$\square$


## INTRODUCIION AND DATA SOURCES

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

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

Corporate data in this report are extracted from tax retums, which typically consists of a $T 2$ form, a set of financial statements and supporting schedules. Similarly, unincoporated 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 quanter is distributed over some 750 other industry classifications.

## METHODOLOGY

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

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

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

## DATA LIMITATIONS

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

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

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

## STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

The SIC for each industry is described at the bottom of table 1.
Logeing Industry ..... 0411
Service Industries Incidental to Crude Petooleum and Natural Ges ..... 0910
Services Industrics Incidental to Mining ..... 0920
Women's Clouhing Industries ..... 2440
Sawmill. Planning Mill \& Shingle Mill Products Industries ..... 2510
Houschold Fumiture Industrics ..... 2610
Commercial Printing Industrics ..... 2810
Platemaking, Typesetting \& Bindery Industry ..... 2820)
Publishing Industrics ..... 2830
Omamental and Architectural Metal Products Industries ..... 3030
Stamped, Pressed and Coand Mctal Products Industries ..... 3040
Hardware, Tool and Culery Industries ..... 3060
Machine Shop Industry ..... 3081
Single Family Housing ..... 4011
Residential Renovation ..... 4013
Excavating and Grading ..... 4214
Other Site Work ..... 4219
Concretc Pouring and Finishing ..... 4224
Masonry Wosk ..... 4231
Siding Work ..... 4232
Plumbing ..... 4241
Wet Heating and Air Conditioning Work ..... 4243
Electrical Work ..... 4261
Drywall Work ..... 4272
Finish Carpentry ..... 4274
Pbinting and Decorating Work ..... 4275
Ornamental and Miscellaneous Fabricated Mctal Installation ..... 4292
Land Developers ..... $449!$
Truck Transport Industrics ..... 4560
General Fieight Trucking Industry ..... 4561
Dry Bulk Matcrials Trucking Lndustry ..... 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 Vchicle Pars and Accessorics ..... 5520
Wholesale Plumbing, Heating. Air Conditioning Equipment and Supplies ..... 5622
Wholesale Lumber and Building Materials ..... 5630
Wholesale Farm Machinery, Equipment and Supplies ..... 5711
Wholesale Industrial Machinery Equipment and Supplies ..... 5731
Wholesale Wastc Materials ..... 5910
Wholesale General Merchandise ..... 5980
Food (Groceries) Stores ..... 6011
Food (Specialty) Stores ..... 6012
Prescription Drugs and Palent Medicine Stores ..... 6030
Phammacies ..... 6031
Men's Clothing Stores ..... 612
Women's Clothing Stores ..... 6131
Clothing Stores n.e.c. ..... 6141
Fabric and Yarn Stores ..... 6151
Houschold Fumiture Stores ..... 6210
Fumiture, Refinishing and Repair Shor ..... 6213
Appliance. Teicvision, Radio and Stereo Stores ..... 6220
Appliance, Television, Radio and Sterco Stores ..... 6221
Television Radio and Stereo Stores ..... 6222
Appliance, Television, Radio and Stereo Repair Shops ..... 6223
Auromobile (New) Dealers ..... 6311
Automobile (Used) Dealers ..... 6312
Gasoline Service Stations ..... 6331
Turc, Battery Parls and Accessorics Stores ..... 63.12
Garages (Cienctal Repairs) ..... 6351
Paint and Hody Repair Shops ..... 63.52
Gencral Stores ..... 6412
Other General Merchandise Stores ..... 6413
Florist Shops ..... 6521
Hardware Stores ..... 6531
Sporting Goods Stores ..... 6.541
Musical Instrument and Record Stores ..... 6550
Jewellery Stores ..... 6561
Toy, Hobby Novelty and Souvenir Stores ..... 6580
Gifh Novelty and Souvenir Stores ..... 6582
Socond-Hand Merchandise Stores, n.e.c. ..... 6591
Vending Machine Operators ..... 6911
Direct Scllers ..... 6921
Operators of Buildings and Dwellings ..... 7510
Operators of Residential lkuildings and Dwellings ..... 7511
Operators of Non-Residential Buildings ..... 7512
Insurance and Real Estate Agencies ..... 7611
Computer Services ..... 7721
Advertising Agencics ..... 7741
Management Consulting Services ..... 7771
Hotels and Motor Hotels ..... 9111
Motels ..... 9112
Licensed Restaurants ..... 9211
Unlicensed Restausants (Including Drive-Ins) ..... 9212
Take-Oul Food Scrvices ..... 9213
Cacters ..... 9214
Taverns, Bars and Night Clubs ..... 9221
Entertainment Production Companies and Artists ..... 9631
Sports and Recreation Clubs and Services ..... 9650
Barber Shops ..... 9711
Beaury 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 Machincty 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 Buiddings and Dwellings ..... 9950
Janitorial Services ..... 9953
Ticket and Travel Agencies ..... 9961

TABLE 1. Selected operating patios, in pereent of ales. 1987
Onsarlo. Logeing indusery (SIC 0411)

|  | io:a 111 |  | 3ottom 25\% |  | Lower$\text { moce } 25^{\circ}$ |  | JoDer$\text { m.adi } 25 \%$ |  |  | -00 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol Mo.) Lomsoles valu i 3000 ! High sales value ( $\$ 000$ s) | $\begin{aligned} & 243 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 11 \\ & 36 \end{aligned}$ |  | $\begin{aligned} & 35 \\ & 72 \end{aligned}$ |  | $\begin{array}{r} 72 \\ 134 \end{array}$ |  |  | 134 |  |
| Selected expense item | Industry veroge(2) |  |  |  |  | $\begin{gathered} \text { Obus: } \\ \text { nesscs } \\ \text { roorting } \end{gathered}$ | Roooring ousinesses only 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowef } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoef } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |  | Total | Jot 10 m 25\% | $\begin{array}{r} \text { ower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Purcent of sules |  |  |  |  |  | Percent of sales |  |  |  |  |
| Dedreciotion Repsirs it mantenance | 18.1 16.1 | 13.0 | 13.1 | 10.3 12.3 | 8.0 | 89.7 73.8 | $?$ | 14.4 33.2 | 13.7 25.8 | 12.2 17.1 | 9.1 10.9 |
| Heat, light teleohone | 0.4 | 0.7 | 0.2 | 0.5 | 0.3 | 48.5 | 0.8 | 1.2 | 0.5 | 1.0 | 0.5 |
| Rent | 1.9 | 3.5 | - | 1.2 | 3.0 | 31.9 | 5.9 | 9.0 | 1.8 | 3.4 | 5.8 |
| Personnel expenses | 12.4 | 0.6 | 8.0 | 15.9 | 28.5 | 61.6 | 20.1 | 2.2 | 13.5 | 19.9 | 28.7 |
| Finsnciel expenses | 4.5 | 8.2 | 5.6 | 3.3 | 3.0 | 16.1 | 5.2 | 1.1 | 7.4 | 3.5 | 3.0 |
| interest \& bank chargea | 6.0 | 5.5 | 5.3 | 2.9 | 2.4 | 79.4 | 5.1 | 7.8 | 7.8 | 3.3 | 2.8 |
| Professional fees | 0.5 | 0.8 | 0.3 | 0.3 | 0.5 | 64.6 | 0.8 | 1. 3 | 0.8 | 0.5 | 0.5 |
| Other expenses | 40.3 | 41.3 | 38. 5 | 43.1 | 39.8 | 100.0 | 40.8 | 41.9 | 38. 5 | 43.1 | 39.8 |
| Profit (lass) | 12. | 8.7 | 19.2 | 12.1 | 11.8 | 97.9 | 13.1 | 6.7 | 20.4 | 12.8 | 11.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ... | -•• | $\cdots$ | ... |

Syebol

- zero or no observetions
- 100 smell 100 be expressed
not mplicobt.
* contidentill



Ihis portion of the tolo pertains oniy to the businesten reporting the specific mpense item. Therefore these retiot are celculeted indiviouslly and the rotal will not necusserily equel 100 z .


## Motes


Records were renked in escending ofder mecording to seles sise. Eech quartile li. . Dotton 2st. Iower midgle 25x, Etc.l represents one querter of the totel number of businesses. Hithin eech quertile, the guerage retio is presented. For comperison ourposes. the high ono lom velues of seles are shown.

How to ust the tedes
III Locse the appropritto seles penge thet is displeved on the two IInes entitled blow geles value" end ohigh seles vius"
(21 The sel ected range will indicets the proper quitile. i. the Dottom 252. the lower hiddle 25z. the upper midde 25z or the $10025 \%$.
(3) Dotio pertsining to the selected sales sige ringe will be in thet quiltill.

Stenderd Induetinl Clsesificetion Definition (5IC Iseo):
SIL 0411 . Logoing Industry
 angegto in the combined activities diving. booming. sorting and rafting and fowing of mood. Berking mills ef also included. these businesses include Darking loossingl logs. Dooning logs, bucking trees, bunching logs, enipping logh. Christmes tree euting.
 unipeateg wooden doles ano pilings. pulpmood cutting. smiogs. veneer logs and wood chips.

TABLE 2．Belance sheet profile for incorported businesses only， 1987
Onterio，legging Industey（SIC 04i1）

|  | icta！il | Bortom 2ジ | micale?5: | Noper <br> micole $=5$ | 100 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businegses in samol（No．） Lom sales vaiue（ $\$ 000^{\prime}$ s） Hign salas value（ $\$ 000^{\prime}$ s） | 13 111 | 111 137 | 139 229 | $\begin{gathered} 228 \\ 111 \end{gathered}$ | 811 111 |
|  | Average（ 5000 ＇s） |  |  |  |  |
| 2 |  |  |  |  |  |
| 39 |  | － |  | － | － |
| －junts and notes receiveble | 17 | 1 | 16 | 13 | 38 |
| ventory <br> Sinur curpont assets | 50 | 20 | － | 37 | － |
| Jinur current assets <br> Total current ssets | 50 68 | 20 | 29 | 37 | 114 |
| Fixed astets | 91 | 14 | 46 67 | 49 100 | 152 $i 79$ |
| Less：accum．deo．on fixed essete | － | － | 8 | 10 |  |
| Other susts | 4 | － | f | 10 | 7 |
| Totel eseets | 183 | 35 | 113 | 159 | 338 |
| Limbilities end equity |  |  |  |  |  |
| Current losns | 14 | 3 | 14 | 14 | 25 |
| Other curient lisbillitios | 44 | 12 | 28 | 34 | 102 |
| Total current liobilities | 58 | 15 | 42 | 48 | 127 |
| Mortgages obyable | 13 | $\overline{5}$ | 24 | 12 | － |
| Other liabilities | 36 | 4 | 26 | 39 | 74 |
| Totel liabilities | 108 | 23 | 32 | 38 | 214 |
| Totel equity | 55 | 12 | 21 | 61 | 124 |


Sel isol ifor symbols and notes．

TABLE 3．Firmeial ratioz（1）for incorporated businesese oniy．198t
Onterlo，logging industry（S16 0411）

|  | Total（2） | $\begin{aligned} & \text { Bottom } \\ & 25 x \end{aligned}$ | $\begin{array}{r} \text { lomer } \\ \text { midole } 25 \% \end{array}$ | Upoe？ middle $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busineses in semole（No．） soles value（\＄000＇s） <br> －seles value（ $5000^{\prime \prime}$ s） | （1） $(1)$ | $11)$ 137 | 137 228 | 228 | （1） |
|  | Avereoe |  |  |  |  |
| Liquidity ratio Curcent ratio（times） | 1.2 | 1.4 | 1.1 | 9.0 | 1.2 |
| Leveraet ratios <br> Debr／equity petio（times） <br> Interest covernge petio（times） <br> Oetet ratio（times） | 2.0 5.4 0.7 | 1.9 12.8 0.7 | 1.3 3.8 0.8 | $\begin{aligned} & 1.8 \\ & 5.7 \\ & 0.6 \end{aligned}$ | 1.7 5.2 0.6 |



see role for symols and notes．

## Definicions：

1．Limisity ratlo：
Curfent s curront essers／curret lideititios．

2．Leverege retion：
2）Dedt／aquity $\times$ totel liabilisies／equity
ol Onor ratio 天 rotal liabilities／cotal assets
cl Interest coverage $z$ not piofis ．interest expense／interest expense．

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

|  | Total(1) | Botiom 25\% | Lowe? <br> middle 25: | Upoer $\text { micel } 25 \%$ | Toc 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample :Mo. Lom siles value ( $\$ 000$.s) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 11 \\ & (1) \\ & (1) \end{aligned}$ |  | 160 228 | $\begin{aligned} & 228 \\ & 386 \end{aligned}$ | $\begin{aligned} & 386 \\ & (1) \end{aligned}$ |
|  | Average (3000's) |  |  |  |  |
| Doerating ectivities Cash from opertions Dapiecition Other | $\begin{array}{r} 23 \\ 38 \\ -18 \end{array}$ | 10 18 -1 | $\begin{array}{r} 1 \\ 28 \\ -20 \end{array}$ | $\begin{array}{r} 35 \\ 40 \\ -29 \end{array}$ | $\begin{array}{r} 44 \\ 49 \\ -22 \end{array}$ |
| Oividends | -11 | - | -1 | -15 | -17 |
| Imvestment activitios <br> Disposel of fixed essets <br> Purchase of fixed assets <br> increse in investment <br> Decreses in investment | $\begin{array}{r} 20 \\ -58 \\ \hline \end{array}$ | -89 | 16 -48 | $\begin{array}{r} 28 \\ -48 \end{array}$ | 96 -8 -8 |
| Financing ectivitios <br> increase in long term dedt <br> Redayment of long term debt <br> Loeng from shereholders <br> Repayment of loans from gharenoldera <br> Advences \& loans from government <br> Increse in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 28 \\ -27 \\ 5 \\ -8 \end{array}$ | 25 -8 -23 - - - -2 | 46 -33 16 -4 | $\begin{array}{r} 22 \\ -28 \\ 2 \\ -8 \\ - \\ - \\ - \\ \hline \end{array}$ | 15 -37 - -2 - - -1 |
| Incresse(decresse) in cash equivalents Cesh $t$ equivelents-Beginning of the reer Csth sumivalents - End of the yeer | $\begin{array}{r} -12 \\ 28 \\ 18 \end{array}$ | $\begin{array}{r} -49 \\ 15 \\ -34 \end{array}$ | -9 35 26 | $\begin{aligned} & 5 \\ & 14 \\ & 18 \end{aligned}$ | $4{ }^{2}$ |

111 These estimetes desec on semple of incorporbied ousinesses reporting soles between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{5 2 . 0 0 0 . 0 0 0 \text { . Semple ceunt includez }}$ only those businesses reporsing selemen: of enanges.
5et Tede I for symols and notes.

TABLE 5. Employment changes by size of businese. is84-1987 besed on Sic clazsification in 1987
Ontario. Logelng industry (SIC 0411)

| Business siza expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total paycoll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average lebour units(1) | Changes in number of businesees ith paid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No tonger reporting(3) |
| 1584 |  |  |  |  |  |
| Totel | 153 | 41.723 | 1.425 | 25 | 13 |
| less than 20 | 137 | 8.814 | 268 | 23 | 13 |
| 20-99 ${ }^{\text {20 }}$ | 12 | 18.239 | 555 | $=$ | - |
| $100-499$ | 2 | $x$ | 800 | - | - |
| 500 and over | 2 | X | 3 | 2 | - |

1517
Total
less than 20
$20=99$
$100=499$
500 and over
53.139

| 1.717 | 9 |
| ---: | ---: |
| 211 | 9 |
| 395 | $=$ |
| 450 | $=$ |
| 681 | $=$ |

...
16s than 20
$100-499$
$110 \quad 7.412$
7.612
3.880
$\cdots$
500 and over
2
2
$\begin{array}{ll}x & 450 \\ x & 581\end{array}$
...

[^0]"Newly foorting" ono "no longer peporting" businesses are assumed to hove deen in ectivity for six months and the informetion is abjusted accordingly
set Tade Ifor symols and notes

TABLE 6. Selected operating charecteristics of small businesses by sales quartile. $1985-1987$
Ontario, Logging Industry (SIC 0411)

|  | Total(1) | $\begin{array}{r} \text { Bor } \% \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomé } \\ \text { miodl } 25^{\circ} \text {. } \end{array}$ | mioc Soper | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| -ser of observetions in sample | 278 |  |  |  |  |
| , age sales $\$$ | 119.907 | 30.101 | 42.382 | 80.174 | $326.97 \%$ |
| 39t exoense \$ | 106.191 | 24,733 | 36.398 | 88.887 | 294.346 |
| ege net profit (loss)s | 13.718 | 5.358 | 5.984 | 11.487 | 32.025 |
| turinestes reporting apotit (Mo.) | 239 |  |  |  |  |
| drerege sales | 118.150 | 30.597 | 42.853 | 79.528 | 319.820 |
| myerse expense | 101.522 | 21.405 | 32.896 | 66.875 | 284.912 |
| Averege net profits | 16.828 | 9.192 | 9.757 | 12.853 | 34.908 |
| Businesses reporting loss (Wo.) | 159.39 |  |  |  |  |
| Aversge sales | 153.853 |  |  |  |  |
| Aversge exdense 5 | 162.436 | 34.808 | 46.624 | 93.253 | $475.257$ |
| Average net loss $\$$ | -8.78 | -5.977 | -5.033 | -4.318 | -19.801 |

198


1917

Mumber of observations in semple Averege seles $\$$
Averse expense
Aversge net profit (lose) S

Businesses reporting profit (Mo.)
Averape siles 5
Average expense
Average net profits

Deshesese reportint lese (Mo.)

## trege siles

Avarage oxpengs
merege net loss
172
130.133
114.087
18.055
31.658
28.18
50.283
34.777
101.58
337.004
3.462
15.510
13.91 305.631
31.373

14
130.73
33.539
25.482
50.283
34.773
15.510
102.78
336.325
110.579
8.077
15.510
85.07
297.007
$\qquad$
(1) These estimetes are besed an samie of Dusinesses reporting saies between $\$ 25.000$ mat $\$ 2.000 .000$

See inole for synools and noles

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

|  | Totsi(1) |  | 90: 10 om |  | LoweNIde: 25\% |  | Uoper$\text { Made } 25$ |  |  | Tec |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low seles value ( $\$ 000$ s) Mign sales vaiue $(\$ 000$ s? |  | 11 (1) $(1)$ |  | -- |  | -- |  |  |  |  |  |
| Selocted expense item | Industry sverage(2) |  |  |  |  | $\begin{aligned} & \text { y busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting ousinesses only ( 31 |  |  |  |  |
|  | Totel | Boitom $25 \%$ | $\begin{aligned} & \text { Lomer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Jooer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Y00 } \\ & 25 \% \end{aligned}$ |  | lotal | Botiom 25\% | $\begin{array}{r} \text { Lowe? } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Jooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of seles | 4.7 | -- | - | - | -- | 37.1 | 12.5 | - | -* | -- | - |
| Occupency expenses | 15.2 | - | -- | - | -- | 100.0 | 15.2 | -- | - | -- | -- |
| Deprecistion | 9.8 | - | -- | -- | -- | 100.0 | 9.8 | -- | - | - |  |
| Repsifs of meintenmes | 3.3 | - | -- | - | - | 71.4 | 4.6 | - | - | -* | -* |
| Kest. light stelephone | 1.0 | -- | -* | - | - | 46.7 | 2.1 | -- | - | - | = |
| Rent | 1.1 | -- | -- | -- | - | 54.0 | 2.0 | - | - | - | - |
| Personnel expenses | 17.0 | -- | *- | - | -- | 43.1 | 38.7 | -- | - | - | ** |
| Financial expenses | 1.5 | - | -- | -- | -- |  |  | - | -- | -- | -- |
| lnturest 8 bank cherges Professional fees | 0.7 0.8 | -- | -- | -- | -- | 43.8 68.7 | 1.7 1.2 | -- | -- | - | -- |
| Other expenses | 49.6 | -- | -- | -- | -- | 100.0 | 43.6 | -- | - | -- | -- |
| Profit (loss) | 12.0 | -* | -- | - | - | 100.0 | 12.0 | -- | - | -- | -- |
| Total | 100.0 | -- | - | -- | -* | 100.0 | . . | -- | - | - | -- |

## Srmole

- zero of no obsepvetions
- \$00 amell too be expressed
not spolicable
- confidentisl

Pootneter



This portion of the tebl pertains only to the businestes reporting the specific oxpense iten. Thernfore these ratios er colculatod individusily and the totel will not necussarily equal 1002

## mores

Dete er shown by quertilos when teles 13 of the sempled businesies repopt the zotcific item.
 one querter of the sotil number of businesses. Within umeh quertilu. the ever ege ratio is presented. for comesison purposes. the high and low velues of seles ere shown.

Mow to ues the totet

(2) Thi selpcted renge will ladicete the proper quartile. i. t. the botsom 25z. the lomer midele 258. the upper midde 25\% or the TOD 25\%.


Stencera indulerist flesuiflcetion Definltion (sic 1880):
sic 0810 - Service Industrise Incidentinl to Crude Petrolou and matural Ges
Busineses primerily engaged in providing contrect ofilling ono other services pogroloum ond naturel get industries

TABLE 2. Balance sheet profile for incorportted ousinesses only. 1987
Ontarlo. Service Industries Incldental to Grude Petroleum and Natural Gas (Sic 091)

|  | Total: : | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { lomep } \\ \text { micate ice } \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { miodi } 25 \% \end{aligned}$ | -90 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samot ino. Low sales value : 5000 s! Migh sales value (SOOC's) | (1) | -- | -- | -- | -- |
|  | Suerage [ $\$ 000$ s) |  |  |  |  |
| Assets . . . . . . |  |  |  |  |  |
| Cash ${ }_{\text {Accounts so }}$ no notes receivable | 41 | $\cdots$ | $\cdots$ | - | - |
| Inventory | - | -- | -- | -- | -- |
| Opher current assets | 277 | - | -- | - | -- |
| Tatal current assets | 318 | - | -- | -* | -- |
| Fixed ateets | 36 | - | $\cdots$ | -- | -- |
| Less: accum. deo. on fixed aseots | -7\% | $\cdots$ | -- | -- | -- |
| Other asets | 777 | -* | -- | - | -- |
| Totsl asmets | 1.132 | -* | $\cdots$ | - | $\cdots$ |
| bistilities and eduitr - 0 - 0 - |  |  |  |  |  |
| Eureene lo-s listilieies | 77 | -- | -- | -- | -- |
| دtel curront liobilitios | 90 | -- | -- | -- | -- |
| dorigages peyable | - | -- | - | - | -- |
| -ong torm debs | 1 | - | - | -- | -- |
| Onher lisbilifies | 191 | = | - | -- | -- |
| Total liabilitios | 282 850 | - | $\cdots$ | - | - |
| Total sauity | 850 | -* | $\cdots$ | -* | -- |


See rale 1 for symols and notes

TABLE 3. Fimancial patios(1) for incorportited butinesess only. 1987
Ontarlo. Service Industrles Incldental to Crude Petroleum and Netural Gas (SIC 091)

|  | Total(2) | $80 t t 0 \mathrm{~m}$ | $\text { middil } 25 \%$ | Upper $\text { middle } 25 x$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low seles velue ( $\$ 000^{\circ}$ s) High sales vilue (\$000' ) | $(1)$ |  | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity patio Current iatio (times) | 3.5 | -- | *- | $\cdots$ | -- |
| Leverege retion <br> Oebt/equity retio (times) <br> interest coverage iatio (times) <br> Debt ritio (times) | $\begin{aligned} & 0.3 \\ & 5.2 \\ & 0.2 \end{aligned}$ | -- | -- | -- | -- |



Set leol. 1 for symbols and motes.

Defimitions:

1. Liquidity retio:

Lurrens a currens sesets/curtont lisoilisies.
2. Lewrege retios:
a) Deotrequity $z$ poral lisbilities / equity
bl Dabs patio s total lisbilisies / toral essers.
c) Interest coverage $z$ net profic inverest expense/interest mpense

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

|  | To:al(1) | $\begin{array}{r} \text { 90trom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { tower } \\ \text { micdl } 25 \% \end{array}$ | Vooer $\text { modelo } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value (9000's) Mign sales value ( $5000^{\prime}$ s) | $(i)^{2}$ | -- | -- | - | -- |
|  |  |  | -rage 15000 |  |  |
| Operating activities Cash 'rom oderations Deoreciation Other | $x$ <br> $\times$ <br> $\times$ | -- | -- | -- | -- |
| Olvidends | $\times$ | - | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed essets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $x$ $x$ $x$ $x$ | -- | "- | -- | -* |
| Finencing ectivities <br> Increase in long torm onbt <br> Ropeyment of long tepm deot <br> Loans from shareholores <br> Reparment of loans from shareholders <br> Advences \& loans from government <br> incresse in equity <br> Oecresse in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ |  | - <br> - <br> - <br> - | - - -+ -+ -+ | - - - - - - |
| Incrense(decresse) in cash \& equivelents Cash sequivelents-buginning of the yeer Cash equivelents - End of the yemp | X $\times$ $\times$ | - | -- | -- | -- |

 only those businesses reporting stotment of changes.
See Toble 1 for symbols and notes.
 Ontario. Sepvice industries incldentel to Crude Petroleum and Matural Gas (Sic 091)

| Business ize expressed in average labour units(i) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ \left(\$ 000^{\circ}\right. \text { ह) } \end{array}$ | Averege labour units(1) | Chenges in number of businesses with deid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { roporting }(2) \end{array}$ | No longer peorting(3) |
| 1914 |  |  |  |  |  |
| Totel | 55 | 103.276 | 4.331 | 14 | 5 |
| $\begin{aligned} & \text { less then } 20 \\ & 20 \text {. } 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | 38 4 8 5 | $\begin{array}{r} 2.229 \\ 5.987 \\ 3.169 \\ 91.891 \end{array}$ | $\begin{array}{r} 73 \\ 189 \\ 123 \\ 3.946 \end{array}$ | 12 2 | $i$ |
| 1887 |  |  |  |  |  |
| Totel | 63 | 114.E84 | 4.315 | 12 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 99 \\ & 500 \text { ond over } \end{aligned}$ | 44 6 5 | $\begin{array}{r} 5.375 \\ 5.574 \\ 3.818 \\ 99.919 \end{array}$ | $\begin{array}{r} 134 \\ 181 \\ 89 \\ 3.951 \end{array}$ | 8 | $\cdots$ |

(1) Averege lebour units ore emiculated by dividing totel peyroll by the overage mnum wege ond selary rate as foported in the Survey of Eaployment. Paypoll and hours, Statistics Canace. Catologue 72-002. An overage labour unit could be interpreter as a full-time mployer. Mose thet the business size groups used ore ofermined at the canade lovel. Thus if ousiness has ot least 500 emoloyes in Canade as whole but less than thet number in eny given province it is show in the 500 and over group.
(2) Reters to businesses reporing no peyroll deductions in the previous yeer
(3) Refer to businesses pepopting no peypoll cecuctions in the following year
"Memly reporting" and "no longer reporting" businassts are ssumed to reve been in activity for six months and the informerion is odusied accoroingly

Set revie 1 for symbols and notes.

TABLE 6. Selected operating characterlstles of swall bustnesses by sales quartile. 1985-1987 Ontarlo, Service Industries incidental to Crude petroleum and Natural Ges (Stc 091)


| of ooservations in sample <br> ge soins <br> эe exoens. \$ <br> sge net profit (loss) \$ | $\begin{array}{r} 7 \\ 144.057 \\ 149.488 \\ -5.401 \end{array}$ | -- | - |  |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting aprofit (Ma.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 5 \\ 59.188 \\ 37.362 \\ 23.804 \end{array}$ | - | -- | - |
| Sutinesees reporting a toss (Mo.) <br> Average sales <br> Average expenses <br> tuerage net loss $\$$ | $\begin{array}{r} 225 \\ 225.186 \\ 254.44 \\ -29.288 \end{array}$ | -* | -- | - |

1986

| Wumber of observations in sample <br> Average sales <br> Average expense $\$$ <br> Average net profit (loss)s | $\begin{array}{r} 11 \\ 175.635 \\ 191.614 \\ -15.979 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Susinesses peporting profis (Mo.) <br> Average seles \$ <br> Averege expense 5 <br> Averege net profis | $\begin{array}{r} 177.292 \\ 153.115 \\ 24.177 \end{array}$ | -- | -- | - |
| Vusineeses reporting lose (Mo.) <br> Aver ge seles s <br> Average expenses <br> Average net loss 5 | $\begin{array}{r} 72.652 \\ 186.159 \\ -113.507 \end{array}$ | -- | -- | -- |

1987

Mumber of observetions in sample
Average sales $\$$
Average expense $\$$
Average net profit (loss) $\$$
Businesses reporting profls (Wo.) Average sales $s$ Average expenses
Average net profls s

Hh. inesges peporting lozs (Mo.)

-
$\begin{array}{ll}\text { arese not loss } 5 & -20.850\end{array}$

See isole for symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Services Industries Incidentel to mining (SIc 092)

|  | -otal11: |  | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower$\text { micole } 25 \%$ |  | $\begin{aligned} & \text { Loper } \\ & \text { made }: 5 \% \% \end{aligned}$ |  |  | Tos 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Ma. Low sales value i $\$ 000$ s; High sales value is $5000^{\circ}$ s) |  | $(1)$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average (2) |  |  |  |  | $\begin{aligned} & \text { Mousi= } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Reporting Dusinesses only ( 3) |  |  |  |  |
|  | iot 1 | 80ttom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd } 1 \text {. } \\ & 25 x \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80 \div 8 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Ower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uover } \\ & \text { miod } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sules | - | -- | -- | -- | -- | * | - | -- | -- | -- | - |
| Deeupancy expenses | 7.5 | -- | -- | =- | - | 63.2 | 12.8 | -- | - | - | - |
| Deprecietion | 1.0 | - |  | - | - | 28.7 | 3.4 | -- | -- | -- | -- |
| Redairst maintenance | 1.5 | -- |  | - | - | 49.9 | 3.1 | -- | *- | -- | -- |
| Hest. light \& teleotone | 0.8 | - | -- | -- | -- | 81.2 | 1.3 | -- | - | - | -- |
| Rent | 4.6 | -- | -- | - | -- | 49.9 | 9.3 | -- | - | -- | -- |
| Porsonnel expenses | 27.4 | - | -- | -- | -- | 59.1 | 27.4 | -- | -- | -- | -- |
| Financisl expenses |  | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| interest \& bank charges Professional fees | 0.1 | -- | -- | -- | -- | 85.6 61.4 | 0.9 <br> .9 | -- | -- | -- | -- |
| Other expenses | 42.8 | -* | -* | * - - | -- | 100.0 | 42.8 | -- | -- | -- | - |
| Profit (lose) | 20.2 | -* | - | - | = | 100.0 | 20.2 | -- | -- | -* | $\bigcirc$ |
| Total | 100.0 | ** | - | -- | -- | 100.0 | $\cdots$ | - | - | -- | - |

## 5ybol:

- zero or no observations
- too smer! too be expressed
not mpplicoble
$x$ confidenticl


## footnoten


2) Value in esen cell. Fotel meighed expenditure on given item
(3) Velue in bach cell $=\frac{\text { lopsl wighted expenditure on given item }}{\text { lotsl weighted seles of businesses reporting this item of expenditure }}$ for foch quertile.

This portion of the teblepertains only to the businesses reporting the specific expense item. Ihertort these petios ere calculeted individuslly and the topal will not necessefity equal 100 z .

## Notes

Dete ere shown oy quertiles when et luest 13 of the sempled businesses report the soecific iten
 one querter of the totel number of businesses. Within tech querkile. the everege petio is presented. For congerison purposes, ihe high end lom vilues of selies ere shown.

How to use the tables

(2) The seiecteo renge will indicste the proper quertile. i. . the bottom 25k. the lower niddle 25\%. the upper miodie 25y or the 100258
(3) Dest pertaining to the stocted sule size range will be in thet quertile.
standerd Indutrist Claspificstion Definttion (SIC IPsol :
SIC 0920 - Servict Industrise Incidentel to Mining
susinesses primerily engaged in contrect orilling end other services incidentel to mining establisheents

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Services Industries Incidental to mining (SIC 092)

|  | Fotal(!) | $\begin{array}{r} 30 t 20 m \\ 25 \% \end{array}$ | $\text { micole } 25 \%$ | $\begin{aligned} & \text { Udoer! } \\ & \text { middi ? } \end{aligned}$ | $\begin{aligned} & -00 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses $n$ samole (Mo.) Law salas value: $\{000 \mathrm{~s}$ ) Hign sales value $(\$ 000$ 'si | ( ${ }^{7}$ | -- | -- |  |  |
|  | Averege ( 5000 's |  |  |  |  |
| 42-18 |  |  |  |  |  |
| ash $=$ - - | 62 | -- | - | -- | -- |
| sentory | 8 | -- | -- | .- | -- |
| noter curcont assets | 302 | -- | -- | - | $\cdots$ |
| Total curfent assets | 384 | -* | -- | - | - |
| Fixed sssets | 124 | - | -* | - | -- |
| Less: Aeculd deo. on fixed sestets | 5 | - | - | - | - |
| Other esseta | 85 | -- | - | -- | -- |
| Totel asmets | 1.343 | * | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Other curiont liobilities | 160 | -- | -- | -- | -- |
| Total current liasilitios | 166 | -- | - | -- | -- |
| Mortgages oarable | - | -- | - | -- | -- |
| Long term debt | ${ }_{15}^{2}$ | -- | - | - | - |
| Dther liabilities | 15 | -- | -- | -- | -- |
| al liabilities | 183 | -- | -- | -- | - |
| zi equity | 1.181 | -- | - | -- | $\cdots$ |

hese estingtes bered on senol of businesses reporting sales ostmen 525.000 end 52.000 .000 .
Set tole 1 for smods end notes.

