries and/or Dry Cleaners (SIC 9721)

| | 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 | 8 | -- | -- | -- | -- |
| Depreciation | 11 | -- | -- | -- | -- |
| Other | -11 | -- | -- | -- | -- |
| Dividends | -10 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 15 | -- | -- | -- | -- |
| Purchase of fixed assets | -16 | -- | -- | -- | -- |
| Increase in investment | -1 | -- | -- | -- | -- |
| Decrease in investment | 4 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 12 | -- | -- | -- | -- |
| Repayment of long term debt | -11 | -- | -- | -- | -- |
| Loans from shareholders | 15 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -18 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -4 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | 9 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 5 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Laundry and Cleaners (SIC 972)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,580 | 183,235 | 17,683 | 254 | 150 |
| less than 20 | 1,446 | 53,570 | 5,341 | 242 | 146 |
| 20 - 99 | 111 | 44,408 | 4,262 | 10 | 3 |
| 100 - 499 | 18 | 32,290 | 3,060 | 1 | 1 |
| 500 and over | 5 | 52,967 | 5,020 | 1 | - |
| 1987 | | | | | |
| Total | 1,685 | 243,097 | 17,201 | 292 | ... |
| less than 20 | 1,558 | 72,088 | 5,159 | 282 | ... |
| 20 - 99 | 103 | 58,206 | 4,091 | 7 | ... |
| 100 - 499 | 18 | 41,121 | 2,898 | 3 | ... |
| 500 and over | 6 | 71,682 | 5,053 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Power Laundries and/or Dry Cleaners (SIC 9721)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 121 | | | | |
| Average sales \$ | 129,944 | 36,958 | 53,060 | 90,285 | 339,474 |
| Average expense \$ | 117,747 | 33,361 | 50,284 | 76,732 | 310,010 |
| Average net profit (loss) \$ | 12,197 | 2,957 | 2,776 | 13,553 | 29,464 |
| Businesses reporting a profit (No.) | 103 | | | | |
| Average sales \$ | 139,519 | 37,746 | 56,406 | 90,066 | 373,956 |
| Average expense \$ | 119,641 | 33,315 | 42,136 | 75,359 | 327,752 |
| Average net profit \$ | 19,878 | 4,431 | 14,270 | 14,707 | 46,104 |
| Businesses reporting a loss (No.) | 18 | | | | |
| Average sales \$ | 108,192 | 31,232 | 48,682 | 93,838 | 259,015 |
| Average expense \$ | 116,787 | 38,657 | 60,945 | 99,055 | 268,491 |
| Average net loss \$ | -8,595 | -7,425 | -12,263 | -5,217 | -9,476 |
| 1986 | | | | | |
| Number of observations in sample | 98 | | | | |
| Average sales \$ | 135,878 | 44,512 | 78,252 | 113,542 | 323,206 |
| Average expense \$ | 123,472 | 37,638 | 67,329 | 95,732 | 293,188 |
| Average net profit (loss) \$ | 16,406 | 6,874 | 10,923 | 17,810 | 30,018 |
| Businesses reporting a profit (No.) | 89 | | | | |
| Average sales \$ | 132,360 | 44,736 | 77,943 | 106,779 | 299,982 |
| Average expense \$ | 112,221 | 35,267 | 66,696 | 79,593 | 267,327 |
| Average net profit \$ | 20,139 | 9,469 | 11,247 | 27,186 | 32,655 |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 212,123 | 43,484 | 88,714 | 127,133 | 589,159 |
| Average expense \$ | 213,704 | 48,514 | 88,799 | 128,162 | 589,341 |
| Average net loss \$ | -1,581 | -5,030 | -85 | -1,029 | -182 |
| 1987 | | | | | |
| Number of observations in sample | 113 | | | | |
| Average sales \$ | 189,972 | 45,048 | 93,188 | 182,039 | 439,611 |
| Average expense \$ | 179,260 | 34,380 | 86,004 | 173,613 | 423,044 |
| Average net profit (loss) \$ | 10,712 | 10,668 | 7,184 | 8,426 | 16,567 |
| Businesses reporting a profit (No.) | 86 | | | | |
| Average sales \$ | 180,974 | 46,271 | 93,630 | 174,488 | 409,506 |
| Average expense \$ | 163,281 | 33,355 | 80,396 | 156,380 | 382,893 |
| Average net profit \$ | 17,693 | 12,916 | 13,234 | 18,108 | 26,613 |
| Businesses reporting a loss (No.) | 27 | | | | |
| Average sales \$ | 219,868 | 31,672 | 91,983 | 202,023 | 553,794 |
| Average expense \$ | 235,268 | 45,586 | 101,318 | 219,219 | 574,948 |
| Average net loss \$ | -15,400 | -13,914 | -9,335 | -17,196 | -21,154 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 32 | | | | | | | | | | |
| Low sales value ('\$000's) | (1) | -- | | | | | | | | | |
| High sales value ('\$000's) | (1) | -- | | | | | | | | | |
| | Percent of sales | | | | | | | | | | |
| Cost of sales | 0.9 | -- | -- | -- | -- | 10.9 | 7.9 | -- | -- | -- | -- |
| Occupancy expenses | 38.4 | -- | -- | -- | -- | 100.0 | 38.4 | -- | -- | -- | -- |
| Depreciation | 12.0 | -- | -- | -- | -- | 91.3 | 13.1 | -- | -- | -- | -- |
| Repairs & maintenance | 4.6 | -- | -- | -- | -- | 90.7 | 5.0 | -- | -- | -- | -- |
| Heat, light & telephone | 13.0 | -- | -- | -- | -- | 91.3 | 14.2 | -- | -- | -- | -- |
| Rent | 8.9 | -- | -- | -- | -- | 73.2 | 12.1 | -- | -- | -- | -- |
| Personnel expenses | 19.7 | -- | -- | -- | -- | 75.0 | 26.2 | -- | -- | -- | -- |
| Financial expenses | 12.9 | -- | -- | -- | -- | 99.8 | 12.9 | -- | -- | -- | -- |
| Interest & bank charges | 11.6 | -- | -- | -- | -- | 99.9 | 12.3 | -- | -- | -- | -- |
| Professional fees | 1.3 | -- | -- | -- | -- | 67.9 | 2.0 | -- | -- | -- | -- |
| Other expenses | 28.5 | -- | -- | -- | -- | 100.0 | 28.5 | -- | -- | -- | -- |
| Profit (loss) | -0.3 | -- | -- | -- | -- | 100.0 | -0.3 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9723 - Self-Serve Laundries and/or Dry Cleaners

Businesses primarily engaged in providing coin-operated automatic laundry and/or dry cleaning facilities for the use of the public. Included in this industry are businesses engaged in coin-operated dry cleaners, coin-operated laundries, self-serve dry cleaners and self-serve laundries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 14 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | 3 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 13 | -- | -- | -- | -- |
| Total current assets | 15 | -- | -- | -- | -- |
| Fixed assets | 71 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 20 | -- | -- | -- | -- |
| Total assets | 105 | -- | -- | -- | -- |
| Liabilities and equity | | | | | |
| Current loans | 4 | -- | -- | -- | -- |
| Other current liabilities | 20 | -- | -- | -- | -- |
| Total current liabilities | 24 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 8 | -- | -- | -- | -- |
| Other liabilities | 58 | -- | -- | -- | -- |
| Total liabilities | 90 | -- | -- | -- | -- |
| Total equity | 15 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 14 | -- | -- | -- | -- |
| 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) | 5.0 | -- | -- | -- | -- |
| Interest coverage ratio (times) | 1.2 | -- | -- | -- | -- |
| Debt ratio (times) | 0.9 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 5 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 3 | -- | -- | -- | -- |
| Depreciation | 13 | -- | -- | -- | -- |
| Other | 19 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | - | -- | -- | -- | -- |
| Purchase of fixed assets | -60 | -- | -- | -- | -- |
| Increase in investment | -70 | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 114 | -- | -- | -- | -- |
| Repayment of long term debt | -2 | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -2 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -4 | -- | -- | -- | -- |
| Other | -1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 11 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | - | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 11 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Laundry and Cleaners (SIC 972)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 1,580 | 183,235 | 17,683 | 254 | 150 |
| less than 20 | 1,446 | 53,570 | 5,341 | 242 | 146 |
| 20 - 99 | 111 | 44,408 | 4,262 | 10 | 3 |
| 100 - 499 | 18 | 32,290 | 3,060 | 1 | 1 |
| 500 and over | 5 | 52,967 | 5,020 | 1 | - |
| 1987 | | | | | |
| Total | 1,685 | 243,097 | 17,201 | 292 | ... |
| less than 20 | 1,558 | 72,088 | 5,159 | 282 | ... |
| 20 - 99 | 103 | 58,206 | 4,081 | 7 | ... |
| 100 - 499 | 18 | 41,121 | 2,898 | 3 | ... |
| 500 and over | 6 | 71,682 | 5,053 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 58 | | | | |
| Average sales \$ | 79,174 | 27,346 | 35,981 | 55,370 | 133,069 |
| Average expense \$ | 69,675 | 19,789 | 29,330 | 43,561 | 122,020 |
| Average net profit (loss) \$ | 9,499 | 7,557 | 2,551 | 11,809 | 16,078 |
| Businesses reporting a profit (No.) | 50 | | | | |
| Average sales \$ | 80,683 | 27,342 | 34,990 | 55,737 | 204,661 |
| Average expense \$ | 69,691 | 19,711 | 29,886 | 41,947 | 187,221 |
| Average net profit \$ | 10,992 | 7,631 | 5,104 | 13,790 | 17,440 |
| Businesses reporting a loss (No.) | 6 | | | | |
| Average sales \$ | 49,197 | 27,756 | 38,468 | 48,562 | 82,000 |
| Average expense \$ | 58,807 | 28,371 | 43,328 | 73,530 | 90,000 |
| Average net loss \$ | -9,610 | -615 | -4,860 | -24,968 | -8,000 |
| 1986 | | | | | |
| Number of observations in sample | 40 | | | | |
| Average sales \$ | 103,459 | -- | -- | -- | -- |
| Average expense \$ | 98,064 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 5,395 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 32 | | | | |
| Average sales \$ | 105,134 | -- | -- | -- | -- |
| Average expense \$ | 97,570 | -- | -- | -- | -- |
| Average net profit \$ | 7,564 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 8 | | | | |
| Average sales \$ | 91,963 | -- | -- | -- | -- |
| Average expense \$ | 105,477 | -- | -- | -- | -- |
| Average net loss \$ | -13,514 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 27 | | | | |
| Average sales \$ | 87,386 | -- | -- | -- | -- |
| Average expense \$ | 86,944 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 442 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 18 | | | | |
| Average sales \$ | 98,415 | -- | -- | -- | -- |
| Average expense \$ | 85,773 | -- | -- | -- | -- |
| Average net profit \$ | 10,642 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 9 | | | | |
| Average sales \$ | 110,178 | -- | -- | -- | -- |
| Average expense \$ | 122,366 | -- | -- | -- | -- |
| Average net loss \$ | -12,248 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