Onterio, Services Industries Incidentel to mining (Sic 092)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midd Lower | midd Upper $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buainesses in samole (No.) ow sales value ( 5000 o s) sales value ( $5000^{\circ}$ s) | $\left(\begin{array}{l}\text { (1) } \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Averoge |  |  |  |  |
| Liquiditr retio Current ratio \{times) | 2.2 | -- | -- | -- | -- |
| Leverege ratios <br> Debt/equity titio (times) <br> interest coverge ratio itimes) <br> Debt petio (times) | $\begin{array}{r} 0.2 \\ 54.0 \\ 0.1 \end{array}$ | -- | $\cdots$ | -- | -- |

(11) The retios represent the evergeg of fatios for men businese in the group and cmat be celculatec fom the figurse show in table 2

see 1mal ifor symols and notis.

Beflinitione:

1. Liquidity retio:

Current a current assets / currme licbilities.
2. Leverage ratios:

- Debt/equity = lotel liabilipiesf equity
b) Debr raico rotal liobililies / lotel essets.
c) interest covertge $=$ net profit $\cdot$ invest expense $/$ interes? expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
onempio. Services Industries Incidentel to mining (SIE 092)

|  | Total(1) | $\begin{gathered} \text { Bot } 80 \mathrm{~m} \\ 25 \% \end{gathered}$ | Lower midde is: | Uppe <br> midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somolo (Mo.) Low sales value (\$000's) Migh sales value : $8 C 00^{\prime} \mathrm{s}$ ) | $(1)^{3}$ | -- | -- | -- | -- |
|  |  |  | - 1 ge $1 \$ 000$ |  |  |
| Operating activities Cash from ooerations Dedieciation Other | $\begin{aligned} & \hat{x} \\ & \hat{x} \\ & \hat{x} \end{aligned}$ | -- | -- | -- | - |
| Dividende | X | - - | - | $={ }^{-}$ | - |
| Investaent aetivities <br> Oisposal of fixed assets <br> Purchsse of fixed assets <br> Inciosse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Finsencing ectivities <br> Incresese in tong term debt <br> Recerment of long term debt <br> Loans from shereholders <br> Reperment of lomen from shareholders <br> Aovences \& louns from government <br> lncrese in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | $-\infty$ $-\infty$ $-\infty$ $-=$ $-=$ $-\infty$ $=-$ | -- |
| Increase(decrease) in cash s equivelonts Cash 1 equivalents-8eginning of the year Can 8 equivalents - End of the year | x $\times$ x | -- | -- | - - | -- |

 only those businesses popiting starement of changes.
Set itol i for symbol and notes.

Qnteris. Services industrise Incidentel to mining (SIE osz)

|  |  |  |  | Changes in num with DE | of businesses olorees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expiesest in average lebour units(l) | Number of businesses | $\begin{array}{r} \text { Totel oerroll } \\ (\$ 000 \text { : }) \end{array}$ | Average labour units(1) | Newly <br> feporting(2) | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 298 | 134,307 | 4.051 | 85 | 29 |
| $\begin{aligned} & 1 \text { ess then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 254 \\ 27 \\ 15 \\ 2 \end{array}$ | $\begin{array}{r} 19.044 \\ 24.027 \\ x \\ x \end{array}$ | $\begin{array}{r} 539 \\ 583 \\ 2.078 \\ 798 \end{array}$ | 63 2 2 2 | $28$ |
| 1987 |  |  |  |  |  |
| Tetal | 329 | 225.367 | 6.070 | 74 | . . |
| less than 20 $20-99$ $100=499$ 500 and over | $\begin{array}{r} 267 \\ 36 \\ 23 \\ 3 \end{array}$ | $\begin{aligned} & 30.506 \\ & 37.381 \\ & 89.427 \\ & 88.053 \end{aligned}$ | $\begin{array}{r} 806 \\ 594 \\ 2.284 \\ 1.986 \end{array}$ | 86 4 | . <br> $\cdots$ <br> $\ldots$ |


 fuli-timperplores. Nope thet the business size groups used er oetermined os the Cenede levet, Thus if busings hes at iest

(2) Reters to ousinesses repor ing no poyroll deductions in the provious yeer.
(3) Refers to businesses reporting no payroll deductions in the following yeer
 edjusted eccordingly.

See Table ifot symols and notes

TABLE 6. Selected operating characteristics of small bustnesses by sales quaptile. 1985-1987
Ontario, Services Industries Incidental to mining (SIE 092)

|  | Fotal 111 | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | miocle $25 \%$ | Ticduper | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| of observetions in sample ige sales $\$$ | $273.95{ }^{5}$ | - | -- | -- | -- |
| - Expense \$ | 274.919 | -- | -- | -- | - |
| จ6 ner prolit (loss) \$ | -958 | -- | -- | - | - |
| Gusinesses reporting a profit (Wo.) Aversog sales | $138.288^{3}$ | - | - | -- | -- |
| Aversge sales ${ }^{\text {averege expense }}$ ( | 118.589 | .- | -- | -- | -. |
| Average ne: protits | 19.697 | - | -- | -- | -- |
| Businestas reporting - loss (Mo.) | 2 |  |  |  |  |
| Average tates | 958.000 | -- | -- | -- | -- |
| Average expense \$ | 1.062.500 | - | - | -- | - |
| Aversge net loss | -104.500 | -- | -- | -- | -- |

1988

| Number of observetions in semple <br> Average sales \$ <br> Average expenses <br> Average net profit (loss)s | $\begin{array}{r} 12 \\ 329.950 \\ 236.630 \\ 93.320 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesees reporting profis (Mo.) Averege sales $\$$ <br> Averige expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 10 \\ 445.216 \\ 314.454 \\ 130.762 \end{array}$ | -- | - | - |
| -usinestes peporting loss (Mo.) <br> Avertge sales 8 <br> Averege expense s <br> Average net loss \$ | $\begin{array}{r} 27.8 \\ 31.30 \\ 31.471 \\ -3.641 \end{array}$ | -- | -- |  |


| Mumber of observations in smal | 1 |
| :---: | :---: |
| Average seles \$ | 289.958 |
| Aversge exdense 3 | 255.584 |
| Aversge net profit (loss) \$ | 34.375 |
| Businesses pecorting profit (Mo.) | ${ }^{6}$ |
| Averege salus \$ | 340.012 |
| Average expenses | 285.719 |
| Aversge not profit \$ | 54.293 |
| -manes reporting lose (Mo.) | 2 |
| Antege sules | 205.875 |
| A-te expense 5 | 253.607 |
| Aerage net loses | -47.732 |


See Thole : for spmools and netes

TABLE 1. Stiected operating ratios. in percent of sales. 1987
Ontario. Women's Clothing Industrles (SIC 244)

|  | Total(1) |  | Bottom 25\% |  | $\begin{array}{r} \text { bown } \\ \text { midole } 25 \% \end{array}$ |  | UpDe:$\text { midele } 25 \%$ |  |  | 100 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (Mo. Low sales value ( $\$ 000$.s) High sales value ( $3000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 125 \\ & 11) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 11) \\ & 120 \end{aligned}$ |  | $\begin{array}{r} 120 \\ 341 \end{array}$ |  | 34! |  |  | 71711 |  |
| selocted expense item | Industir averagel2) |  |  |  |  | $\begin{aligned} & \text { y busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting ousinesses onlyi 3t |  |  |  |  |
|  | Total | $0+10 m$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Joder del. 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { modle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Purcent of sales |  |  |  |  |  | Perct |  |  | 14108 |  |
| Cost of sales | 21.7 | 14.5 | 12.8 | 26.6 | 34.0 | 78.1 | 27.5 | 22.4 | 21.7 | 27.6 | 34.0 |
| Decupency expenses | 1.1 | 12.7 | 9.1 | 6.6 |  | 100.0 85.2 | 8.1 2.3 | 12.7 5.9 | 9.1 2.4 | 6.8 1.5 | 4.1 1.2 |
| Depreciation | 2.0 | 3.6 | 1.9 | 1.3 0.5 | 1.2 0.3 | 85.2 67.4 | 2.3 1.0 | 5.0 1.8 | 2.1 | 0.8 | 0.6 |
| Repairs manntenance | 1.7 | 3.2 | 1.6 | 1.2 9.2 | 0.3 0.7 | 98.3 | 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 |
| Permonnel expenses | 38.4 | 28.5 | 44.3 | 44.6 | 35.5 | 92.2 | 11.7 | 40.4 | 44.3 | 45.8 | 35.5 |
| Finmeisl expenses | 2.0 | 2.6 | 1.9 | 1.7 | 2.0 | 95.2 | 2.2 | 3.1 | 2.0 | 1.7 | 2.0 |
| lnterest Protoss bank charges conal fees | 1.2 0.8 | 1.6 | 1.1 0.8 | 0.9 | 1.2 | 83.2 90.6 | 1.5 0.9 | 2.0 1.2 | 1.5 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 | 15.4 |
| Profit (loses) | 5.8 | 11.3 | 5. 5 | - | 5.1 | 100.0 | 5.5 | 11.3 | B. | - | 5.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -•• | . $\cdot$ | . . |  |  |

## Symoo is

- zero or no observitions
- too undl too be mpressed
not splicable
- confidentil

Foetnotes
(1) These estimetes are bseed on semple of busingeses reporiing sales betweem 825.000 and $\mathbf{2 2} .000 .000$.

Total wighted expenditur on given iten


 individually and the lotal will not necesserily equil $100 \%$.

## Wotes


 one querter of the sotel number of businesses. Within ech quartile. the everage retio is presented. for comptriton Durposes. the high end lom villues of seles ere shown.

How to use the tebles

[21 The selected renge will indicete the proper quertile. i.e. the betton 25x. the lower hidde 25\%. the upper midtio 25s of the top 252.
131 Dete perteining to the selected seles size fenge will be in rhas guartile.

Stenderd industrial cleteificetion ofinision 1916 1ssol:
SIE 2440 - Homen' Clothing Industrise
Businesses primerily engaged in menufacturing momen's. misges" end jumiorgo outerwes. sportswer. dpesses. Douses. shirts and fimilsp
 in this industry group.

TABLE 2. Balance sheet profile for incorporsted businesses only. 1987
ontario, Women's Clothing Industriss (SIC 244)

|  | Total! 1) | Sot10m $2 \Xi:$ | $\begin{aligned} & \text { bower } \\ & \text { migole } 25 \% \end{aligned}$ | Jober middie : 5 : | P00 こ5: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Lom sales value ! 5000 'si High saies value ( $5000^{\prime}$ s) | $\begin{aligned} & 92 \\ & (1) \\ & i 1) \end{aligned}$ | $\begin{gathered} 11 \\ 223 \end{gathered}$ | $\begin{array}{r} 223 \\ +33 \end{array}$ | $\begin{aligned} & 403 \\ & 079 \end{aligned}$ | $\begin{gathered} 879 \\ 11 \end{gathered}$ |
|  | Average ( $8000{ }^{\circ}$ s) |  |  |  |  |
| As: 9 - - |  |  |  |  |  |
| -čusunts and notes peceivate | 74 | 9 | 27 | 112 | 142 |
| Inventory | - |  | 7 | - | - |
| Opher current essets | 131 | 43 | 67 | 180 | 258 |
| Total cuprent assets | 205 | 52 | 94 | 252 | 410 |
| fixed asset, | 42 | 31 | 25 | 26 | 86 |
|  | - | , | - | - | - |
| Other asse?s | 21 | 1 | 5 | 6 | 72 |
| Totel aesete | 288 | 44 | 124 | 284 | 588 |
|  |  |  |  |  |  |
| Current loans lisbilities | 37 107 | 11 32 | 28 48 | 46 101 | 64 248 |
| total current liabilities |  | 42 | 70 |  |  |
| Mortgages paymole |  | - | - | * | - |
| Long term debt | 3 | 97 | 18 | 2 | 11 |
| Other lisbilities | 42 | 37 | 38 | 40 | 52 |
| Total liabilitios | 189 | 10 | 107 | 165 | 374 |
| Totel equity | 75 | 4 | 11 | 15 | 194 |


دtion 1 for smbols and nores.

TABLE 3. Financial ratios (1) for incorporated businesees only. 1987 Ontario. Women's clothing Industrles (SIC 244)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lowe? } \\ & \text { middi } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } 25 \% \end{array}$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) Hign sales vilue ( $\$ 000$ s) | $\begin{aligned} & 92 \\ & (11) \\ & (1) \end{aligned}$ | (1) 223 | 223 433 | 438 879 | 879 (1) |
|  | Sverege |  |  |  |  |
| Liquidty ratio <br> Current ratio (times) | 1.4 | 1.2 | 1.3 | 1.7 | 1.3 |
| Leverage ratios <br> Dabt/equity ratio (rimes) <br> Interest coverage ratio (times) <br> Debt retio (times) | 2.4 3.9 0.7 | 17.7 0.9 | 6.0 0.9 | $\begin{aligned} & 2.0 \\ & 7.0 \\ & 0.7 \end{aligned}$ | 1.9 5.3 0.7 |



set reble 1 for symools and mates.

## Befinltions:

1. Liduidity ratio:
curfent z current essets / carrent piebilitien.
2. Ieverege retion:
sf Deot/equity * ropllimilisies / equity.
bl Debr rerio z rotal digoiliquel totel assers
cl Interest coverge $=$ net profit - imterest expense/ interest expense

TABLE 4. Statement of changes in finmeial position for incorporatad businesses only. igst
Ontaric. Women's Clothing industries (SIC 244)

|  | Total(1) | 3c::pm | $\text { miod } 25 \%$ | Joper $\text { miscle } 25=$ | Top 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in semol (No. Low soles value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( 9000 s) | $\left.\begin{array}{l} 47 \\ (1) \\ 1 \end{array}\right)$ | $\begin{aligned} & 11 \\ & 115 \end{aligned}$ | $\begin{array}{r} 115 \\ 458 \end{array}$ | $\begin{aligned} & 458 \\ & 916 \end{aligned}$ | $310$ |
|  | Average ( 1000 's |  |  |  |  |
| Opersting ectivities Cash 'rom oderarions Dedreciation Other | $\begin{array}{r} 29 \\ 13 \\ -17 \end{array}$ | -2 3 - | $\begin{array}{r} -1 \\ -17 \\ -17 \end{array}$ | $\begin{array}{r} 42 \\ 7 \\ -40 \end{array}$ | 74 30 -4 |
| Dividends | -7 | - | -1 | -6 | -22 |
| Investment activilies <br> Disposal of fixed ssets <br> Purchase of fixed assets <br> Increse in investment <br> Decrease in investment | $-14$ | -3 | -10 | $\begin{array}{r} -10 \\ -1 \end{array}$ | 1 -30 -1 1 |
| Finencine activities <br> Increase in long term deb? <br> Redayment of long term deo? <br> Loans from sharaholders <br> Reosyment of loans from shereholders <br> Advances \& loans from governmens <br> increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 8 \\ -3 \\ 9 \\ -6 \\ 2 \\ 2 \\ \hline 1 \end{array}$ | -1 10 -1 | $\begin{array}{r}8 \\ -2 \\ 5 \\ -1 \\ \hline\end{array}$ | $\begin{array}{r} 2 \\ -1 \\ 10 \\ -3 \end{array}$ | $\begin{array}{r}17 \\ -7 \\ 11 \\ -19 \\ - \\ - \\ \hline\end{array}$ |
| increase(decrease) in cssh t suivelents Cash tequivelents-8eginning of the yens Cosh tauivilents - End of the yent | $\begin{array}{r} 14 \\ 17 \end{array}$ | - $\begin{gathered}7 \\ -1\end{gathered}$ | -3 5 2 | $\begin{aligned} & 1 \\ & 11 \\ & 20 \end{aligned}$ | 53 -8 45 |

 only those Dusinesses eporting sterement of changes
See Toble I for symots eno notes.

TABLE S. Employment chenges by size of business, 1984-1987 besed on sic ciassificetion in i987 onterio. Women' Ciothing induserles (StC 244)



 full-time omployee Mose the the business size groups used are decerminod st the consos lovel imus if ousiness hes se lems? 500 employes in Canads as. mole Out less then tha? number in my given province it is shom in the 500 and over group
$(2)$ Refers to businesses thorling no parroll deductions in the previous yeer
131 Refers to businesses reporting no poyroll deductions in the following yeter.
-Wewty roporting" ano "no longer reporting" businesses orn assumed so nove oeen in scrivity for gix months ond the information is sojusied accordingly.

See fable i for symols and nolle

TABLE 6. Selected opertiting characteristtcs of small bustnesses by sales quartilu. 1985-1987 Ontario, Women's Clothing Industries (SIC 244)


| of obsepverions in smole <br> נge sales $\$$ <br> soe exomse; <br> - erse net proift (loss) $\$$ | 61 467.406 457.429 9.977 | $\begin{array}{r} 75.531 \\ 1.64 \end{array}$ | $\begin{aligned} & 256.159 \\ & 268.424 \\ & -12.285 \end{aligned}$ | $\begin{array}{r} 49 .: 39 \\ 445.305 \\ 32.332 \end{array}$ | $\begin{array}{r} 1.057 .152 \\ 1.039 .559 \\ 17.595 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 48 |  |  |  |  |
| Average saies 5 | 479.839 | 91.576 | 315.537 | 457.396 | 1.044 .745 |
| Average expense 5 | 434.751 | 73.864 | 304.008 | 426.520 | 936.810 |
| Averege net profit | 45.088 | 17.912 | 19.629 | 42.876 | 107.935 |
| Businesses reporting loss (Mo.) | 13 |  |  |  |  |
|  | 479.451 | 47.678 | 248.362 | 535.857 | 1.085.907 |
| Averse expense 5 | 542.943 | 79.354 | 263.759 | 550.959 | 1.277.699 |
| aversee net loss \$ | -63.492 | -39.678 | -15.397 | -15.102 | -191.792 |

1985


1987
Mumber of observetions in smeple
Average ssles $\$$
Average expense $\$$
Average ne? orofit (loss)s

Busineses reporting oprofit (Mo.l
Average seles $\$$
Averape expense $\$$
Aver eg net profits
 Hurcge seles wwerge mpense 5 Average nel loss

113
517.333
517.333
499.138
49.138
18.195

10
542.197
497.563 44.614
474.178 474.178
519.803 $-45.825$
72.737
77.788
$-5.051$
89.208
72.555
78.555
18.53
61.989

1. 202
-19.213
229.462
225.165
4.296
2. 987
229.423
17.584
205.032
213.233
213.233
-14.201
511.68 11.46
568.922
523.486
45.436
410.665
1.219 .027
1.319 .517
.100 .590

See Teble ifor syamols and motes

TABLE 1. Selected operating rattos, in percent of sales, 1987
Onterio. Samill. Planning MIl Shingle Mill Products Industries (SIC 251)

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

## Symbols

```
- zero of no odservations
- $00 smell too oe expressed
    not appliceold
```

4 confidentisl

## Peotnotes

(1) These Esimeter besed on semplof ousinesses reporting soles between $\$ 25.000$ end $\mathbf{\$ 2 . 0 0 0 . 0 0 0 .}$
(2) Volue in bech cell a lotal weighted moendicure on given iten
(3) Volu in osch cell $=\frac{\text { fotel weighted oxpenditure on given item }}{\text { fotel weignted seles of butinesses reporting inis item of expenditur }}$ for uech ouersile

Fhis portion of the toble pertsins only to the Dusinusses reporting the specific expense itum. Fherefort these petios ert celtulteo individuslly and the total will not necessarily equel 100\%

## Wetes


 one querter of the cotel number of businesses. Hithin uch oustile, the fuerege potio is presented. for conperison purposes. ihe high and lom velutis of sules er shom.

How so use the totise

 100 25\%.
(3) Deta pertioning so the sulucted sales size pange will be in thet querfile.

Stenderd Industriel Clasgifiestion getinition (SIC 1se0):
sic 2510 . Sawill. Planing Mill and Shingle Mill Products Indust it
Businesses primerily engeged in monutecturing tumber, both rough ond oressed. ghingles end other semill or oiner plming mill pioducts

TABLE 2. Balance sheet orofile for incorporatad busimesses only. 1987
Ontarlo. Samill, Planning Millg Shingle Mill Products Industries (Sic 251)

|  | Total11 | $\begin{array}{r} 30 t r o m \\ 25 \% \end{array}$ | $\text { miocle } \frac{10 \text { er }}{25 \%}$ | J30e: M1001. こ5: | $\begin{aligned} & 70: \\ & \therefore=: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole (No. (om sales value i $\$ 000^{\prime} s$ ) High saies value ( $5000^{\circ}$ s) | $\begin{array}{r} 60 \\ i 1 \\ i 1 \end{array}$ | [17 | $\begin{aligned} & 08 \\ & 5=2 \end{aligned}$ | 432 1.538 |  |
|  | Average (3000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Accoumte and notes rectivable | 59 | 16 | 27 | 55 | 131 |
| inventory | - | - | 27 | 5 | 1 |
| Other curcent ossets | 175 | 22 | 90 | 207 | 356 |
| Total cupront astets | 235 | 39 | 117 | 283 | 487 |
| Fixed usteis | 179 | 52 | 88 | 175 | 377 |
| Less: Accum. dep. on fixed assets | - | - | - | $\bigcirc$ | 9 |
| Other essets | 15 | 1 | 9 | 20 | 29 |
| Totel seseta | 429 | 11 | 214 | 457 | 194 |
|  |  |  |  |  |  |
| Other current liabilities | 87 | 33 | 87 | 92 | 144 |
| - tal current liablitices | 153 | 41 | 104 | 181 | 264 |
| -oryeges doysole | - | - | - | - | - |
| -ong term deot | 7 | 5 | 1 | 11 | 10 |
| Other lisolities | 123 | 55 | 96 | 108 | 218 |
| stel listibities | 213 | 101 | 200 | 300 | 452 |
| Totel equity | 147 | - 10 | 14 | 857 | 401 |

11 Thase estimetes bre baseo on senple of businesses reporting saies butwen $\$ 25.000$ and 52.000 .000 .
See iste I for symbols and motes

Onterle. Sammill. Planning Mill Shingle Mill Products industries (SiC 251)

|  | Total(2) | Bot tom 25\% | Lower middle 25\% | Upper middle 25\% | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole (No.) - soles value ( $\$ 000^{\circ} \mathrm{s}$ ) - H sales value ( 5000 s) | $\begin{gathered} 60 \\ (1) \\ (1) \end{gathered}$ | 111 198 | $\begin{aligned} & 198 \\ & 432 \end{aligned}$ | 432 1.012 | $\begin{gathered} 1.012 \\ 111 \end{gathered}$ |
|  | Average |  |  |  |  |
| biquidity resio Current retio (times) | 1.5 | 0.8 | 1.1 | 1.4 | 1.8 |
| Leverage retios <br> Debt/equify petio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 1.9 3.2 0.7 | -10.1 1.7 1.1 | 14.8 3.5 0.9 | 1.9 1.5 0.7 | 1.2 4.3 0.6 |



See Irele 1 for symols and notes.

Definition:

1. Llquidity petio:

Current z curponi assets / cerrmidiatiliso
2. Leveregt peties:
st Detotequity z zotal listilitiss / equily.
ol Det catio z totel liabilities form asets.
c) Intertst coverege s net profis interest expense/ inmerest expense

TABLE 4. Statement of enanges in financial position for incorporated businesses only. 1987 Ontario, Sawnill. Planning Mill shingle Mill products Industries (SIC 251)

|  | Totall! | $\begin{array}{r} 30+40 m \\ 25 \% \end{array}$ | Lowe: <br> miode $5.5 \%$ | Uocer $\pi_{1} c d / 25 \%$ | 729 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole (No. Low sales value ( 500 y )'s? Mign sales value ( $\$ 000$ 's) | $\begin{array}{r} 40 \\ 1! \\ \vdots 1! \end{array}$ | $\begin{array}{r} 11 \\ 333 \end{array}$ | $\begin{aligned} & 333 \\ & \equiv 88 \end{aligned}$ | 588 1.859 | $\therefore .283$ |
|  |  |  | Aversge \$ $\$ 000$ |  |  |
| Operating ectivitios Cesn from oderations Deoreciation Other | $\begin{array}{r} 45 \\ 32 \\ -45 \end{array}$ | 26 11 -83 | $\begin{array}{r} 24 \\ 19 \\ -18 \end{array}$ | $\begin{array}{r} 25 \\ 11 \\ -20 \end{array}$ | 98 53 -76 |
| Dividende | -9 | - | -22 | -14 | - |
| Investeent ectivities <br> Disoosel of fixeo assets <br> Purchese of fixed assers <br> incresse in investmont <br> Decresse in investment | 10 -38 -2 1 | 5 -31 -2 | $-26$ | - ${ }^{5}$ | 26 -45 -4 3 |
| Financing setivitios <br> Inciease in long term deb? <br> Repeyment of long term dobt <br> Losns from shereholders <br> fepprment of loans from smaranolders <br> Advances \& loans from government <br> Increese in equity <br> Deciesso in equity <br> Other | $\begin{array}{r} 18 \\ -14 \\ 8 \\ -14 \\ \hline \\ \hline \end{array}$ | 50 -4 4 -14 -4 | 2 -8 13 - - -2 | - -17 -11 | 15 -27 14 -28 -2 12 -1 |
| Increese(decresse) in cash tequivalents Cash equivalents-Beginning of the yoer Cash t equivelents - End of the yeap | -5 -37 -43 | -18 -21 -35 | -16 -14 | -32 -58 -15 | 40 -70 -30 |

 only those ousinesses reporting starement of changes.
Set itol 1 for symols and notes.
TABLE 5. Employment changes by size of business, i984-1987 based on SIC cisesificetion in is87 Onterio. Sawill. Pienning Mill Shingle mill Producte Induetries (Sic 251)

| Businese size expresed in everage labour units(1) | Number of businesses | Total payroll | Averoge labou? units(1) | Changes in number of businesses with on id moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { recorthg(2) } \end{array}$ | No longer reporting(3) |
| 1914 |  |  |  |  |  |
| Total | 294 | 157.452 | 7.408 | 37 | 17 |
| $\begin{aligned} & \text { lest than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 231 \\ 40 \\ 17 \\ 6 \end{array}$ | $\begin{aligned} & 18.209 \\ & 32.706 \\ & 76.093 \\ & 30.444 \end{aligned}$ | $\begin{array}{r} 848 \\ 1.548 \\ 3.580 \\ 1.432 \end{array}$ | $\begin{array}{r} 32 \\ 2 \\ 1 \\ 2 \end{array}$ | 18 1 - - |
| 19:7 |  |  |  |  |  |
| Total | 291 | 192.951 | 7.773 | 38 | -. |
| $\begin{aligned} & \text { 1es then } 20 \\ & 20-99 \\ & 100 \text { - } 199 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 218 \\ 46 \\ 18 \\ 9 \end{array}$ | $\begin{aligned} & 19.295 \\ & 44.206 \\ & 93.882 \\ & 35.788 \end{aligned}$ | $\begin{array}{r} 785 \\ 1.784 \\ 3.781 \\ 1.443 \end{array}$ | 28 3 3 2 | $\cdots$ $\cdots$ $\cdots$ |

[^1]TABLE 6. Selected operating enaracteristics of small businesses by sales quartile. $1985-1987$
Ontario, Sawmill. Planning Mill shingle Mill Products Industries (Sic 251)
To:al:1) Bor:5m

1985

| of observations in samole | 121 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2go sales ${ }^{\text {d }}$ | 324.115 | 40.004 | 58.502 | 136.052 | 1.351.793 |
| - oge expense ${ }^{\text {s }}$ | 294.032 | 38.109 | 59.710 | :27.531 | 950.779 |
| Average net profit (loss\} ${ }^{\text {S }}$ | 30.083 | 1.895 | 8.892 | 8.531 | 101.018 |
| Eutinesses reporting profit (Mo.) | 35 |  |  |  |  |
| Average sales \$ | $34 \%$. 390 | 42.902 | 68.549 | 130.743 | 1.123.265 |
| Averago expense \$ | 301.027 | 37.476 | 58.739 | 119.663 | 988.228 |
| Average net profit \$ | 40.363 | 5.426 | 9.910 | 11.080 | 135.038 |
| gusintssee reporting lose (Mo.) | 28 |  |  |  |  |
| Aveisge sules 5 | 287.074 | 35.090 | 88. 138 | 173.083 | 799.985 |
| Average expenses | 276.335 | 39.182 | 69.224 | 182.281 | 814.654 |
| Avelage net loss \$ | -9.269 | -4.092 | -1.085 | -9.198 | -22.669 |

1985

| -oer of observetions in sample <br> -veroge sales <br> Averoge exdenses <br> Averege ne: profi: (loss) 5 | $\begin{array}{r} 124 \\ 353.140 \\ 347.398 \\ 5.742 \end{array}$ | 35.911 25.357 10.544 | 12.420 75.614 5.106 | 219.997 219.592 405 | $\begin{array}{r} 1.074 .232 \\ 1.068 .017 \\ 6.215 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting a profit (Mo.) | 10 |  |  |  |  |
| Averege sales \$ | 298.589 | 32.943 | 82.448 | 214.084 | 865.281 |
| Aversge expense \$ | 272.056 | 18.858 | 89,359 | 195.818 | 804.381 |
| Averoge net profits | 25.633 | 14.075 | 13.089 | 18.488 | 80.900 |
| Dusinesses reporting toze (Mo.) | 34 |  |  |  |  |
| Average meles 5 | 420.770 | 67.823 | 82.386 | 232.800 | 1.320.473 |
| Aversge expense \$ | 448.423 | 51.452 | 85.655 | 289.885 | 1.378.700 |
| Average net loss \$ | -25.653 | -3.629 | -3.271 | -37.185 | -58.227 |

1987

| Number of observetions in sample <br> Average seles $\$$ <br> Average expense $\$$ <br> Averege net profit (loss)s | 79 551.324 523.983 27.341 | 64.409 58.519 5.890 | $\begin{array}{r} 227.366 \\ 213.182 \\ 14.186 \end{array}$ | $\begin{array}{r} 567.212 \\ 560.939 \\ 6.273 \end{array}$ | $\begin{array}{r} 1.346 .308 \\ 1.253 .290 \\ 83.018 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting profit (Mo.) | 51 |  |  |  |  |
| Average sales | 552.600 | 56.788 | 207.489 | 560.329 | 1.375.794 |
| Average expenses | 510.330 | 58.948 | 189.859 | 530.600 | 1.270.112 |
| Avorege net profit | 42.270 | 7.840 | 25.628 | 29.929 | 105.882 |
| Bemesant reportimg lose (Mo.) | 18 |  |  |  |  |
| mermge zeles | 535.520 | 52.183 | 272.063 | 595.123 | 1.221.709 |
| terage expense ${ }^{\text {S }}$ | 565.898 | 56.314 | 283.516 | 689.198 | 1.236.463 |
| Sverage net loss \$ | -30.378 | -4.131 | -11.553 | -93.075 | -12.754 |

(11) Ihese esimetes mre based on semple of businessee reporting swits beiwem $\$ 25,000$ und $\mathbf{3 2}, 000,000$

Set teole i for symools and notiss

TABLE 1. Selected operating rattos, in percent of sales. 1987
Ontario. Household furniture Industries (SIC 2Ei)

|  | 10:81!1) |  | $\begin{gathered} \text { So: : om } \\ 25 \end{gathered}$ |  | $\text { migol } \begin{array}{r} \text { ower } \\ 25 \% \end{array}$ |  |  |  |  | ictin: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole (Mo.: Lowsales value $\$ 000$ s Higt sales velue $\$ 000$ ? | $\begin{array}{r} 218 \\ 11 \\ 11\} \end{array}$ |  | $\begin{array}{r} 111 \\ 95 \end{array}$ |  | $\begin{array}{r} 95 \\ 220 \end{array}$ |  | $\begin{aligned} & 222 \\ & 622 \\ & \hline \end{aligned}$ |  |  | 52.2 |  |
| Selected expense item | Industry suersoge(2) |  |  |  |  | $\begin{aligned} & \text { \# ousi= } \\ & \text { nesief } \\ & \text { reporing } \end{aligned}$ | Reoorting businesses only ${ }^{\text {a }}$, |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Botton } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { tower } \\ \text { midel } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Fotal | $\begin{array}{r} \text { Rot } \% \text { Om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { modid } \\ & 25 \% \end{aligned}$ | Uoder midale | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of salus |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of salea | 33.0 | 36.4 | 37.9 | 40.3 | 41.3 | 94.2 | 41.4 | 39.3 | 41.4 | 43.0 | 41.1 |
| Decupency expenses | 9.4 | 12.2 | 3.5 | 8.7 | 7.4 | 39.7 | 9.5 | 12.2 | 3.5 | 1.7 | 7.5 |
| Deprecietion | 3.0 | 4.9 | 2.4 | 2.2 | 2.3 | 94.2 | 3.1 | 5.3 | 2. 6 | 2.3 | 2.6 |
| Repaira meintenance | 0.8 | 0.9 | 1.3 | 0.8 | 0.6 | 66.9 | 1.2 | 1. 6 | 1.6 | 0.8 | 0.9 |
| Meet. light \& tephone | 2.0 | 3.0 | 2.2 | 1.6 | 1.3 | 92.7 | 2.2 | 3.6 | 2.3 | 1.7 | 1.6 |
| Rent | 3.6 | 3.5 | 3.6 | 4.3 | 3.2 | 73.3 | 5.0 | 5.3 | 4.7 | 5.8 | 1. 2 |
| Personnel expenses | 26.2 | 15.0 | 27.4 | 29.4 | 32.6 | 92.6 | 28.3 | 21.2 | 27.1 | 29.8 | 32.7 |
| Financial expenses | 2.3 | 2.3 | 2.4 | 2.8 | 2.1 | 95.4 | 2.5 | 2.7 | 2.4 | 2.5 | 2. 1 |
| interest of bank enarges Professional fees | 1.6 0.8 | 1.5 | 1.7 | 1.8 0.8 | 1.4 | 79.5 81.3 | 2.0 | 2.5 | 2.0 0.9 | 1.9 0.9 | 1.5 0.8 |
| Other expenses | 16.8 | 11.1 | 15.8 | 19.8 | 13.1 | 100.0 | 18.1 | 18.1 | 15.8 | 15.8 | 13.8 |
| Profit (lost) | 6.3 | 16.0 | 7.2 | -0.6 | 2.7 | 99.0 | 8.4 | 16.0 | 7.4 | -0.8 | 2.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | - . | $\ldots$ | $\ldots$ | - . |

Symole
zero or no odserverions

- to0 trall to0 on expreseoc
. rot soplictol
$\times$ confiotntiol


## footnoter


iotel wighteg expenditure on given isem


This portion of the qable pertains only to the businesses reporting the specific expense item. Therefore these psios sefolculsted individuelly and the tors will not necesserily equil 1002.