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.) | 54 | | | | | |
| Low sales value (\$000's) | (1) | (1) | | 93 | | 276 |
| High sales value (\$000's) | (1) | 38 | | 93 | | 276 |

| 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 | 13.8 | 17.4 | 5.8 | 15.6 | 16.3 | 81.4 | 16.9 | 17.4 | 13.9 | 17.5 | 17.1 |
| Repairs & maintenance | 5.2 | 1.8 | 6.3 | 8.7 | 3.9 | 53.8 | 9.7 | 5.2 | 15.3 | 10.8 | 6.7 |
| Heat, light & telephone | 1.0 | - | 0.6 | 2.5 | 0.9 | 38.7 | 2.6 | - | 2.6 | 3.7 | 1.4 |
| Rent | 3.9 | - | 4.5 | 7.6 | 3.3 | 47.7 | 8.2 | - | 6.4 | 13.0 | 4.3 |
| Personnel expenses | 11.0 | 0.3 | 4.2 | 18.4 | 20.6 | 49.9 | 22.0 | 1.6 | 18.1 | 23.6 | 25.4 |
| Financial expenses | 16.1 | 48.3 | 3.9 | 6.8 | 6.1 | 90.8 | 17.8 | 48.3 | 4.9 | 7.7 | 6.4 |
| Interest & bank charges | 8.7 | 20.8 | 3.5 | 5.6 | 4.9 | 87.3 | 9.3 | 20.8 | 4.5 | 7.1 | 5.4 |
| Professional fees | 7.5 | 27.5 | 0.4 | 1.3 | 1.2 | 66.8 | 11.2 | 33.9 | 1.0 | 2.0 | 1.3 |
| Other expenses | 27.6 | 13.4 | 40.5 | 23.2 | 33.2 | 100.0 | 27.6 | 13.4 | 40.5 | 23.2 | 33.2 |
| Profit (loss) | 21.4 | 18.8 | 34.2 | 17.1 | 15.7 | 98.8 | 21.7 | 18.8 | 34.2 | 17.1 | 16.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

$$\text{Total weighted expenditure on a given item} / \text{Total weighted sales of all businesses in the sample} \times 100$$
 for each quartile.
- (2) Value in each cell =
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$$
 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 heavy industrial machinery and equipment. Businesses engaged in agricultural machinery and equipment rentals, industrial machinery and equipment rental and leasing, leasing of industrial machinery and equipment, industrial machinery and equipment rentals, materials handling machinery and equipment rentals (except with operators), metalworking machinery and equipment rentals, mining machinery and equipment rentals, oil well drilling machinery and equipment rentals, rental of industrial machinery and equipment and woodworking machinery and equipment rentals are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

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.) | 53 | | | | |
| Low sales value (\$000's) | (1) | (1) | 26 | 99 | 462 |
| High sales value (\$000's) | (1) | 26 | 99 | 462 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 34 | - | 2 | 45 | 95 |
| Inventory | - | - | - | - | - |
| Other current assets | 79 | 10 | 8 | 78 | 216 |
| Total current assets | 113 | 10 | 10 | 123 | 302 |
| Fixed assets | 332 | 180 | 79 | 481 | 533 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 133 | 738 | 102 | 31 | 128 |
| Total assets | 577 | 929 | 191 | 635 | 1,068 |
| Liabilities and equity | | | | | |
| Current loans | 23 | - | 5 | 21 | 62 |
| Other current liabilities | 95 | 61 | 10 | 97 | 243 |
| Total current liabilities | 118 | 61 | 15 | 118 | 305 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 19 | - | 18 | 19 | 27 |
| Other liabilities | 216 | - | 73 | 312 | 413 |
| Total liabilities | 354 | 61 | 106 | 449 | 745 |
| Total equity | 224 | 867 | 85 | 185 | 323 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

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.) | 53 | | | | |
| Low sales value (\$000's) | (1) | (1) | 26 | 99 | 462 |
| High sales value (\$000's) | (1) | 26 | 99 | 462 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.0 | 0.2 | 0.7 | 1.0 | 1.0 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.6 | 0.1 | 1.2 | 2.4 | 2.3 |
| Interest coverage ratio (times) | 3.8 | 59.6 | 1.5 | 5.4 | 3.9 |
| Debt ratio (times) | 0.6 | 0.1 | 0.6 | 0.7 | 0.7 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
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) | | | | |
| Operating activities | | | | | |
| Cash from operations | 39 | -- | -- | -- | -- |
| Depreciation | 73 | -- | -- | -- | -- |
| Other | -3 | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 31 | -- | -- | -- | -- |
| Purchase of fixed assets | -139 | -- | -- | -- | -- |
| Increase in investment | -11 | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 32 | -- | -- | -- | -- |
| Repayment of long term debt | -26 | -- | -- | -- | -- |
| Loans from shareholders | 36 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -10 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | -2 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 17 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | -51 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -34 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 259 | 42,734 | 1,981 | 36 | 29 |
| less than 20 | 234 | 17,169 | 782 | 34 | 26 |
| 20 - 99 | 18 | 13,275 | 607 | - | 3 |
| 100 - 499 | 7 | 12,290 | 592 | 2 | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 289 | 80,220 | 3,757 | 40 | ... |
| less than 20 | 238 | 20,503 | 948 | 34 | ... |
| 20 - 99 | 37 | 27,035 | 1,208 | 2 | ... |
| 100 - 499 | 13 | X | 1,349 | 4 | ... |
| 500 and over | 1 | X | 252 | - | ... |

(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 quantile, 1985-1987
Ontario, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 47 | | | | |
| Average sales \$ | 313,599 | -- | -- | -- | -- |
| Average expense \$ | 270,924 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 42,675 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 34 | | | | |
| Average sales \$ | 309,765 | -- | -- | -- | -- |
| Average expense \$ | 252,038 | -- | -- | -- | -- |
| Average net profit \$ | 57,727 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 13 | | | | |
| Average sales \$ | 400,443 | -- | -- | -- | -- |
| Average expense \$ | 434,598 | -- | -- | -- | -- |
| Average net loss \$ | -34,255 | -- | -- | -- | -- |
| 1986 | | | | | |
| Number of observations in sample | 32 | | | | |
| Average sales \$ | 294,589 | -- | -- | -- | -- |
| Average expense \$ | 255,686 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 38,903 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 25 | | | | |
| Average sales \$ | 300,684 | -- | -- | -- | -- |
| Average expense \$ | 249,985 | -- | -- | -- | -- |
| Average net profit \$ | 50,699 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 7 | | | | |
| Average sales \$ | 98,469 | -- | -- | -- | -- |
| Average expense \$ | 124,405 | -- | -- | -- | -- |
| Average net loss \$ | -25,936 | -- | -- | -- | -- |
| 1987 | | | | | |
| Number of observations in sample | 94 | | | | |
| Average sales \$ | 243,274 | 32,984 | 51,031 | 176,750 | 712,330 |
| Average expense \$ | 204,951 | 28,769 | 37,712 | 140,661 | 612,663 |
| Average net profit (loss) \$ | 38,323 | 4,215 | 13,319 | 36,089 | 99,667 |
| Businesses reporting a profit (No.) | 74 | | | | |
| Average sales \$ | 238,298 | 32,984 | 51,031 | 195,609 | 673,566 |
| Average expense \$ | 187,650 | 28,769 | 37,712 | 147,271 | 536,849 |
| Average net profit \$ | 50,648 | 4,215 | 13,319 | 48,338 | 136,717 |
| Businesses reporting a loss (No.) | 20 | | | | |
| Average sales \$ | 490,892 | - | - | 118,197 | 863,586 |
| Average expense \$ | 514,315 | - | - | 120,136 | 908,493 |
| Average net loss \$ | -23,423 | - | - | -1,939 | -44,907 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| Businesses in sample (No.) | 104 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | | | | | | | | | 155 |
| High sales value (\$000's) | (1) | 51 | | | | | | | 155 | | (1) |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Occupancy expenses | 38.2 | 36.1 | 46.8 | 36.5 | 34.1 | 99.0 | 38.5 | 37.5 | 46.8 | 36.6 | 34.2 |
| Depreciation | 24.9 | 21.6 | 30.6 | 24.9 | 22.9 | 94.1 | 25.4 | 28.0 | 30.6 | 24.9 | 23.1 |
| Repairs & maintenance | 0.9 | 0.4 | 0.8 | 1.1 | 1.2 | 69.6 | 1.3 | 0.8 | 1.5 | 1.4 | 1.3 |
| Heat, light & telephone | 2.4 | 3.8 | 2.5 | 1.9 | 1.7 | 91.5 | 2.7 | 4.7 | 2.8 | 1.9 | 1.7 |
| Rent | 9.9 | 10.2 | 12.9 | 8.6 | 8.4 | 86.7 | 11.5 | 13.9 | 12.9 | 10.7 | 8.9 |
| Personnel expenses | 22.0 | 29.3 | 12.2 | 25.2 | 20.3 | 86.8 | 25.3 | 33.6 | 18.1 | 27.3 | 20.6 |
| Financial expenses | 4.9 | 5.4 | 4.2 | 6.5 | 3.3 | 97.0 | 5.0 | 5.4 | 4.2 | 7.2 | 3.4 |
| Interest & bank charges | 3.3 | 4.3 | 3.1 | 3.3 | 2.3 | 82.0 | 4.0 | 5.2 | 3.5 | 4.4 | 2.8 |
| Professional fees | 1.6 | 1.1 | 1.1 | 3.2 | 1.0 | 84.2 | 1.9 | 1.3 | 1.2 | 4.1 | 1.2 |
| Other expenses | 27.6 | 25.4 | 28.9 | 22.2 | 34.2 | 100.0 | 27.6 | 25.4 | 28.9 | 22.2 | 34.2 |
| Profit (loss) | 7.4 | 3.9 | 7.9 | 9.6 | 8.1 | 98.2 | 7.6 | 3.9 | 7.9 | 10.2 | 8.2 |
| 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 \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9912 - Audio-Visual Equipment Rental and Leasing

Businesses primarily engaged renting and leasing audio-visual equipment. Businesses engaged in audio-visual rental and leasing, projection equipment rental, public address system rental, rental of audio-visual equipment, sound equipment rental, tape recorder rental and television rental are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

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.) | 58 | (1) | 51 | 111 | 215 |
| Low sales value (\$000's) | (1) | (1) | 111 | 215 | (1) |
| High sales value (\$000's) | (1) | 51 | | | |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 3 | - | 1 | - | 9 |
| Inventory | - | - | - | - | - |
| Other current assets | 21 | 5 | 13 | 15 | 49 |
| Total current assets | 23 | 5 | 13 | 15 | 57 |
| Fixed assets | 91 | 25 | 61 | 90 | 183 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 7 | - | - | 1 | 26 |
| Total assets | 122 | 30 | 75 | 106 | 266 |
| Liabilities and equity | | | | | |
| Current loans | 15 | 5 | 4 | 13 | 34 |
| Other current liabilities | 35 | 27 | 21 | 17 | 74 |
| Total current liabilities | 50 | 32 | 25 | 30 | 108 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 4 | - | - | 2 | 14 |
| Other liabilities | 46 | 17 | 34 | 54 | 75 |
| Total liabilities | 100 | 49 | 59 | 86 | 198 |
| Total equity | 22 | -18 | 16 | 20 | 68 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

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.) | 58 | (1) | 51 | 111 | 215 |
| Low sales value (\$000's) | (1) | (1) | 111 | 215 | (1) |
| High sales value (\$000's) | (1) | 51 | | | |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.5 | 0.2 | 0.5 | 0.5 | 0.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 4.6 | -2.6 | 3.7 | 4.3 | 2.9 |
| Interest coverage ratio (times) | 3.6 | ... | 7.6 | 4.2 | 3.8 |
| Debt ratio (times) | 0.8 | 1.6 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
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.) | 15 | -- | -- | -- | -- |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | -3 | -- | -- | -- | -- |
| Depreciation | 50 | -- | -- | -- | -- |
| Other | 9 | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 9 | -- | -- | -- | -- |
| Purchase of fixed assets | -60 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 1 | -- | -- | -- | -- |
| Repayment of long term debt | -3 | -- | -- | -- | -- |
| Loans from shareholders | 1 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -7 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -5 | -- | -- | -- | -- |
| Cash & equivalents-Beginning of the year | -3 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | -7 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 487 | 31,966 | 1,457 | 196 | 113 |
| less than 20 | 480 | 15,409 | 713 | 196 | 113 |
| 20 - 99 | 6 | X | 212 | - | - |
| 100 - 499 | - | - | - | - | - |
| 500 and over | 1 | X | 532 | - | - |
| 1987 | | | | | |
| Total | 668 | 55,274 | 2,514 | 178 | ... |
| less than 20 | 648 | 21,997 | 1,021 | 175 | ... |
| 20 - 99 | 15 | 11,870 | 504 | 1 | ... |
| 100 - 499 | 4 | X | 174 | 2 | ... |
| 500 and over | 1 | X | 815 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 94 | | | | |
| Average sales \$ | 96,290 | 28,736 | 42,331 | 62,200 | 251,851 |
| Average expense \$ | 94,760 | 29,381 | 54,414 | 55,715 | 237,929 |
| Average net profit (loss) \$ | 1,520 | -1,245 | -12,083 | 5,485 | 13,922 |
| Businesses reporting a profit (No.) | 62 | | | | |
| Average sales \$ | 96,306 | 29,458 | 43,033 | 60,321 | 252,411 |
| Average expense \$ | 82,712 | 18,597 | 25,066 | 50,115 | 237,071 |
| Average net profit \$ | 13,594 | 10,861 | 17,967 | 10,206 | 15,340 |
| Businesses reporting a loss (No.) | 32 | | | | |
| Average sales \$ | 94,852 | 28,276 | 42,129 | 68,769 | 240,233 |
| Average expense \$ | 108,904 | 37,214 | 62,864 | 79,777 | 255,751 |
| Average net loss \$ | -14,052 | -8,938 | -20,735 | -11,008 | -15,528 |
| 1986 | | | | | |
| Number of observations in sample | 58 | | | | |
| Average sales \$ | 135,641 | 43,185 | 73,365 | 120,251 | 305,763 |
| Average expense \$ | 123,636 | 31,450 | 68,360 | 121,096 | 273,637 |
| Average net profit (loss) \$ | 12,005 | 11,735 | 5,005 | -845 | 32,125 |
| Businesses reporting a profit (No.) | 43 | | | | |
| Average sales \$ | 142,309 | 42,396 | 72,010 | 117,701 | 337,127 |
| Average expense \$ | 117,118 | 29,442 | 62,841 | 100,985 | 275,204 |
| Average net profit \$ | 25,191 | 12,954 | 9,169 | 16,716 | 61,923 |
| Businesses reporting a loss (No.) | 15 | | | | |
| Average sales \$ | 127,412 | 52,598 | 79,438 | 122,159 | 255,452 |
| Average expense \$ | 138,944 | 56,389 | 93,114 | 136,152 | 271,122 |
| Average net loss \$ | -11,532 | -2,791 | -13,676 | -13,993 | -15,670 |
| 1987 | | | | | |
| Number of observations in sample | 112 | | | | |
| Average sales \$ | 146,530 | 42,668 | 64,891 | 111,660 | 366,900 |
| Average expense \$ | 134,994 | 44,091 | 58,507 | 103,158 | 334,220 |
| Average net profit (loss) \$ | 11,536 | -1,423 | 6,384 | 8,502 | 32,680 |
| Businesses reporting a profit (No.) | 80 | | | | |
| Average sales \$ | 141,457 | 38,924 | 65,981 | 111,968 | 348,955 |
| Average expense \$ | 120,468 | 28,189 | 51,303 | 95,198 | 307,183 |
| Average net profit \$ | 20,989 | 10,735 | 14,678 | 16,770 | 41,772 |
| Businesses reporting a loss (No.) | 32 | | | | |
| Average sales \$ | 173,828 | 44,538 | 61,697 | 109,741 | 479,337 |
| Average expense \$ | 196,997 | 52,033 | 79,607 | 152,720 | 503,625 |
| Average net loss \$ | -23,169 | -7,495 | -17,910 | -42,979 | -24,289 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Automobile and Truck Rental and Leasing Services (SIC 9921)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Reporting businesses only (3) | | | | | |
|----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|--|
| Selected expense item | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | % busi- nesses reporting | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
| | Industry average (2) | | | | | | Percent of sales | | | | | |
| | Percent of sales | | | | | | Percent of sales | | | | | |
| Businesses in sample (No.) | 145 | | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 98 | 292 | 558 | | | | | | | |
| High sales value (\$000's) | (1) | 88 | 292 | 558 | (1) | | | | | | | |
| Cost of sales | 1.7 | 0.7 | 0.4 | 1.7 | 3.9 | 6.9 | 24.4 | 65.5 | 19.0 | 20.6 | 24.6 | |
| Occupancy expenses | 40.0 | 36.8 | 42.5 | 46.6 | 33.9 | 99.7 | 40.1 | 36.8 | 42.5 | 47.1 | 33.9 | |
| Depreciation | 31.4 | 29.6 | 34.1 | 40.3 | 21.2 | 97.2 | 32.3 | 29.6 | 37.7 | 40.8 | 21.2 | |
| Repairs & maintenance | 3.7 | 4.1 | 3.0 | 3.1 | 4.6 | 58.3 | 6.3 | 14.4 | 4.5 | 4.5 | 6.2 | |
| Heat, light & telephone | 0.7 | 0.4 | 1.1 | 0.4 | 0.8 | 44.9 | 1.5 | 2.2 | 2.3 | 1.0 | 1.1 | |
| Rent | 4.3 | 2.7 | 4.3 | 2.8 | 7.3 | 62.5 | 6.8 | 6.9 | 6.9 | 4.1 | 9.3 | |
| Personnel expenses | 10.9 | 11.8 | 7.6 | 11.3 | 12.8 | 69.7 | 15.6 | 23.4 | 14.8 | 13.5 | 14.1 | |
| Financial expenses | 8.4 | 5.4 | 11.8 | 8.9 | 7.6 | 90.3 | 9.3 | 9.0 | 11.8 | 8.9 | 7.6 | |
| Interest & bank charges | 7.6 | 4.9 | 10.5 | 8.2 | 6.8 | 83.2 | 9.2 | 8.2 | 12.0 | 8.5 | 7.8 | |
| Professional fees | 0.8 | 0.5 | 1.3 | 0.8 | 0.8 | 75.7 | 1.1 | 1.8 | 1.7 | 0.8 | 0.8 | |
| Other expenses | 24.4 | 25.7 | 15.7 | 19.4 | 36.8 | 93.1 | 26.2 | 29.5 | 18.5 | 19.4 | 36.8 | |
| Profit (loss) | 14.6 | 19.7 | 21.9 | 12.0 | 5.1 | 99.7 | 14.6 | 19.7 | 21.9 | 12.0 | 5.1 | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... | |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9921 - Automobile and Truck Rental and Leasing Services