## Moten

Dete ere shown by querqiles when st lest 13 of the sempled businessen report the specific item.

 migh and low velues of selus are shom.

Mow to ute the tesles

 \$00 25 .
131 Dete pertaining to the eelected seles size renge will be in thet outrila.

Stenderd Induseris CIEstiflestion Definiflon (SIC 1sgo):
Sic 2510 . Mousehol Furniture Industries
Businesses primerily shgeged in menufacturing housenglo furnitura. of ell kinds end of sll meteriels

TABLE 2. Balance sheet profil for incorporated businesses only. 1987
Onterio. Household Furniture Induseries (SIC 251)

|  | To8a!!11 | Botrom 25\% | $\begin{gathered} \text { Lowei } \\ m \cdot 51 e^{2}: 5 \% \end{gathered}$ | vope: $\text { midde : } 5:$ | Toc : $5 *$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 57 \\ & (1) \\ & (1) \end{aligned}$ | 1118 | $\begin{array}{r} 148 \\ 393 \end{array}$ | $\begin{array}{r} 392 \\ 884 \end{array}$ | $\begin{array}{r} 884 \\ \vdots!j \end{array}$ |
|  | Average (5000 si |  |  |  |  |
| Soumt |  |  |  |  |  |
| Ush | - | 5 | 9 | - | - |
| Accounts and notes peceivab le | 78 | 5 | 27 | 75 | 194 |
| Inventory | - | - | - | , | - |
| Dther curcent assets | 136 | 15 | 53 | 157 | 313 |
| Total current assets | 212 | 20 | 81 | 232 | 508 |
| Fixed sssets | 77 | 11 | 32 | 136 | 127 |
| Less: Accum. dep. on fixed essete Other ussets | 20 | 2 | 14 | 23 | 38 |
| Totel esests | 309 | 33 | 128 | 392 | 871 |
| Lizbilities and equitr |  |  |  |  |  |
| Current louns lisbilities | 105 | 16 | 42 | 127 | 231 |
| Total current lisbilities | 151 | 21 | 57 | 184 | 338 |
| Morigages parable | - | - | - | - | - |
| tong term deot | 8 | - | 4 | 9 | 22 |
| Other limbilities | 90 | 13 | 54 | 147 | 139 |
| - lisbilities | 250 | 35 | 114 | 340 | 49 |
| equity | 59 | -2 | 12 | 52 | 172 |


Set roole ifor symools and notes.

TABLE 3. Financial ratios(1) for incorporated businestes only. 1987
onserlo, Mousehold Furniture Industries (SiC 261)

|  | Total (2) | Sottom 25\% | $\text { middle } 25 \%$ | Uoper $\text { middle } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000^{\circ}$ s) Migh sales value $\left(\$ 000^{\circ}\right.$ s) | $\begin{aligned} & 157 \\ & 11 \\ & (1) \end{aligned}$ | 1118 | 168 <br> 393 | 393 884 | 884 |
|  | Averege |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.4 | 0.9 | 1.4 | 1.3 | 1.5 |
| Leverege retios <br> Dotieanity retio (times) <br> Interst coverage ratlo (times) <br> Oett patio (times) | 1.2 2.7 0.8 | 1 -21.8 1.8 1.0 | 9.8 0.9 | 6.5 1.8 0.9 | 2.9 4.8 0.7 |



See Tatol 1 for symols and sotis

## Definttlens:

1. Liquidlity potio:

Curfent seurrent issets / Current liotilities
2. Leverage ritios:

## Debt/equity a sotal limbilisies / equity.

Ded pasio stotal lisbilities / total assits
el Interest coversge a net profit - inceress oxpense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario. Mousehold Furniture Industries (SIC 2Ei)

|  | Total(1) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { miode } 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { micale } \end{array}$ | $\begin{aligned} & =00 \\ & 20: 8 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low sales value ( $\$ 000$ 's) High saies value ( $\$ 0000^{\circ}$ s) | $\begin{aligned} & 56 \\ & (1) \\ & \{1\} \end{aligned}$ | 1118 | $\begin{array}{r} 148 \\ 396 \end{array}$ | $\begin{aligned} & 396 \\ & 846 \end{aligned}$ | $846$ |
|  | Averege (\$000's) |  |  |  |  |
| Operting acivities Cash from onerations Oepreciation Other | $\begin{array}{r} 17 \\ -31 \end{array}$ | -8 3 -1 | $?$ -14 | $\begin{array}{r} -27 \\ 33 \\ -76 \end{array}$ | $\begin{array}{r} 22 \\ 27 \\ -31 \end{array}$ |
| Dividends | -6 | - | -5 | -5 | -14 |
| Investeent ectivities Disooses of fixad assets Purchase of fixed asset: lncrease in investmens Decresse in investment | - 30 | -1 | -12 | -37 | $\begin{array}{r} 11 \\ -88 \\ -1 \\ 1 \end{array}$ |
| Financing ectivities <br> Increse in long term deot <br> Repayment of long term dabt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Incresse in equity <br> Decresse in equity <br> Other | $\begin{array}{r}24 \\ -11 \\ 15 \\ -3 \\ \hline \\ 2 \\ \hline\end{array}$ | $\begin{array}{r}6 \\ -3 \\ \hline\end{array}$ | 13 -6 12 -1 | 47 -20 32 -2 | $\begin{array}{r}36 \\ -19 \\ 8 \\ -5 \\ \hline \\ 7 \\ \hline\end{array}$ |
| Increseldecrase) in essh tequivilents Cosh t equivelents-8eginning of the year Cosh t equivelents - End of the yeer | $\begin{aligned} & -19 \\ & -15 \\ & -34 \end{aligned}$ | $\begin{array}{r} -4 \\ 5 \\ 2 \end{array}$ | 2 5 7 | -51 -47 | $\begin{aligned} & -28 \\ & -71 \\ & -37 \end{aligned}$ |

 only those businesses reporting statement of changes.
see Teble? for symols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic classification in 1987
Ontario. Mousahold furniture Industrlet (SIC 251)

|  |  |  |  | Chenges in num with D | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in sverege labour units(1) | Number of businesses | Total payroll | Average labour unita(1) | $\begin{array}{r} \text { New } 1 y \\ \text { reoorting }(2) \end{array}$ | No Ianger peporting(3) |
| 1584 |  |  |  |  |  |
| Totel | 545 | 155.630 | 10.060 | 102 | 59 |
| $\begin{aligned} & \text { Iess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 434 \\ 86 \\ 22 \\ 3 \end{array}$ | $\begin{aligned} & 31.999 \\ & 59.577 \\ & 59.363 \\ & 44.691 \end{aligned}$ | $\begin{aligned} & 1.641 \\ & 3.055 \\ & 3.059 \\ & 2.304 \end{aligned}$ | 96 5 1 - | $\begin{array}{r} 53 \\ 6 \\ 2 \end{array}$ |
| 1587 |  |  |  |  |  |
| Totel | 835 | 214.410 | 14,180 | 94 | . . |
| $\begin{aligned} & \text { 1es: than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 498 109 27 5 | $\begin{aligned} & 41.831 \\ & 86.546 \\ & 74.681 \\ & 81.372 \end{aligned}$ | $\begin{aligned} & 2.083 \\ & 4.308 \\ & 3.892 \\ & 4.097 \end{aligned}$ | 86 6 2 | $\cdots$ $\cdots$ $\cdots$ |



 500 mployees in cansid as ahole but less then that number in eny given province it is show in the 500 and over group.
121 gofers io dusinesses reporting no pariall deductions in the previous year.
(3) Refers to businesses roporting mo payroll decuctions in the following year
"newly reporting" and eno longer reporting" busimesses ere essumed to hove been in activity for gix monsha mo the informetion is odusied accoroingty

5et isole 1 ior symols and notes.

TABLE 6. Salected operating eharacteristics of small businesses by sales quartile. 1985-1987
Onterio, Housenold Furniture Induseries (SIC 261)

|  |  | T. 00 le 5 \% | miccle -2. |  |
| :---: | :---: | :---: | :---: | :---: |

1985

| ```of observations in samole age saies $ -rucage exponse $ Average net profit {loss) $``` | 177 409.872 376.393 33.479 | $\begin{array}{r} 55.067 \\ 49.551 \\ 5.516 \end{array}$ | $\begin{array}{r} 146.779 \\ 48.539 \\ 98.240 \end{array}$ | $\begin{array}{r} 228.717 \\ 233.565 \\ -4.848 \end{array}$ | $\begin{array}{r} 1.208 .023 \\ 1.173 .918 \\ 35.007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -usinesses reporting orofit (Mo.) | 135 |  |  |  |  |
| Average sales | 423.178 | 55.822 | 146.593 | 248.413 | 1.243.877 |
| Averepe expenge $\$$ | 373.877 | 41.249 | 41.285 | 219.824 | 1.193.168 |
| Averege ner profits | 49.299 | 14.573 | 105.328 | 28.589 | 50.709 |
| Businesses reporting loss (Mo.) | 41 |  |  |  |  |
| Aversot ssios ${ }^{\text {a }}$ | 364.156 | 53.399 | 150.000 | 200.710 | 1.052.484 |
| Averspe exdenses | 396.363 | 67.911 | 174.500 | 255.289 | 1.087.753 |
| Averoge net loss \$ | -32.207 | -14.512 | -24.500 | -54.549 | -35.269 |

1885

| zor of observations in semplo | $\begin{array}{r} 158 \\ 334.809 \end{array}$ | 36.203 | 58.998 | 169.776 | 1.075 .458 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -reroge expense | 319.355 | 31.452 | 54.366 | 162.20s | 1.029 .394 |
| Average net Drofit (loss) ${ }_{\text {a }}$ | 15.254 | 2.751 | 4.832 | 7.567 | 46.064 |
| Businesees reporting aprofit (Mo.) | 117 |  |  |  |  |
| Averoge sales \$ | 350.943 | 34.873 | 55.685 | 179.802 | 1.133.610 |
| Averspe expense ${ }^{\text {sen }}$ | 325.072 | 31.366 | 47.355 | 159,470 | 1.082 .095 |
| Averige net profit\$ | 25.171 | 3.507 | 8.330 | 20.132 | 71.515 |
| Cusinesses reperting loss (Mo.) | 41 |  |  |  |  |
| Avorage swios \$ | 285.934 | 26.442 | 67.422 | 151.918 | 901.955 |
| Average expense s | 300.913 | 32.454 | 72.189 | 167.185 | 931.824 |
| Average net loss | -13.979 | -6.012 | -4.767 | -15.268 | -29.869 |

1987

| Jmber of observations in smaple <br> Average sales s <br> muer ge expense 5 <br> werege net profit (loses) $\$$ | 215 431.326 418.098 13.228 | 54.422 48.514 5.908 | 152.419 138.859 13.760 | $\begin{array}{r} 385.562 \\ 386.752 \\ -1.090 \end{array}$ | $\begin{array}{r} 1.132 .799 \\ 1.098 .468 \\ 34.331 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cusinesses reporting profit (Wo.) | 151 |  |  |  |  |
| Average sales $\$$ | 439.221 | 52.258 | 151.698 | 405.429 | 1.947.498 |
| herage expense \$ | 405.937 | 42.418 | 135.100 | 374.825 | 1.071.106 |
| Average net profit\$ | 33.284 | 9.840 | 16.298 | 30.604 | 76.392 |
| Cusinesses reporting loss (Mo.) | 54 |  |  |  |  |
| Average sales \$ | 410.559 | 60.36t | 159.017 | 350.279 | 1.072.593 |
| Averape moenses | 463.073 | 65.201 | 168.446 | 408.102 | 1.210 .562 |
| Averige net loss | -52.514 | -4.853 | -9.429 | -57.823 | -137.949 |


Set rable 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Onterio, Comercisl prineing industries (SIE 221)

|  | Fotal(1) |  | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ ? 5 \mathrm{~F} \end{array}$ |  | Lowerm:odie 25\% |  | Uoder$-100105=$ |  |  | To |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sampi (No. Lom sales valum ( $\$ 000^{\circ}$ ह) High sales value ( 5000 's) | $\begin{aligned} & 826 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 1 \\ 95 \end{array}$ |  | $\begin{array}{r} 99 \\ 228 \end{array}$ |  | $\begin{aligned} & 228 \\ & 531 \end{aligned}$ |  |  | 531 |  |
| Selected expense item | Industry oversge(2) |  |  |  |  | $\begin{aligned} & \text { Mbusi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reoorting businesses is |  |  |  | $3)$ |
|  | Toral | sottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { iodil } \end{aligned}$ $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Sottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { upoer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of so.s: |  |  |  |  |
| Cost of seies | 27.5 | 23.1 | 28.6 | 28.7 | 29.0 | 84.2 | 32.8 | 39.7 | 32.3 | 30.3 | 30.3 |
| Dceupancy expences | 10.5 | 13.2 | 11.5 | 3.1 | t. 4 | 55.2 | 11.1 | 15.3 | 11.5 | 9.5 | 8.5 |
| Deprecietion | 3.7 | 4.0 | 4.0 | 3.1 | 3.8 | 85.9 | 4.3 | 8.5 | 4. 3 | 3.7 | 3.7 |
| Repaira maintenance | 1.0 | 1.2 | 1.2 | 0.8 | 1.0 | 71.1 | 1.5 | 1.9 | 1.6 | 1.2 | 1.3 |
| Hest. light a teledhone | 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 | 5.3 | 26.2 | 32.0 | 32.3 | 13.0 | 28.1 | 13.5 | 28.5 | 32.5 | 32.7 |
| Financisl expenses | 2.8 | 3.0 | 3.1 |  |  | 24.1 | 3.0 |  | 3.2 |  | 2.1 |
| Intorest 8 bank charges | 1.9 1.0 | 2.1 0.9 | 2.0 1.1 | 2.0 1.1 | 1.1 | 82.4 90.4 | 2.2 | 3.0 1.3 | 2.4 | 2.2 1.1 | 1.6 0.8 |
| Other expenses | 24.3 | 25.5 | 25.1 | 28.0 | 20.2 | 100.0 | 24.3 | 25.5 | 25.4 | 25.0 | 20.2 |
| Protit (loss) | 5.5 | 19.5 | 7.2 | 3.3 | 7.5 | 51.7 | 1. 6 | 19.1 | 7.3 | 3.4 | 7.9 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | - . |  |  |  |

Symbol:
1ero or no observations
-- 100 sneli to0 De expressed
. not epplicoble

* conlidentis


## Foctnotet




 indiviquelly and the totel will not necesserily equel $100 \%$

## motes


 one querter of the totel number of businesses. Within etch quertile. the overege retio is presented. Por comperison purposes. the high and low velugs of seles irs shown.

How to use the sebles

12 the seineted renge will ingicete the proper quertile. i. the botton 25\%. the lower midde 25\%. the upper nidde 25\% or the sop $25 \%$.
(3) Dete pertbining to the selected salst ize renge will be in thet quartile.

## Stenderd Induseriel Classificstion Definition (SIC 1880):

SIC 2810 . Comercinl Printing Industries
Businesses primerity engeged in the production of commepcisl endor job printing regerdues of the printing ethod or procets usted flesterpress. including flexographic. photographic or lithogrsonic: integlio or grave; stemcil printing or sillesereen. etc.l

TABLE 2. Balance sheet prof 11 for incorporsted businesses only. 1987
Onterlo, Comercisl Printing Industries (SIC 281)

|  | Total(1) | $\begin{gathered} \text { Bottom } \\ =5 \% \end{gathered}$ | $\begin{aligned} & \text { lower } \\ & \text { miocle } 5 \% \end{aligned}$ | Jope <br> miodie こ5: | $-20$ $\therefore$ : |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somole iMo. Low sales value ( $3000^{\circ}$ s) High saies value ( $5000^{\circ}$ s) | $\begin{array}{r} 528 \\ 11 \\ 111 \end{array}$ | 811 | $\begin{aligned} & 189 \\ & 341 \end{aligned}$ | $\begin{aligned} & 349 \\ & 517 \end{aligned}$ | $67$ |
|  | Average ( 8000 ', |  |  |  |  |
| 9 | - | - | - | - | - |
| ..junts eno notes receivable | 79 | 18 | 32 | 70 | :95 |
| inventory | - | - | , | - | - |
| Opher eurrent assets | 64 | 11 | 35 | 80 | 151 |
| fotsl current assê: | 143 | 29 | 67 | 130 | 346 |
| Fixed essets | 106 | 30 | 54 | 88 | 252 |
| Less: accum. deo. On fixed assets Other asents | - 15 | $\overline{5}$ | $\overline{7}$ | 15 | 34 |
| Totel ustets | 255 | 64 | 128 | 233 | 832 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Other eurrent lisbilities | 86 108 | 23 33 | 51 61 | 83 103 | 185 235 |
| Mortgages Dayable |  |  | - | . | - |
| Long term deot | 8 | 4 | 4 | 7 | 16 |
| Other liabilities | 55 | 18 | 21 | 48 | 133 |
| Total lisbilitios | 171 | 55 | 87 | 159 | 384 |
| Total equity | 34 | 9 | 42 | 75 | 248 |

These estimeses are besed on smple of businesses reporting sel betwem $\mathbf{8 5 5 , 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$
see imole ifor symols and notes.

TABLE 3. Financisi retios(1) for incorporsted businesset only. 1987
Ontario, Commerclal Printing Induseries (Sic 2il)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lower midde $25 \%$ | Upper midde 25 \% | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| B Ginesses in samol (Mo.) sales value ( $\$ 000 \mathrm{o}$ ) 3n sales value $\left(9000^{\circ}\right.$ s) | $\begin{aligned} & 528 \\ & 11) \\ & (1) \end{aligned}$ | 11 181 | 189 | 341 | $\begin{aligned} & 677 \\ & (1) \end{aligned}$ |
|  | Averese |  |  |  |  |
| Llauidlty retio Current retio (times) | 1.3 | 0.9 | 1.1 | 1.3 | 1.5 |
| Leversae retios <br> Debt/eavity potio (times) <br> Interest coverege rotio (times) <br> Detot ratio (times) | $\begin{aligned} & 1.8 \\ & 4.9 \\ & 0.6 \end{aligned}$ | $\begin{aligned} & 6.1 \\ & 2.0 \\ & 0.9 \end{aligned}$ | 2.1 2.3 0.7 | 2.1 5.5 0.7 | 1.5 8.0 0.6 |

(i) The retios fepteent the geverg of rmtios for each businesi in the groug and cennot be csicultud from the figures shown in table 2 .

see 1e0in 1 for symbois end netes.

## Asfinitions:

1. Liquidity retio:

Curront ecurrent assets / curpen limilities.
2. Leverspe fitias:

- Deblequity z total lisbilifies/ mavisy.
D) Detr ratio z totel lispilities / total sesets.
c) interest coverage $z^{\text {net }}$ profit interest expense/ interest expense.

TABLE 4. Statement of enanges in financial position for incorporated businesses only. 1987
Dntario, commercial Printing industries (Sic 281)

|  | Total1! | $\begin{array}{r} 30+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { midode } 25 \%$ | midale 25: | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.l Low sales value ( $\$ 000^{\prime}$ s) High soles value $\left(9000^{\prime}\right.$ s) | $\begin{array}{r} 351 \\ 111 \\ (1) \\ \hline \end{array}$ | (1) | 181 <br> 352 | $\begin{aligned} & 352 \\ & 586 \end{aligned}$ | 385 11 |
|  | Average (\$000's) |  |  |  |  |
| Opersting ectivities Cash from ootations Depreciation Other | $\begin{aligned} & 35 \\ & 20 \\ & -9 \end{aligned}$ | $\begin{array}{r} 14 \\ 8 \\ 1 \end{array}$ | $\begin{array}{r} 21 \\ 11 \\ 3 \end{array}$ | $\begin{aligned} & 25 \\ & 17 \\ & -8 \end{aligned}$ | 69 45 -31 |
| Dividends | -18 | $-13$ | -13 | -15 | -21 |
| Invertment ectivitios <br> Dindosal of fixed ussets <br> Purchase of fixed assets <br> lncrese in investment <br> Decrease in investment | $\begin{array}{r} 7 \\ -40 \\ -2 \\ 2 \end{array}$ | -9 | 2 -21 -2 2 | $\begin{array}{r}6 \\ -26 \\ -2 \\ \hline\end{array}$ | $\begin{array}{r} 18 \\ -04 \\ -4 \\ 4 \end{array}$ |
| Fimencing ectivitios <br> Increase in long term debt <br> Rederment of long term debt <br> Loang from stareholders <br> Reporment of loans from snarenolders <br> Advances \& loans from government <br> increse in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 15 \\ -11 \\ 7 \\ -5 \\ 7 \\ 1 \\ -1 \\ -1 \end{array}$ | 5 -4 1 -2 | 7 -7 4 -1 -1 -2 -1 | 10 -8 5 -5 - - -1 | $\begin{array}{r} 39 \\ -23 \\ 17 \\ -9 \\ - \\ 2 \\ -2 \\ -1 \end{array}$ |
| Increses(decpese) in cash \& equivalents Cash 1 equivelonts-Beginning of the rear Cash squivalents . End of the yeer | 18 | 1 -2 -1 | 1 18 17 |  | 1 19 20 |

 only those busincesos reporting statement of chenges.
Set itol I for symbols and notis

TABLE 5. Employment changes by fize of business, 1984-1987 besed on sic ciessification in i987 Onterio. Commercial Printing industries (Sic 281)

| Businest size expressed in everage labour units(1) | Number of businesses | $\begin{array}{r} \text { Total oayrolt } \\ \left(\$ 000^{\prime}\right. \text { s) } \end{array}$ | Avernge lebour unitg(1) | Changes in number of businesses with peid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.577 | 770.257 | 35.128 | 205 | 187 |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{\circ}-99 \\ & 100=499 \\ & 500 \text { ond over } \end{aligned}$ | 1.412 172 50 13 | $\begin{aligned} & 126.534 \\ & 151.722 \\ & 156.202 \\ & 335.809 \end{aligned}$ | $\begin{array}{r} 5.897 \\ 7.038 \\ 7.245 \\ 15.646 \end{array}$ | 198 7 3 | $\begin{array}{r} 156 \\ 10 \\ 1 \end{array}$ |
| 1587 |  |  |  |  |  |
| Totel | 1.392 | 1.071.191 | 40.114 | 213 | - . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-99} \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.713 \\ 203 \\ 82 \\ 14 \end{array}$ | 187.139 215.288 225.085 449.399 | $\begin{array}{r} 8.989 \\ 8.008 \\ 8.385 \\ 16.732 \end{array}$ | 257 9 7 | $\ldots$ $\ldots$ $\ldots$ |



 300 employees in cansdes bes whol but less than thet number in thy given province it is shown in the goo and over group.
121 Refers to businesses reporting no payroll deductions in the provious yedr
(3) Refers to businesses reporting no peyroll deductions in the following yeer
"Wewly reporting" and ono longer poorting" businesses er osguned co hove been in ectivity for six months end the informeton is odjusied accordingly.

Soe Tible i for symbols and notes.

TABLE 6. Seiected operating characteristics of small businesses by sales quartile. 1985-1987 Ontario, Commerciel Printing Industries (SiC 281)



1985

| Mumber of observetions in samole | 779 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average seles | 352.645 | 62.780 | 139.331 | 295.445 | 913.029 |
| Average expense $\$$ | 328.284 | 55,153 | 133.413 | 282.899 | 841.661 |
| Avorage net profit (loss) | 24.362 | 7.617 | 5.918 | 12.546 | 71.358 |
| Susinesses peporting a prolit (Mo.) | 135 |  |  |  |  |
| Average seles $\$$ | 347.435 | 61.189 | 136.580 | 292.093 | 899.898 |
| Querage expense | 315.495 | 48,890 | 124.953 | 271.231 | 818.905 |
| 二rerage net profit $\$$ | 31.940 | 12.279 | 11.627 | 20.882 | 82.993 |
| - Busimuses roperting lose (Mo.) | 140 |  |  |  |  |
| Average saless | 392.574 | 58.829 | 145.452 | 305.787 | 1.049 .249 |
| Avorage expenses | 412.835 | 78.714 | 155.309 | 316.823 | 1.098,493 |
| Avorage not losss | -20.281 | -9.885 | -8.857 | -13.056 | -49.244 |

1987

| Mumber of observations in smple | 850 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 8 | 384.721 | 46, 208 | 183.820 | 348.339 | 980.515 |
| Average expense $\$$ | 357.252 | 39.062 | 151.548 | 331.673 | 906.725 |
| Average net profit (loss) \$ | 27,459 | 7.146 | 12.272 | 16.866 | 73.790 |
| Butinesses reporting a profit (Mo.) | 528 |  |  |  |  |
| Average salos S | 387.394 | 46.586 | 164.985 | 355.051 | 982.955 |
| Average expenses | 347.419 | 34.402 | 146.652 | 318.618 | 890.002 |
| terage net profits | 39.975 | 12,184 | 18,333 | 36.433 | 92.953 |
| Hutinesses reporting leat (Mo.) | 122 |  |  |  |  |
| Average stils | 374.140 | 64.591 | 159.146 | 327.743 | 965.081 |
| Average exdense 8 | 403.605 | 59.004 | 171.186 | 371.729 | 1.012.501 |
| Average net loss ${ }^{\text {s }}$ | -29.465 | -14.413 | -12.040 | -43.986 | -47.420 |


Sen leble 1 for symbols and motes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Platemaking, Typesetting \& Bindery Industry (Sic 282)

|  | Total/1 |  | Bottom 25\% |  | $\text { miodle } \begin{gathered} \text { ower } \\ \text { mi } \end{gathered}$ |  | $\begin{aligned} & \text { Jeper } \\ & \text { m. oal ? } \end{aligned}$ |  |  | 900 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (Mo. Low sales value ( 5000 s) Mign salos valut $1 \$ 000^{\circ}$. | $\begin{aligned} & \because 10 \\ & \vdots 1! \end{aligned}$ |  | (1) |  |  | $\begin{array}{r} 81 \\ i 75 \end{array}$ | $\begin{array}{r} 175 \\ 508 \\ \hline \end{array}$ |  |  | 508 |  |
| Selected exoense item | industiy orecege(2) |  |  |  |  | $\begin{aligned} & \text { \%ousi= } \\ & \text { nesses } \\ & \text { rodorting } \end{aligned}$ | Reporting Dus nesses shlvi 31 |  |  |  |  |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lomer } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { uooer } \\ & 25 \% \\ & 2 . d e l \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toral | $\begin{array}{r} 30+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { madole } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Yooer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 18.3 | 8.1 | 27.1 | 17.1 | 19.7 | 65.1 | 28.1 | 28.3 | 50.1 | 21.3 | 21.6 |
| Decuomey expenses | 14.1 | 16.2 | 11.4 | 11.8 | 10.2 | 59.2 | 14.2 | 16.7 | 18.4 | 11.9 | 10.2 |
| Depreciation | 5.8 | 5.2 | 8.8 | 5.0 | 4.2 | 90.3 | 6. 4 | 6.8 3.0 | 8.6 | 8.1 | 4.2 |
| Redsips staintenance | 1.3 | 0.9 | 1.9 | 1.0 | 1.3 | 69.0 | 1.9 | 3.0 | 2.1 | 1.3 | 1.7 |
| meet. light \& teleohone | 1.8 | 2.0 | 2.3 | 1.6 4 | 1.3 | 80.6 78.5 | 2.2 6.7 | 3.5 11.9 | 3.1 6.7 | 1.7 5.1 | 1.1 4.2 |
| Rent | 5.3 | 8.1 | 5.6 |  | 3.3 |  | 6.7 | 11.9 | 6.7 | 5.1 | 4.2 |
| Personnel expenses | 27.2 | 4.8 | 17.8 | 37.7 | 43.0 | 12.9 | 32.8 | 15.8 | 24.4 | 31.6 | 43.4 |
| Finenciel expenses | 3.3 | 3. 8 | 4.0 | 3.1 | 2.5 | 92.2 | 3.5 | 4.1 | 4.6 | 3.2 | 2.5 |
| interest \& bonk cherges | 2.2 | 1.8 | 3.1 | 2.0 | 1.6 | 78.0 | 2.8 | 3.6 | 4.1 | 2.2 | 1.8 |
| Protessional fees |  | 1.8 | 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 | 15.2 | 100.0 | 25.0 | 42.5 | 20.3 | 21.5 | 15.3 |
| Peofit (loss) | 12.0 | 20.0 | 12.0 | -7.1 | 1. | 99.7 | 12.1 | 20.0 | 12.0 | 7.1 | 1. 3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - $\cdot$ | - . | -.. | - . |

## Symol:

```
- 2ero or no observarions
-. to0 small to0 be expresesd
not moplicsule
* conliomential
```


## Footnotes


(2) Velun in ench cell $=\frac{\text { lotel weighted expenditure on given item }}{\text { lotal weighted seles of tl busingses in the senple }} \times$ loo for onch ouersile.

 individually and the lotel mill not necssserily squel 1008.

## Mat ${ }^{\circ}$

Dete st shown by quirtiles mon titest 13 of the sempled businesses report the specific iten.
 on querter of the totsl mumber of businusses. Within eech quertile. the ever pge retio it presented. for comperiton purposes. the high and low vilues of gel en ers hown.

## How to use the \&


 $10025 \%$.
13) Dote pertaining so the selected teles sire renge will be in thet guartile.

Standerd Industrial Citesificetton befinleion SSIC 18801:
SIC 2120 - Ploteveking, Typesetting end sindery Induatry
Businesses primerily engeged in providing specisized services so the printing and publighing trades, bevertising tgencies or others: the making of image bearing ghotographic film. glates ond prinsers oies of ell iypes: tyossetting for the prinsing trade: meking Dinders of covers: hand or machine bindery mort end li ited pos? oprinting. converting or finithing opertiont. incluced ere businesses ongaged in phoiographic film developing. prinsing end enierging.

TABLE 2. Balance sheet profil for incorporated businesses only. 1987
Onsarlo, Platemaking, Typesetting sindery Industry (5ic 282)


Se table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated butinesses only. 1987
Ontario. Piatemaking. Typesetting Eindery Industry (SIC 282)

|  | Tote(12) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { midd Lomer } 25 \text { r }$ | Upper middle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| * S. nesser in samole (No.) sties value ( $\$ 000$ 's) <br> in stas volue $(\$ 000$ s) | 188 111 111 | $\begin{array}{r} 11) \\ 96 \end{array}$ | $\begin{array}{r}96 \\ 289 \\ \hline\end{array}$ | $\begin{array}{r}289 \\ 839 \\ \hline\end{array}$ | 639 $11)$ |
|  |  |  | Averege |  |  |
| Liquidity ratio Current retio (times) | 1.6 | 1.4 | 2.2 | 1.4 | 1.5 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage patio (times) <br> Debt iatio (imes) | 1.1 8.5 0.6 | $\begin{aligned} & 7.1 \\ & 0.8 \\ & 0.9 \end{aligned}$ | $\begin{array}{r} 0.7 \\ 13.4 \\ 0.4 \end{array}$ | $\begin{aligned} & 1.8 \\ & 5.7 \\ & 0.8 \end{aligned}$ | 1.4 0.5 0.6 |

Ill the resios represent the everege of prios for eech ousiness in the group end cennos pe calculeter from the figures show in imblez
121 These estimtes sra bised on smpl of businestes reporing selos betwen $\mathbf{2 5}, 000$ wnd $\mathbf{8 2}, 000,000$
sen Teole for symols and notes.

## minitions:

1. Llavidity ratio:

2. Leverage retine:
ol Debt/equisy = total liasilisies / equity
b) Geor retio : potal liobilities / total assets
c) Interest coverage $z^{\text {nit }}$ pralit - interest expense / interest expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1987 Ontarlo, Platemaking, Typeserting Bindery Industry (SIC 282)

|  | To:a1(1) | 80110 m 25: | Lowe miode EE | $\begin{aligned} & \text { Joeer } \\ & \pi 1001 e^{2}: 5 \% \end{aligned}$ | Toc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No. Low sales value ( $\$ 000$ 's) Hign sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 133 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & \{1\} \\ & 95 \end{aligned}$ | $\begin{array}{r} 98 \\ 313 \end{array}$ | $\begin{array}{r} 313 \\ \hat{18} 80 \end{array}$ | 686 $1 i$ |
|  | Average ( $\$ 000$ \% |  |  |  |  |
| Operating activities Casn fom ooplations Dopreciation Other | $\begin{aligned} & 33 \\ & 24 \end{aligned}$ | ${ }_{11}^{6}$ | 5 13 6 | 35 20 -2 | 37 51 -7 |
| Dividends | -17 | -5 | -4 | -24 | -35 |
| Investment ectivities <br> Disoosal of fixed asests <br> Purchase of fixed assess <br> Incresse in investment <br> Decrease in investment | 2 -40 -2 2 | -33 | -14 -5 3 | $-23^{2}$ | 5 -92 -2 1 |
| Financing ectivities <br> Increese in long term deb: Reparment of long term debi Loeng from shareholders Reperment of loens fiom shastholders Advances 8 loans from government Increse in equity Oecrease in equity Other | $\begin{array}{r} 13 \\ -12 \\ 17 \\ -8 \\ 5 \\ 5 \\ -2 \end{array}$ | -5 <br>  <br> 22 | 8 -8 38 -3 | $\begin{array}{r} 12 \\ -18 \\ -18 \\ - \\ - \\ - \\ -8 \end{array}$ | 35 -25 15 -13 - - -1 -6 |
| Incresen(decressel in cash t equivalents Cash $t$ equivelonts-8eginning of the yoar Cash equivalonts - End of the yesr | 14 32 46 | -5 -1 -5 | 38 100 138 | 12 17 | 12 18 |

(11) These estimetes are besed on sample of incorporated businesses reporting sales betmeen $\mathbf{8 2 5}, 000$ ano $82,000,000$. Sample count inciudet only those businesses reporting stextment of changes.
see lobl i for symols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC claselfication in i987 Ontario. Platemating. Typesetting Bindery Industry (SIC 282)

| Business size expressed in averege labour units(1) | Number of ousinesees | $\begin{array}{r} \text { Totel perroll } \\ \left\{\$ 000^{\prime} \text { s } \mid\right. \end{array}$ | Averege labour units(1) | Changes in number of businusses with peid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Mewly } \\ \text { reporting }(2) \end{array}$ | No Ionger reporting(3) |
| 1584 |  |  |  |  |  |
| Totel | 631 | 218.124 | 9.55i | 105 | 63 |
| $\begin{aligned} & \text { les: then } 20 \\ & 20-99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 518 \\ 89 \\ 23 \\ 1 \end{array}$ | $\begin{array}{r} 48.500 \\ 78.798 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.169 \\ 3.35 \% \\ 3.580 \\ 458 \end{array}$ | $\begin{array}{r}106 \\ 3 \\ - \\ \hline\end{array}$ | $\begin{array}{r} 54 \\ 3 \\ 2 \\ \hline \end{array}$ |
| 1587 |  |  |  |  |  |
| Totel | 709 | 296.701 | 12.023 | 102 | , |
| $\begin{aligned} & \text { lese then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 570 107 31 1 | $\begin{array}{r} 58.603 \\ 111.454 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.470 \\ 4.323 \\ 4.906 \\ 324 \end{array}$ | 98 4 2 | $\cdots$ |

 Supver of Emplovent. Payroll ono hours. Slatistics Conade. Cetologue $92-002$. An aver age labour unit could be interpieted as a full-time mployen. Mote thet the business size proups used ere cetermined el the conoot ievel. Thus if businges hes of least 500 encloyees in Canode ss whole but less than thes number in any given province it it anow in the 500 ond over group.
(2) Reters 10 busimesses peporting no deyroll deouctions in the previous year
(3) Reters to businesses peporting no paytoll deductions in the following year
"Newly reporting" and "no longer reporing" businsses ere essumed to meve been in activity for six months and the infornetion is edjusted accordingly.

Set isole for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$ Dntario. Platamaking, Typesetting Bindery Industry (SIC 282)

|  | Tcesil! | 30::0m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { A. cule } \\ \hline 5 \% \end{array}$ | midol | -is |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| - of observations in sumple | 209 |  |  |  |  |
| age sales $\$$ | 294.245 | 50.401 | 132.026 | 259.463 | 733.091 |
| -urage exdense 5 | 281.993 | 43.548 | 121.046 | 245.921 | 717.356 |
| Average not diofit (loss) 5 | 12.252 | 5.753 | 10.980 | 15.542 | 15.735 |
| Businesses reporting profit (Mo.) | 290. $\quad 172$ |  |  |  |  |
| Averege sales 5 | 290.771 |  |  | 254.721 | 722.852 |
| Average expense ${ }^{\text {a }}$ a | 252.926 37.845 | 39.063 10.501 | 115.016 | 233,174 | 624.450 |
| Averege net orofits |  |  |  | 21.547 |  |
|  |  |  |  |  |  |
| Aversee seles $\$$ | 306.959 | 55,185 | 122.858 | 283.800 | 755.003 |
| Average expenses | 377.515 | 79.498 | 135.495 | 288.152 | 1.006 .913 |
| Average net loss | -70.556 |  | -12.62 | -4.352 | -241.990 |

1988

| Mumber of observetions in stmple | 217 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average salos 5 | 255.139 | 52.982 | 104.121 | 198.463 | 705.031 |
| Average expense \$ | 251.809 | 41.998 | 120.650 | 189.805 | 654.782 |
| Average net profit (loss) \$ | 13.330 | 10.984 | -16.529 | 8.638 | 50.249 |
| Susinesses reportint profit (Wo.) | 185 |  |  |  |  |
| Avorege selcs ${ }^{\text {cher }}$ | 294.286 | 49.717 | 108.758 | 208. 401 | 810.267 |
| average exdenses | 282.325 | 31.153 | 97.711 | 189.113 | 731.253 |
| -ropege nei profit \$ | 31.961 | 18.564 | 10.977 | 19.288 | 79.014 |
| Buginesses reporting e loss (Mo.) | 52 |  |  |  |  |
| Averses stios | 185.357 | 81.985 | 102.823 | 178.754 | 397.884 |
| Averege expenses | 205.479 | 72.101 | 127.051 | 191.175 | 431.587 |
| Average net loss $\$$ | -20.122 | -10.135 | -24.228 | -12.421 | -33.703 |

1987


[^2]Ses Toole 1 for symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Publisning industries (SIC 283)

|  | Totaill |  | $\begin{gathered} \text { Bor:om } \\ 25 \% \end{gathered}$ |  | $\begin{aligned} & \text { Lowe! } \\ & m+d o l e ~ \\ & 2 E \% \end{aligned}$ |  | Uoce? - adole 35\% |  |  | $=0$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $5000^{\circ}$ s) | $\begin{aligned} & 125 \\ & (1) \\ & 11) \end{aligned}$ |  | $\begin{array}{r} 11) \\ 46 \end{array}$ |  | $\begin{array}{r} 46 \\ 143 \end{array}$ |  |  | 14 39 |  |  |  |
| Selectedexpense item | industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi= } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Recorting businesses onty $\{$ 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Upder idd 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Torel | $\begin{array}{r} \text { Bortom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Joder } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  |  |  | cent of | 3: |  |
| Cost of sales | 1.3 | 7.7 | 7.7 | 11.1 | t. 2 | 38.5 | 22.1 | 24.5 | 27.1 | 22.0 | 15.7 |
| Oceupancy expenses | 4.5 | 15.3 |  |  |  | 57.3 | 1.7 | 19.3 |  |  | 8. 4 |
| Dedieciation | 9.4 | 1.2 | 0.9 | 1.1 | 2.3 | 84.5 | 1.6 | 1.3 | 1.1 | 1.7 | 2.3 |
| Rodeirs sesintenance | 0.3 | 0.2 | 0.2 | 0.4 | 0.4 | 28.5 | 1.1 | 1.7 | 0.9 | 1.8 | 1.8 |
| Hest, light felephone Rent | 1.3 5.5 | 0.7 17.2 | 1.7 | 1.3 | 1.4 | 64.9 75.2 | 2.0 7.3 | 17.2 | 2.4 | 1.7 2.5 | 1.8 2.8 |
| Personnel expenses | 22.3 | 2.8 | 28.3 | 25.6 | 30.6 | 12.8 | 28.9 | 3.0 | 28.7 | 27.0 | 30.6 |
| Fimencisl expenses | 3.3 | 3.7 | 2.3 | 4.7 | 2.7 |  | 3.5 | 3.7 |  |  |  |
| lnterest \& bank cherpes | 1.2 2.2 | 2.4 | 0.5 1.8 | 1.9 3.9 | 1.0 | 74.0 80.3 | 1.6 2.7 | 2.8 2.9 | 0.1 | 1.2 3.9 | 1.2 |
| Other expenses | 57.7 | 72.1 | 53.3 | 51.2 | 54.4 | 100.0 | 57.7 | 72.1 | 53.3 | 51.2 | 54.4 |
| Profit (loss) | -0.7 | -8. 4 | 4.0 | 1.4 | $-2.2$ | 38.5 | -0. | -6.1 | 4.0 | 1.4 | -2.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . $\cdot$. | ... | -•• | . |

Symbola

- zero or no ooserverions
* 800 snell too De expressed
. Hot apolicate
- confidentisl


## Feotnote:




Inis Dortion of the table pertoins only to the businesses reporting the soecific expense iten. Therefore these reties ere calculated individuelly and the total will not necesserily equ! $100 \%$.

## Moes

Dese are shown by quartiles when at lest 13 of the sumpled businesses report the specific irem.
 ons querter of the totel number of businesses. Within est quartile. ine wyerage petio is prosented. For congerison purposts. the high and low velues of seles are shown

Mow to use the tedles

(2) The selected renge will indicate the proper quertile, i. . the botson 25z. the lower nidde 258. the upper niddi 25z or the TOD $25 \%$.
(3) Desa pertaining to the selected eles size renge will be in thet quertile.

## Stenderd Industrisi Clastiflcetion Definition (5IC 1stel:

[^3]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Publishing Indusiries (S1C 283)

|  | Tots!! 1 ! | Sot:om | niode $25 \%$ | Joper $\text { mode } 25 \%$ | Toc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in sample iNo.) bom sales value $\$ 000$ st $\Rightarrow$ Gh ses value ( $5000^{\circ}$ s) | $\begin{aligned} & 113 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{array}{r} 11 \\ 33 \end{array}$ | 83 208 | $\begin{aligned} & 205 \\ & 499 \end{aligned}$ | $499$ |
|  | Iverage ( 5000 , 3) |  |  |  |  |
| 4, ${ }^{\text {n }}$ | - | - | - | - | - |
| Accounts and notes receivable | 45 | 5 | 11 | 38 | 124 |
| Inventory | - |  | $=$ | - | - |
| Other cuppent assets | 79 | 13 | 48 | 51 | 203 |
| Totel cupiont essets | 124 | 18 | 59 | 88 | 326 |
| Fixed assints | 24 | 2 | 5 | 22 | 65 |
| Less: Accum. dep. on fixed asets Othor ussets | 19 | - | 15 | 12 | 45 |
| Total msets | 187 | 20 | 73 | 123 | 436 |
|  |  |  |  |  |  |
| Other current lisbilities | 94 | 12 | 48 | 85 | 245 |
| Total current lieoilitios | 110 | 13 | 55 | 77 | 289 |
| Mortesges payeble | - | - | - | - | - |
| Long term deot. | 1 | \% | - | 2 | 103 |
| Other lisbilities | 38 | 7 | 18 | 22 | 103 |
| al linbilities | 149 | 20 | 73 | 102 | 393 |
| Sotal eanity | 18 | -1 | 5 | 21 | 43 |


See T题l i for symols and motes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
oneario. Publishing Industries (SiC 283)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { midol Lower } 25 \%$ | Uoper midole 25\% | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinnsses in samole (No.) sales value ( $\$ 000$ s) seles value ( 8000 s) | 113 11 11 | $\begin{array}{r} 11 \\ 83 \end{array}$ | 83 206 | $\begin{array}{r} 206 \\ 499 \end{array}$ | $\begin{aligned} & 499 \\ & (1) \end{aligned}$ |
|  | Averege |  |  |  |  |
| Liquidity retio Cursent patio (times) | 1.1 | 1.3 | 1.1 | 1.1 | 1.1 |
| Leverage retios Debt/equity retio (times) Interest coverege ratio (times) Debt ratio (times) | 8.4 0.6 0.9 | -33.1 $i .0$ | 12.7 0.9 | $\begin{aligned} & 4.8 \\ & 3.5 \\ & 0.8 \end{aligned}$ | 9.1 0.3 0.9 |



Sev Teste ifor iymools and noter

## Definitions

1. Hiquidity tetie:

Current a current asests furrent litbilities.
2. Leverege pelies:

I Debt/equity $=$ total liebilities / equisy
b) Debt patio = totsl lisbilities $/$ totel assets


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

| Ontario. Publishing Industries (SIC 283) |  |
| :--- | :--- | :--- | :--- |

11 These estimates are basto on sample of incorporated businesses peporting sales between $\mathbf{5 2 5}, 000$ end $\mathbf{5 2 , 0 0 0 , 0 0 0 \text { . Smple count incluces }}$ only those businestes reporting stetenent of changes
see inole for smbols and notes

TABLE 5. Employwent changes by size of business, 1984-1987 based on SIC clessification in 1987 Onterlo. Publishing Industries (SIC 2t3)

| 慁usiness size exoressed in sverage leboup units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averege labour units(1) | Chenges in number of busineseses with oeid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 532 | 215.755 | 10.435 | 100 | 54 |
| $\begin{aligned} & \text { les: then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 45 \\ 51 \\ 18 \\ 5 \end{array}$ | $\begin{aligned} & 31.057 \\ & 36.019 \\ & 72.990 \\ & 79.699 \end{aligned}$ | $\begin{aligned} & 9.516 \\ & 1.749 \\ & 3.352 \\ & 3.878 \end{aligned}$ | $\begin{gathered} 96 \\ 3 \\ 1 \end{gathered}$ | $\begin{aligned} & 47 \\ & 6 \\ & 1 \\ & \hline \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Total | 575 | 319.811 | 13.483 | 15 | - . |
| $\begin{aligned} & \text { Its: than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 88 83 19 7 | $\begin{array}{r} 41.543 \\ 63.341 \\ 64.947 \\ 146.050 \end{array}$ | $\begin{aligned} & 1.704 \\ & 2.713 \\ & 2.947 \\ & 8.039 \end{aligned}$ | 10 9 | $\because$ $\cdots$ $\cdots$ |

[^4]Wewly reportinge and Eno longer peorting" businesses er essumed to meve oen in ectivity for six months ond the informion is odjusted eccordingly

[^5]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Ontario, Publlshing industries ( $\$ 16$ 283)


| nuour of observations in sumple | 137 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| hverage saies $\$$ | 362.902 | 59.179 | 154.370 | 357.370 | B66.690 |
| Average expense 5 | 347.583 | 49.714 | 178.786 | 317.939 | 845.895 |
| Aver ${ }^{\text {a ge }}$ net orofit (loss) 5 | 15.319 | 3.465 | -21.814 | 39.431 | 40.195 |
| Susinesses reporting profit (Mo.) | 102 |  |  |  |  |
| Averege sales $S$ | 315.047 | 51.198 | 189.291 | 267.69 | 716.079 |
| Average exoenst | 270.993 | 39.990 | 122.279 | 287.589 | 634.112 |
| Avormge net orofit | 45.054 | 11.208 | 27.012 | 60.029 | 81.967 |
| Businetses reqorting a loss (Mo.) | 35 |  |  |  |  |
| Aversge sales 5 | 519.990 | 57.585 | 168.911 | 3718.479 | 1.476 .988 |
| Average mpense 5 | 582.088 | 71.348 | 291.399 | 313.630 | 1.581 .976 |
| Average not loss 5 | -82.098 | -13.753 | -124.488 | -5.151 | -104.990 |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mumber of observations in smple | 127 |  |  |  |  |
| Average sales | 232.199 | 59.889 | 116.100 | 202.431 | 542.374 |
| Average expense \$ | 233.440 | 78.616 | 116.623 | 226.938 | 511.581 |
| Average net profit \{losè s | -1.241 | -10.727 | -523 | -24.507 | 30.793 |
| Bucinestes reporting profit (Mo.) | 14 |  |  |  |  |
| Averege sales | 250.325 | 78.179 | 137.236 | 222.516 | 563.372 |
| averse expense 5 | 227.451 | 69.799 | 112.707 | 206.396 | 520.900 |
| Averege net profis | 22.874 | 8.378 | 24.529 | 16.120 | 42.472 |
| Businesses reverting - loas (Mo.) | 43 |  |  |  |  |
| Average soles? | 198.236 | 80.801 | 110.844 | 195.800 | 425.697 |
| Average exdenses | 224.003 | 84.890 | 117.597 | 233.924 | 459.100 |
| aversge net loss | -25.767 | -23.889 | -6.753 | -38.324 | -34.103 |

1987

(11) ihese estimetes gre besed on sambe of besuesses roporting seles betmem $\mathbf{2 5 . 0 0 0}$ and $\mathbf{2} .000 .000$.

See isble i for symols and notes

TABLE 1. Selected operting ratios, in percent of sales. 1987
Ontario. Ornamentel Architectursl metel Products Industries (SIC 303)

|  | Total11 |  | Bottom $25 \%$ |  | $\begin{array}{r} \text { Lower } \\ \text { midcle } 25 \% \end{array}$ |  | Jeser$\text { midd } 10-5 \%$ |  |  | T00 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( 3000 's) Migh seles value ( 8000 's) | $\begin{aligned} & 151 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 111 \\ & 321 \end{aligned}$ |  |  | $\begin{aligned} & 321 \\ & 588 \end{aligned}$ | $\begin{aligned} & 588 \\ & 973 \end{aligned}$ |  |  | 973 |  |
| Selected expense item | Industry eversoe(2) |  |  |  |  | $\left\|\begin{array}{c} \text { Ebusi- } \\ \text { nesses } \\ \text { reoorting } \end{array}\right\|$ | Reoorting businesses anly 31 |  |  |  |  |
|  | Total | 8ottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { niddl } \\ 25 \% \end{array}$ | Uoper iddle 25\% | $\begin{aligned} & \text { YOo } \\ & 25 X \end{aligned}$ |  | iotal | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lowei } \\ & \text { middle } \\ & 25 \% \end{aligned}$ |  | $\begin{aligned} & 720 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cent of | sales |  |
| Cost of seles | 44.7 | 38.2 | 47.5 | 45.3 | 47.7 | 17.7 | 45.1 | 40.0 | 48.7 | 48.4 | 47.7 |
| Docupency expensas | 5.7 |  |  |  | 4.7 | 99.4 | 5.1 | 7.1 | 5.2 | 5.4 1.6 | 4.8 |
| Deprecistion | 2.0 0.5 | 3.4 0.5 | 9.6 | 1.8 0.6 | 1.6 0.5 | 96.0 59.7 | \%.9 | 3.8 | 1.5 | 1.0 | 0.9 |
| Repairs f mintenance | 0.5 1.2 | 0.5 1.8 | 1.2 | 0.8 | 0.5 0.9 | 57.2 | 1.2 | 1.8 | 1.3 | 0.9 | 0.9 |
| kest. light of teohone | 2.1 | 2.1 | 2.1 | 2.4 | 1.7 | 71.3 | 2.9 | 4.6 | 2.8 | 3.0 | 2.2 |
| Pursonnel expenses | 26.1 | 28.7 | 24.0 | 25.3 | 25.6 | 98.7 | 28.5 | 30.3 | 24.0 | 28.3 | 25.6 |
| Finencisl expenses | 1.5 | 1.1 | 1.3 | 1.7 | 1.1 | 88.6 | 1.8 |  | 1.3 0.7 |  | 1.1 |
| Interest a bank charges piofessions fees | 0.8 | 0.9 0.9 | 0.6 0.7 | 0.9 0.9 | 0.9 0.5 | 83.0 95.1 | 1.0 0.8 | 1.3 0.9 | 0.7 0.7 | 1.7 0.9 | 0.5 |
| Dther 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) | 6.7 | 11.3 | 8.5 | B. 3 | 5.7 | 100.0 | 0.7 | 11.3 | 1. 5 | 1.3 | B. 7 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | $\cdots$ | ... | - $\cdot$ | - . |

## Sybote

- zero or no observations
- too smil too ot expressed
not mppl icedo
$x$ confidenzisl


## Footnotes


2) Velue Totel weighted oxpenditure on given iten

This portion of the teble perteins only zo the businesses reporting the spocific expense item. finerefore these retios ere celculeted individully and the cotel will not necessefily ouel 1008 .

## motes

Data er shown by guartiles when st least 13 of the sampled businesses feport the specific itm.
 on querter of the lozel number of ousinsses. Within esh quertile. the averege patio is presented. For comperimon purposes. the high and low vilues of seles ler shown

Mow to use the tedies
\{11 Locst the eppropriste geles lange thet is displeyed on the two linem entitled bow teles veluge and eMigh seles value
12) The selected renge wlll indicate the proper guertile. i. e. the botton 25\%. the lower nidd 253. the upper midde 25\% or the 200 $25 \%$.
(3) Dest perteining to the gelected seles side renge will be in thet quertile.

Stendero Industrlal CIsesificetion Deflnition (SIC 18fol:
SIC 3030 - Ornomental and Mrchisecturel Metel Producta Induatries
Businesses primerily engaged in menufacrur ing metat windows and ooors: or efeoriceteo. pertable met buildings: amd other ornemantal , and archilectural netal producis.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Ornamental \& Archisectural Metal Products industries (SIC 303)

|  | -0:2:11 | 50t:om 25* | $\begin{gathered} \text { Ow } \% \text { \% } \\ \text { Nuce } 25 \% \end{gathered}$ | Lose: <br> micc: 2ご: | $\begin{aligned} & =8 \\ & =5 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| a.s.-esses in samola (Mo.) as value i\$000 s ales vaiue ( 5000 s) | $\begin{aligned} & 129 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 352 \end{aligned}$ | $\begin{aligned} & 252 \\ & 569 \end{aligned}$ | $\begin{array}{r} 569 \\ \therefore .383 \end{array}$ | $\therefore .082$ |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Asets - - - - - - - - |  |  |  |  |  |
| Cash | 100 | - | - | 120 | 9 |
| Accounta and notes receivable | 108 | 19 | 60 | 125 | 219 |
| Inventary | 145 | 61 | 90 | 156 | -73 |
| Other current assets | 145 251 | 81 80 | 90 150 | 156 | -73 492 |
| Fixed essets | 82 | 52 | 26 | 77 | 174 |
| Less: Accum. deo. on fixed mesets | - |  | - | - | - |
| Oiner sazets | 23 | 3 | 6 | 29 | 52 |
| Total mesets | 358 | 135 | 111 | 387 | 718 |
|  |  |  |  |  |  |
| Other current liabilities | 136 | 38 | 72 | 148 | 285 |
| Total current liabilities | 167 | 45 | 8.1 | 187 | 353 |
| Mortpages peysble | - | - | - | 5 | - |
| Long ierm debt | 52 | 54 | 16 | 5 | 97 |
| Other liabilities | 52 | 54 | 16 | 41 | 97 |
| 4) liabilities | 221 | 101 | 95 | 233 | 453 285 |
| -i equity | 135 | 35 | 15 | 154 | 286 |


Set Tuble for symbols tho notes

TABLE 3. Financial ratios(1) for incorporated businestes only, 1987
Onterio. Drnamentel Architecturml Metel Products |ndustrles (SIC 30s)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bomer } \\ \text { midd } \quad 25 \% \end{array}$ | $\begin{array}{r} \text { UoDer } \\ \text { midol } 25 x \end{array}$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. bom sales value ( $\$ 000^{\prime}$ s) -gn soles value $\left(\$ 000^{\circ}\right.$ s) | $\begin{aligned} & 127 \\ & (1) \\ & (1) \end{aligned}$ | (1) 352 | $\begin{array}{r} 352 \\ 689 \end{array}$ | $\begin{array}{r} 869 \\ 1.083 \end{array}$ | $1.083$ |
|  | Aversege |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.5 | 1.8 | 1.9 | 1.5 | 1.4 |
| Leversge retios ```Debt/eavity retio (times) lnterest coverage retio (times) Debt resio (times)``` | 1.6 9.8 0.6 | 2.9 6.8 0.7 | 1.1 17.4 0.5 | 1.5 12.0 0.8 | 1.7 7.7 0.8 |


(2) Phest extimetes besed on sempl of businusses poporting seles butwen 525,000 and 52.000,000.

Se intic ifor symols and notes.

## Deficitions:

1. Liquidisy retio:

Curfent a current assels / emeremt liabilities.
2. Leverage resias:

1 Debrequity $\equiv$ total liabilities / equity.
b) Det retio s rotel liobilities/totol esses
c) Inverest coverage not profit interest expense/intorest expmese

TABLE 4. Statement of enanges in financial position for incorporated businesses only. ig87
Onterio. Ornamental Architectural Metal Products Industries (5ic 303)


 only those businesses poporting stitemens of chenges.
See icola f for symbols and notes.

TABLE 5. Employment changes by size of busimest, 1984-1987 besed on SIC ciasfificetion in 1987 Onterio, Ornamental Archlsectural Metal Producte Industries (SIC 303)



Survey of Employmens. Peypoll and mours. Steristics Ceneds. Cetelogue 72-002. An werege laboup unit could be interpreted as e
 500 employen in canse es mole but less than thet number in my given province it is shom in the soo ond over group.
121 Refers 20 businesses reporting no poyrall deductions in the devious veer.
(3) Refers to businesses reporting no parroll deductions in the following year
"Mmaly eporting" and "no longer poporting" businesses are assumed to have been in activity for six months ond the informetion is adjusteo sccopdingly
set isole 1 for symois no notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. i985-1987 Onterio. Ornamental Architectural Matal Produets Industries (SIE 303)

|  | Fotalil) | Bot:0m 25\% | Lower $\text { rioule } 25 \%$ | Jicoer micose | 100 -2.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Nusber of observations in smapl aversge sales | 182 4.516 |  |  |  | .17.484 |
| suerege expense $\$$ | 389.084 | 57.083 | 138.535 | 225.510 | 1.135.207 |
| arerses net Diofit (loss) \$ | 26.532 | 7.377 | 7.122 | 9.352 | 82.2 ? 7 |
| Businesses reporting prolit (Mo.) | 135 612.678 | 65.211 | 150.734 |  | 1.202.885 |
| Averape expense 5 | 377.384 | 54,404 | 138.922 | 220.026 | 1.095 .105 |
| Average net profits | 35.312 | 11.807 | 11.812 | 10.846 | 105.781 |
| Businesses reporting loss (Mo.) | 27 |  |  |  |  |
| Average sales | 451.940 | 56. 681 | 127.385 | 328.406 | 1.293.309 |
| Average expense \$ | 473.869 | 65.928 | 137.139 | 354.095 | 1.338.312 |
| Average not loss 3 | -21.929 | -7.247 | -9.774 | -25.689 | -45,003 |

1986


1987

Mumer of observetions in sample
Average sules $\$$
Average expense
Avergoe net grof it (loss) $\$$

Businesses reporting a profit (Mo.)
Aversos sales
Averepe expenses
averoge net profit s
s.nesses peporting lose (Mo.)

Average seles
Average expense $\$$
Average net loss $\$$

Sen raole ifor symols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Onterio. Stamped, Pressed \& Costed Metal Products industrias (SIC 304)

|  | Toiaill! |  | 50+10m |  | midole ${ }^{\text {Lowe? }}$ 25\% |  | Uooe?$\text { Mode } 65$ |  |  | $\begin{aligned} & 100 \\ & =5 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 209 \\ & 11 \\ & 11\} \end{aligned}$ |  | $\begin{aligned} & (1) \\ & 195 \end{aligned}$ |  | $\begin{aligned} & 195 \\ & 471 \end{aligned}$ |  | $\begin{aligned} & 471 \\ & 900 \end{aligned}$ |  |  | 900 |  |
| Sefected expense item | Industry averaseiz) |  |  |  |  | $\begin{aligned} & \text { y susi } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Heoorting businesses on(y) 3) |  |  |  |  |
|  | To:81 | $\begin{array}{r} 30 t+0 \times \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | Uoder iod 25\% | $\begin{aligned} & \text { TOD } \\ & \text { 25\% } \end{aligned}$ |  | Foral | Sortom 25\% | $\begin{array}{r} \text { cower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UoDer } \\ \text { mode } \\ 25 \% \\ 201 \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sass |  |  |  |  |
| Cost of esles | 25.0 | 11.2 | 26.7 | 28.2 | 30.5 | 94.4 | 27.6 | 21.1 | 27.5 | 21.8 | 31.3 |
| Oceupency expensu* | 11.0 | 12.7 | 11.6 | 10.8 | 9.1 | 99.6 | 11.0 | 12.7 | 11.6 | 10.6 | 9.2 |
| Deprecistion | 1.1 | 5.4 0.8 | 3.9 1.0 | 3.6 1.1 | 3.3 | 97.8 61.2 | 4.1 | 5. 2.7 | 1.1 | 3.7 1.5 | 1.7 |
| Reosirs entintensence | 1.1 2.6 | 0.8 2.1 | 1.0 2.8 | 1.1 2.8 | 2.6 | 97.2 92.9 | 2.8 | 2.6 | 2.9 | 2.9 | 2.6 |
| hest. light e telephone | 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 | 34.8 | 36.0 | 36.1 | 33.8 | 93.8 | 37.6 | 44.4 | 38.5 | 37.3 | 33.8 |
| Finencial expenses | 2.7 | 3.6 | 2.2 | 2.1 | 2.0 | 59.2 | 2.7 | 3.6 |  |  | 2.0 |
| Interest of bank charges | 1.5 | 1.7 | 1.0 | 1.9 0.9 | 1.6 | 81.0 97.1 | 1.8 | 2.6 2.0 | 1.3 | 2.0 0.9 | 1.7 0.8 |
| Professional fees | 1.2 | 1.8 | 1.2 | 0.9 |  |  |  |  |  |  |  |
| Other expenset | 15. 5 | 19.7 | 13.6 | 15.1 | 17.8 | 100.0 | 15.5 | 19.9 | 13.5 | 15.1 | 17.8 |
| Proflt \lozs) | 8.5 | 11.2 | 9.5 | 6.5 | 8.5 | 100.0 | 8.5 | 11.2 | 9.9 | B. 5 | 6.5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | ... | . . | - . | . $\cdot$ |

```
Symbol:
- zero or no observesions
=- t00 smal! t00 be ocpinssed
not Eppliceble
* confidentisl
```


## Footmote:


2I Velut in escn cell e lotel mighted mpenditure on given isem

This portion of the table ofttins only to the businesses reporting the soecific expense item. Therefore these petios ere celculoted indivicuslly and the totsl will not necesserily equel $100 \%$.

## Notes

Dete er shown oy quartiles when et lase 13 of the semplad businesses report the socific ifem
 one quarter of the totel number of businesses. Hithin ech quartile. the verege ptio is presented. for comperison pupposes. the high and law values of salus fre shown.

How to ust the rebles
(1) locete the mproprite sules renge thet is displeyed on the two lines entitled Elom salus velue" and ehigh seles vilue"
 100 254.
(3) Bate Dertining to the sulected bles sizt pinge will be in thet outrite.

## Stender Induerfisl Clessificetion Defintilen (SIC ISE0):

SIC 1040 - Stemped. Preseed and Cosed metel Products Inoust itet
 netal products.

TABLE 2. Balance sheet profile for incorporated ousinesses only, 1987
Onserio. Stamped, Fressed \& Coted Meial Producis Industries (SIC 304)

|  | Total:1) | $\begin{array}{r} \text { Botrom } \\ 25: \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { midこ! E5 } \end{array}$ | U20e: $\pi+00 \mathrm{e}=5: \%$ | ise |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus. nesses if samol i No.l - - sos value 8050 s 1 - - sules velue $\$ 000^{\circ}$ s | $\left.\begin{array}{l} 198 \\ (1) \\ 11 \end{array}\right)$ | $11)$ 260 | 260 525 | $\begin{aligned} & 523 \\ & 934 \end{aligned}$ | $\begin{aligned} & 934 \\ & (i) \end{aligned}$ |
|  | Average ( 5000 3) |  |  |  |  |
| Asset |  |  |  |  |  |
| Cash Accounts end notes receivable | 107 | 20 | 62 | 121 | 223 |
| accounts end notes receivable Inventory | 107 | 20 | 62 | 121 | 263 |
| Other curcent assets | 135 | 84 | 59 | 128 | 278 |
| Total current assets | 241 | 81 | 131 | 247 | 501 |
| Fixed essets | 144 | 30 | 91 | 185 | 270 |
| Less: Accum. dep. on fixed assets Other essers | $3{ }^{-}$ | $i$ | 27 | 63 | 52 |
| Total assets | 421 | 116 | 248 | 495 | 823 |
| Lithilities end equity ${ }_{\text {Luprent losns }}$ |  |  |  |  |  |
| Current losens liabilities | 32 | 2 | 15 64 | 38 127 | 274 |
| Total current liabilities | 154 | 54 | 78 | 165 | 317 |
| mortgages dayabl | - | - | - | - | - |
| Long term dabt | 18 | 4 | 9 | 30 | 28 |
| Jther lisbilities | 69 | 17 | 45 | 99 | 113 |
| al lisbilities | 240 | 75 | 132 | 294 | 458 |
|  | 181 | 41 | 118 | 202 | 385 |

(1) These estimetes ore besed on semple of businesses reporting sales detween $\mathbf{3 2 5}, 000$ end $82,000,000$

Sot itule f for symoots mon notes.

TABLE 3. Financial petios(1) for incorporated bustnesses only. 1987
Onterio. Stemped, Pressed 5 Coned Metal Products Industries (\$ic 304)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? $\text { midde } 25 \%$ | UDo : $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( 9000 s) | $\begin{aligned} & 198 \\ & 111 \end{aligned}$ (1) | 111 280 | 260 523 | $\begin{array}{r}523 \\ 934 \\ \hline\end{array}$ | 934 $(1)$ |
|  | Averege |  |  |  |  |
| auidity fetio Current ratio (times) | 1.8 | 1.5 | 1.7 | 1.5 | 1.6 |
| Leverage ratios <br> Deotloguitr retio (times) <br> Interest coverage ratio (times) <br> Detot pasio (times) | 1.3 5.3 0.8 | 1.8 4.8 0.8 | 1.1 7.5 0.5 | 1.5 5.3 0.6 | 1.3 4.9 0.6 |



fen itol i for sybols and notes.