Businesses primarily engaged in renting and leasing passenger cars or trucks without drivers. Automobile rental or leasing (without driver), car rental agencies and truck rentals (without driver) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Automobile and Truck Rental and Leasing Services (SIC 9921)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.) | 132 | | | | |
| Low sales value (\$000's) | (1) | (1) | 174 | 326 | 660 |
| High sales value (\$000's) | (1) | 174 | 326 | 660 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 31 | 5 | 24 | 25 | 69 |
| Inventory | - | - | - | - | - |
| Other current assets | 69 | 7 | 60 | 57 | 149 |
| Total current assets | 100 | 11 | 85 | 81 | 219 |
| Fixed assets | 507 | 134 | 329 | 591 | 844 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 87 | 1 | 29 | 98 | 187 |
| Total assets | 695 | 146 | 442 | 771 | 1,250 |
| Liabilities and equity | | | | | |
| Current loans | 33 | 14 | 14 | 22 | 78 |
| Other current liabilities | 204 | 28 | 137 | 298 | 276 |
| Total current liabilities | 237 | 42 | 151 | 319 | 354 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 19 | - | 11 | 8 | 57 |
| Other liabilities | 295 | 44 | 167 | 231 | 697 |
| Total liabilities | 551 | 86 | 329 | 558 | 1,109 |
| Total equity | 144 | 61 | 113 | 212 | 141 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Automobile and Truck Rental and Leasing Services (SIC 9921)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 132 | | | | |
| Low sales value (\$000's) | (1) | (1) | 174 | 326 | 660 |
| High sales value (\$000's) | (1) | 174 | 326 | 660 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 0.4 | 0.3 | 0.6 | 0.3 | 0.6 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 3.8 | 1.4 | 2.9 | 2.6 | 7.8 |
| Interest coverage ratio (times) | 2.0 | 4.3 | 3.2 | 2.3 | 1.4 |
| Debt ratio (times) | 0.8 | 0.6 | 0.7 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Automobile and Truck Rental and Leasing Services (SIC 9921)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 46 | | | | |
| Low sales value (\$000's) | (1) | (1) | 143 | 427 | 704 |
| High sales value (\$000's) | (1) | 143 | 427 | 704 | (1) |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 36 | 44 | 25 | 35 | 46 |
| Depreciation | 120 | 52 | 55 | 168 | 189 |
| Other | 10 | -7 | 30 | 13 | -11 |
| Dividends | -7 | - | -2 | -11 | -14 |
| Investment activities | | | | | |
| Disposal of fixed assets | 113 | - | 132 | 150 | 113 |
| Purchase of fixed assets | -340 | -64 | -285 | -548 | -370 |
| Increase in investment | -39 | - | - | -8 | -147 |
| Decrease in investment | 3 | - | - | 8 | 3 |
| Financing activities | | | | | |
| Increase in long term debt | 196 | - | 107 | 304 | 326 |
| Repayment of long term debt | -84 | -15 | -49 | -112 | -144 |
| Loans from shareholders | 6 | - | 4 | - | 17 |
| Repayment of loans from shareholders | -6 | -13 | -2 | -7 | -5 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | -1 |
| Other | -1 | - | -4 | 6 | -5 |
| Increase(decrease) in cash & equivalents | 6 | -3 | 22 | -1 | -4 |
| Cash & equivalents-Beginning of the year | 4 | 5 | 26 | -4 | -18 |
| Cash & equivalents - End of the year | 10 | 2 | 48 | -5 | -23 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Automobile and Truck Rental and Leasing Services (SIC 9921)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 572 | 96,203 | 5,492 | 121 | 68 |
| less than 20 | 509 | 30,250 | 1,741 | 118 | 65 |
| 20 - 99 | 48 | 27,237 | 1,552 | 3 | 3 |
| 100 - 499 | 13 | X | 1,430 | - | - |
| 500 and over | 2 | X | 769 | - | - |
| 1987 | | | | | |
| Total | 649 | 139,642 | 5,772 | 107 | ... |
| less than 20 | 592 | 47,159 | 1,961 | 101 | ... |
| 20 - 99 | 44 | 35,862 | 1,460 | 6 | ... |
| 100 - 499 | 11 | X | 1,580 | - | ... |
| 500 and over | 2 | X | 771 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Automobile and Truck Rental and Leasing Services (SIC 9921)

| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|---------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 54 | | | | |
| Average sales \$ | 402,273 | 36,344 | 100,175 | 322,026 | 1,150,544 |
| Average expense \$ | 344,006 | 32,012 | 78,233 | 251,455 | 1,014,324 |
| Average net profit (loss) \$ | 58,267 | 4,332 | 21,943 | 70,571 | 136,220 |
| Businesses reporting a profit (No.) | 41 | | | | |
| Average sales \$ | 420,792 | 36,693 | 112,294 | 291,967 | 1,242,214 |
| Average expense \$ | 331,781 | 28,766 | 77,446 | 189,400 | 1,031,511 |
| Average net profit \$ | 89,011 | 7,927 | 34,848 | 102,567 | 210,703 |
| Businesses reporting a loss (No.) | 13 | | | | |
| Average sales \$ | 368,075 | 35,836 | 73,000 | 410,845 | 952,619 |
| Average expense \$ | 382,193 | 36,739 | 80,000 | 434,818 | 977,213 |
| Average net loss \$ | -14,118 | -903 | -7,000 | -23,973 | -24,594 |
| 1986 | | | | | |
| Number of observations in sample | 54 | | | | |
| Average sales \$ | 362,330 | 37,321 | 103,879 | 342,686 | 965,433 |
| Average expense \$ | 333,210 | 37,816 | 92,612 | 295,318 | 907,094 |
| Average net profit (loss) \$ | 29,120 | -495 | 11,267 | 47,368 | 58,339 |
| Businesses reporting a profit (No.) | 38 | | | | |
| Average sales \$ | 370,597 | 37,488 | 112,622 | 347,462 | 984,815 |
| Average expense \$ | 317,103 | 36,834 | 94,139 | 257,835 | 879,602 |
| Average net profit \$ | 53,494 | 654 | 18,483 | 89,627 | 105,213 |
| Businesses reporting a loss (No.) | 16 | | | | |
| Average sales \$ | 345,940 | 36,698 | 87,150 | 332,183 | 927,728 |
| Average expense \$ | 367,376 | 41,495 | 89,691 | 377,741 | 960,575 |
| Average net loss \$ | -21,436 | -4,797 | -2,541 | -45,558 | -32,847 |
| 1987 | | | | | |
| Number of observations in sample | 182 | | | | |
| Average sales \$ | 400,368 | 55,186 | 184,780 | 387,748 | 973,759 |
| Average expense \$ | 371,117 | 53,642 | 150,087 | 343,339 | 937,400 |
| Average net profit (loss) \$ | 29,251 | 1,544 | 34,693 | 44,409 | 36,359 |
| Businesses reporting a profit (No.) | 125 | | | | |
| Average sales \$ | 372,976 | 58,573 | 181,888 | 373,070 | 878,371 |
| Average expense \$ | 324,740 | 51,603 | 133,068 | 316,104 | 798,185 |
| Average net profit \$ | 48,236 | 6,970 | 48,820 | 56,966 | 80,186 |
| Businesses reporting a loss (No.) | 57 | | | | |
| Average sales \$ | 476,807 | 48,112 | 193,051 | 474,712 | 1,191,951 |
| Average expense \$ | 504,082 | 57,900 | 198,767 | 504,693 | 1,254,966 |
| Average net loss \$ | -27,275 | -9,788 | -5,716 | -29,981 | -63,615 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Photographers (SIC 9931)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 101 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 34 | 55 | 38 | | | | | | 38 |
| High sales value (\$000's) | (1) | 34 | 55 | 38 | | | | | | | (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 | 18.8 | 10.6 | 22.9 | 20.0 | 20.5 | 58.1 | 32.3 | 21.0 | 33.1 | 41.5 | 32.7 |
| Occupancy expenses | 13.9 | 15.7 | 13.2 | 15.2 | 11.7 | 94.1 | 14.8 | 19.5 | 14.0 | 15.2 | 11.7 |
| Depreciation | 5.8 | 11.0 | 5.3 | 4.1 | 3.3 | 87.9 | 6.6 | 13.7 | 6.8 | 4.3 | 3.3 |
| Repairs & maintenance | 1.2 | 1.1 | 1.6 | 1.1 | 0.9 | 61.8 | 1.9 | 1.8 | 2.7 | 1.8 | 1.4 |
| Heat, light & telephone | 2.1 | 2.0 | 1.8 | 2.7 | 1.8 | 69.1 | 3.0 | 4.5 | 2.9 | 3.1 | 2.2 |
| Rent | 4.9 | 1.6 | 4.5 | 7.3 | 5.7 | 62.7 | 7.8 | 4.5 | 9.0 | 8.3 | 7.6 |
| Personnel expenses | 10.8 | 0.1 | 10.1 | 11.8 | 19.9 | 56.8 | 18.3 | 0.9 | 17.4 | 18.3 | 22.3 |
| Financial expenses | 2.4 | 0.6 | 3.4 | 2.8 | 2.4 | 80.2 | 3.0 | 1.8 | 4.1 | 2.8 | 2.5 |
| Interest & bank charges | 1.4 | 0.4 | 2.0 | 1.7 | 1.3 | 63.9 | 2.2 | 3.0 | 3.0 | 2.0 | 1.6 |
| Professional fees | 1.0 | 0.2 | 1.5 | 1.1 | 1.1 | 73.7 | 1.3 | 0.5 | 1.8 | 1.3 | 1.2 |
| Other expenses | 34.2 | 32.3 | 31.1 | 37.2 | 36.2 | 100.0 | 34.2 | 32.3 | 31.1 | 37.2 | 36.2 |
| Profit (loss) | 20.0 | 40.8 | 19.2 | 13.0 | 9.3 | 98.9 | 20.2 | 40.8 | 19.2 | 13.0 | 9.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell =
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9931 - Photographers