## Definitiont:

1. Limidity ratio:

Curtent z current assetz / curret limilines.
2. Leverage resios:

b) Oebr revios qots liabilities / sotal ussets.
c) Interest coverge * net profit - inturest oxpense / insertst mpanse.

TABLE 4. Statement of changes in fimancial posttion for incorporatad businessas oniy. 1987
Ontario. Stamped, Pressed E Conted Metel Products Industries (SIC 304)

|  | Total(1) | $\begin{array}{r} 30: 80 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } ? 5: \end{array}$ | $\begin{array}{r} \text { UODor } \\ \text { middie? } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samo i No. Low sales vaive i\$200'si High sales value ' $\$ 000$ 's | $\begin{aligned} & 114 \\ & 11 \\ & 111 \end{aligned}$ | 111 295 | $\begin{aligned} & 275 \\ & 515 \end{aligned}$ | $\begin{aligned} & 515 \\ & 966 \end{aligned}$ | 360 $1: 1$ |
|  | Averege ( $\$ 000$ 's) |  |  |  |  |
| Oowrting activities Casn from operations Dedreciation Other | $\begin{array}{r} 32 \\ 29 \\ -15 \end{array}$ | 16 9 -8 | $\begin{array}{r} 68 \\ 18 \\ -11 \end{array}$ | 22 39 -1 | 60 50 -41 |
| Dividends | -12 | -3 | -16 | -14 | $=15$ |
| Investeent sctivities <br> Dispossl of fixed assets <br> Purchast of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{array}{r} 10 \\ -54 \\ -7 \\ 3 \end{array}$ | -14 | 11 -22 -1 | 12 -108 -7 1 | 18 -70 -21 11 |
| Finaneing activitios <br> Incrense in lang term deot Reosyment of lang term debt <br> Loans from sharsholders <br> Redayment of toans from shareholders <br> Advences \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 29 \\ -24 \\ 16 \\ -18 \\ 7 \\ 7 \\ -1 \end{array}$ | 2 -3 7 -6 | 7 -8 3 -7 -7 -1 | $\begin{array}{r} 69 \\ -61 \\ 34 \\ -20 \\ 1 \\ 2 \\ - \\ -4 \end{array}$ | 36 -42 20 -60 -17 -1 1 |
| Incresse(decresse) in cash \& equivelents Cash sequivelonts-8eginning of the your Cash quivelents - End of the yeer | $\begin{aligned} & -5 \\ & 25 \\ & 20 \end{aligned}$ | 3 6 1 | 10 37 47 | $\begin{array}{r} -16 \\ 35 \\ 18 \end{array}$ | -18 20 2 |

(1) These estimezes or besed on semple of incorporated ousinesses reporting seles between 325.000 end 82.000 .000 . Sanple count includes only those ousinesses reporting stetement of changes
sen foble 1 for symools and notes.

TABLE S. Employment changes by tize of business. 1984-1987 bisec on SIC ciseisicition in ist Ontario. Stamped. Prested Coeted metel Produces induserles (Sic 304)

|  |  |  |  | Changes in num with poid | of businesees oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overage labour units(1) | Number of businesses | Total psypoll $\begin{gathered}(\$ 000 \text { s) }\end{gathered}$ | Average labour units(1) | $\begin{array}{r} \mathrm{New} / \mathrm{y} \\ \text { reporting }(2) \end{array}$ | No longer rooorting (3) |
| 1584 |  |  |  |  |  |
| Totel | 592 | 511.527 | 24.293 | 63 | 47 |
| $\begin{aligned} & \text { less then. } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 400 \\ 144 \\ 37 \\ 11 \end{array}$ | $\begin{array}{r} 51.242 \\ 136.230 \\ 133.021 \\ 261.034 \end{array}$ | $\begin{array}{r} 2.123 \\ 5.852 \\ 5.538 \\ 10.880 \end{array}$ | $\begin{array}{r} 58 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 43 \\ 4 \end{array}$ |
| 1517 |  |  |  |  |  |
| Total | 870 | 732.053 | 23.490 | 88 | -• |
| $\begin{aligned} & 1 \text { es: then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 464 172 42 12 | $\begin{array}{r} 67.228 \\ 180.429 \\ 202.381 \\ 342.055 \end{array}$ | $\begin{array}{r} 2.492 \\ 6.887 \\ 7.587 \\ 12.724 \end{array}$ | 81 8 1 | $\ldots$ |



 500 enoloyes in Canada as bhole but less then thet nunber in my piven province it is shown in the 500 end over group.
121 Refers to businesses reporting no peyroll deductions in the previous yerr.
[3] Refers to Dusinesses coporiing no payroll deductions in the following yeer.
 odjusted mocordingly

See fate I for symbols and nores.

TABLE 6. Sulected operating characteristics of small butinesses by sales quartile, i985-1987 Ontario, Stamped. Pressed Goated Metel Products Industrise (SIC 304)

|  | Toealll | Sot:om 25: | $\text { Gical ? } \begin{gathered} \text { Lome? } \end{gathered}$ | micole | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| - of observetions in sample | 206 |  |  |  |  |
| -ge sales ${ }^{\text {a }}$ | 406.988 | 45.809 | 123.099 | 317.545 | : 141.500 |
| 二-erage exdense \$ | 255.118 | 26.288 | 104.026 | 287.590 | 542.358 |
| Average net profit (loss) \$ | 161.870 | 19.519 | 19.073 | 29.955 | 498.932 |
| Susinasset reporting profit (No.) | 181 |  |  |  |  |
| Aversge sales \$ | 407.948 | 45,519 | 122.922 | 319.680 | 1.143.682 |
| Auerege expenses | 26\%.338 | 24,179 | 103.619 | 282.540 | 534.012 |
| Averege net orofit \$ | 146.610 | 20.740 | 19.503 | 37.120 | 509.080 |
| Businesses reporting lows (Mo.) | 25 |  |  |  |  |
| Average inles | 377.689 | 51.257 | 131.517 | 299.788 | 1.028 .194 |
| Aversge expense | 392.869 | 54.142 | 132.883 | 329.979 | 1.053 .770 |
| Averege net loss\$ | -15.110 | -3.585 | -1.366 | -30.191 | -25.576 |

1985


1987

| Mumber of observetions in sample Average sales $S$ | 619.830 | 104.280 | 338.309 | 665.428 | 1.339,301 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expenses | 569.782 | 94.023 | 302.818 | 627.267 | 1.339 .301 1.255 .021 |
| Average net profit (loss) \$ | 42.048 | 10.257 | 35.198 | 38.169 | 14.280 |
| Businesses recorting a proflt (Mo.) | 177 |  |  |  |  |
| Average seles \$ | 806,193 | 100.895 | 337.544 | 867.683 | 1.318.649 |
| Averape expenses | 541.448 | 13.757 | 288.576 | 593.005 | 1.200.447 |
| lverege net profis \$ | 64,74? | 17.138 | 68.988 | 74.678 | 111.202 |
| Smimases reporting leat (Mo.) | 48 |  |  |  |  |
| mane selus | 838.727 | 115.537 | 341.165 | 657.160 | 1.641.064 |
| tweroge oxpense ${ }^{\text {s }}$ | 690.325 | 128.162 | 355.973 | 753.236 | 1.523 .929 |
| Wherage net loss | -51.598 | -12.825 | -14.808 | -96.096 | -82.865 |

(1) These estimates art based on staple of busimesses reporing ssios petmeen \$25.000 enc 82.000.000.

Set Ioble i for symols and notos

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, Haraware, Tool Eutlery industries (Sic 306)

|  | To:a119 |  | Soriom$25 \%$ |  | $\begin{gathered} \text { Lowel } \\ \text { midel } 25 \% \end{gathered}$ |  | $\begin{array}{r} \text { Jooer } \\ \text { micol } ? 5 \% \end{array}$ |  |  | ios-5: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble (No. Low sales value $\$(\$ 000$ s) digh sales value $(\$ 000$ ) | $\begin{aligned} & 36! \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 60 \end{array}$ |  | $\begin{array}{r} 60 \\ 295 \end{array}$ |  | $\begin{aligned} & 296 \\ & 602 \end{aligned}$ |  |  | 602 |  |
| Selectet expense item | Industry aversoe(2) |  |  |  |  | $\begin{aligned} & \text { mousi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reoorting businesses on.yi 3) |  |  |  |  |
|  | Toia | $30 t$ tom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Under iode 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tota | $\begin{array}{r} \text { Sortom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bowel } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uoper } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of estes | 16.3 | 12.3 | 11.5 | 18.1 | 23.1 | 13.2 | 13.8 | 15.6 | 18.4 | 19.3 | 23.8 |
| Occupency expenses | 11.5 | 17.7 | 11.1 | 5.1 | 4.8 | 95.8 | 11.9 | 17.7 8.2 | 11.8 5.4 | 5.8 | 8.7 |
| Dedrecistion | 5.7 | 7.1 | 5.3 | 5.5 0.6 | 4 | 95.1 62.9 | 5.9 1.2 | 1.2 1.3 | 5.4 1.5 | 5.8 1.0 | 1.1 |
| Repairs maintenance | 0.8 | 1.0 | 0.8 | 0.6 | 0.9 | 62.9 93.8 | 2.1 | 4.3 | 1.8 | 1.1 | 1.4 |
| Hest, light \& telephone Rent | 2. 0 | 6.0 5.5 | 1.4 | 1.4 2.3 | 1.3 1.6 | 93.8 66.4 | 2.1 5.2 | 10.2 | 1.8 8.1 | 3.2 | 2.5 |
| Personnel expenses | 29.0 | 8.7 | 26.1 | 40.1 | 33.3 | 84.1 | 34.2 | 24.4 | 28.4 | 40.4 | 31.8 |
| Financial expenses | 4.3 | 9.7 | 2.5 | 2.8 | 2.4 | 34.5 | 4.5 | 12.0 | 2.9 | 2.6 | 2.1 |
| Interest \& bank charges | 3.3 | 8.8 | 1.9 | 1.6 | 1.6 | 82.3 | 1.0 | 12.3 | 2.1 | 1.8 | 1.8 |
| Professional fees | 1.0 | 1.1 | 1.9 | 1.0 | 0.8 | 85.0 | 1.2 | 2.2 | 1.2 | 1.0 | 0.8 |
| Other expensen | 19.2 | 23.1 | 19.9 | 16.1 | 17.3 | 100.0 | 19.2 | 23.1 | 13.9 | 16.1 | 17.9 |
| Proflt (loss) | 15.3 | 27.5 | 27.1 | 13.3 | 4.6 | 95.5 | 19.4 | 27.5 | 27.1 | 13.5 | 1.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - . | -•• | - . | - . |

Symols

- zero or no observetions
-- too snell too on expressed
not applicsole
, confidentis!


## footnotes




This portion of the teble pertains only to the businesser reporting the specific froenge item. Therefore these fetios are calculated individuelly end the cotel will not neceseserily equel 1005 .

## Motes


 one querter of the total number of businessus. Within ech qumtile. the fuermperatio is presented. for conperison purposes. the high and law vilues of sales rer shown.

How to use the teblos

12 the selected ronge will indicete the proper quertile. i.t. the bottom 25\%. the lower hidde 25\%, the upper iodio 25t of the top 258.
13) Oete pertining to the selected foles size renge will be in thet outtile.

SiC 3060 - Hardware, Tool and Cutiery Industrits
 power-divenl cullery lemenop silverl and her owor nol elsembere clessified.

TABLE 2. Balanee sneet profile for incorporated ousinesses only. 1987
Ontario. Mardwere. Tool Cutlepy Indugtries (SIC 30s)

un These estimeres ar besed on sengle of businesses reporing selez detween $\$ 25.000$ sno 52.000,000.
Set Tol i for symbols and notes

TABLE 3. Finmeini ratios (1) for incorporated businesses only. 1987
Onterio. Herdwere, Tool Cutlery Induetrles (Sic 30E)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & \text { 25\% } \end{aligned}$ | Low ${ }^{1}$ midde 25\% | UDET: middle 25\% | 100 $25 x$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eosinesses in samole (MO.) sales value ( $\$ 000^{\circ}$ s) sales value $\left(9000^{\circ}\right.$ s) | 328 (1) (1) | 11 190 | 190 444 | 444 | 784 |
|  | Averepe |  |  |  |  |
| Liquidity eatio Cuppent retio (times) | 1.4 | 1.1 | 1.8 | 1.3 | 1.4 |
| Leverage ratios <br> Debulequity ratio ltimes) <br> interest coversoe ratio (times) <br> Debt ratio (times) | 1.5 8.5 0.6 | 8.7 2.6 0.9 | 1.3 0.1 0.8 | 1.2 8.6 0.5 | 1.7 6.2 0.6 |

(1) The rition pepresent the aversge of retios for esch business in the group end cennot be calculetec from the figures shom in teble 2 .
(2) Thest entimetes er beste on semplef businesser reporting sels betwen $\mathbf{2 5 , 0 0 0}$ end $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$

Set imol i for symols and notes.

## Definitions:

1. Liquidly retio:

Current z current bsecs f eurrons lisbilisies.
2. Leverege retion:
8) Debi/equity $=$ totel limbilities / equity
bl Debi ratio z total liabilities/totol assets
c) Interest coverseg z net profis interest expense/ interest expense.

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

|  | Total(1) | $\begin{array}{r} \text { Sot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe? } \\ & \text { midol } 25: \end{aligned}$ | Joper $\text { - ool } 25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Nc.) Low sales value ( $8000^{\circ} \mathrm{s}$ ) Hign sales velue ( $\$ 000$ s) | $\begin{aligned} & 216 \\ & 111 \\ & 1 i 1 \end{aligned}$ | $\begin{aligned} & 11) \\ & 286 \end{aligned}$ | $\begin{array}{r} 286 \\ +78 \end{array}$ | $\begin{array}{r} 478 \\ 792 \end{array}$ | $\begin{aligned} & 79 ? \\ & 11! \end{aligned}$ |
|  | Average ( 8000 s) |  |  |  |  |
| Operating activities <br> Cash from ooerapions <br> Depreciation <br> Other | $\begin{aligned} & 52 \\ & 30 \\ & -2 \end{aligned}$ | 11 9 -4 | 44 22 -1 | $\begin{aligned} & 55 \\ & 32 \\ & -5 \end{aligned}$ | 86 56 1 |
| Dividends | -21 | - 5 | -18 | -23 | -34 |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed sssets <br> lncrease in investment <br> Decresse in investment | 7 -84 -3 2 | 3 -12 -3 | $\begin{array}{r} 12 \\ -49 \\ -4 \end{array}$ | 1 -77 -1 | 11 -117 -2 7 |
| Financing stivitios <br> lncrease in long terf debt <br> Reoayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans fiom government <br> Increase in equity <br> Decrese in equity <br> Othe? | 25 -17 10 -7 - - -8 -1 | 8 -16 14 -1 - - -1 - | 17 -10 4 -5 - - -1 | 24 -16 9 -10 - 1 -1 -2 | $\begin{array}{r}51 \\ -26 \\ 13 \\ -13 \\ = \\ \hline\end{array}$ |
| Increse (decreses) in cesh suivelente Cesh equivelents-Beginning of the reap Cash sequivalents - End of the year | 7 15 22 | 1 2 3 | $\begin{aligned} & 11 \\ & 12 \\ & 23 \end{aligned}$ | -1 20 19 | 17 25 42 |

11) These estimetes bre based on semple of incorported businesses reorting seles between s2s,000 end $\$ 2.000 .000$. Sente count includes only those businesses reporting statement of chenges.
See fala 1 for symbols and notes.
TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciassification fn ig87
Onterio. Merdmare. Tool Eutlery Industries (SIC 30s)



| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Totel | 750 | 352.044 | 14.407 | 55 | 58 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 625 131 28 6 | 75.073 128.988 100.309 47.676 | $\begin{aligned} & 3.041 \\ & 5.259 \\ & 4.174 \\ & 1.933 \end{aligned}$ | 77 6 1 1 | 54 2 0 |
| 1987 |  |  |  |  |  |
| Totel | 185 | 509.893 | 18.039 | 85 | - . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 708 152 28 5 | $\begin{array}{r} 117.487 \\ 204.407 \\ 128.881 \\ 59.418 \end{array}$ | $\begin{aligned} & 3.811 \\ & 6.320 \\ & 3.986 \\ & 2.118 \end{aligned}$ | 82 | . |


 full-time employes mote that the business size groups used op deformined the conade level. Thus il business nas btest 500 employets in Cansde os whol but less then thes number in my given province it is shom in the 500 sad over group.
12) Refers 10 Dusinesses reporting no payrall deductions in the previous yeer

131 Refers to businesses paporting no paypalt deductions in the following yeer.

- Wewly pepofting" and "no longer peportinge businesses bre assumed to hove been in activity for six months and the information is adusen accordingty.

See iable ifor symools and notes

PABLE 6. Selected ooerating characteristics of small businesses by sales quertile. 1985-1987 Ontario. Merdmare, Tool Eutiery Industries ( 516 306)

|  | To:a11: | $\begin{aligned} \text { Bot:om } \\ 25 \% \end{aligned}$ | mide ower | $\begin{array}{r} \text { je2e. } \\ \text { micole }-5: \end{array}$ | -es - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| ```-er of abservetions in smmole ag* sales $ age expense $ -x.spe net profit (loss)s``` | $\begin{array}{r} 404 \\ 289.340 \\ 247.983 \\ 39.357 \end{array}$ | $\begin{array}{r} 52.499 \\ 42.640 \\ 9.859 \end{array}$ | $\begin{array}{r} 116.867 \\ 84.979 \\ 31.888 \end{array}$ | $\begin{array}{r} 255.756 \\ 217.986 \\ 37.792 \end{array}$ | $\begin{array}{r} 724.237 \\ 546.348 \\ 77.889 \end{array}$ |
| ```Businmsses raporting a profit (Mo.) Average smles $ Avergge expenge $ Averege net prafit $``` | $\begin{array}{r} 359 \\ 300.432 \\ 251.885 \\ 48.547 \end{array}$ | $\begin{aligned} & 51.877 \\ & 39.670 \\ & 12.207 \end{aligned}$ | $\begin{array}{r} 117.220 \\ 79.886 \\ 37.354 \end{array}$ | $\begin{array}{r} 257.196 \\ 213.451 \\ 43.745 \end{array}$ | $\begin{aligned} & 775.434 \\ & 574.554 \\ & 100.880 \end{aligned}$ |
| Gusinesses reporting loss (Mo.) <br> Averope seles <br> Average exoenses <br> Average net loss \$ | 45 218.497 239.805 -23.108 | $\begin{array}{r} 58.752 \\ 72.536 \\ -13.784 \end{array}$ | $\begin{array}{r} 113.771 \\ 129.853 \\ -16.082 \end{array}$ | $\begin{aligned} & 242.308 \\ & 250.131 \\ & -17.83 \end{aligned}$ | $\begin{array}{r} 451.156 \\ 485.899 \\ -84.743 \end{array}$ |
|  |  |  | 1988 |  |  |
| Number of observations in somple <br> Average ssles $\$$ <br> Average expense $g$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 397 \\ 333.274 \\ 300.958 \\ 32.316 \end{array}$ | $\begin{array}{r} 75.674 \\ 65.698 \\ 9.976 \end{array}$ | $\begin{array}{r} 150.910 \\ 145.848 \\ 5.082 \end{array}$ | $\begin{array}{r} 286.882 \\ 258.548 \\ 30.334 \end{array}$ | $\begin{array}{r} 819.831 \\ 735.739 \\ 83.892 \end{array}$ |
| Ausinesses reporting eprofit (Mo.) <br> Average sales 5 <br> Average expense $\$$ <br> merage net profits | $\begin{array}{r} 334 \\ 339.563 \\ 297.148 \\ 42.415 \end{array}$ | $\begin{aligned} & 78.295 \\ & 61.785 \\ & 18.530 \end{aligned}$ | $\begin{array}{r} 157.414 \\ 137.080 \\ 20.334 \end{array}$ | $\begin{array}{r} 289.124 \\ 254.835 \\ 34.289 \end{array}$ | $\begin{array}{r} 833.418 \\ 734.912 \\ 98.508 \end{array}$ |
| Euginesses reporting loss (Mo.) <br> Average seles <br> Aversge expensos <br> Average net loss | $\begin{array}{r} 83 \\ 285.884 \\ 315,107 \\ -29.223 \end{array}$ | $\begin{array}{r} 67.636 \\ 77.760 \\ -10.124 \end{array}$ | $\begin{array}{r} 160.972 \\ 159.243 \\ -18.271 \end{array}$ | $\begin{aligned} & 257.284 \\ & 279.175 \\ & -21.911 \end{aligned}$ | $\begin{aligned} & 677.665 \\ & 764.269 \\ & -66.584 \end{aligned}$ |

1987

(1) These istinates sre baser on sample of busintsses reperting sales between $\$ 25.000$ eno $\$ 2,000.000$

See table 1 for smools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Onterio. Mechine Shop industry (516 3081)

|  | Total! 11 |  | 80t 70 m$25 \%$ |  | Lower$\text { modde } 25 \%$ |  | $\begin{array}{r} \text { IVoper } \\ \pi: 001 \\ 35^{\circ} \text {. } \end{array}$ |  |  | $\begin{aligned} & \text { Tos } \\ & 2=0 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & 380 \\ & (1) \\ & 13 \end{aligned}$ | (1) |  | $\begin{array}{r} 76 \\ 2: 2 \end{array}$ |  | $\begin{aligned} & 212 \\ & 451 \end{aligned}$ |  |  | 451$11!$ |  |
| Selected exponse item | Industir average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nosses } \\ & \text { roorsing } \end{aligned}$ | Reoorting businesses onlv( 31 |  |  |  |  |
|  | Topal | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd! } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uooep } \\ \text { midole } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bot:om 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Jooer } \\ \text { miod } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Parcent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sules | 18.4 | 14.8 | 19.1 | 15.7 | 23.2 | 83.8 | 22.0 | 20.1 | 24.8 | 18.5 | 24.2 |
| Occupency expenses | $12 . ?$ | 13.5 | 11.8 | 10.1 | 1.8 | 93.9 | 12.7 | 19.5 | 11.9 | 10.4 | 9.0 |
| Deorecistion | 5.5 | 7.8 | 4.8 | 4.9 | 4.7 | 94.7 | 5.9 | 8.2 | 5.3 | 5.2 | 6, 7 |
| Repairate maintenance | 1.1 | 2.2 | 0.7 | 0.7 | 0.9 | 66.9 | 1.6 | 3.5 | 1.0 | 1.1 | 1.1 |
| Hest, light s telephone | 2.1 | 3.1 | 2.3 | 1.7 | 1.5 | 96.7 66.5 | 2.2 5.8 | 3.2 10.5 | 2. 5 | 5.8 | 1.5 |
| Rent | 3.9 | 8.1 | 4.1 | 3.2 | 1.9 | 66.5 | 5.8 | 10.5 | 5.8 |  |  |
| Porsonnel expenses | 31.9 | 21.1 | 29.3 | 36.5 | 39. | 19.9 | 35.5 | 29.5 | 31.7 | 38.3 | 40.0 |
| Finencial expenses | 2.5 | 2.5 | 2.1 | 2.5 | 2.4 | 96.8 | 2.5 |  | 2.9 |  |  |
| Interest 8 bank churges | 1.5 1.0 | 1.0 | 1.9 1.0 | 1.6 0.9 | 1.7 0.7 | 82.0 89.2 | 1.9 | 1.5 | 2.3 1.2 | 1.8 0.9 | 1.9 0.7 |
| Other expenses | 19.3 | 21.9 | 17.2 | 21.3 | 18.5 | 100.0 | 19.3 | 21.5 | 17.2 | 21.3 | 18.5 |
| Protis (loss) | 15.2 | 13.7 | 19.7 | 12.7 | 9.1 | 100.0 | 15.2 | 15.7 | 19.7 | 12.7 | 8.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\ldots$ |  | ... |  |

## Syebole

- 2ero or no observitions
- too smell $\$ 00$ be expitsed
not uplicste
x confidentis


## Footnetes


Volue in sech coll sotal wightad expenditure on given item

This portion of tho teble pertsins only to the businesses reporting the specific expense item. Therefort these retios ert celculeted individually end the total will not necesserily equel 1008

## Notet

Date ar shown by quartiles when ot least i3 of the semplec businesses fepert she specific item
 one querter of the cos⿻l high and low values of seles re shown.

## Now to use the tabler


12) The selected renge will ingicete the proper guaptile. i.... the botton 25\%. the lower midde 2sy. the upper hidde 25\% or the 100 251.
(3) Date perteining to the telected stigs sige renge will be in thet quertile

## Stender Industrisl Clessificetion Delinition (SIC 1080):

3163081 - Wechine Shop Industry
Businesses primerily engaged in manufactuping machine perts and tquipmens, other then complete mechines, for the trade. This industiy includes mechine shops providing custon end reptir services. Businesses primerily engsged in pebilding or remenufacturing mutomotive engines are included here.

TABLE 2. Balance sheet profile for ineorporated businesses only, 1987
Ontario, Mactine Shop Industry (SIC 3081)

|  | iosal11) | 3ot:0m 2Е" | $\begin{array}{r} \text { Lower } \\ \text { aioste }=5 \% \end{array}$ |  | -0\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses it sampl ( $\mathrm{No}$. . Lom sales vaiul i 5000 3) Hign saies value ( $\$ 000$ s) | 221 19 11 | 1\% 146 | 146 281 | 281 576 | 576 |
|  | average 5000 s |  |  |  |  |
| 2estit |  |  |  |  |  |
| -zan | 55 | 9 | 29 | 52 | 167 |
| iocounts and notes receivebl | 85 | 9 | 29 | 52 | 167 |
| Sthey eurrent assets | 79 | 19 | 43 | 70 | :85 |
| Total eurrent assets | 146 | 27 | 72 | 122 | 352 |
| Fixed essets | 128 | 25 | 44 | 107 | 328 |
| Lees: hacum. deo. on fixed sesmes | - | - | - | - | - |
| Other sesets | 39 | 1 | 7 | 17 | 130 |
| Total eseets | 309 | 53 | 128 | 245 | 110 |
| Liebiliriee and equityCupront losns |  |  |  |  |  |
|  |  |  |  |  |  |
| Other cuprent liabilities | 72 | 16 | 30 | 85 | 178 |
| Total current lisbilities | 91 | 16 | 38 | 81 | 227 |
| Mortgapes oayable | - | - | - | - | \% |
| Long term deot | 13 | $?$ | 5 | 8 | 32 |
| Other liabilities | 82 | 16 | 17 | 44 | 249 |
| 21 liebilities | 115 | 39 | 80 | 133 | 507 |
| al equity | 124 | 14 | 83 | 112 | 303 |

These estimetes be pesed on senple of businessee reporting seles between $\$ 25.000$ sno 82.000 .000 .
Sen Tabio i for symools and notes.

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Ontarlo. Machine Shop Indusery (SIC 3081)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lomer | Uppe: midd $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Com sales value ( $8000^{\prime} \mathrm{s}$ ) 2h seles value ( $5000^{\circ}$ s) | $\begin{aligned} & 321 \\ & (1) \\ & (1) \end{aligned}$ | $11)$ 146 | 146 281 | 281 <br> 576 | 578 111 |
|  | Averege |  |  |  |  |
| - quidity retio Current retio (times) | 1.6 | 1.7 | 1.9 | 1.5 | 1.5 |
| Leverseg petios <br> Onbeleguity retio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | 1.5 8.9 0.8 | $\begin{array}{r} 2.7 \\ 12.1 \\ 0.7 \end{array}$ | 1.0 8.1 0.5 | 1.2 7.5 0.5 | 1.7 8.1 0.6 |

(1) The retios repretens the overage of ratios for ench business in the group and cannot bealeulated from the figures shown in toble 2 .
(2) These eltimetes besed on serple of Dusinessen reporing soles betwen 825,000 and 82,000,000.
set itele ifor symols and notes.

## Definitiene:

1. Líuldify tetio:

Gurfent E cuprent assels / current liabilitiss
2. Leverage ratios:
b) Deol/equipy z qotal liabilities / equiey.
D) Dotiratio = totel lisbilities / foral assers.
c) Interest coveregt = net profis -interes? expense/interent expense.

TABLE 4. Statement of changes in fimancial position for incorporated businesses only. 1987
Ontario, Machine Shop Industry (SIC 3081)

|  | Toralli | $\begin{array}{r} \text { zิot tom } \\ 25 \% \end{array}$ | Lower $\text { miocle } 25 \%$ | VODe? 81001 25\% | $\begin{aligned} & \text { ToE } \\ & 0=0 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samol 'No. Low sales value ( $\$ 000$ 's) High sales value i $\$ 000$ : | $\begin{aligned} & 182 \\ & 1 \\ & 11 \end{aligned}$ | $\begin{array}{r} i) \\ 189 \end{array}$ | 189 296 | $\begin{array}{r} 296 \\ 005 \end{array}$ | $50 \hat{0}$ |
|  | Average (5000's) |  |  |  |  |
| Operting activities Cash from operations Deprectation Other | $\begin{array}{r} 31 \\ 24 \\ -11 \end{array}$ | 9 9 -2 | $\begin{array}{r} 19 \\ 12 \\ -3 \end{array}$ | 29 22 2 | 58 56 -40 |
| Dividends | - 12 | -5 | -5 | -10 | -28 |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrease in investment | 3 -45 -1 1 | $-13$ | 2 -14 -1 | 3 -4 $i$ | 8 -107 -1 3 |
| Financing ectivities <br> Increse in long term debt Redoyment of long term debt <br> Loens from shereholders <br> Reperment of loans from shareholdere <br> Advances \& loens from govermment <br> Incresse in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 20 \\ -12 \\ 6 \\ -8 \\ 1 \\ -1 \\ -1 \\ -1 \end{array}$ | 6 -2 -8 -3 | 2 -5 -4 | 13 -10 7 -4 - - -1 -1 | 59 -31 10 -19 6 1 -2 -1 |
| Incresse(decrease) in cosh tequivalents Cast equivelonts-beginning of the youp Csen equivalents . End of the yeer | -3 17 14 | 2 2 4 | 2 10 | 8 18 24 | -22 38 16 |

 only those businesses reporting stetement of changes.
See Totie I for symbols and notes.

TABLE 5. Enpioyment change by size of businace. 1984-1987 besed on Sic elisisification in i987 Ontarlo. Machine Shop Industry (SIC 3081)


(1) Averege lebour units are celculbted dy dividing total peypoll by the werege ennul wege ond selary pete of raported in the

Survey of Employment. Payroll and Hours. Statistics Consos. Cotalogue 92-002. In average isoour unit coulo be interpreted as a
 500 employes in Canads as owhole bus less thon that number in any given province it ishomin the 500 ond over group.
2) Refers io businesses reporting no payroll deductions in the provious yenr

131 Refers to businesses reporting no payroll onductions in the following yeer.
"Hewly reporting" and "no longer tepotting" businesses are mssumed so heve oeen in activity for six months and the information is odusted accordingly.
see Teole ifor symols and notes.

TABLE 6. Selected operating enaractertstics of small businesses by sales quartile. 1985-1987 Onterio, Machine Shop Industry (Sic 3081)

|  | -ctalii) | $\begin{array}{r} 80 t: 0 \mathrm{~m} \\ 25 \% \end{array}$ | miod bower | Uoder <br> midcle 25: | $\begin{aligned} & \text { To: } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| - of observetions in samol. arage sules 9 <br> Averase expenses <br> Average net orafit (Iose) \$ | $\begin{array}{r} 428 \\ 223.844 \\ 196.826 \\ 27.018 \end{array}$ | $\begin{array}{r} 45.887 \\ 36.301 \\ 9.585 \end{array}$ | $\begin{aligned} & 98.214 \\ & 76.230 \\ & 21.984 \end{aligned}$ | $\begin{array}{r} 179.577 \\ 153.240 \\ 24.337 \end{array}$ | $\begin{array}{r} 573.595 \\ 521.533 \\ 52.183 \end{array}$ |
| Businesses reporting arofit (No.) <br> Average salos \$ <br> Average expense $\$$ <br> averge net profiss | $\begin{array}{r} 374 \\ 223.744 \\ 190.405 \\ 33.339 \end{array}$ | $\begin{aligned} & 45.540 \\ & 33.879 \\ & 11.851 \end{aligned}$ | $\begin{aligned} & 98.805 \\ & 71.275 \\ & 27.330 \end{aligned}$ | $\begin{array}{r} 174.521 \\ 138.734 \\ 35.787 \end{array}$ | $\begin{array}{r} 575.311 \\ 517.731 \\ 58.580 \end{array}$ |
| Businseses reporting loss (Mo.) <br> Average ssios <br> Average expenses <br> Average not loss \$ | $\begin{array}{r} 54 \\ 219.056 \\ 235.986 \\ -16.900 \end{array}$ | $\begin{array}{r} 19.563 \\ 61.900 \\ -12.337 \end{array}$ | $\begin{array}{r} 95.101 \\ 115.809 \\ -20.508 \end{array}$ | $\begin{array}{r} 187.733 \\ 201.467 \\ -13.714 \end{array}$ | $\begin{aligned} & 543.967 \\ & 564.907 \\ & -21.040 \end{aligned}$ |
|  |  |  | 1385 |  |  |
| -zer of observations in sample <br> meroge sales \$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 447 \\ 253.279 \\ 226.827 \\ 26.644 \end{array}$ | $\begin{aligned} & 55.846 \\ & 45.667 \\ & 10.179 \end{aligned}$ | $\begin{array}{r} 113.357 \\ 105.302 \\ 8.055 \end{array}$ | $\begin{array}{r} 211.519 \\ 192.705 \\ 18.814 \end{array}$ | $\begin{array}{r} 832.382 \\ 552.834 \\ 69.528 \end{array}$ |
| Dusinesset reporting profit (No.) <br> Averege sules \$ <br> Average expenseg <br> Average net orofit | $\begin{array}{r} 379 \\ 252.684 \\ 218,620 \\ 34.064 \end{array}$ | $\begin{aligned} & 53.822 \\ & 39.779 \\ & 14.043 \end{aligned}$ | $\begin{array}{r} 110.903 \\ 97.238 \\ 13.865 \end{array}$ | $\begin{array}{r} 217.296 \\ 187.258 \\ 25.040 \end{array}$ | $\begin{array}{r} 633.715 \\ 550.208 \\ 83.507 \end{array}$ |
| * Bugineses reporting lose (Mo.) <br> Averoge seles 5 <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 86 \\ 252.85 \\ 275.040 \\ -22.184 \end{array}$ | $\begin{array}{r} 86.009 \\ 75.237 \\ -9.228 \end{array}$ | $\begin{array}{r} 198.621 \\ 122.800 \\ -3.979 \end{array}$ | $\begin{aligned} & 208.057 \\ & 230.958 \\ & -24.891 \end{aligned}$ | $\begin{array}{r} 620.727 \\ 671.354 \\ -50.837 \end{array}$ |

1987

(1) These estimes are bssed se samble busimesses peporting seles between $\mathbf{8 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$.

Set Teble i for symors ang metes

TABLE 1．Selected operating ratios．in percent of sales．1987
Ontario，Single Family Housing（Sic 4011）

|  | Total11： |  | 30：10m |  | Lower$\text { miode } 25 \%$ |  | Noder miade 25\％ |  |  | ？ 00 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole（NO．） Lownales valu（ $000{ }^{\text {s }}$ ） Hign sales value（ $3000{ }^{\text {a }}$ ） | $\begin{array}{r} 1.142 \\ 1 \\ 1: 1 \end{array}$ |  | $\begin{aligned} & 11 \\ & 101 \end{aligned}$ |  | $\begin{aligned} & 101 \\ & 227 \end{aligned}$ |  | 229$i 94$ |  |  | ：96 |  |
| selected expente item | ！ndustry sveragei 2 ！ |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { rodorting } \end{aligned}$ | Reporting ousinesses onirl 31 |  |  |  |  |
|  | Total | $\begin{aligned} & 80 t+0 \mathrm{~m} \\ & 25 x \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Joper } \\ \text { \$die } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 x \end{aligned}$ |  | Potal | 30：$: 0 \mathrm{~m}$ 25\％ | $\begin{array}{r} \text { bower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 25.7 | 21.9 | 28.8 | 27.4 | 24.7 | 71.4 | 38.0 | 33.2 | 39.6 | 37.7 | 33.3 |
| Oceupmey expenses Deprecition | 4.4 2.2 | 6.5 3.5 | 4.4 2.3 | 4.1 | 2.5 1.1 | 22.1 80.0 | 6.18 | 7.3 5.0 | 4.9 3.0 | 4.3 | 2.7 1.3 |
| Repoifg of meintonance | 0.7 | 0.7 | 0.7 | 0.9 | 0.4 | 30.8 | 2.2 | 2.8 | 2.1 | 3.0 | 1.2 |
| Hest． 1 ight 8 tolephon | 0.8 | 1.1 | 0.6 | 0.6 | 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 | 1.1 |
| Personnel expanses | 17.3 | 16.5 | 20.7 | 17.4 | 14.4 | 81.4 | 21.2 | 27.7 | 25.3 | 19.2 | 15．5 |
| Financiel exponses | 2.1 | 2.5 | 1.7 | 2.1 | 2.1 | 95.6 | 2.2 | 2.6 | 1.1 | 2.1 | 2.1 |
| Intocest s osnk charges | 1.4 | 1.5 0.9 | 1.2 0.5 | 1.5 0.8 | 1.4 | 79.0 85.1 | 1.8 0.8 | 2.1 | 1.7 0.7 | 1.8 0.7 | 1.6 0.7 |
| Other expenset | 39.3 | 33.4 | 32.7 | 41.2 | 49.3 | 100.0 | 39.3 | 33.4 | 32.7 | 41.2 | 49.8 |
| Profit（loses） | 11.3 | 19.2 | 11.1 | 7.1 | 6． 5 | 918.1 | 11.5 | 19.2 | 12.8 | 7.1 | 8． 5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | ． | ．${ }^{\text {．}}$ | ．$\cdot$ | －•＊ |

## Symbels

－zero or no observetions
－too smill too be mopreseed
not applicoble
x confioentisl

## Footnotes


lotsl weighted mopenditup on given item

Inis portion of the tebl per toins oniy to the businestes reoorting the pecific expense item．inerefore these retios ere colculsted individually and the sotel will not necesserily qual 100 z ．

## 泡数害

Deti er shown by quertiles when te least 13 of the stapled businesees roport the specific item
 one quepter of the totel number of businesses．Mithin esch quartilu．the suer eqe retio is prested．for conperiton purposes．the high and low vilues of selos re shown．

Hew to ust the teblet
lil Locete the eppropriste seles renge thet is displayed on the two lines entisled blow seles valuge end emigh selus velue
（2）The selected range will indicate the proper quertile．i．．the botsom 25\％．the lower hidde 25z．the upper midd 25z or the 100252.
（3）Dete pertuining to the selected tales sice renge will de in thet quertile．

Stender findustrisl Clatifiestion befinitien fsic 19es：
SIC 1011 －Single fomily Houting Contrectere
Businesses primatily engeged in the developeene and constpuction of ingle deteched end single ertecned awellings such es：coteges． single duploxes．gtrisen homes．semi－dutsched houses．single aleached houses，singl deteched houses．erectimp pref apicateg homes．row houses lexcopt row duploxesl．single residences end sutwer homes．

TABLE 2. Balance sheet profila for incorporated bustnesses only. 1987
Ontarlo, Single family Mousing (Sic 4011)

|  | Fotal: | $\begin{array}{r} 30 r: 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { mioale } 55 \%$ | $\text { micale } 25 \%$ | ioe |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in semole (No. Low seles vaiue ( $\$ 000$ s) High soles value (\$000's) | $\begin{aligned} & 807 \\ & 61 \\ & 11 \end{aligned}$ | $\begin{aligned} & 11 \\ & 157 \end{aligned}$ | 157 307 | $\begin{aligned} & 3 C 7 \\ & 645 \end{aligned}$ | $869$ |
|  | Averega (\$000 si |  |  |  |  |
|  | - | - | - | - | - |
| accounts and notes receiveble | 35 | 4 | 15 | 37 | 85 |
| inventory | - | - |  | - | - |
| Other current sasets | 104 | 28 | 11 | '13 |  |
| Total current asaets | 140 | 30 | 56 | 150 | 322 |
| Fixed sssets | 54 | 33 | 40 | 73 | 70 |
| Less: Accum. dep. on fixed ussets | - | - | 13 | -9 | 44 |
| Other stiets | 24 | 22 | 13 | 19 | 64 |
| Totel sasets | 218 | 85 | 109 | 241 | 436 |
| Listillties and equity |  |  |  |  |  |
| Other current liadilities | 96 | 22 | 47 | 98 | 213 |
| Total current liabilitios | 113 | 27 | 55 | 122 | 247 |
| Martgages oaysble | - | - | - | - | - |
| Long term debt | 2 | - | 1 | $!$ | ${ }^{3}$ |
| Other lisbilities | 53 | 43 | 28 | 71 | 73 |
| Potal liabilities | 188 | 70 | 84 | 194 | 324 |
| Totel equity | 50 | 15 | 25 | 47 | 113 |

Frese estintes be betad on stmple of businesses reporting seles betwetn $\$ 25,000$ end $\mathbf{~ 2 2 , 0 0 0 , 0 0 0 .}$
*ie for symbol sond notes.

TABLE 3. Finencisi ratios (1) for incorporated businestes only. 1987
Onterio, Single Fomily Housing (SIC 4011)

|  | Fotel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upoer用iddl $25 \%$ | $\begin{aligned} & 70 p \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sample (Mo.) * sales value (9000's) soles velue (8000's) | $\begin{aligned} & 807 \\ & (1) \\ & 11) \end{aligned}$ | 111 157 | 157 307 | $\begin{array}{r} 307 \\ 849 \end{array}$ | 848 $(1)$ |
|  | Averege |  |  |  |  |
| bianidity istio <br> Curront petio (simes) | 1.2 | 1.1 | 1.0 | 1.2 | 1.3 |
| ```Leversee fatios Debt/equity retio (times) Interest coverage retio (times) Onbt patio (timen)``` | 3.3 8.1 0.8 | 4.6 4.5 0.8 | 3.4 5.3 0.8 | 4.1 4.3 0.8 | 2.9 8.4 0.7 |

(i) The retios represt the everse of retios for meh business in the grow and canot be calcutated from the figures shom in isole 2

See trale i for iymbol: and notes.

Definitions:

1. Limitiey retie:

Curpont z cuprent msets / cupront liabibisies.
3. Lever mpe retios:

- Debl/equity $=$ totel diopilipies / equisy
b) Dent ratio z cotal lisbilities / toral assers.
c) interest covernge znet profit inserest expense / internst expense.

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

|  | Total(1) | $\begin{aligned} & \text { Bortom } \\ & 25^{\prime \prime} \end{aligned}$ | $\text { biodie } 25 \text { : }$ | J00e? miodle $53 \%$ | 100 $? 5:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample Mo. Low soles value i300 si Migh sains ralue i 5000 si | $\begin{aligned} & 396 \\ & 19 \\ & (1) \end{aligned}$ | $\begin{aligned} & (1) \\ & 144 \end{aligned}$ | $\begin{array}{r} 144 \\ 326 \end{array}$ | 326 564 | 504 <br> 1 |
|  | Average ( 8000 's |  |  |  |  |
| Opernting ectivities Cosh from opertions Depincietion Other | $\begin{array}{r} 24 \\ 8 \\ -10 \end{array}$ | 8 -15 | 16 8 -1 | 13 10 1 | 50 10 -24 |
| Dividends | -8 | -8 | -8 | -5 | .13 |
| Investeent sctivities <br> Oisposal of lixed sssets <br> Purghase of lixed issets <br> increese in investment <br> Decrese in investment | 13 -26 -12 5 | 42 -36 -16 9 | 2 -8 -8 -3 | 2 -36 -1 3 | 7 -27 -22 12 |
| Flameng ectivities <br> Incress in long term debt <br> Repeyment of long term deb: <br> Loans from shareholders <br> Reverment of loans from sharenolders <br> Advances o loans from government <br> Increese in eauity <br> Oecreest in muity <br> Other | 16 -19 15 -8 - 1 -1 | 23 -38 35 -2 - -1 -4 | 1 -4 7 -3 -1 | 11 -15 10 -7 | 30 -20 12 -18 -1 -1 |
| Incresse(decresse) in cesh equivelents Cash equivelonts-8eginning of the year Cesh equivelents - End of the yoar | -2 4 2 | -5 5 1 | 8 5 12 | -14 5 -9 | 5 -1 5 |


only those businesses reporqing stequment of chenges.
set Table I for symbols and notes.

TABLE 5. Employment changes by eize of business. 1984-1987 besed on SIC elaseification in iget Oncerio. Residentlel sullding and Development (SIC 401)

|  |  |  |  | Changsa in numb with pei | of businesses ployens |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businuss ize expressed in average labour uniss(1) | Number of businesses | $\text { Total payroll } \begin{array}{r} \text { po00 } \\ (800)^{2} \end{array}$ | Average labour unite(1) | $\begin{array}{r} \text { Newly } y \\ \text { reoorting(2) } \end{array}$ | No longer reporting(3) |
| 1514 |  |  |  |  |  |
| Tetel | 7.025 | 415.753 | 18.591 | 1.541 | 1.078 |
| $\begin{aligned} & \text { less ihen } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 6.891 \\ 114 \\ 19 \\ 1 \end{array}$ | $\begin{array}{r} 278.669 \\ 77.789 \\ x \\ x \end{array}$ | $\begin{array}{r} 12.482 \\ 3.520 \\ 2.414 \\ 175 \end{array}$ | 1.620 19 $?$ | $\begin{array}{r} 1.063 \\ 10 \\ 3 \\ \hline \end{array}$ |
| 1917 |  |  |  |  |  |
| Potal | 3.400 | 322.022 | 33.363 | 2.138 | . . |
| $\begin{aligned} & 1 \text { es: then } 20 \\ & 20-99 \\ & 100-49 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 9.140 \\ 230 \\ 30 \end{array}$ | $\begin{aligned} & 567.976 \\ & 213.804 \\ & 140.242 \end{aligned}$ | $\begin{array}{r} 20.588 \\ 7.769 \\ 5.026 \end{array}$ | $\begin{array}{r} 2.100 \\ 37 \\ 2 \\ - \end{array}$ | $\cdots$ $\cdots$ $\cdots$ |



 500 enployees in Censes os whole bue less then that number in ony given province is is shom in the 500 end ovep group.
(2) Refers to busunesses reporsing mo payroll deductions in the orevious year.
t3) hiofors to businesses reporiting no payrall deductions in the following yeer.
"Newly reporting" ana "no longer reporting" ousinesses ar sasuma to hove been in activity for six monthe end the informetion is adjusted accoraingty.
see iable 1 for symbols nad notes.

TABLE 6. SGlected operatimg characteristics of smali businessés by sales quaptile. 1985-1987 Ontarlo. Single Fanily Housing (SIE 40i1)


| ne of observetions in sample <br> ige sales $\$$ <br> age expense 5 <br> ago net profit (loss) S | $\begin{array}{r} 1.117 \\ 360.388 \\ 334.289 \\ 25.099 \end{array}$ | $\begin{array}{r} 61.782 \\ 51.904 \\ 3.878 \end{array}$ | $\begin{array}{r} 55.813 \\ 50.839 \\ 4.974 \end{array}$ | $\begin{array}{r} 325.344 \\ 295.150 \\ 30.178 \end{array}$ | $\begin{array}{r} 898.512 \\ 898.246 \\ 58.366 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businuses reporting aprofit (Mo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average ne: profit $\$$ | $\begin{array}{r} 951 \\ 363.895 \\ 327.336 \\ 36.529 \end{array}$ | $\begin{aligned} & 61.779 \\ & 50.429 \\ & 11.354 \end{aligned}$ | $\begin{array}{r} 153.651 \\ 137.119 \\ 16.532 \end{array}$ | $\begin{array}{r} 325.518 \\ 288.118 \\ 37.500 \end{array}$ | $\begin{array}{r} 914.45 \\ 833.884 \\ 80.731 \end{array}$ |
| ```Businesses reportinge loss (Mo.) Awnrage sales $ Average expense? average net loss$``` | $\begin{array}{r} 188 \\ 344.445 \\ 362,821 \\ -18.376 \end{array}$ | $\begin{array}{r} 61.849 \\ 72.149 \\ -10.300 \end{array}$ | $\begin{array}{r} 159.835 \\ 176.352 \\ -16.517 \end{array}$ | $\begin{aligned} & 323.590 \\ & 340.271 \\ & -16.681 \end{aligned}$ | $\begin{aligned} & 832.505 \\ & 862.510 \\ & -30.005 \end{aligned}$ |
|  |  |  | 1986 |  |  |
| Mumber of observetions in semple <br> Aversge sales <br> Averse expense 5 <br> Average net profis (loss)s | $\begin{array}{r} 1.230 \\ 404.690 \\ 380.590 \\ 24.100 \end{array}$ | $\begin{array}{r} 59.821 \\ 55.402 \\ 4.418 \end{array}$ | $\begin{array}{r} 167.079 \\ 154.088 \\ 12.991 \end{array}$ | $\begin{array}{r} 381.385 \\ 361.289 \\ 20.096 \end{array}$ | $\begin{array}{r} 1.010 .496 \\ 951.500 \\ 58.895 \end{array}$ |
| Businesses reporting opofit (Mo.) <br> Avoroge saless <br> Averoge expenses <br> Average net profits | $\begin{array}{r} 1.051 \\ 409.037 \\ 375.540 \\ 32.497 \end{array}$ | $\begin{aligned} & 60.139 \\ & 43.992 \\ & 18.141 \end{aligned}$ | $\begin{array}{r} 168.590 \\ 169.791 \\ 18.799 \end{array}$ | $\begin{array}{r} 383.981 \\ 358.016 \\ 25.985 \end{array}$ | $\begin{array}{r} 1.023 .445 \\ 954.360 \\ 89.085 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Averige sales <br> Averege expenses <br> Averoge net loss $s$ | $\begin{array}{r} 179 \\ 376.033 \\ 388.303 \\ -12.290 \end{array}$ | $\begin{array}{r} 59.427 \\ 59.784 \\ -10.357 \end{array}$ | $\begin{array}{r} 180.556 \\ 172.640 \\ -12.084 \end{array}$ | $\begin{aligned} & 367.032 \\ & 379.091 \\ & -12.059 \end{aligned}$ | $\begin{array}{r} 917.118 \\ 931.696 \\ =14.580 \end{array}$ |

1987

| number of observations in semple | 1.234 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average ssies $\$$ | 372.809 | 59.297 | 159.536 | 396.303 | 935.300 |
| Average expense \$ | 343, 378 | 49.215 | 143.735 | 309.889 | 870.672 |
| Averse net profit (loss) | 29.231 | 10.082 | 15.801 | 25.414 | 64.628 |
| Businesses reportine profit (Mo.) | 1.090 |  |  |  |  |
| Avorege sales | 374.537 | 59,913 | 158.638 | 332.201 | 947.394 |
| Average expenses | 335.297 | 45.718 | 193.649 | 298.457 | 888.163 |
| Average net proflts | 38.540 | 14.195 | 24.989 | 33.744 | 81.231 |
| Husinesses reporting loes (Mo.) | 194 |  |  |  |  |
| Aversoe sales | 351.083 | 57.280 | 183.536 | 359.980 | 863.554 |
| Averoge expense 5 | 380.644 | 60.672 | 188.660 | 375.823 | 897.422 |
| Average net losss | -19.581 | -3.392 | -25.124 | -15.863 | -33. 868 |

III These estimetes are based an smel of besinestes paporsing seles between \$5.000 and 52.000,000.
Sen Tide 1 for symol ino notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Onterio. Residentisl Renovstion (SIC 4013)

|  | Total! ! |  | Bottom 25: |  | $\text { midsie } 25$ |  | Unoer$\text { miodle } 25:$ |  |  | $\begin{aligned} & \text { ior } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 506 \\ & 1! \\ & 1! \end{aligned}$ |  | (1) |  |  | $\begin{aligned} & 11 \\ & 72 \end{aligned}$ | $\begin{array}{r} 9 ? \\ 158 \end{array}$ |  |  | $\begin{array}{r}158 \\ 111 \\ \hline\end{array}$ |  |
| Selocted expense item | Industry average i 21 |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { ropopting } \end{aligned}$ | Reooring businesses oniy ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UoDer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Total | Bot?om 25\% | $\begin{array}{r} \text { Lower } \\ \text { modie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { miod } \\ 35 \% \end{array}$ | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of meles | 25.6 | 26.7 | 25.8 | 21.8 | 21.5 | 57.1 | 37.7 | 43.3 | 35.4 | 35.6 | 37.2 |
| Occupency expenses | 5.0 | 9.8 | 6.0 | 5.3 | 3.1 | 93.8 | 8.8 | 10.0 | 7.1 | 5. 5 | 3.2 |
| Dedrecistion | 2.1 | 2.4 | 2.7 | 2.1 | 1.3 | 77.7 | 2.7 | 3.5 | 3.9 | 2.8 | 1.4 |
| Repaipt \& mantunence | 0.8 | 1.5 | 1.0 | 0.5 | 0.3 | 38.4 | 2.1 | 3.0 | 2.8 | 1.3 | 1.0 |
| Hest. light itephone | 0.9 | 1.8 | 0.7 | 0.7 2.0 | 0.8 | 65.3 57.5 | 1.4 | 3.18 | 1.3 3.3 | 1.3 3.3 | 1.7 1.5 |
| Rent | 2.2 | 4.2 |  | 2.0 | 0.9 |  | 3.7 | 7.0 | 3.3 | 3.3 |  |
| Personnel expenses | 13.7 | 8.7 | 10.1 | 15.4 | 20.6 | 67.4 | 20.4 | 18.0 | 20.1 | 20.3 | 23.3 |
| Financial expenses | 1.7 | 2.0 | 1.7 | 1.4 | 1.5 | 86.6 | 1.3 | 2.5 | 2.1 | 1.5 | 1.8 |
| Interest 8 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 | 89.1 | 1.1 | 2.2 | 1.0 | 0.8 | 0.7 |
| Other expensas | 38.5 | 35.1 | 32.9 | 34.5 | 39.5 | 39.7 | 38.5 | 39.1 | 33.4 | 34.5 | 39.5 |
| Profit (loss) | 16.5 | 13.7 | 23.8 | 21.9 | 8.1 | 39.9 | 16.5 | 13.7 | 23.5 | 21.9 | 6. 1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | -•• | -•• | . $\cdot$ | - |

## syebols

- zero of no observerions
- 100 snell $\$ 00$ on expresseo
not eppliceble
$\times$ confidentisl


## footnotes


(2) Velue in esen cell, Totsl weighted mponditura on given item

This portion of the qeble perteins only to the businesses peporting the specific moense iten. Thereforit these petios ere ciculated individubly and the cotal will not nocesserily equel 100 .
motes
Deto ere shown by quertiles min ot leest 13 of the sempled businesses repart the specific item
 one querter of the total numor of businestes. Within eech quprtile. the everse retio is presented. for comprison purposes. the high end low veluns of seles ere shown.

New to ust the tablen

121 The selected renge witt indicete the prooep quertile. i. ©. the Dottom 25\%. the lower miodle 25\%. the upper midde 25z or the top 25士
(3) Dese portaining to the uelected sales sise remge will be in that quertile

## Stenderd Induterisl GIesifleetion Deflnitien (SIC I量o):

SIC 4013 - Residentiel Menovetion Contpectors
Businesses primerily engeged in residential sdditions. mior improvements and repelrs. renovetion. renebilitetion, petpofisting end convepsions involving more then one prode such ss: general contractors for residentiel additions. peneral contrectore for home improvements and reptis. general contrectors fop nouse alieptions and generul contractors for resiontial fenovetions.

TABLE 2. Balance sheet proftle for incorporated businesses only. 1987
Ontario. Resideneial Renovation (SIC 4013)

|  | -ota (1) | $\begin{array}{r} B 0: \$ 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miosie i5: } \end{array}$ | m: Jole | -20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses n sample (No. Low sases value (\$000's! ". 's se es value ( 5000 ' s ) | $\begin{aligned} & 211 \\ & 11 \\ & 151 \end{aligned}$ | 109 | $\begin{aligned} & 109 \\ & 210 \end{aligned}$ | $2+0$ 3 3 | 387 $i$ |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| . 9 | - | - | - | - | - |
| -scounts and notes receivable | 33 | 5 | 6 | 23 | 94 |
| inventory | - | - | - | , | - |
| Other Euprent assets | 47 | 8 | 34 | 3 ? | 85 |
| Total cupient assets | 80 | 13 | 61 | 61 | 179 |
| Fixed ussets | 19 | 6 | 10 | 13 | 45 |
|  | - | - | - | - | - |
| Other assets | 8 | 1 | 1 | 8 | 12 |
| Totsl sesets | 105 | 20 | 72 | 12 | 236 |
|  |  |  |  |  |  |
| Other current liabilitios | 50 | 11 | 21 | 40 | 125 |
| Total current liabi.tities | 61 | 17 | 23 | 52 | 145 |
| Mortgages Dayable | - | - | - | - | , |
| Long term deot | 1 | - | ? | 。 | 1 |
| Dether lisbitities | 11 | 2 | 5 | 9 | 25 |
| sl lisbilities | 73 | 20 | 29 | 82 | 173 |
| al equity | 32 | - | 44 | 20 | 63 |

ihese estimeter besto on smiplo of ousinesses peporting seles detmeen $\$ 25.000$ end $\$ 2.000 .000$.
See fable for symbols and notes

Fisle 3. Finamcial rattos(1) for incorporated businestes only, 1987
Onterio. Resldentis? Renovetion (SIC 4013)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Uoder middl $25 \%$ | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample (No.) sales value ( $\$ 000$ 's) salas vilut ( $\$ 000$ s) | 211 11 11 | $\begin{aligned} & (1) \\ & 109 \end{aligned}$ | $\begin{array}{r} 109 \\ 210 \end{array}$ | 210 389 | 38? |
|  | Average |  |  |  |  |
| Liquidity retio Curpent ratio (times) | 1.3 | 0.7 | 2.6 | 1.2 | 1.2 |
| Leverage ratios <br> Debtleauity ratio (times) <br> Interst coverage ratio (times) <br> Debt retio (times) | $\begin{aligned} & 2.3 \\ & 8.3 \\ & 0.7 \end{aligned}$ | -92.5 6.5 1.0 | $\begin{array}{r} 0.7 \\ 41.7 \\ 0.4 \end{array}$ | 3.2 3.1 0.8 | 2.7 9.2 0.7 |

111 ine resios represent the everge of ratios for each businms in the groug and cennot be calculted from the figures shown in imble 2 .
(\$) Thest uspintin re besed on swiple of ousimeses reporting seles betwem 25.000 and s.000,000
Sen Tui 1 for symols and motes.

## -rinitions:

1. bienidity ratlo:

Guprent $=$ current assets / arremp liabilitien
2. Leverage ratien:
al Debu/equigy e toral liabilities / equity.
b) Debi palio s cotal liabilities / toral assets
ch Interest coverage net profit - interess mense f incerest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy, 1987
Ontario, Residensial Renovation (Sic 4013)

|  | Tosa1:1) | $\begin{array}{r} \text { Sal } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { micoler } 25 \%$ | User 9.001 25\% | $\begin{aligned} & \text { OOD } \\ & \text { 2E:. } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (Mo. Lom sales value ( $\$ 000$ s) Migh sales value $\$ 000$ 's) | $\begin{aligned} & 99 \\ & (1) \\ & 1 i \end{aligned}$ | $11)$ 164 | $\begin{aligned} & 164 \\ & 216 \end{aligned}$ | $\begin{array}{r} 210 \\ 395 \end{array}$ | 399 $\vdots 1$ |
|  | Averege (\$000 s) |  |  |  |  |
| Operating ectivities <br> Cash from oderstions Depreciation Other | 14 5 5 | 5 4 -5 | -19 ${ }^{3}$ | 7 3 19 | $\begin{aligned} & 36 \\ & 10 \\ & 19 \end{aligned}$ |
| Dividends | -5 | -3 | -1 | -8 | - 0 |
| Investment ectivities <br> Disposal of fixed assets <br> Purchese of fixed assets <br> Incresese in investment <br> Decrense in investment | 6 -14 -5 1 | -6 | -4 | 1 -7 -11 | $\begin{array}{r} 17 \\ -40 \\ -5 \\ 3 \end{array}$ |
| Finsencing ectivitios <br> Increase in long term debt <br> Repayment of iong eerm debt <br> Loans from sharenolders <br> Repsyment of loans from shareholders <br> Advences \& loans from government <br> Incerase in equity <br> Decresse in equity <br> Other | 6 -5 3 -4 | -1 | 2 -2 -2 | 2 -4 9 -8 | $\begin{array}{r} 13 \\ -14 \\ 1 \\ -5 \\ - \\ 1 \\ -1 \end{array}$ |
| Incresse(decresee) in essh equivalents Cash equivelonts-Beginning of the yeer Cash aquivelente - End of the yeer | 5 | -2 -4 -5 | -5 4 -1 | 5 11 18 | 18 -13 8 |

 only qhase busintses reporting sietement of changes
sen ratio 1 for symbols and notes.
TABLE 5. Employment changes by Eize of busines: 1984-1987 besed on sic ciastification in iget
Ontarlo. Nesidentlel Building and Development (SIC 401)

| Dusiness size expressed in everege labour units(l) | Number of businesses | $\begin{array}{r} \text { Total peypoll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of butineses with poid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y poorting(2) | Mo ionger ceporting (3) |
| 1984 |  |  |  |  |  |
| Total | 7.025 | 415.759 | 18.591 | 1.841 | 1.076 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 6.891 \\ 114 \\ 19 \\ 1 \end{array}$ | $\begin{array}{r} 278.669 \\ 77.789 \\ x \\ x \end{array}$ | $\begin{array}{r} 12.482 \\ 3.520 \\ 2.414 \\ \hline 175 \end{array}$ | $\begin{array}{r} 1.820 \\ 19 \\ 2 \end{array}$ | $\begin{array}{r} 1.063 \\ 10 \\ 3 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 9.400 | 322.022 | 33.363 | 2,139 | -.. |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-49 \\ & 500 \text { end over } \end{aligned}$ | 9.140 230 30 $=$ | $\begin{aligned} & 587.996 \\ & 213.804 \\ & 140.242 \end{aligned}$ | $\begin{array}{r} 20.568 \\ 7.769 \\ 5.028 \end{array}$ | $\begin{array}{r} 2.100 \\ 37 \\ 2 \end{array}$ | $\cdots$ $\cdots$ $\ldots$ |





121 Refers to Dusinesses reporting mo peyroll deductions in the previous yeer
(3) Refers to ousinesses rgporting no payroll ouductions in the following yele
 -dustod accordingly

Set Table itor ayools and notes

TABLE 6. Selected operating characteristics of smell businesses by sales quartile. $1985-1987$
Onterio, Residential Renovation (SIC 4013)



1985

| Number of observations in seaple | 551 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {S }}$ | 171.087 | 36.904 | 75.251 | 140.298 | 431.898 |
| Averape expense \$ | 157.004 | 29.655 | 61.607 | 130.803 | 405.969 |
| Average net profit (lose) \$ | 14.083 | 1.249 | 13.844 | 9.493 | 25.947 |
| Dueinuses peporting a profit (Mo.) | 813 |  |  |  |  |
| Average salos ${ }^{\text {a }}$ | 174.389 | 37.601 | 75.272 | 137.281 | 447.388 |
| Average expense s | 153.396 | 28.705 | 58,860 | 118.092 | 409.927 |
| Averege net profit \$ | 20.985 | 10.898 | 16.112 | 19.189 | 37.441 |
| Dusinesses reporting a lass (Mo.) | 171 |  |  |  |  |
| Averege sales \$ | 159.477 | 34.419 | 15.096 | 148.788 | 371.808 |
| Average expense \$ | 189.723 | 40.186 | 81.846 | 165.611 | 390.448 |
| Average net loss\$ | -12.246 | -5.767 | -6.550 | -17.823 | -18.842 |

1987

| 2er of observations in smaple | 477 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - rage sales | 188.936 | 33.273 | 55.254 | 190.390 | 395.825 |
| average expense 5 | 133.132 | 29.280 | 13.041 | 07.591 | 372.815 |
| Average net protit (lose) s | 15,804 | 3.993 | .12.213 | 22.799 | 24.210 |
| Businesees reporting profit (Mo.) | 104 |  |  |  |  |
| Averspe sales \$ | 151.300 | 34. 208 | 54,357 | 109.522 | 407.112 |
| averape expenses | 130.258 | 23.968 | 39.295 | 84, 118 | 373.352 |
| Average net orofit ! | 21,042 | 10.240 | 15.062 | 25.105 | 33.750 |
| Husinesses reporting elans (Wo.) | 73 |  |  |  |  |
| Averege seles \$ | 141.895 | 31.861 | 69.005 | 122.287 | 352.846 |
| avoroge exoense 5 | 151.499 | 38.438 | 67.060 | 131.018 | 369.449 |
| tuerage net loss \$ | -9.596 | -6.777 | -6.055 | -8.751 | -16.803 |


See Teoln 1 for symools and motes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontarlo. Excevasing and Grading (SIC 4214)


5ymbol

- zero or no observitions
- too smell roo of expressed
nor applicabl.
- contidentiol


## eotnotes

11 These estimetes or besed on smple of businesses revorting sales between \$25.000 send \$2.000.000.
2) Torel wigher mapenditur on given isen

(3) Vilue in esen coll Toisl wignisd exomenturs on given isem

 individully and the total will not necusserily equel 1004.

Motes
Deta er show by quartiles men et leest 13 of the sompled Dusinesses report the specific iten.
 one quarter of the totel number of businesset. Within each quertile, the everage risio is prosented. for comperison Durposes. the high end low velues of sties are shom.

Mow to use the tuthes

(2) The selected range will indicete the ppoper quaptile. i. t. the botton 25s. the lomer midgle 25z. the upper midde 25s or the top 252
(3) Dete pertaining to the selected enter ize runge will de in that quarsile.

## Stendera Induseriel Clsestificstion Definltion (5IC 1880):

51C 4214 - Excevezing and Greding Contrectort
Butinesses primerily engegeg in construction site meaveting and groding. Included me businesses engeged in construction site
 end clearing. construction site rock removal and construction site trenching.