Businesses primarily engaged in portrait and commercial photography. This industry includes commercial photographers, photographic studios and portrait photographers.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Photographers (SIC 9931)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | (1) | 52 | 97 | 173 |
| Low sales value (\$000's) | (1) | 52 | 97 | 173 | (1) |
| High sales value (\$000's) | (1) | 52 | 97 | 173 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 16 | 4 | 3 | 20 | 37 |
| Inventory | - | - | - | - | - |
| Other current assets | 28 | 11 | 30 | 13 | 56 |
| Total current assets | 45 | 15 | 33 | 32 | 92 |
| Fixed assets | 42 | 48 | 31 | 25 | 52 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 8 | - | 1 | 1 | 27 |
| Total assets | 95 | 63 | 65 | 59 | 181 |
| Liabilities and equity | | | | | |
| Current loans | 6 | - | - | 7 | 14 |
| Other current liabilities | 34 | 10 | 22 | 28 | 72 |
| Total current liabilities | 40 | 10 | 22 | 35 | 86 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | - | 2 |
| Other liabilities | 29 | 50 | 23 | 9 | 31 |
| Total liabilities | 69 | 60 | 45 | 44 | 120 |
| Total equity | 26 | 3 | 20 | 15 | 62 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Photographers (SIC 9931)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 57 | (1) | 52 | 97 | 173 |
| Low sales value (\$000's) | (1) | 52 | 97 | 173 | (1) |
| High sales value (\$000's) | (1) | 52 | 97 | 173 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | 1.4 | 1.5 | 0.9 | 1.1 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.7 | 22.0 | 2.2 | 2.9 | 1.9 |
| Interest coverage ratio (times) | 6.0 | 2.8 | 5.2 | 3.8 | 8.7 |
| Debt ratio (times) | 0.7 | 1.0 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Photographers (SIC 9931)

| | 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 | 15 | -- | -- | -- | -- |
| Depreciation | 7 | -- | -- | -- | -- |
| Other | 4 | -- | -- | -- | -- |
| Dividends | -10 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | -- | -- | -- | -- |
| Purchase of fixed assets | -30 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 15 | -- | -- | -- | -- |
| Repayment of long term debt | -11 | -- | -- | -- | -- |
| Loans from shareholders | 12 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -2 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | -3 | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | -2 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | 8 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 6 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Ontario, Photographers (SIC 9931)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll (\$000's) | Average labour units(1) | Changes in number of businesses with paid employees | |
|---|-------------------------|----------------------------|----------------------------|--|---------------------------|
| | | | | Newly reporting(2) | No longer reporting(3) |
| 1984 | | | | | |
| Total | 557 | 30,835 | 2,207 | 100 | 58 |
| less than 20 | 541 | 16,447 | 1,178 | 100 | 57 |
| 20 - 99 | 11 | 4,437 | 317 | - | - |
| 100 - 499 | 5 | 9,951 | 712 | - | - |
| 500 and over | - | - | - | - | 1 |
| 1987 | | | | | |
| Total | 599 | 52,776 | 3,905 | 82 | ... |
| less than 20 | 575 | 21,673 | 1,604 | 81 | ... |
| 20 - 99 | 16 | 6,754 | 499 | - | ... |
| 100 - 499 | 7 | X | 1,029 | - | ... |
| 500 and over | 1 | X | 773 | 1 | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Photographers (SIC 9931)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 117 | | | | |
| Average sales \$ | 124,155 | 31,596 | 48,190 | 92,702 | 324,088 |
| Average expense \$ | 116,273 | 22,969 | 42,246 | 75,909 | 322,867 |
| Average net profit (loss) \$ | 7,882 | 8,727 | 5,944 | 15,793 | 1,066 |
| Businesses reporting a profit (No.) | 95 | | | | |
| Average sales \$ | 122,439 | 32,194 | 47,339 | 93,102 | 317,119 |
| Average expense \$ | 107,185 | 20,961 | 38,115 | 75,891 | 293,774 |
| Average net profit \$ | 15,254 | 11,233 | 9,224 | 17,211 | 23,345 |
| Businesses reporting a loss (No.) | 18 | | | | |
| Average sales \$ | 128,431 | 29,368 | 54,339 | 86,994 | 343,023 |
| Average expense \$ | 149,754 | 32,361 | 72,084 | 91,435 | 403,137 |
| Average net loss \$ | -21,323 | -2,993 | -17,745 | -4,441 | -60,114 |
| 1986 | | | | | |
| Number of observations in sample | 70 | | | | |
| Average sales \$ | 171,213 | 34,904 | 78,170 | 151,534 | 420,245 |
| Average expense \$ | 144,916 | 31,254 | 56,675 | 114,950 | 376,776 |
| Average net profit (loss) \$ | 26,297 | 3,650 | 21,495 | 36,574 | 43,469 |
| Businesses reporting a profit (No.) | 66 | | | | |
| Average sales \$ | 164,589 | 33,956 | 77,950 | 151,534 | 394,957 |
| Average expense \$ | 135,971 | 23,963 | 56,071 | 114,960 | 346,488 |
| Average net profit \$ | 29,228 | 9,993 | 21,879 | 36,574 | 48,469 |
| Businesses reporting a loss (No.) | 4 | | | | |
| Average sales \$ | 273,871 | 39,760 | 93,174 | - | 688,680 |
| Average expense \$ | 288,239 | 68,597 | 97,834 | - | 698,287 |
| Average net loss \$ | -14,368 | -28,837 | -4,660 | - | -9,507 |
| 1987 | | | | | |
| Number of observations in sample | 113 | | | | |
| Average sales \$ | 99,022 | 28,809 | 42,919 | 76,653 | 247,707 |
| Average expense \$ | 84,875 | 16,141 | 34,362 | 63,088 | 225,910 |
| Average net profit (loss) \$ | 14,147 | 12,668 | 8,557 | 13,565 | 21,797 |
| Businesses reporting a profit (No.) | 88 | | | | |
| Average sales \$ | 100,544 | 28,809 | 40,622 | 75,804 | 256,941 |
| Average expense \$ | 81,659 | 16,141 | 27,810 | 58,752 | 223,932 |
| Average net profit \$ | 18,885 | 12,668 | 12,812 | 17,052 | 33,009 |
| Businesses reporting a loss (No.) | 25 | | | | |
| Average sales \$ | 116,035 | - | 48,445 | 82,150 | 217,510 |
| Average expense \$ | 124,553 | - | 50,123 | 91,158 | 232,377 |
| Average net loss \$ | -8,518 | - | -1,678 | -9,008 | -14,867 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Welding (SIC 9942)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | |
|----------------------------|----------|---------------|---------------------|---------------------|------------|--|
| Businesses in sample (No.) | 118 | | | | | |
| Low sales value (\$000's) | (1) | (1) | 55 | 112 | 268 | |
| High sales value (\$000's) | (1) | 55 | 112 | 268 | (1) | |

| Selected expense item | Industry average(2) | | | | | % busi- nesses reporting | Reporting businesses only(3) | | | | |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | Total | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
| | Percent of sales | | | | | | Percent of sales | | | | |
| Occupancy expenses | 11.0 | 14.2 | 13.2 | 9.8 | 7.2 | 100.0 | 11.0 | 14.2 | 13.2 | 9.8 | 7.2 |
| Depreciation | 4.6 | 5.5 | 5.9 | 4.4 | 2.7 | 91.2 | 5.1 | 6.9 | 6.4 | 4.4 | 2.9 |
| Repairs & maintenance | 2.5 | 5.0 | 2.3 | 2.1 | 1.0 | 66.9 | 3.7 | 5.8 | 4.2 | 3.0 | 1.7 |
| Heat, light & telephone | 1.8 | 2.0 | 2.7 | 1.2 | 1.2 | 85.1 | 2.1 | 2.2 | 2.9 | 1.9 | 1.3 |
| Rent | 2.1 | 1.8 | 2.3 | 2.0 | 2.2 | 62.5 | 3.4 | 3.5 | 3.7 | 3.0 | 3.2 |
| Personnel expenses | 22.4 | 4.3 | 18.9 | 37.0 | 27.6 | 83.4 | 26.9 | 6.9 | 26.9 | 37.0 | 27.9 |
| Financial expenses | 1.8 | 1.0 | 1.9 | 2.4 | 1.8 | 91.1 | 2.0 | 1.3 | 2.3 | 2.4 | 1.8 |
| Interest & bank charges | 1.2 | 0.4 | 1.4 | 1.7 | 1.2 | 76.2 | 1.6 | 0.8 | 2.1 | 1.9 | 1.3 |
| Professional fees | 0.6 | 0.6 | 0.5 | 0.7 | 0.6 | 76.4 | 0.8 | 0.8 | 0.9 | 0.9 | 0.6 |
| Other expenses | 48.1 | 51.9 | 45.9 | 43.3 | 51.7 | 100.0 | 48.1 | 51.9 | 45.9 | 43.3 | 51.7 |
| Profit (loss) | 16.7 | 28.5 | 20.1 | 7.6 | 11.7 | 95.9 | 17.4 | 28.5 | 20.1 | 8.7 | 12.2 |
| 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 \$25,000 and \$2,000,000.

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell =
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding services, blacksmith services, brazing (welding) services, electric welding services (except construction sites), welding repair work and welding shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Welding (SIC 9942)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 75 | | | | |
| Low sales value (\$000's) | (1) | (1) | 112 | 196 | 309 |
| High sales value (\$000's) | (1) | 112 | 196 | 309 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 37 | 12 | 11 | 24 | 96 |
| Inventory | - | - | - | - | - |
| Other current assets | 42 | 16 | 13 | 42 | 91 |
| Total current assets | 79 | 27 | 24 | 66 | 187 |
| Fixed assets | 59 | 28 | 33 | 35 | 133 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 10 | - | - | - | 37 |
| Total assets | 148 | 55 | 57 | 101 | 357 |
| Liabilities and equity | | | | | |
| Current loans | 12 | - | 4 | 13 | 28 |
| Other current liabilities | 48 | 24 | 20 | 30 | 113 |
| Total current liabilities | 60 | 24 | 24 | 43 | 141 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 5 | - | 4 | - | 14 |
| Other liabilities | 31 | 17 | 18 | 23 | 64 |
| Total liabilities | 96 | 41 | 46 | 66 | 219 |
| Total equity | 52 | 14 | 11 | 35 | 138 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Welding (SIC 9942)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 75 | | | | |
| Low sales value (\$000's) | (1) | (1) | 112 | 196 | 309 |
| High sales value (\$000's) | (1) | 112 | 196 | 309 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.3 | 1.1 | 1.0 | 1.5 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 1.8 | 2.9 | 4.1 | 1.9 | 1.6 |
| Interest coverage ratio (times) | 7.9 | 7.3 | 3.2 | 9.4 | 9.4 |
| Debt ratio (times) | 0.6 | 0.7 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Welding (SIC 9942)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 39 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 19 | -- | -- | -- | -- |
| Depreciation | 12 | -- | -- | -- | -- |
| Other | 2 | -- | -- | -- | -- |
| Dividends | -8 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 1 | -- | -- | -- | -- |
| Purchase of fixed assets | -25 | -- | -- | -- | -- |
| Increase in investment | - | -- | -- | -- | -- |
| Decrease in investment | 1 | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 6 | -- | -- | -- | -- |
| Repayment of long term debt | -9 | -- | -- | -- | -- |
| Loans from shareholders | 8 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -4 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | 1 | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 4 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | 2 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 5 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 606 | 40,222 | 2,042 | 112 | 58 |
| less than 20 | 586 | 27,522 | 1,397 | 108 | 57 |
| 20 - 99 | 20 | 12,700 | 645 | 4 | 1 |
| 100 - 499 | - | - | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 | | | | | |
| Total | 637 | 64,853 | 3,059 | 88 | ... |
| less than 20 | 602 | 37,366 | 1,763 | 87 | ... |
| 20 - 99 | 34 | X | 1,120 | 1 | ... |
| 100 - 499 | 1 | X | 176 | - | ... |
| 500 and over | - | - | - | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Welding (SIC 9942)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 109 | | | | |
| Average sales \$ | 126,387 | 32,410 | 53,807 | 93,709 | 327,623 |
| Average expense \$ | 105,457 | 25,333 | 40,533 | 73,943 | 298,018 |
| Average net profit (loss) \$ | 17,430 | 7,077 | 13,274 | 19,766 | 29,605 |
| Businesses reporting a profit (No.) | 100 | | | | |
| Average sales \$ | 126,005 | 32,001 | 54,069 | 93,421 | 324,528 |
| Average expense \$ | 105,778 | 19,830 | 40,084 | 72,035 | 291,162 |
| Average net profit \$ | 20,227 | 12,171 | 13,985 | 21,386 | 33,366 |
| Businesses reporting a loss (No.) | 8 | | | | |
| Average sales \$ | 134,588 | 33,232 | 46,905 | 99,180 | 359,033 |
| Average expense \$ | 141,659 | 36,401 | 52,361 | 110,273 | 367,600 |
| Average net loss \$ | -7,071 | -3,169 | -5,456 | -11,093 | -8,567 |
| 1986 | | | | | |
| Number of observations in sample | 62 | | | | |
| Average sales \$ | 169,900 | 30,200 | 52,113 | 100,940 | 496,348 |
| Average expense \$ | 150,214 | 19,369 | 41,258 | 96,350 | 443,878 |
| Average net profit (loss) \$ | 19,686 | 10,831 | 10,855 | 4,590 | 52,470 |
| Businesses reporting a profit (No.) | 59 | | | | |
| Average sales \$ | 173,753 | 30,200 | 50,811 | 117,654 | 496,348 |
| Average expense \$ | 149,986 | 19,369 | 33,497 | 103,238 | 443,878 |
| Average net profit \$ | 23,757 | 10,831 | 17,314 | 14,416 | 52,470 |
| Businesses reporting a loss (No.) | 3 | | | | |
| Average sales \$ | 59,116 | - | 56,435 | 61,797 | - |
| Average expense \$ | 73,616 | - | 67,014 | 80,217 | - |
| Average net loss \$ | -14,500 | - | -10,579 | -18,420 | - |
| 1987 | | | | | |
| Number of observations in sample | 107 | | | | |
| Average sales \$ | 198,441 | 39,812 | 83,391 | 170,636 | 499,923 |
| Average expense \$ | 178,428 | 33,202 | 71,652 | 157,775 | 451,081 |
| Average net profit (loss) \$ | 20,013 | 6,610 | 11,739 | 12,861 | 48,842 |
| Businesses reporting a profit (No.) | 99 | | | | |
| Average sales \$ | 195,937 | 39,381 | 83,391 | 173,581 | 487,395 |
| Average expense \$ | 170,418 | 27,649 | 71,652 | 152,975 | 429,394 |
| Average net profit \$ | 25,519 | 11,732 | 11,739 | 20,606 | 58,001 |
| Businesses reporting a loss (No.) | 8 | | | | |
| Average sales \$ | 350,273 | 40,534 | - | 156,212 | 854,072 |
| Average expense \$ | 429,304 | 42,493 | - | 181,276 | 1,064,144 |
| Average net loss \$ | -79,031 | -1,959 | - | -25,064 | -210,072 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Services to Buildings and Dwellings (SIC 995)

| | Total(1) | | Bottom 25% | | Lower middle 25% | | Upper middle 25% | | Top 25% | |
|----------------------------|----------|--|------------|--|------------------|--|------------------|--|---------|--|
| Businesses in sample (No.) | 255 | | (1) | | 35 | | 55 | | 110 | |
| Low sales value (\$000's) | (1) | | 35 | | 55 | | 110 | | | |
| High sales value (\$000's) | (1) | | 35 | | 55 | | 110 | | | |

| 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 | 8.8 | 12.5 | 6.8 | 9.5 | 6.6 | 97.9 | 9.0 | 12.6 | 7.2 | 9.5 | 6.8 |
| Depreciation | 4.7 | 7.8 | 3.5 | 5.2 | 2.5 | 83.9 | 5.7 | 10.0 | 4.6 | 5.8 | 2.9 |
| Repairs & maintenance | 1.5 | 2.7 | 1.3 | 0.9 | 1.1 | 55.1 | 2.7 | 4.8 | 2.3 | 1.7 | 1.9 |
| Heat, light & telephone | 1.0 | 0.6 | 1.1 | 1.1 | 1.1 | 61.0 | 1.6 | 1.5 | 1.6 | 1.7 | 1.4 |
| Rent | 1.6 | 1.5 | 1.0 | 2.3 | 1.8 | 49.3 | 3.3 | 4.4 | 2.9 | 3.6 | 2.8 |
| Personnel expenses | 25.6 | 12.0 | 22.5 | 26.8 | 41.1 | 75.5 | 34.0 | 23.5 | 31.7 | 31.3 | 43.7 |
| Financial expenses | 2.2 | 1.8 | 1.8 | 2.9 | 2.1 | 89.9 | 2.4 | 2.2 | 2.1 | 3.0 | 2.2 |
| Interest & bank charges | 1.5 | 1.3 | 1.2 | 2.1 | 1.3 | 70.2 | 2.1 | 2.7 | 1.8 | 2.6 | 1.5 |
| Professional fees | 0.7 | 0.5 | 0.7 | 0.8 | 0.8 | 71.8 | 1.0 | 0.9 | 1.0 | 1.0 | 1.0 |
| Other expenses | 38.3 | 37.2 | 33.9 | 39.8 | 42.5 | 100.0 | 38.3 | 37.2 | 33.9 | 39.8 | 42.5 |
| Profit (loss) | 25.0 | 36.4 | 35.0 | 21.1 | 7.8 | 98.2 | 25.5 | 36.4 | 35.0 | 22.2 | 8.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9950 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Services to Buildings and Dwellings (SIC 995)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 171 | | | | |
| Low sales value (\$000's) | (1) | (1) | 75 | 144 | 314 |
| High sales value (\$000's) | (1) | 75 | 144 | 314 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 22 | 4 | 8 | 15 | 69 |
| Inventory | - | - | - | - | - |
| Other current assets | 20 | 4 | 7 | 17 | 63 |
| Total current assets | 42 | 8 | 14 | 31 | 112 |
| Fixed assets | 28 | 8 | 12 | 26 | 65 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 14 | 9 | 5 | 18 | 25 |
| Total assets | 84 | 25 | 31 | 75 | 203 |
| Liabilities and equity | | | | | |
| Current loans | 8 | - | 5 | 7 | 20 |
| Other current liabilities | 31 | 19 | 13 | 26 | 63 |
| Total current liabilities | 39 | 19 | 18 | 33 | 84 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 2 | - | 2 | 2 | 2 |
| Other liabilities | 19 | 1 | 10 | 26 | 37 |
| Total liabilities | 59 | 20 | 30 | 62 | 123 |
| Total equity | 25 | 5 | 1 | 13 | 80 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Ontario, Services to Buildings and Dwellings (SIC 995)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 171 | | | | |
| Low sales value (\$000's) | (1) | (1) | 75 | 144 | 314 |
| High sales value (\$000's) | (1) | 75 | 144 | 314 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.1 | 0.4 | 0.8 | 0.9 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.4 | 4.0 | 41.4 | 4.7 | 1.5 |
| Interest coverage ratio (times) | 4.0 | ... | 1.8 | 3.9 | 5.8 |
| Debt ratio (times) | 0.7 | 0.8 | 1.0 | 0.8 | 0.6 |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Services to Buildings and Dwellings (SIC 995)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 78 | | | | |
| Low sales value (\$000's) | (1) | (1) | 34 | 122 | 314 |
| High sales value (\$000's) | (1) | 34 | 122 | 314 | |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 12 | -1 | 2 | 9 | 35 |
| Depreciation | 9 | 6 | 5 | 8 | 15 |
| Other | 2 | 6 | 10 | - | -9 |
| Dividends | -5 | - | -4 | -4 | -10 |
| Investment activities | | | | | |
| Disposal of fixed assets | 3 | 2 | 2 | 2 | 5 |
| Purchase of fixed assets | -16 | -22 | -1 | -11 | -30 |
| Increase in investment | -3 | - | - | -4 | -6 |
| Decrease in investment | - | - | - | - | - |
| Financing activities | | | | | |
| Increase in long term debt | 3 | - | 1 | 3 | 6 |
| Repayment of long term debt | -4 | - | -8 | -4 | -5 |
| Loans from shareholders | 2 | - | - | - | 9 |
| Repayment of loans from shareholders | -1 | - | -1 | - | -4 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 1 | -8 | 6 | -1 | 6 |
| Cash & equivalents-Beginning of the year | 8 | 14 | - | 2 | 15 |
| Cash & equivalents - End of the year | 9 | 6 | 6 | 1 | 21 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 2,762 | 221,344 | 22,243 | 544 | 336 |
| less than 20 | 2,582 | 74,627 | 7,074 | 530 | 328 |
| 20 - 99 | 141 | 49,117 | 4,910 | 11 | 7 |
| 100 - 499 | 31 | 52,592 | 5,528 | 3 | 1 |
| 500 and over | 8 | 45,008 | 4,731 | - | - |
| 1987 | | | | | |
| Total | 3,353 | 335,567 | 29,317 | 725 | ... |
| less than 20 | 3,127 | 108,302 | 8,579 | 709 | ... |
| 20 - 99 | 181 | 75,971 | 6,588 | 12 | ... |
| 100 - 499 | 34 | 57,772 | 5,264 | 4 | ... |
| 500 and over | 11 | 97,522 | 8,886 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Ontario, Services to Buildings and Dwellings (SIC 995)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 421 | | | | |
| Average sales \$ | 112,045 | 28,320 | 40,741 | 67,495 | 311,625 |
| Average expense \$ | 98,263 | 18,448 | 28,287 | 52,158 | 294,160 |
| Average net profit (loss) \$ | 13,782 | 9,872 | 12,454 | 15,337 | 17,465 |
| Businesses reporting a profit (No.) | 397 | | | | |
| Average sales \$ | 115,821 | 28,366 | 41,112 | 67,114 | 326,671 |
| Average expense \$ | 99,429 | 17,793 | 25,646 | 50,947 | 303,328 |
| Average net profit \$ | 16,392 | 10,593 | 15,466 | 16,167 | 23,343 |
| Businesses reporting a loss (No.) | 24 | | | | |
| Average sales \$ | 98,468 | 27,055 | 38,267 | 76,093 | 252,457 |
| Average expense \$ | 103,597 | 30,891 | 45,910 | 79,477 | 258,110 |
| Average net loss \$ | -5,129 | -3,836 | -7,643 | -3,384 | -5,653 |
| 1986 | | | | | |
| Number of observations in sample | 373 | | | | |
| Average sales \$ | 125,317 | 29,107 | 44,673 | 77,335 | 350,151 |
| Average expense \$ | 111,302 | 18,249 | 31,796 | 61,203 | 333,950 |
| Average net profit (loss) \$ | 14,015 | 10,858 | 12,877 | 16,132 | 16,191 |
| Businesses reporting a profit (No.) | 312 | | | | |
| Average sales \$ | 123,394 | 29,097 | 44,747 | 76,774 | 342,957 |
| Average expense \$ | 105,839 | 18,062 | 29,189 | 56,691 | 319,412 |
| Average net profit \$ | 17,555 | 11,035 | 15,558 | 20,083 | 23,545 |
| Businesses reporting a loss (No.) | 61 | | | | |
| Average sales \$ | 131,923 | 29,890 | 44,201 | 80,545 | 373,057 |
| Average expense \$ | 137,150 | 32,792 | 48,514 | 87,012 | 380,283 |
| Average net loss \$ | -5,227 | -2,902 | -4,313 | -6,467 | -7,226 |
| 1987 | | | | | |
| Number of observations in sample | 346 | | | | |
| Average sales \$ | 110,875 | 29,700 | 43,744 | 78,863 | 291,194 |
| Average expense \$ | 95,898 | 18,460 | 30,602 | 62,332 | 272,196 |
| Average net profit (loss) \$ | 14,977 | 11,240 | 13,142 | 16,531 | 18,998 |
| Businesses reporting a profit (No.) | 294 | | | | |
| Average sales \$ | 112,040 | 29,700 | 43,574 | 78,035 | 296,852 |
| Average expense \$ | 93,302 | 18,460 | 28,634 | 58,326 | 267,786 |
| Average net profit \$ | 18,738 | 11,240 | 14,940 | 19,709 | 29,066 |
| Businesses reporting a loss (No.) | 52 | | | | |
| Average sales \$ | 134,094 | - | 45,565 | 84,735 | 271,983 |
| Average expense \$ | 143,184 | - | 51,639 | 90,740 | 287,174 |
| Average net loss \$ | -9,090 | - | -6,074 | -6,005 | -15,191 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Janitorial Services (SIC 9953)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 110 | | | | |
| Low sales value (\$000's) | (1) | 66 | | 122 | 331 |
| High sales value (\$000's) | (1) | 66 | 122 | 331 | (1) |
| Average (\$000's) | | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 23 | 2 | 6 | 21 | 52 |
| Inventory | - | - | - | - | - |
| Other current assets | 20 | 3 | 3 | 11 | 52 |
| Total current assets | 43 | 4 | 9 | 31 | 124 |
| Fixed assets | 19 | 5 | 8 | 13 | 50 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 2 | 1 | 15 | 28 |
| Total assets | 74 | 11 | 18 | 59 | 202 |
| Liabilities and equity | | | | | |
| Current loans | 7 | - | 5 | 2 | 19 |
| Other current liabilities | 28 | 8 | 11 | 27 | 53 |
| Total current liabilities | 35 | 8 | 16 | 29 | 82 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | 1 | - | - |
| Other liabilities | 18 | 2 | 15 | 14 | 38 |
| Total liabilities | 53 | 10 | 33 | 43 | 121 |
| Total equity | 21 | 2 | -15 | 16 | 81 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Janitorial Services (SIC 9953)