TABLE 2. Balance sheet proflie for incorporated businesses only. 1987
Onterio. Excaveting and Greding (SIC 4214)

|  | Totalil) | $\begin{array}{r} \text { Bo: }: 0 \mathrm{~m} \\ 25 \% \end{array}$ | miad! iower | $\begin{aligned} & \text { Jozer } \\ & \text { midaic } 5 \text { : } \end{aligned}$ | To S $=0$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses samol (No. Low sales value $\$ \$ 000^{\prime}$ s) Migh sales value i $\$ 000^{\prime}$ s) | 185 19 $i 1$ | (1) | 59 281 | 231 622 | 620 |
|  | Average (3000's) |  |  |  |  |
| 4実ets |  |  |  |  |  |
| Gasn | - | - | - | - | - |
| Accounts and notes receivable | 56 | 6 | 15 | 80 | 141 |
| inventory | $=$ | - | - | - | - |
| Other current assets | 47 | 8 | 28 | 57 | 96 |
| Tosal curcent assets | 103 | 14 | 42 | 117 | 237 |
| Fixed sssetz deo, on fired assets | 154 | 56 | 68 | 189 | 304 |
| Les: Accum. dep. on fixed ussets Other assetg | 9 | 3 | 3 | - | - |
| Totel aseets | 286 | 72 | 113 | 314 | 583 |
| Lisbilities end equity |  |  |  |  |  |
| Curient loans | 22 | 7 | 11 | 27 | 41 |
| Other curcent lisbilities | 83 105 | 17 | 41 | 90 | 185 |
|  | 105 | 24 | 52 | 116 | 228 |
| bong term debt | 9 | 7 | 2 | 13 | 5 |
| Other liabilitias | 71 | 33 | 28 | 88 | 135 |
| =:al liabilities | 188 | 84 | 12 | 218 | 377 |
| iotsl equity | 11 | 8 | 31 | 98 | 187 |


5ee itela for symools and notes

TABLE 3. Finenciti retios (1) for incorporated businestes only. 1987

- Ontario. Excaveting and Grading (Sic 4214)

| . | Total(2) | $\begin{array}{r} 80 t+0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper $\text { midd } \quad 25 \%$ | $\begin{aligned} & \text { Top } \\ & \text { 25x } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesser in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $5000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 186 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & \{1 \\ & 139 \end{aligned}$ | 139 281 | $\begin{aligned} & 281 \\ & 622 \end{aligned}$ | 162 |
|  | Averege |  |  |  |  |
| Squidity retio <br> Current retio (times) | 1.0 | 0.6 | 0.8 | 1.0 | 1.1 |
| .-verege petios <br> Debt/enity retio (times) <br> Interest coverage ratio (times) <br> Detot retio (times) | 2.3 5.8 0.7 | 8.1 0.5 0.9 | 2.7 4.7 | 2.3 8.1 0.7 | 2.0 6.8 0.7 |

 (2) These estibtes ere besed en semple of businesses reporting selverimen s29.000 end $\mathbf{5 2 . 0 0 0 . 0 0 0 .}$

Set leble 1 for symbols and metet.

Definitiens:

1. Liquidity retio:

Gurrent e cupront sssets / gurrewi limilitits.
2. Leverege retios:
al Deet/equity sotal liabilities / equisy.
ol Debi ratio 2 cotal liabilities/ totel assers.
c) Inverest coverage 2 net profit inserest mpense/ interest oxpense.

TABLE 4. Statement of enanges in finmeitl position for incorporatad businesses only. 1987
Oncario, Exeaveling and Grading (SIC 4214)

|  | Total(1) | $\begin{array}{r} 50+10 m \\ 25= \end{array}$ | bower $\text { middle } 95:$ | $\begin{array}{r} \text { Uoper } \\ \text { Mioo: }=5 \% \end{array}$ | \% 00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Lom sales value ( $\$ 000^{\circ}$ s) Hign sales value (\$000's) | $\begin{aligned} & 102 \\ & 1! \\ & 1 i) \end{aligned}$ | 11 182 | $\begin{aligned} & 182 \\ & 316 \end{aligned}$ | $\begin{array}{r} 316 \\ \times 28 \end{array}$ | $\begin{array}{r}3 \\ \hline 18 \\ \hline 11\end{array}$ |
|  | Average $\left(\$ 000\right.$ s ${ }^{\text {l }}$ |  |  |  |  |
| Operating setivities Casm from operat ions Deprecietion Other | $\begin{aligned} & 42 \\ & 47 \\ & -7 \end{aligned}$ | $\begin{aligned} & 11 \\ & 23 \\ & 7 \end{aligned}$ | $\begin{aligned} & 12 \\ & 29 \\ & -3 \end{aligned}$ | $\begin{array}{r} 57 \\ 54 \\ -23 \end{array}$ | $\begin{aligned} & 85 \\ & 80 \\ & -9 \end{aligned}$ |
| Dividends | -7 | -1 | -5 | -11 | - 10 |
| Investment activitios Disposel of fixed assets Puychase of fixed ssiets lncrease in investment Decrease in investment | $\begin{array}{r} 32 \\ -112 \\ -1 \\ 2 \end{array}$ | $\begin{array}{r} 35 \\ -85 \\ -8 \end{array}$ | $\begin{array}{r}3 \\ -39 \\ \hline\end{array}$ | 126 -12 -2 | $\begin{array}{r} 59 \\ -202 \\ -1 \\ 1 \end{array}$ |
| Financind ectivities <br> Increse in long term debt <br> Reparment of long term debt <br> Loms from sharehoiders <br> Reperment of loans from shareholders <br> Advances \& loans from government <br> lncrease in equity <br> Decresse in equity <br> Other | 42 -24 5 -13 - -1 -1 -1 | 56 -32 5 -5 - -2 -2 -3 | 13 -10 2 -6 | $\begin{array}{r}39 \\ -28 \\ 5 \\ -11 \\ \hline\end{array}$ | 58 -25 10 -31 $=$ $=$ -1 |
| Increaseldecrease) in eash feauivelents Cash \& equivelonts-Beginning of the year Cash equivelonts - End of the yeer | 5 18 24 | 18 | -6 30 26 | 18 | 18 20 38 |

 only those businesses reporting statement of changes.
see tetele 1 for symools and notes.

TABLE 5. Employment changes by size of business, 1984-i987 based on Sic classification in ig87
Ontario, Excaveting and Grading (51c 4214)

|  |  |  |  | Changes in numb with pei | of businesses oloyeses |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in everoge labour units(1) | Number of businesses | $\begin{array}{r} \text { Totel parroll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Averege lebout units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | Mo longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.141 | 95.150 | 3.342 | 157 | 133 |
| $\begin{aligned} & \text { les than } 20 \\ & 20^{-} \quad 99 \\ & 100-199 \end{aligned}$ | $\begin{array}{r} 1,107 \\ 32 \\ 2 \\ \hline \end{array}$ | $\begin{array}{r} 65.659 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.702 \\ 1.105 \\ 135 \end{array}$ | $\begin{array}{r} 154 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 132 \\ 1 \\ = \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.471 | 195.355 | 6.588 | 288 | . . |
| less then 20 <br> $20=99$ <br> $100=499$ | $\begin{array}{r} 1.394 \\ 72 \\ 5 \end{array}$ | $\begin{array}{r} 110,324 \\ 85,732 \\ 19.899 \end{array}$ | $\begin{array}{r} 3.723 \\ 2.273 \\ 872 \end{array}$ | $\begin{array}{r}261 \\ 7 \\ \hline\end{array}$ | $\cdots$ |
| 500 and over | - |  | - | - | * |


Survey of Employment. Peyroll mo mours. Statistics Conto. Colalogut 12-002. An suerage lobour unit could be interpreted es a full-ime employee. Note that the business size groups used ore octerninoo et the Conede level. Thus if bus iness hat of lonse

(2) Refers 10 dusinesses reporting no parroll dedrtions in the previdus year
(3) Refers to businesses roporting no payroll deductions in the following yeer
"Mewly reperting" and "no longer peporing" Dus, hesses aressumd to nove in activity for six monems and the information is odiusted aceoroingly

See isole i for symbols and notes.

TABLE 6. Selected operating cheracteristics of small businasses by sales quartile. $1985-1987$
Ontario. Excaveting and Grading (SIC 4214)


1985

| Mumber of observationt in semple | 338 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average stues | 174.559 | 36.179 | 61.732 | :22.esim | 477.465 |
| Averege expense 5 | : 52.359 | 26.397 | 49.539 | 105.824 | 429.678 |
| Aversge net grofis (lase) \% | 22.200 | 11.782 | 12.193 | 17.034 | 47.791 |
| Dusinesees reporting a profit (Mo.) | 145 |  |  |  |  |
| Averege seles \$ | 171.285 | 36.203 | 81.373 | 122.213 | 165.350 |
| Aversge expense \$ | 144.400 | 22.963 | 46.985 | 103.106 | 104.564 |
| Average net profis | 26.885 | 13.240 | 14.408 | 19.107 | 60.786 |
| Susinernes reporting a lose (Mo.) | 93 |  |  |  |  |
| Averspe soles S | 194.644 | 35.818 | 85.754 | 131.298 | 545.807 |
| Average expense | 207.764 | 40.401 | 76. 328 | 141.413 | 570.913 |
| Averige net loss | -13.120 | -4.485 | -12.574 | $-10.115$ | -25.305 |

1986

| Number of observetions in semple Average gales $s$ <br> Average expense $s$ <br> Average net profit (loss) \$ | $\begin{array}{r} 818 \\ 221.154 \\ 200.803 \\ 20.351 \end{array}$ | $\begin{aligned} & 43.700 \\ & 31.024 \\ & 12.878 \end{aligned}$ | $\begin{aligned} & 73.318 \\ & 56.811 \\ & 16.505 \end{aligned}$ | $\begin{array}{r} 185.336 \\ 150.483 \\ 14.853 \end{array}$ | $\begin{array}{r} 802.285 \\ 584.892 \\ 39.373 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses esortine arofle (Mo.) <br> Average soles 5 <br> Average expenses <br> Average net prolits | $\begin{array}{r} 700 \\ 218.224 \\ 190.901 \\ 27.323 \end{array}$ | $\begin{aligned} & 43.927 \\ & 28.627 \\ & 15.306 \end{aligned}$ | $\begin{aligned} & 73.427 \\ & 51.538 \\ & 21.891 \end{aligned}$ | $\begin{array}{r} 182.384 \\ 142.865 \\ 19.499 \end{array}$ | $\begin{array}{r} 593.176 \\ 560.582 \\ 52.594 \end{array}$ |
| Businesses raporting lose (Mo.) <br> Averege sules $\$$ <br> Average expenses <br> Average net lows | $\begin{array}{r} 111 \\ 237.807 \\ 255.996 \\ -18.389 \end{array}$ | $\begin{array}{r} 42.094 \\ 48.003 \\ -5.989 \end{array}$ | $\begin{array}{r} 72.810 \\ 80.915 \\ -8.105 \end{array}$ | $\begin{aligned} & 183.781 \\ & 197.702 \\ & -13.941 \end{aligned}$ | $\begin{aligned} & 551.751 \\ & 697.283 \\ & -85.522 \end{aligned}$ |
|  |  |  | 1987 |  |  |
| Mumber of observetions in semple <br> Average sules $s$ <br> Average expenses <br> Average net profit (lose) s | $\begin{array}{r} 287 \\ 239.534 \\ 214.648 \\ 24.886 \end{array}$ | $\begin{array}{r} 38.259 \\ 34.224 \\ 3.435 \end{array}$ | $\begin{aligned} & 79.744 \\ & 54.373 \\ & 15.371 \end{aligned}$ | $\begin{array}{r} 163.788 \\ 165.331 \\ 17.457 \end{array}$ | $\begin{array}{r} 576.344 \\ 613.083 \\ 53.281 \end{array}$ |
| Bueinestes reportios oroflit (Wo.) <br> Averape sules 5 <br> Average oxpense <br> Average net profiss | $\begin{array}{r} 241 \\ 240.080 \\ 207.090 \\ 32.990 \end{array}$ | $\begin{array}{r} 61.098 \\ 32.543 \\ 1.555 \end{array}$ | $\begin{aligned} & 77.672 \\ & 58.663 \\ & 19.009 \end{aligned}$ | $\begin{array}{r} 151.321 \\ 136.249 \\ 25.072 \end{array}$ | $\begin{array}{r} 680.130 \\ 601.165 \\ 79.325 \end{array}$ |
| ```Businesses reporting lese (Mo.) Avermge sulues Avernge expenses Average net loss $``` | $\begin{array}{r} 43 \\ 238,153 \\ 256,063 \\ -17.910 \end{array}$ | $\begin{array}{r} 33.133 \\ 38.942 \\ -5.109 \end{array}$ | $\begin{array}{r} 94.827 \\ 103.090 \\ -8.483 \end{array}$ | $\begin{array}{r} 174.922 \\ 191.848 \\ -18.926 \end{array}$ | $\begin{array}{r} 649.931 \\ 690.373 \\ -40.442 \end{array}$ |


set iable ifar symols and motes

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

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

Srmbol:

- zero or no observations
-- too small too de explessed
not mplicabl
- Confidentil


## feotnotes


2) Volue in sech ctll r iotal weighted expendisupt on given item

This portion of the teble persers only to the businesses reporting the specific expense item. Therefore shese patios are colculter individully and the totsl will not necesserily equal 100 s.

## Motes

Oeta ere shown oy quatiles when at leset is of the tanpled businesses roport the specific ifem
 one querter of the totel numor of butinesses. Within esch quertile, the overege retio is presented. For comperison purposes. the high and low values of seles are shown.

Mow to use the tebles

 100258.
(3) Deta perteining to the selocted sits size renge will bs in thet quertile.

## 

S1C 421 - Other site Mork
Sus inesses dimerily engeged in sit mofk not elsewhere classified. Incluoed in this industry ore businesses primerily engaged in landscepe conpracting who purchase nursery stock. These businesses include lendscepe coneroctors ond piprapping installasion.

TABLE 2. Balance sheet proftla for incorporated businesses only. 1987 Onterio. Other site Work (SIC 4219)

|  | io:al: ${ }^{\text {a }}$ | Sortom 25: | miodicomer | Tisole $\begin{array}{r}\text { jeger } \\ \text { IE: }\end{array}$ | -89 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses n sample (Mo.) Lom saies value 3000 ) Hign sales vaiue $\left(\$ 000^{\prime}\right.$ s) | $\begin{array}{r} 13 \\ 11 \end{array}$ | $\begin{array}{r}11 \\ 105 \\ \hline\end{array}$ | 105 224 | $\begin{aligned} & 224 \\ & 498 \end{aligned}$ | $+38$ |
|  | average 8000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash accounts and notes pecoivable | 33 | 3 | 9 | 20 | 97 |
| inventory | 3 | - | - | 2 | - |
| Other current assets | 32 | 18 | 15 | 97 | 51 |
| Total current sisets | 66 | 19 | 23 | 58 | 158 |
| Fixed asseis | 59 | 24 | 27 | 75 | 108 |
| Less: Accum. dep. on lixed assers | i | 1 | - | 7 | 33 |
| Other essets | 11 | 1 | - | 7 | 33 |
| Total asests | 135 | 44 | 50 | 140 | 238 |
|  |  |  |  |  |  |
| Other curcent liabilities | 49 | 18 | 15 | 50 | 111 |
| Total curione liabilities | 65 | 23 | 23 | 63 | 147 |
| Morigages dayadie | - | - | - | 5 | - |
| Long erm deot | 3 | 10 | ${ }_{2}^{28}$ | 5 | 5 |
| Other liabilities | 35 | 10 | 28 | 34 | 65 |
| Totel liabilities | 103 | 33 | 54 | 103 | 218 |
| Tatel equity | 32 | 12 | -3 | 37 | 12 |

(1) inese estimes are besec on ample of businesses reporing sales betwen $\mathbf{1 2 5 . 0 0 0}$ and $\mathbf{1 2 , 0 0 0 , 0 0 0}$.

See teble for symools and notes.

TABLE 3. Financiei retios(1) for incorporated busineszes only, 1987 Onteric. Other site Hork (SIE 4219)

|  | Total(2) | $\begin{array}{r} 80 t \text { tom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upoer middle 25\% | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businuses in samole (Mo.) Lom sales velue ( $5000^{\circ}$ s) High sales value ( $\$ 000^{\circ}$ s) | 143 $(1)$ $(1)$ | 11 105 | 105 <br> 224 | $\begin{aligned} & 224 \\ & 438 \end{aligned}$ | 438 <br> $(1)$ |
|  | Average |  |  |  |  |
| Liquidify ratio Current ratio (times) | 1.0 | 0.8 | 1.0 | 0.9 | 1.1 |
| Leverage ietios <br> Detreanity ratio (times) <br> Interest covernge retio (sines) <br> Debt retio (times) | 3.2 5.5 0.8 | 2.8 9.8 0.8 | -16.1 1.0 1.1 | 2.8 4.8 0.7 | 2.8 8.5 0.7 |



set intal 1 for symols and eeten.

Definitions:

1. Sianidity retio:

2. Leverepe retios:
a) Debe/equity : lotal lisoilities / equity.
D) Debr ratio s rotel lizbilisies / rotal asets
c! Interest coverege s net profit interest mopense/ interest mpense.

TABLE 4. Statement of changes in financtal position for incorporated businesses onily, ig87
Ontario. Dther site Work (SiC 42ig)

|  | Total:! | $\begin{array}{r} \text { Sct:om } \\ 25 \% \end{array}$ | Lomer <br> AToale ZE: | UDOE $\text { nidal } 25 \%$ | T02 -5.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Lom sales value (Sû̃O's) High sales value $(5000$ s) | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & (1) \\ & 87 \end{aligned}$ | 97 223 | $\begin{aligned} & 223 \\ & 458 \end{aligned}$ | $\begin{array}{r}158 \\ \hdashline 11\end{array}$ |
|  | Average (\$000's |  |  |  |  |
| Operating ectivities Csen from ootations Depeciation Dther | 11 24 -29 | $\begin{array}{r} -53 \\ 58 \\ -88 \end{array}$ | 15 5 -6 | 21 | 31 37 -47 |
| Dividende | -10 | $=$ | -13 | $-18$ | -5 |
| Inveetment ectivities <br> Disposel of fixed assets Purchese of fixed assets Incresse in investment Decresese in investment | - $\begin{array}{r}3 \\ -20\end{array}$ | - | -4 | $\begin{array}{r} 3 \\ 25 \\ -1 \end{array}$ | -47 |
| Finencing ectivities <br> Incesese in long term debt Repayment of long term debt <br> Loans fiom sheraholders <br> Redayment of loens from shareholders Advences \& loans from government <br> lacresse in equipy <br> Decrease in equity <br> Deher | 30 -15 6 -2 | 67 | - ${ }_{-1}^{2}$ | 11 -7 9 -2 | 54 $-5!$ 7 -6 - $=$ -1 |
| Incresseldecresse) in cash tequivalents Cash tequivelonts-8eginning of the year Cogh equivelents - End of the rear | $\begin{array}{r}-3 \\ 8 \\ 8 \\ \hline\end{array}$ | 5 -1 1 | -3 3 1 | 7 29 29 | -20 -20 |

 only those businesses reporting searement of chenges.
see feble 1 for symols no notes.

TABLE 5. Employment changes by ize of business, 1984-1987 besed on SIC ciassificetion in ise7 Onterio, Oener site Work (SIC 4219)

|  |  |  |  | Changes in number of businesses with pa id employess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinest size expressed in overope labour units\{1\} | Number of businesses | Totel Deyroll $\left(\$ 000^{\circ} \mathrm{s}\right)$ | Average loour units(1) | recorting(2) | No longer remorting(3) |

1944
Total
less than 20
$20-99$
$100-499$
$500-n 0$ over
1987

| Total | 1.830 | 128.053 | 4.350 | 388 |
| :---: | :---: | :---: | :---: | :---: |
| Itas than 20 | 1.809 | 95.730 | 3.231 | 111 |
| 20-99 | 20 | X | 605 | : |
| 100-499 | - | - | - | - |
| 500 and over | 1 | X | 514 | - |

[^6]see reble 1 for symbols and noses.

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. 1985-1987 Onzario. Other site work (SIE 4219)




1987


see iole ? for symbols and notes

TABLE 1. Selecteo operating ratios, in percent of sales. 1987
Ontario. Concrete Pouring Finishing (SIC 4224)

|  | Iots: 111 |  | $\begin{array}{r} \text { Bo: } 10 m \\ ? 5 \% \end{array}$ |  | Lower$\text { m. वEl } 35^{2}$ |  | - U00. ${ }^{\text {Jeoe }}$ |  |  | $0 \%$$25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 128 11 1 1 |  | $\begin{array}{r}11 \\ 32 \\ \hline\end{array}$ |  | 32 <br> 82 |  |  |  |  |  |
| Selected expense item | Industry aversoek2) |  |  |  |  | $\begin{aligned} & \text { Nousi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses oniy( 3) |  |  |  |  |
|  | Topal | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midol. } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uooer } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 900 \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \mathrm{Joogr} \\ \mathrm{midal} \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Pereent of sales |  |  |  |  |
| Cost of sulem | 27.1 | 30.3 | 32.8 | 18.1 | 30.2 | 75.6 | 36.9 | 31.9 | 45.1 | 34.8 | 36.8 |
| Occupancy mpanses | 8.2 | 10.6 | 12.5 | 5.5 |  | 99.4 | 1. 2 | 10.8 3.7 | 12.8 | 5.8 2.8 | 4.3 |
| Dedieciation | 3.2 | 1.2 | 7.3 2.7 | 2.4 | 2.0 | 72.2 | 4.5 | 3.7 0.6 | 10.5 6.5 | 2.8 3.0 | 2.1 |
| Repairs maintensmce | 1.1 | 0.4 | 2.7 | 0.8 0.5 | 0.5 0.5 | 43.7 84.1 | 2.5 | 0.6 3.2 | 6.5 1.9 | 3.0 0.9 | 1.2 0.6 |
| Hest. light e telephone | 2.8 | 7.0 | 1.5 | 1.7 | 1.3 | 62.2 | 4.5 | 11.5 | 3.2 | 2.3 | 2.0 |
| Persennel expenses | 23.0 | 17.1 | 19.4 | 22.8 | 31.7 | 82.8 | 27.7 | 27.2 | 21.3 | 23.8 | 31.7 |
| Finencisl expenses |  |  |  |  |  |  | 1.6 | 0.7 | 3.1 |  |  |
| interest \& bank cherges Professional tees | 0.8 0.8 | 0.1 | 1.6 | 0.7 | 0.6 0.5 | 62.2 78.8 | 1.2 1.0 | 0.3 0.6 | 2.8 2.0 | 1.0 0.9 | 0. 0.5 |
| Other expenses | 28.4 | 27.5 | 24.8 | 38.0 | 22.8 | 100.0 | 28.4 | 27.5 | 24.8 | 38.0 | 22.1 |
| Prefit (loss) | 10.9 | 13.4 | 6.8 | 13.5 | 3.9 | 98.7 | 11.1 | ? | 7.3 | 13.5 | 5.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -. | $\ldots$ | - | ... |

## Symbols

- Eero or no opservetions
-- 100 snell 100 be expresesed
. not mpolicmole
$\times$ confioentisl
Footnotes
(11 Those ustingter bered on smple of businesses poporting sel es between 825,000 ond 82,000,000.


This portion of the toble perteins only to the businesses reporting the specific expense item. Ther fort these retios ere celculeted individuslly end the total will not necesserily equsl 100 z.


## Notes

Datie er shown by quartiles when et leset 13 of the sampled businasses report the specific itum.
 one guerter of the totel numer of businesses. Within esh quertile. the cuerse retio is presented. For congtison purposes. the high and low volues of seles ere shown.

Mow to use the teblitit

 top 25 z.
(3) Dets pertsining to the selected sties tize renge will be in thet quertile.

## 

sIC 4224 * Concrete Pouring and Finithing Contractort
Businesses primerily engaged in concrete pouring or placement end concrete finishing. concrete dempproging. concrete finishing. concret pouping. concrete pumping lolscment, gunning concrete. paving with concrete, pressure grouting. setiling or coting concref. waterprooling concrese so wetnerpfoofing concrete epe too incluced in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Concrete Pouring sinishing (Sic 4224)

(11) These trimetes are bused on staple of businesses reporting seies detween $\$ 25.000$ and $\mathbf{5 2 . 0 0 0 . 0 0 0}$.

Sen table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businestes oniy. 1987
Ontarlo. Concrete Pouring Finlshlng (SIC 4224)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | midole $25 \%$ | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| susinesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) Migh seles vilue ( $\$ 000$ s) | 80 $(1)$ $(1)$ | (1) 8 | 82 218 | 219 591 | 591 (1) |
|  | Averege |  |  |  |  |
| Liquidity petio Current ratio (times) | 1.4 | 0.7 | 1.0 | 1.8 | 1.4 |
| Leverage patios <br> DeDt/eouity retio (times) <br> Interest coverse petio (times) <br> Debt retio (times) | $\begin{array}{r} 1.5 \\ 15.4 \\ 0.6 \end{array}$ | $\begin{aligned} & 3.9 \\ & 0.8 \end{aligned}$ | 3.9 3.8 0.8 | 1.0 21.9 0.5 | 1.5 18.4 0.6 |

(1) The ratios rapresent the swerage of retios for ateh business in the group and connot be calculated from the figuras shown in iable 2 .


Set reol ifor symools and motes.

Pofinitions:

1. Liquidiey retio:

Cupront a curtent assets / curront liabilitios.
2. Lever ege ration:

- Deblequity * roial liabililies / equity.
b) Debr ratio zoial listitiqies / sotal sssets.


TABLE 4. Statement of ehanges in financial position for incorporated businesses only. 1987
Ontario. Concrete Pouring finishing (sic 4224)

|  | Toral 111 | $\begin{array}{r} \text { Ber } 10 \mathrm{~mm} \\ ?: 5: \end{array}$ | Hise :- \% - | $\begin{aligned} & \text { joder } \\ & 7, \text { dol } 35 \% \end{aligned}$ | $\begin{aligned} & \text { ece } \\ & \text { cs: } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No. Low sales value ( $\$ 000$ 's) بigh sales value ( $\$ 000$ 's) |  | $\begin{array}{r} 111 \\ 71 \end{array}$ |  | $\begin{aligned} & 249 \\ & 713 \end{aligned}$ | $\begin{aligned} & 113 \\ & 111 \\ & \hline \end{aligned}$ |
|  |  |  | Averis. |  |  |
| Doepating activitios Casn 'rom odelions Dedrecietion Other | $\begin{aligned} & 32 \\ & 16 \\ & -1 \end{aligned}$ | $\begin{array}{r} -2 \\ 3 \\ 15 \end{array}$ | $\begin{array}{r} 4 \\ 10 \\ 8 \end{array}$ | $\begin{array}{r} 28 \\ 13 \\ 3 \end{array}$ | 86 34 -25 |
| Dividends | -5 | - | -1 | -7 | - |
| Investment ectivities <br> Disposel of fixed sssuts <br> Purchase of fixed assets <br> Increse in investmen: <br> Decresse in investment | -43 | - | -28 | -39 | 16 -97 |
| Financine ectivities <br> Incrense in long term debt <br> Reosyment of long term debt <br> Loens from shareholders <br> Repayment of loens from sharemolders <br> Advances \& loans from government <br> Increase in equity <br> Deciease in equity <br> Other | $\begin{array}{r}7 \\ -4 \\ 1 \\ -5 \\ \hline 3\end{array}$ | -3 | 6 -1 -5 -5 | -3 2 -4 | 20 -8 -9 -9 13 -8 |
| Incresse(decrese) in cash tequivalents Cash tauivelents-Deginning of the yeer Cesh tauivelents - End of the rear | 5 14 18 | 13 13 | -4 3 -1 | -8 31 25 | 20 15 35 |

(i) These estimstes st besed on semple incorporesed ousinesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. Sample count includes oniy those businesses roporting sistemen of changes.
fen inble i for symbols and notes.

TABLE 5. Employment changes by wize of business, 1984-19a7 based on SIC ciassification in ig87
Onterlo. Concrete Pouring finishing (SIC 4224)


 Survey of Employment. Peyroll and Hours, Sististics Canse. Calalogu $72-802$. An wer age labeur unit could be inserpreied es a full-tine mployet. Noie thet the business size proups used ore determined at the Cenede level. Thus if business hes at leest 500 employes in Canso es bhole Dut less then that number in my given province it is show in the 500 and over group.
2) Refers to ousinesses reporting no peyroll oeductions in the previous vear.
(3) Refers to businesses reporing no peyroll deductions in the following year
 adiusied accordingiy

See leble ifor symbols and notes.

TABLE 6. Selected operat:ng characteristics of small businesses by sales quartile. 1985-1987 Onterio. Concrete Pouring finishing (SIC 4224)

|  | Total:11 | Bot : S\% | miad Sowit | Misole Jeper | Yoc $\square \because$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average salis $\$$ | 255.148 | 43.215 | 85.805 | 175.580 | 754.984 |
| Average expense $\$$ | 242.335 | 35.310 | 75.833 | 154.289 | 704.108 |
| Averoge net profit (loss) s | 22.811 | 7.905 | 9.972 | 22.491 | 50.876 |
| Businesses reporting a profit (Mo.) | 205 |  |  |  |  |
| Average sales \$ | 271.795 | 42.912 | 87.713 | 177.305 | 779.254 |
| Averege expense 5 | 243.814 | 31.409 | 14.455 | 149.562 | 719.829 |
| Average net profits | 27.985 | 11.503 | 13.258 | 27.743 | 59.435 |
| Businesses raportine lose (Mo.) | 24 |  |  |  |  |
| Aversee sales 5 年 | 197.340 | 45.221 | 76,992 | 171.296 | 495.851 |
| Average expenses | 216.689 | 61.126 | 82.199 | 187,106 | 536.325 |
| Average net loss ${ }^{\text {s }}$ | -19.349 | -15.903 | -5.207 | -15.810 | -40.474 |

1986


1987

| Mumber of observetions in semple Average sales s <br> Averspe expenses <br> Average not profit (lose) | $\begin{array}{r} 125 \\ 287.553 \\ 206.785 \\ 20.788 \end{array}$ | $\begin{array}{r} 26.178 \\ 23.875 \\ 2,301 \end{array}$ | $\begin{array}{r} 46.359 \\ 43.165 \\ 3.194 \end{array}$ | $\begin{array}{r} 158.570 \\ 141.390 \\ 17.180 \end{array}$ | $\begin{aligned} & 579.105 \\ & 518.710 \\ & 60.395 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting eprofit (mo.) | 113 |  |  |  |  |
| Averspe sales | 230.098 | 26.196 | 43.051 | 157.058 | 694.105 |
| Averege expenses | 205,453 | 23.875 | 34.567 | 134.625 | 628.684 |
| averse net profis \$ | 24.635 | 2.301 | 8.384 | 22,433 | 65.422 |
| Iusinesses reportimg a loes (Wo.) | 12 |  |  |  |  |
| Averoge salos 3 | 236.208 | - | 52, 103 | 171.486 | 488.450 |
| Aversine expenses | 249.281 | - | 59.464 | 199.085 | 489.293 |
| Aversige net losss | -13.075 | - | -6.751 | -27.520 | -4.843 |

[^7]See Teble 1 for symbols end notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Onterio, Masonry work (SIC 4231)

|  | Total(1) |  | $\begin{array}{r} \text { B0::0m } \\ 25 \% \end{array}$ |  | Lower$\text { miode } 25 \%$ |  | Ueper$\text { micdla }=5 \%$ |  |  | -ic\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (\$000 s) High sales value (5000's | $\begin{aligned} & : 5 \\ & i 1) \\ & (1 i \end{aligned}$ |  | $191$ |  | $\begin{array}{r} 47 \\ 106 \end{array}$ |  | $\begin{aligned} & 105 \\ & 202 \end{aligned}$ |  |  | 200 |  |
| Selected expense item | Induster averoge(2) |  |  |  |  | $\begin{aligned} & \text { Zousi- } \\ & \text { nesses } \\ & \text { recorting } \end{aligned}$ |  |  |  |  |  |
|  | Toial | Bottom 25. | $\begin{array}{r} \text { Gower } \\ \text { midd1 } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooef } \\ \text { miodi } \\ 25 x \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd! } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent or so.en |  |  |  |  |  | Percent of saies |  |  |  |  |
| Cost of seles | 8.9 | 9.8 | 4.7 | 11.3 | 10.1 | 53.3 | 15.5 | 15.1 | $12:$ | 14.4 | 16.9 |
| Decupancy mpenses | 5.8 | 5.2 | 5.2 | 4. | 4.0 | 93.5 | 6. 2 | 12.2 |  |  | 4. 1 |
| Depreciation | 2.8 | 4.8 | 2.2 | 2.3 | 2.1 | 77.0 | $3 . ?$ | 10.3 |  |  | 2.2 |
| Repeirs Emeintenance | 0.7 | 0.7 | 0.7 | 0.7 | 0.8 | 44.3 | 1.6 | 2.1 | 1.6 | 5 | 15 |
| Heet. light s tulephone | 0.5 | 0.4 | 0.7 | 0.4 | 0.4 | 48.2 | 1.0 | 2.6 | 1.0 | 0.8 | 0.9 |
| Rent | 1.7 | 3.2 | 1.7 | 1.4 | 0.7 | 50.3 | 3.1 | 11.8 | 3.2 | 2.4 | 1.2 |
| Personnel expenses | 34.1 | 25.4 | 12.6 | 38.0 | 53.2 | 46.5 | 39.4 | 27.8 | 29.8 | 41.7 | 54.3 |
| Finencial 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 | 1.8 | 2.7 | 0.8 | $1 . ?$ | 1.6 |
| Professional fees | 0.7 | 0.6 | 0.7 | 0.9 | 0.6 | 87.9 | 0.6 | 0.7 | 0.1 | 1.0 | 0.6 |
| Other expenses | 22.9 | 21.8 | 29.6 | 23.3 | 18.8 | 100.0 | 22.9 | 21.1 | 29.6 | 23.3 | 18.8 |
| Profit (loss) | 28.8 | 32.2 | 39.9 | 20.8 | 14.1 | 100.0 | 28.1 | 32.2 | 39.2 | 20.1 | 14.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\cdots$ | $\cdots$ | . |  |

## Sybols

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cero or no observilione
-- t00 smell $00 bo expreseed
    not splicsole
x confiounsisl
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## foernetes




This portion of the sable portains onty to the businesses poporting the specific momst iten. inerefort these ratios ore telculateg individubliy and the totsl will not necesserily nqui took.