| | Total(2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 110 | | | | |
| Low sales value (\$000's) | (1) | 66 | | 122 | 331 |
| High sales value (\$000's) | (1) | 66 | 122 | 331 | (1) |
| Average | | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.2 | 0.6 | 0.5 | 1.1 | 1.5 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 2.5 | 6.4 | -2.2 | 2.7 | 1.5 |
| Interest coverage ratio (times) | 4.2 | 2.0 | 0.5 | 8.4 | 5.5 |
| Debt ratio (times) | 0.7 | 0.9 | 1.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Janitorial Services (SIC 9953)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 48 | | | | |
| Low sales value (\$000's) | (1) | -- | -- | -- | -- |
| High sales value (\$000's) | (1) | -- | -- | -- | -- |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 13 | -- | -- | -- | -- |
| Depreciation | 5 | -- | -- | -- | -- |
| Other | 2 | -- | -- | -- | -- |
| Dividends | -5 | -- | -- | -- | -- |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | -- | -- | -- | -- |
| Purchase of fixed assets | -11 | -- | -- | -- | -- |
| Increase in investment | -3 | -- | -- | -- | -- |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities | | | | | |
| Increase in long term debt | 3 | -- | -- | -- | -- |
| Repayment of long term debt | -2 | -- | -- | -- | -- |
| Loans from shareholders | 4 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -2 | -- | -- | -- | -- |
| Advances & loans from government | - | -- | -- | -- | -- |
| Increase in equity | - | -- | -- | -- | -- |
| Decrease in equity | - | -- | -- | -- | -- |
| Other | - | -- | -- | -- | -- |
| Increase(decrease) in cash & equivalents | 8 | -- | -- | -- | -- |
| Cash & equivalents—Beginning of the year | 3 | -- | -- | -- | -- |
| Cash & equivalents - End of the year | 11 | -- | -- | -- | -- |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 2,762 | 221,344 | 22,243 | 544 | 336 |
| less than 20 | 2,582 | 74,627 | 7,074 | 530 | 328 |
| 20 - 99 | 141 | 49,117 | 4,910 | 11 | 7 |
| 100 - 499 | 31 | 52,592 | 5,528 | 3 | 1 |
| 500 and over | 8 | 45,008 | 4,731 | - | - |
| 1987 | | | | | |
| Total | 3,353 | 339,567 | 29,317 | 725 | ... |
| less than 20 | 3,127 | 108,302 | 8,579 | 709 | ... |
| 20 - 99 | 181 | 75,971 | 6,588 | 12 | ... |
| 100 - 499 | 34 | 57,772 | 5,264 | 4 | ... |
| 500 and over | 11 | 97,522 | 8,886 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Janitorial Services (SIC 9953)

| | Total (1) | Bottom 25% | Lower Middle 25% | Upper Middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 302 | | | | |
| Average sales \$ | 105,836 | 27,741 | 39,958 | 65,980 | 299,665 |
| Average expense \$ | 32,122 | 18,123 | 25,764 | 50,711 | 273,889 |
| Average net profit (loss) \$ | 13,714 | 9,618 | 14,194 | 15,269 | 15,776 |
| Businesses reporting a profit (No.) | 291 | | | | |
| Average sales \$ | 102,494 | 27,779 | 39,955 | 65,952 | 276,290 |
| Average expense \$ | 87,455 | 17,590 | 25,091 | 50,467 | 256,573 |
| Average net profit \$ | 15,039 | 10,189 | 14,864 | 15,485 | 19,617 |
| Businesses reporting a loss (No.) | 11 | | | | |
| Average sales \$ | 128,981 | 27,049 | 40,106 | 69,543 | 379,227 |
| Average expense \$ | 137,467 | 27,953 | 51,637 | 81,104 | 389,174 |
| Average net loss \$ | -8,486 | -904 | -11,531 | -11,561 | -9,947 |
| 1986 | | | | | |
| Number of observations in sample | 245 | | | | |
| Average sales \$ | 128,014 | 29,766 | 44,948 | 80,633 | 356,708 |
| Average expense \$ | 112,509 | 17,622 | 32,691 | 63,660 | 326,041 |
| Average net profit (loss) \$ | 15,505 | 12,144 | 12,257 | 16,953 | 20,667 |
| Businesses reporting a profit (No.) | 205 | | | | |
| Average sales \$ | 123,502 | 29,773 | 44,971 | 80,080 | 339,182 |
| Average expense \$ | 105,192 | 17,321 | 29,368 | 61,251 | 312,827 |
| Average net profit \$ | 18,310 | 12,452 | 15,603 | 18,829 | 26,355 |
| Businesses reporting a loss (No.) | 40 | | | | |
| Average sales \$ | 154,771 | 29,459 | 44,821 | 86,757 | 458,047 |
| Average expense \$ | 161,003 | 32,154 | 50,994 | 90,603 | 470,261 |
| Average net loss \$ | -6,232 | -2,695 | -6,173 | -3,846 | -12,214 |
| 1987 | | | | | |
| Number of observations in sample | 232 | | | | |
| Average sales \$ | 105,638 | 29,474 | 42,422 | 71,007 | 279,648 |
| Average expense \$ | 89,520 | 16,846 | 29,339 | 53,697 | 258,199 |
| Average net profit (loss) \$ | 16,118 | 12,628 | 13,083 | 17,310 | 21,449 |
| Businesses reporting a profit (No.) | 200 | | | | |
| Average sales \$ | 106,764 | 29,474 | 42,502 | 70,831 | 284,247 |
| Average expense \$ | 87,582 | 16,846 | 28,474 | 51,865 | 253,201 |
| Average net profit \$ | 19,182 | 12,628 | 14,028 | 18,966 | 31,046 |
| Businesses reporting a loss (No.) | 32 | | | | |
| Average sales \$ | 125,750 | - | 41,330 | 73,315 | 262,605 |
| Average expense \$ | 132,109 | - | 41,879 | 77,722 | 276,725 |
| Average net loss \$ | -6,359 | - | -549 | -4,407 | -14,120 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario, Ticket and Travel Agencies (SIC 9961)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% | | | | | | |
|----------------------------|----------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
| Businesses in sample (No.) | 319 | | | | | | | | | | |
| Low sales value (\$000's) | (1) | (1) | 65 | 104 | 223 | | | | | | |
| High sales value (\$000's) | (1) | 65 | 104 | 223 | (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 | 2.2 | - | - | 1.2 | 7.7 | 3.0 | 73.7 | - | - | 91.0 | 71.5 |
| Occupancy expenses | 16.4 | 19.2 | 20.5 | 17.1 | 9.2 | 99.4 | 16.5 | 19.2 | 20.6 | 17.2 | 9.4 |
| Depreciation | 2.4 | 2.8 | 1.7 | 3.5 | 1.5 | 89.0 | 2.7 | 3.7 | 1.8 | 3.6 | 1.6 |
| Repairs & maintenance | 0.9 | 0.8 | 2.1 | 0.4 | 0.3 | 44.5 | 2.0 | 2.0 | 3.1 | 1.4 | 0.7 |
| Heat, light & telephone | 4.6 | 4.4 | 7.1 | 4.2 | 2.8 | 89.4 | 5.1 | 6.3 | 7.1 | 4.3 | 3.1 |
| Rent | 8.6 | 11.2 | 9.7 | 9.0 | 4.7 | 82.3 | 10.5 | 15.1 | 11.3 | 10.3 | 5.5 |
| Personnel expenses | 42.9 | 41.3 | 52.8 | 47.2 | 30.8 | 93.5 | 45.9 | 50.5 | 55.9 | 47.7 | 31.4 |
| Financial expenses | 5.0 | 5.3 | 8.0 | 4.8 | 2.1 | 98.0 | 5.1 | 5.4 | 8.1 | 4.8 | 2.1 |
| Interest & bank charges | 2.3 | 2.2 | 4.0 | 2.5 | 0.8 | 72.4 | 3.2 | 4.0 | 4.8 | 3.1 | 1.1 |
| Professional fees | 2.6 | 3.2 | 4.0 | 2.2 | 1.3 | 97.0 | 2.7 | 3.2 | 4.1 | 2.3 | 1.4 |
| Other expenses | 37.2 | 36.0 | 40.9 | 25.4 | 47.5 | 100.0 | 37.2 | 36.0 | 40.9 | 25.4 | 47.5 |
| Profit (loss) | -3.8 | -1.8 | -22.3 | 4.4 | 2.7 | 96.7 | -3.9 | -1.8 | -24.5 | 4.6 | 2.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | ... | ... | ... | ... |

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e., bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e., the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments. Included are businesses engaged in booking accommodation for travellers, booking transportation for travellers, travel arranging, travel booking and planning services, travel information services and vacation travel services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Ontario, Ticket and Travel Agencies (SIC 9961)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-----------------------------------|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 229 | | | | |
| Low sales value (\$000's) | (1) | (1) | 79 | 117 | 243 |
| High sales value (\$000's) | (1) | 79 | 117 | 243 | (1) |
| | Average (\$000's) | | | | |
| Assets | | | | | |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 36 | 5 | 20 | 38 | 81 |
| Inventory | - | - | - | - | - |
| Other current assets | 61 | 46 | 31 | 46 | 118 |
| Total current assets | 97 | 51 | 51 | 84 | 198 |
| Fixed assets | 17 | 5 | 8 | 13 | 41 |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 24 | 10 | 12 | 26 | 47 |
| Total assets | 138 | 66 | 70 | 123 | 286 |
| Liabilities and equity | | | | | |
| Current loans | 10 | 3 | 13 | 7 | 18 |
| Other current liabilities | 61 | 18 | 28 | 57 | 137 |
| Total current liabilities | 71 | 21 | 41 | 64 | 154 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 1 | - | - | 1 | 2 |
| Other liabilities | 40 | 31 | 29 | 47 | 55 |
| Total liabilities | 112 | 52 | 71 | 111 | 211 |
| Total equity | 26 | 14 | - | 12 | 75 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Ontario, Ticket and Travel Agencies (SIC 9961)

| | Total (2) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 229 | | | | |
| Low sales value (\$000's) | (1) | (1) | 79 | 117 | 243 |
| High sales value (\$000's) | (1) | 79 | 117 | 243 | (1) |
| | Average | | | | |
| Liquidity ratio | | | | | |
| Current ratio (times) | 1.4 | 2.4 | 1.2 | 1.3 | 1.3 |
| Leverage ratios | | | | | |
| Debt/equity ratio (times) | 4.4 | 3.7 | -285.4 | 9.2 | 2.8 |
| Interest coverage ratio (times) | 0.5 | ... | ... | 2.9 | 4.5 |
| Debt ratio (times) | 0.8 | 0.8 | 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 \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario, Ticket and Travel Agencies (SIC 9961)

| | Total(1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|--|-------------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 29 | | | | |
| Low sales value (\$000's) | (1) | (1) | 53 | 52 | 298 |
| High sales value (\$000's) | (1) | 53 | 58 | 239 | 11 |
| | Average (\$000's) | | | | |
| Operating activities | | | | | |
| Cash from operations | 9 | 2 | 1 | 12 | 12 |
| Depreciation | 7 | 3 | 2 | 8 | 8 |
| Other | -5 | -3 | 8 | -4 | -14 |
| Dividends | - | - | - | - | -1 |
| Investment activities | | | | | |
| Disposal of fixed assets | 2 | 5 | - | - | 4 |
| Purchase of fixed assets | -6 | -19 | -1 | -1 | -12 |
| Increase in investment | -8 | - | - | - | -27 |
| Decrease in investment | 6 | - | - | - | 20 |
| Financing activities | | | | | |
| Increase in long term debt | 2 | - | - | - | 7 |
| Repayment of long term debt | -2 | - | -2 | -1 | -3 |
| Loans from shareholders | 7 | - | - | - | 24 |
| Repayment of loans from shareholders | -10 | - | -33 | -6 | -10 |
| Advances & loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity | - | - | - | - | - |
| Other | - | - | - | - | - |
| Increase(decrease) in cash & equivalents | 1 | -12 | -25 | 10 | 7 |
| Cash & equivalents-Beginning of the year | 30 | 45 | 16 | 16 | 52 |
| Cash & equivalents - End of the year | 31 | 33 | -9 | 26 | 59 |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
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) |
| 1984 | | | | | |
| Total | 1,303 | 100,918 | 6,623 | 171 | 140 |
| less than 20 | 1,253 | 62,782 | 4,073 | 168 | 136 |
| 20 - 99 | 42 | 17,827 | 1,155 | 3 | 4 |
| 100 - 499 | 7 | X | 1,115 | - | - |
| 500 and over | 1 | X | 280 | - | - |
| 1987 | | | | | |
| Total | 1,487 | 146,131 | 7,177 | 211 | ... |
| less than 20 | 1,437 | 92,931 | 4,525 | 207 | ... |
| 20 - 99 | 42 | 28,109 | 1,367 | 2 | ... |
| 100 - 499 | 7 | X | 805 | 2 | ... |
| 500 and over | 1 | X | 480 | - | ... |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Ontario, Ticket and Travel Agencies (SIC 9961)

| | Total (1) | Bottom 25% | Lower middle 25% | Upper middle 25% | Top 25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| 1985 | | | | | |
| Number of observations in sample | 158 | | | | |
| Average sales \$ | 259,675 | 43,473 | 105,804 | 202,809 | 565,614 |
| Average expense \$ | 257,205 | 41,944 | 111,391 | 193,676 | 581,308 |
| Average net profit (loss) \$ | 2,470 | 1,529 | -5,567 | 9,233 | 4,706 |
| Businesses reporting a profit (No.) | 116 | | | | |
| Average sales \$ | 284,675 | 38,412 | 126,219 | 218,800 | 755,258 |
| Average expense \$ | 266,158 | 23,494 | 115,013 | 200,067 | 726,056 |
| Average net profit \$ | 18,517 | 14,918 | 11,206 | 18,733 | 29,212 |
| Businesses reporting a loss (No.) | 42 | | | | |
| Average sales \$ | 217,563 | 48,268 | 93,153 | 172,851 | 555,981 |
| Average expense \$ | 236,973 | 59,427 | 109,147 | 181,416 | 597,903 |
| Average net loss \$ | -19,410 | -11,159 | -15,994 | -8,565 | -41,922 |
| 1986 | | | | | |
| Number of observations in sample | 137 | | | | |
| Average sales \$ | 284,323 | 38,146 | 99,409 | 231,930 | 757,807 |
| Average expense \$ | 281,872 | 31,559 | 112,475 | 222,951 | 760,491 |
| Average net profit (loss) \$ | 2,451 | 6,587 | -13,066 | 8,969 | 7,316 |
| Businesses reporting a profit (No.) | 94 | | | | |
| Average sales \$ | 274,740 | 40,094 | 107,547 | 256,354 | 694,966 |
| Average expense \$ | 246,015 | 20,732 | 83,687 | 234,338 | 645,304 |
| Average net profit \$ | 28,725 | 19,362 | 23,860 | 22,016 | 49,662 |
| Businesses reporting a loss (No.) | 43 | | | | |
| Average sales \$ | 307,286 | 35,853 | 96,926 | 191,184 | 905,181 |
| Average expense \$ | 336,818 | 44,305 | 121,257 | 203,981 | 977,728 |
| Average net loss \$ | -29,532 | -8,452 | -24,331 | -12,797 | -72,547 |
| 1987 | | | | | |
| Number of observations in sample | 359 | | | | |
| Average sales \$ | 212,538 | 41,216 | 86,839 | 146,388 | 575,708 |
| Average expense \$ | 211,595 | 40,953 | 105,931 | 138,576 | 560,918 |
| Average net profit (loss) \$ | 943 | 263 | -19,092 | 7,812 | 14,790 |
| Businesses reporting a profit (No.) | 231 | | | | |
| Average sales \$ | 216,745 | 41,324 | 86,139 | 150,011 | 589,505 |
| Average expense \$ | 197,597 | 28,803 | 78,252 | 132,523 | 550,811 |
| Average net profit \$ | 19,148 | 12,521 | 7,887 | 17,488 | 38,694 |
| Businesses reporting a loss (No.) | 128 | | | | |
| Average sales \$ | 202,338 | 41,109 | 87,256 | 135,542 | 545,443 |
| Average expense \$ | 228,791 | 52,922 | 122,454 | 156,696 | 583,090 |
| Average net loss \$ | -26,453 | -11,813 | -35,198 | -21,154 | -37,647 |

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



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