## wotes

Det are shown by quartiles when at lest 13 of the sempled ousinestes report the specific item.
 on querter of the totil numoer of bus inessets. Within mech quertic. ine averege retio is presented. For comperison purposes. the high end lom velues of sele er shom

Now to use the tedes

 800258.
(3) OEt perteining so the nelected seles gize renge will be in thet quert, w

## Standerd Indutflel Cleselflention Deflnision (SIC 18Bo):

SIC 4231 , Masonry Contractor:

 merble texterior workl. mesonry work. instebletion of ornementel stone. pointing masonry. instellation of stitt lexterlor workl. stone cuiting sad setting and the instellotion of veneer focing stone or Drick are included.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, masonry work (Sic 4231)

|  | -orail: |  | midsie? | migdie | 708 $-5:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (24 | $\begin{aligned} & 11 \\ & 109 \end{aligned}$ | 109 228 | 212 953 | 453 |
|  | Average 18000 |  |  |  |  |
| Asgets - |  |  |  |  |  |
| Accounts sno notes ceceivade | 33 | - | 4 | 23 | $10 i$ |
| lnventory | 3 | - | - | 2 | , |
| Other curcont assets | 55 | 2 | 29 | 65 | $2 \cdot$ |
| Totel cuprent assers | 81 | 2 | 33 | 89 | 223 |
| Fixed esseis | 35 | 5 | 18 | 59 | 73 |
|  | - | - | - | - | - |
| Other essets | 12 | 6 | 2 | 16 | 25 |
| Total sesets | 140 | 14 | 53 | 184 | 321 |
| Llobilltien end equity ${ }^{\text {cur }}$ |  |  |  |  |  |
| Cuprent lomens | 57 | 13 | 11 | 12 72 | 10 129 |
| Total current liabilities | 63 | 17 | 11 | 84 |  |
| Morigages Dayable | - | - | - | - | - |
| Lang term deb: | 1 | - | - | - | 2 |
| Other liabilitios | 15 | 4 | 6 | 18 | 33 |
| Total liabibities | 79 |  | 17 | 102 | 174 |
| fotal equity | 81 | -7 | 36 | 51 | 147 |


Set roble ifor symols and notes

PABLE 3. Financial retios (i) for tncorporated businesses only. 1987
Onterlo. Mesonry Work (SIC 4231)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower midd. 25\% | Upoer nidol $25 \%$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample (Mo.) Lom sales vilu ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | 124 $(1)$ (1) | 111 109 | $\begin{array}{r}109 \\ 222 \\ \hline\end{array}$ | $\begin{array}{r}222 \\ 453 \\ \hline\end{array}$ | 453 <br> $(1)$ |
|  | Average |  |  |  |  |
| Liquidity retio Current retio ltimes) | 1.4 | 0.1 | 3.0 | 1.1 | 1.6 |
| Leverage retios <br> Debt/equipy ratio (times) <br> Inturest coverage petio (times) <br> Debt fetio (times) | 1.3 1.8 0.8 | -3.0 1.1 1.5 | 0.5 52.8 0.3 | 1.7 8.0 0.6 | 1.2 36.5 0.5 |

(1) The rition regresent the everse of retios for osen business in the group end cennot celculeted from the figures shown in igole 2.

Set fole for symbols and notes.

Detinitions:

1. Liculdiey retie:

Cusfen: $=$ cerfent assets / current liabilities.
2. Leverege resios:

* Debr/equipy lotel lisbilities / Enem
b) Det retio = qotal lisbilities / quai esess.


TABLE 4. Statement of changes in financial position for incorporated businesses only. igs7 Ontario, Masonry Work (SIC 4231)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& Toral(1) \& 3ot:om
25\% \& Lower
miode 25\% \& Jooer
\[
\text { nicel } 25 \%
\] \& 25. \\
\hline Businesses in samale (No. Low sales value ( \(\$ 300\) 's) Mign saies vilue! 5000 's \& \[
32
\] \& 111 \& 73
258 \& \(\begin{array}{r}252 \\ 435 \\ \hline\end{array}\) \& \& \\
\hline \multicolumn{6}{|c|}{Average (\$000's)} \\
\hline Operating activities Cash from ooerations Depreciation Other \& \[
\begin{gathered}
34 \\
19 \\
19
\end{gathered}
\] \& - \& 3
3
3 \& 29
11
8 \& \[
\begin{aligned}
\& 88 \\
\& 11 \\
\& 14
\end{aligned}
\] \\
\hline Dividends \& - \& - \& - \& -2 \& \(-13\) \\
\hline \begin{tabular}{l}
Investment activitise \\
Disposal of fixed assets \\
Purchase of fixed assets \\
lncresse in investment \\
Decrease in investment
\end{tabular} \& \[
\begin{array}{r}
4 \\
-16 \\
-1
\end{array}
\] \& - \& -5 \& \(\begin{array}{r}17 \\ -14 \\ \hline\end{array}\) \& 2

20
-4 <br>

\hline | Firancing ectivities |
| :--- |
| Increase in long term debt |
| Repayment of long term debt |
| Loans from tharenolders |
| Redayment of lone from sharenolders |
| Advences \& lozns from government |
| Incresse in equity |
| Decress in eouity |
| Dther | \& 18

-5
3
-26 \& - \& -37 \& 67
-24
2

-33 \& | 8 |
| ---: |
|  |
| -6 |
| -8 |
| - |
| -2 | <br>

\hline Incresse(decrase) in cesh equivelents Csith equivalonts-Beginning of the year Cish equiveisents - End of the yeer \& 32
-5
21 \& 1
2
3 \& -4
15

11 \& $$
\begin{array}{r}
81 \\
-107 \\
-45
\end{array}
$$ \& 67

48
113 <br>
\hline
\end{tabular}


only those businesses raporting statement of changes.
see Teol 1 for iymbols and notes.
TABLE 5. Employment chenges by wize of business. 1984-1987 bueded on SIC ciazsification in i987
Ontiorlo. Mesonry Work (S16 4231)

| Business size expressed in sverage labour units(1) | Number of businestes | $\begin{array}{r} \text { Totel } \left.\begin{array}{r} \text { payroll } \\ \left(\$ 000^{\prime}\right. \end{array}\right) \end{array}$ | Aversge labour units(1) | Changes in numet of busincses with delo employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reoorting(2) | No Ionger podoring(3) |
| 1384 |  |  |  |  |  |
| Totel | 1.421 | 161.203 | 6.882 | 241 | 197 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100^{\circ}=199 \end{aligned}$ | $\begin{array}{r} 1.332 \\ 82 \\ 7 \end{array}$ | $\begin{aligned} & 75.232 \\ & 68.321 \\ & 18.350 \end{aligned}$ | $\begin{array}{r} 3.106 \\ 2.820 \\ 756 \end{array}$ | 234 5 2 | $\begin{array}{r} 188 \\ 7 \\ 2 \end{array}$ |
| 500 and over | - | - | - | - |  |
| 1587 |  |  |  |  |  |
| Totel | 2.233 | 354.721 | 13.343 | 573 | ... |
| lese than 20 20 - 99 | $2.085$ | 173.474 157.700 | 5.865 5.332 | 542 30 | $\cdots$ |
| $\begin{aligned} & 20=99 \\ & 100=499 \end{aligned}$ |  | 83.547 | 2. 2146 | 1 | . |
| 500 and over | . | - |  | - | ... |

 Surver of Employment. Payroll eno hours. Stepisics Ganads. Cetologu: 72-002. An Herage labour unit could be interpreted es e
 500 smoloyees in Canade as whol but less than thet number in onv given province it is shown in the soo and over group.
121 Defers to businesses peporting no plyroll deductions in the grovious yumr
(3) Refars to businesses peporting no peyroll deductions in the following year
mewly reporting" and "no longer reporting" Dusinesses er ensuned zo now been in tectivlty for six months mad the informetion is ojustaco scerdingly.
see Table 1 for symbols and nopes

TABLE 6. Selected operating characteristies of small businesses by saies quartile. 1985-1987 Ontario. Masonry Work (SIC 4231)

|  | io:a119 | 30::0m 23\% | Ticole 25 - | mioul Uope: | - 08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple aversge sales $\$$ | 199.665 | 36.760 | 57.473 | 134,905 |  |
| Average expense 3 | 178.943 | 28.433 | 49.859 | 115.256 | 523.215 |
| Aversee net profit (loss)s | 20.722 | 10.327 | 17.614 | 18.643 | 36.304 |
| Businesses remortion prefit $\{$ No. $\}$ Aversge sales | 188. $\begin{array}{r}587 \\ \hline 15\end{array}$ | 36.976 | 57. 456 |  |  |
| Averspe exoenses | 164.594 | 25.672 | 48.864 | 113.470 | 470.369 |
| Average not profits | 24.051 | 11.304 | 18.592 | 20.574 | 45.736 |
| Businesses recorting lose (Mo.) | 37 |  |  |  |  |
| Aveisge seles 5 | 283.049 | 31.746 | 57.869 | 145.481 | 887.101 |
| Average expenses | 297, 198 | 44.091 | 72. 280 | 150.454 | 921.956 |
| Average net loss | -14.149 | $-12.345$ | -4, 611 | -4.973 | -34.865 |


| Wumber of observetions in sample <br> Averige sales $\$$ <br> Average expense 8 <br> Average net profit (loss) \$ | $\begin{array}{r} 877 \\ 187.887 \\ 161.554 \\ 26.333 \end{array}$ | $\begin{aligned} & 34.315 \\ & 21.026 \\ & 13.289 \end{aligned}$ | $\begin{aligned} & 70.266 \\ & 51.373 \\ & 11.853 \end{aligned}$ | $\begin{array}{r} 138.424 \\ 118.722 \\ 23.702 \end{array}$ | $\begin{array}{r} 508.543 \\ 459.093 \\ 49.450 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| dusinesses reporting a profit (Mo.) | 803 |  |  |  |  |
| Average seies | 194.969 | 35.251 | 71.652 | 139.234 | 533.697 |
| Avorage expense \$ | 161.083 | 19,199 | 47.684 | 105.440 | 471.009 |
| Average net orotit | 33.878 | 15.052 | 23.978 | 32,794 | 62.888 |
| *usinesses reporting loss (No.) | 74 |  |  |  |  |
| Average seles \$ | 156.831 | 29.407 | 54.026 | 135.420 | 398.671 |
| Averege expenses | 162,720 | 30.609 | 67.860 | 145.460 | 406.950 |
| Averso net loss \$ | -5.889 | -1.202 | -3.834 | -10.040 | -8.679 |

1987

| Mumber of observations in semple | 236 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 186.563 | 33.742 | 85.797 | 139.118 | 507.913 |
| Average expense s | 153.537 | 22.448 | 40. 654 | 110.846 | 440,399 |
| Average net orofit l\|oss) ${ }^{\text {s }}$ | 33,106 | 11.294 | 25.343 | 28.272 | 67.514 |
| Businesees reporting profit (Mo.) | 217 |  |  |  |  |
| Average seles 5 | 180.850 | 33.223 | 64.928 | 138.227 | 527.020 |
| Average exosnst \$ | 152.227 | 16.397 | 35.879 | 105.914 | 450.717 |
| Average net profis \$ | 38.523 | 15.826 | 29.049 | 32.313 | 76.303 |
| Businesees peporting a lose (Mo.) | 19 |  |  |  |  |
| Average sales \$ | 150.471 | 36.070 | 74.895 | 148.478 | 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 art besed on samit of masinesses reporting ssies between 825.000 and 52.000 .000

Set lable for symools sind notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario. Siding work (SIC 4232)

|  | Tota (11) |  | Bot tom 25: |  | middicer |  | Uoder <br>  |  |  | is\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value (\$000's) Migh sais value ( $\$ 000^{\circ}$ s) |  | 19 11 | $\begin{aligned} & 11 \\ & 32 \\ & 32 \end{aligned}$ |  |  | $\begin{aligned} & 32 \\ & 57 \end{aligned}$ | $\begin{array}{r} 57 \\ i 39 \end{array}$ |  |  | \%9\% |  |
| Selected uxpense item | Industiy averase(2) |  |  |  |  | $\begin{aligned} & \text { \%busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting ousinesses only ( 31 |  |  |  |  |
|  | Total | Bot +0 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Unoes 10010 254 | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bo } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uduz } \\ \text { middic } \\ 25 \% \end{array}$ | Toc :5\% |
|  | Percent of seles |  |  |  |  |  | Porcent of sales |  |  |  |  |
| Cost of seles | 20.5 | 2.9 | 9.1 | 29.1 | 31.8 | 47.4 | 43.3 | 24.5 | 35.2 | 42.9 | 49.2 |
| Occupency expenses |  | 5.8 2.6 | 5.0 2.8 | 4.8 |  | 92.8 80.2 | 5.2 2.7 | 8.5 7.4 | 5.0 3.3 |  | 3.1 1.5 |
| Dedrecition | 2.2 1.0 | 2.6 | 2.8 | 1.9 | 1.4 | 80.2 | 2.7 | 7.1 | 3.3 3.8 | 1.9 1.6 | 1.5 0.6 |
|  | 0.5 | 0.3 | 0.5 | 0.8 | 0.5 | 58.4 | 2.9 | 1.5 | 0.9 | 1.0 | 0.7 |
| Rent ${ }^{\text {a }}$ | 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 | 20.6 | 85.8 | 18.1 | 1. 0 | 13.9 | 20.4 | 20.1 |
| Finenciol expenses | 1.0 |  |  |  |  |  | $\because 1$ |  | 1.4 |  |  |
| Interest \& bank charges Profession les | 0.8 0.4 | 0.5 0.1 | 0.8 0.4 | 0.5 | 0.4 | 55.5 56.0 | 1.8 0.7 | 1.2 0.5 | 1.8 | 0.7 1.2 | 0.7 0.5 |
| Other expenses | 29.3 | 44.3 | 21.4 | 28.8 | 28.4 | 100.0 | 25.3 | 44.3 | 21.4 | 22. ${ }^{\text {a }}$ | 28.4 |
| Proflt (loss) | 30.5 | 38.5 | 51.1 | 20.4 | 10.4 | 100.0 | 30.5 | 38.3 | 51.1 | 20.4 | 10.4 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | .. | $\ldots$ | $\ldots$ | . . |

## Symels

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- 2Ero or no observations
-- $00 smil! 100 De exoresesed
    not toplicoble
- confidenti
```

Feetnotet
(1) These eqtinetes are besed on sempl of businesses reporting siles beiween 325,000 end 32,000,000.

3) Value in esch cell a lotal weighted expenditure on given iem
 individusliy shd the cotel will not necestarily tquil 1002 .

## Motes

Dete re shown by quartiles when at lesst 13 of the somplec Dusinasses report the specific item.

 high and lom values of tel es ser shown

How to vee the tetios

 200 $25 \%$.
(3) Dete pertsining 10 the solected seles sixe renge will be in thet quertil

Standerd Induserla) Clessificetion Definition (SIC 18so):

## SIC 4232 - Siding contrectors

 lncluded ere businesses dealing in the installation of metel mings. cemopies and shutters: installation of cledding texcluding

 coment. plestic and hardbosid siding.

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

|  | Totsil) | $\begin{array}{r} 30:+10 \mathrm{~m} \\ : 5 \% \end{array}$ | Lower $\text { -acta } 25$ | joser <br> midcle ご: | $\begin{gathered} 00 \\ 25 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samo iMo. Lom sales value SCOO'sl High salas value SCOO s) | 37 $\vdots$ 1 | $\begin{array}{r} 11 \\ 95 \end{array}$ | $\begin{array}{r} 95 \\ 278 \end{array}$ | $\begin{aligned} & 275 \\ & 0.86 \end{aligned}$ | 56.4 |
|  | Average (\$000's! |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and notes peceivable | 40 | 4 | 5 | 23 | : 20 |
| Inventory |  | - | - |  | \% |
| Other curpent assets | 46 | 11 | 29 | 43 | 95 |
| Total cuprent ussets | 85 | 15 | 33 | 66 | 217 |
| Fixed sesets | 20 | 6 | 20 | 15 | 35 |
|  | - | - |  | , | - |
| Other sesets | B | - | - | 24 | 6 |
| Totel essets | 112 | 20 | 53 | 108 | 258 |
| Liebilities and equity |  |  |  |  |  |
| Current loms Other cupent limbilities | 6 7 | 18 | 2 | 3 | 21 |
| Other curcent liabilities | 63 | 18 | 34 38 | 51 54 | 143 164 |
| Mortgages paymble | - | - | - | - | - |
| Long term debt | , | - | - | 4 | - |
| Other liabilities | 18 | 1 | 24 | 3 | 37 |
| Totel listilities | 8 | 19 | 10 | 81 | 201 |
| Totel equity | 24 | 1 | -7 | 44 | 57 |

(1) These estimeres ere besso on semple of businesses poporqing soles beiween 825,000 and $82,000.000$

See table, for symools and notes.

TABLE 3. Fimanctal ratios(1) for incorporsted businestes only. 1987
Ontario. Siding work (SIf 4232)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25x | Uoper $\text { middle } 25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low seles velue (5000's) Migh sales value ( 5000 ') | 57 $(1)$ $(1)$ | 11 95 | 95 278 | 278 664 | 664 119 |
|  | Averege |  |  |  |  |
| Liquidity retio Cuppent patio (times) | 1.2 | 0.8 | 0.9 | 1.2 | 1.3 |
| Leverage retios <br> Debt/equity fatio (times) <br> Interest coverage ratio (times) <br> Debt petio (times) | $\begin{array}{r} 3.7 \\ 12.8 \\ 0.8 \end{array}$ | 14.6 0.9 | -8.8 16.2 1.1 | 1.4 20.3 0.8 | 3.5 8.6 0.8 |


(2) These estimeres ore besed on seple of businesses reportivg seies between 325,000 and 32.000,000.
see isole 1 for symols and notes

## Definitiens:

8. Liquidity renio:

Current s cuptent assets / curtent lisbilities
2. Leverage ration:

- Deb:/equity = pots lisbilisies / equily
b) De0r ratio = colmilibilisies/total essets.
c) Interest coverge s net profis * intorest expense finterest expense

TABLE 4. Statement of changes in financial position for incorported businesses
Onterio. Siding work (SIC 4232)

|  | ?otal11! | $\begin{array}{r} \text { 30ttom } \\ 25^{\circ} \end{array}$ | Lower <br> miodl 25 | midole | $\begin{aligned} & -20 \\ & 150 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businusses in sample: No. Low sales value ( $8000^{\circ}$ s) Migh seles vaiue $\$ 000^{\circ}$ s) | $\begin{array}{r} 25 \\ 111 \\ 111 \end{array}$ | 11 195 | $\begin{array}{r} 195 \\ 299 \end{array}$ | $\begin{array}{r} 99 \\ 910 \end{array}$ | 096 |
|  |  |  | Average ${ }^{\text {c }} 0000^{\prime}$ s! |  |  |
| Operating activities Cesh from ooretions Dooreciation Other | $\begin{array}{r} 30 \\ 7 \end{array}$ | 12 6 17 | $\begin{array}{r} 10 \\ 2 \\ 3 \end{array}$ | $\begin{array}{r} 12 \\ 10 \\ -3 \end{array}$ | 54 10 -14 |
| Dividende | -13 | -27 | -7 | -8 | $-12$ |
| Investment ectivities <br> Disposel of fixed sssets <br> Pupchase of lixed ssesets <br> lncrease in investment <br> Decresse in investment | 1 -14 -9 | -7 | 7 -2 | $\begin{array}{r} 5 \\ -27 \\ -34 \\ \hline \end{array}$ | 2 -19 - |
| Financing activities <br> Increase in long term debt <br> Repeyment of long term obet <br> Loses from shareholders <br> Redsyment of loans from sharenolders <br> advances \& loans from govarnment <br> increse in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 6 \\ -3 \\ 5 \\ -8 \end{array}$ | 4 -3 1 - - - -9 | -2 -7 - - -1 | 16 -3 8 -2 | $\begin{array}{r}2 \\ -3 \\ 19 \\ -16 \\ \hline-8\end{array}$ |
| Incresse(decrease) in cash s equivalonts Cash equivelents-Beginning of the year Cash Equivalents - End of the year | $\begin{array}{r} 8 \\ 18 \\ 24 \end{array}$ | 3 1 5 | $\begin{aligned} & 3 \\ & 7 \\ & 7 \end{aligned}$ | $\begin{array}{r} 6 \\ 58 \\ 32 \end{array}$ | 13 81 21 |

 only those businusses reporting siatument of changes
see Tabie 1 for smods and notes

TABLE 5. Employment Enanges by tize of businesw, 1984-1987 besed on SIC classification in 1987
Onterlo, Siding Work (SIC 4232)



 500 employes in canad as mole out less inon thes nurber in any given province. thom in the 500 end over group
121 Rafers to businesses reporing no peyroll deductions in the or ovious yeth
(3) Refers to businesses reporting no peyroll deductions in the following yeer.
"Wowly poporting" and mo longer reportinge businestes or essumed to hove been in ectivity for six months shd the infopmetion 1 s odjusted accordingly.

See teble ifor symols end notes

TABLE 6. Selected operating characteristies of small businesses by sales quartile. 198s-1987
Ontario. Siding Work (\$1c 4232)

|  | Fora '11 | $\begin{array}{r} 30+: 0 m \\ 25^{\prime \prime} \end{array}$ | $\begin{aligned} & \text {-ower } \\ & \text { nioole } 5 \text { E\% } \end{aligned}$ | Ti00 Uo Ezt. | 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average saies $\$$ | 181.985 | 32.816 |  |  |  |
| Average expense \% | 164.403 | 19.928 | 55.602 | :26.690 | $455.390$ |
| Averege not diofit (losa) S | 16.782 | 12.888 | 14.005 |  |  |
| Businessen reporting profit (Mo.l | 480 |  |  |  |  |
| Average sales | 185.087 | 32.408 | 69.728 | 140.316 | 497.936 |
| Aversge expenses | 184.711 | 18.548 | 54.603 | 123.394 | 462.297 |
| Avorape net protits | 20.386 | 13.860 | 15.125 | 16.922 | 35.639 |
| Businesses peporting lass (Mo.) |  |  |  |  |  |
| Aversege seles $\$$ Averge expens | 169.295 178.392 | 39.922 44.016 | 66.835 80.204 |  |  |
| Averege expense ${ }^{\text {average net los. }}$ | 178.392 -9.096 | 44.016 -4.094 | 80.204 -13.569 | 157.989 -11.125 | 431.360 -7.598 |

$19{ }^{8}$


1918

| Mumber of obeervetions in semple Average sales \$ <br>  <br> Average net profit (loss)s | $\begin{array}{r} 151 \\ 141.218 \\ 129.284 \\ 19.954 \end{array}$ | $\begin{aligned} & 28.433 \\ & 17.972 \\ & 10.461 \end{aligned}$ | $\begin{aligned} & 11.649 \\ & 20.092 \\ & 21.557 \end{aligned}$ | $\begin{aligned} & 84.487 \\ & 67.408 \\ & 17.079 \end{aligned}$ | $\begin{array}{r} 410.302 \\ 379.585 \\ 30.717 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesame reporting a prefit (Mo.) | 135 |  |  |  |  |
| Avorage lelos 5 | 139,156 | 28.644 | 41.549 | 83.762 | 402.567 |
| Average expense $\$$ | 116.131 | 17.433 | 20.092 | 65.394 | 361.803 |
| Avorape net orolits | 23.025 | 11.211 | 21.557 | 18.358 | 40.964 |
| Susinesses reportins loes (Mo.) | 18 |  |  |  |  |
| Average salos | 193.182 | 25.212 | - | 94,774 | 459.499 |
| Avorage expenst \$ | 205.361 | 26.163 | - | 95.961 | 493.980 |
| Average net loss \$ | -12.199 | -951 | - | -1.187 | $-34,451$ |


See fate i for symols and notes

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


## Symbole

- zero or no odservarions
- loo shell too de expressed
not applicsole
x confidentivl


## footnotes


(2) Velue in egen cell $s$ Tots weighted Expenditure on given isen

 individuslly and the cotel will not necesserily equst $100 \%$

## Moter

Dete re shown by quartiles when at lest 13 of the sempled businesses report the specific ifem

 high and low vilues of stise are shown.

## Mow to use the tebles


(2) the sulected pange will indicote the proper quertile. i. the botcon 25z. the lower middle 258. fhe upoer nidde 25s op the top 252.
(3) Dety pertining to the selected seles size range will be in thet quer ille.

## Stenderd Industrisl Clessificetion Deflnition (SIC 1800):

SIC 4241 - Olumbing Conzrectors
 as instaliation of was te and vent drain systems, installition of hot water neater and plumbing fenks. installation of water meters. installation of pioing systems. installation of plumbing fixtures. installation of primery hot weter, installetion of roof orsinget systems lexcep evestroughing and installition of sanitary ware.

TABLE 2. Baiance sheet prof 11 for incorporated businesses only. 1987
Ontario. Plumbing (51C 4241)

|  | Total! 1 ) | Bo: : 0 m 25\% | Lower $\text { N. ode } 25 \%$ | $\begin{array}{r} \text { jooer } \\ \text { miocie } ? 5: \% \end{array}$ | Tog |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses an semple (Mo. Low sales value $(9000$ 's) Migh sales velue ( $5000^{\circ}$ : | $\begin{aligned} & 183 \\ & (1) \\ & (1) \end{aligned}$ | 111 | 110 270 | 200 | 50.1 $i 11$ |
|  | Average (\$000's) |  |  |  |  |
| Assets Cesh | - | - | - | - | - |
| accounts and notes raceivable | 57 | 6 | 19 | 53 | 145 |
| Inventory | - | - | - | 5 | 5 |
| Other current assets | 56 | 18 | 58 | 47 | 102 |
| Tota current assets | 113 | 24 | 75 | 101 | 247 |
| Fimed essets | 28 | 8 | 23 | 22 | 56 |
| Less: Accus. deo. on lixed aseets | - | - | - | - | - |
| Other assets | 9 | 17 | 4 | 2 | 12 |
| Totel eseets | 150 | 49 | 102 | 125 | 315 |
| Listillties ond equityCurpont loans |  |  |  |  |  |
| Current loans Deher current liabilities | 58 | 18 | 23 | 52 | 27 139 |
| Other current liabilities | 67 | 17 | 26 | 57 |  |
| Mortosges Doyable | - | - | - | - | - |
| Long inem deot | 1 | - | - | $i$ | 2 |
| Dener litoilities | 15 | 1 | 6 | 20 | 32 |
| Total liabilities Total muity | 83 | 19 31 | 32 | 78 | 200 115 |

11 these sstimates are besed on sanple businmsses peporting sales betwen 825,000 and $82.000,000$
see inule 1 for symols and notes

TABLE 3. Financial ratios (1) for incorporeted businesses only. 1987
Oncarlo. Flumbing (SIC 4241)


Sen rable 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current a current essets / cuprent riatilities
2. Leverege pitios:
st debr/equity ${ }^{2}$ rotal limodifies f equiry.
b) Debr ratio = total liobilities / total assets
el interest coverage $=$ net piofil . interest expense $/$ interest expense.

TABLE 4. Statement of enanges in financial position for incorporated businesses only. 1987
Ontario. Plumbing (SIC 4241)

|  | To:alil) | $\begin{array}{r} \text { Bo: } 10 \mathrm{~m} \\ 25 \% \end{array}$ | matsomer | $\begin{array}{r} \text { Usoer } \\ -a c t \text { ? } \end{array}$ | 208 208 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samp: © No. Low sales value is 000 s) High soles velue ( $\$ 000$ s) | $\begin{array}{r} 85 \\ 111 \\ 111 \end{array}$ | $\begin{array}{r} 11 \\ 83 \end{array}$ | $\begin{array}{r} 83 \\ 219 \end{array}$ | $519$ | j: : |
|  |  |  | Averege 15000 |  |  |
| Operating ectivities Casn from ooertions Oeprection Other | 21 -4 | 1 3 -2 | 5 4 6 | 21 5 -4 | 54 15 -17 |
| Dividends | - 8 | - | -3 | - 10 | -10 |
| Investeent ectivities <br> Dispossal of fixed ssets <br> Purchase of fixed assets <br> incresse in investment <br> Oecrese in investment | 2 -12 -2 -2 | -1 | -8 | -11 2 | 4 -25 -7 |
| Finsencing ectivities <br> Incresse in long term debt Redayment of tong eerm debt <br> Loans from shapeholders <br> Repayment of loans from shareholders <br> sovances \& loans fiom government <br> Increses in equity <br> Decpesse in equity <br> Other | 2 -2 3 -6 -1 1 -1 | -2 | $\begin{array}{r}1 \\ -15 \\ \hline\end{array}$ | -1 8 -2 | 8 -5 4 -4 - 5 -2 |
| Incresse(decresse) in cash tequivalents Cesh equivalents-Beginning of the rear Cash sequivalents = End of the year | 5 28 27 | 31 32 | -5 29 24 | 17 27 14 | 18 |

ill Phese estimetes bre based on sample of incorporated businesses reporting sales detwen $\mathbf{3 2 5 . 0 0 0}$ and $\$ 2.000 .000$. Semple count inciudes only those businesses reporting statement of changes.
See fisbif for symols and notes

TABLE 5. Employment chenges by eize of butinese, 1984-1987 based on stc claselfication in i987
Ontarlo. Plumbing (SIC 4241)

| Qusiness size expressed in sverage labour units(l) | Number of businesses | $\begin{array}{r} \text { Total peyroll } \\ \left(\$ 0000^{\prime} s\right) \end{array}$ | Average labour uni is(1) | Changes in number of businceses with Deid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer roorting ぶ |
| 1984 |  |  |  |  |  |
| Totel | 1.551 | 159.051 | 6.557 | 218 | 167 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{\circ}-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.508 \\ 44 \\ 6 \end{array}$ | $\begin{aligned} & 93.060 \\ & 37.093 \\ & 20.098 \end{aligned}$ | $\begin{aligned} & 3.837 \\ & 1.552 \\ & 1.158 \end{aligned}$ | 215 2 1 | $\begin{array}{r}162 \\ 5 \\ \hline\end{array}$ |
| 1517 |  |  |  |  |  |
| Totel | 1.881 | 268.154 | 1. 0.057 | 251 | - . |
| $\begin{aligned} & \text { les: than } 20 \\ & 20 \text { - } 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.805 \\ 87 \\ 9 \end{array}$ | $\begin{array}{r} 149.793 \\ 77.878 \\ 40.683 \end{array}$ | $\begin{aligned} & 5.060 \\ & 2.630 \\ & 1.367 \end{aligned}$ | 2818 3 - | \# |


 full-sime employef. Mote inst the business size groups used or determined ot the Cuncde level. Thus if businest has at leas? 500 employass in Cansoa as owhol Dut less than that number in any given province it is shom in the 500 and over group
121 Reters 10 Dusinesses reporting no payroll deductions in the provious yeer
(3) Refers 10 businesses reporting no payroll deductions in the following yeer
 - ojusted accordingiy.

See fable ifor symools and notes

TABLE 6. Seiected operzting characteristics of small businesses by sales quartile. $1985-1987$ Ontario. Plumbing (SIC 4241)

|  | Totaili) | $\begin{gathered} \text { Bottom } \\ 25: \end{gathered}$ | $\text { micdle } 25 \%$ |  | Tor |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in samol | . 101 |  |  |  |  |
| Average sales 5 | 196.293 | 37.939 | 81.523 | 159.:79 | 506.529 |
| Average expense 5 | 178.147 | 27.415 | 69.869 | 138.071 | -77.204 |
| Average net profis (loss) \$ | 18.148 | 10.494 | 11.554 | 21.108 | 29.325 |
| Susinseses reporting profit (Mo.) |  |  |  |  |  |
| Average sales $\$$ deng | 196.967 | 37.911 | 81.818 | 159.021 | 509.116 |
| Aversee expense $\$$ | 175.105 | 26.992 | 57.567 | 136.505 | 472.556 |
| Average net prafit\$ | 21.562 | 10.922 | 14.251 | 24.516 | 36.560 |
| Susinesems reaorting loss (Mo.) | 192. 105 |  |  |  |  |
| Average isios ${ }^{\text {and }}$ |  |  |  |  |  |
| Avertoe expenses | 202.226 | 43.131 | 87,559 | 173.258 | 504.955 |
| Aversge net loss 5 | -9.751 | -4.316 | -8.303 | $-12.515$ | -13.871 |

1985


1887

(11) These istimates se besed on sepple of nesimeses repering saies betwe 125.000 and 52.000 .000
see ingle ifor symools and notes

TABLE 1. Selected operating ratios. In percent of seles. 1987
Onterio. Wet Mesting \& Air Conditioning Work (SIC 4243)

|  | Total (1) |  | $50+10 \mathrm{~m}$ :5\% |  | Miत小 |  | $\begin{aligned} & \text { Yoger } \\ & \text { midole } \end{aligned}$ |  |  | -5: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 159 \\ 111 \\ 111 \\ \hline \end{array}$ |  | $\begin{array}{r} (1) \\ 62 \end{array}$ |  | $\begin{array}{r} 52 \\ 121 \end{array}$ |  | $\begin{aligned} & 121 \\ & 308 \end{aligned}$ |  |  | 308 |  |
| Selocted expense item | Industry averageiz) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { peoorting } \end{aligned}$ | qeportinc businceses only (3) |  |  |  |  |
|  | Tot 1 | ot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { iddie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Pereent of salos |  |  |  |  |
| Cost of sules | 25.4 | 5.4 | 27.4 | 30.4 | 37.3 | 64.0 | 39.8 | 24. 2 | 37.1 | 43.8 | 42.3 |
| Occupancy expenses |  |  | 8. ${ }^{\text {P }}$ ? |  |  | 94.3 87.0 | 5.8 2.7 | 7.8 3.9 | 5.7 |  |  |
| Deprecietion | 2. 4 | 2.9 0.4 | 2.9 0.7 | 2.1 | 1.6 0.2 | 87.0 36.2 | 2.7 | 3.9 2.9 | 3.4 1.6 | 2.3 | 1.7 0.4 |
| Hest. light oftephone | 1.2 | 1.9 | 1.4 | 0.9 | 0.9 | 71.8 | 1.7 | 4.1 | 1.9 | 1.2 | 1.0 |
| Rent ${ }^{\text {Rest }}$ | 1.1 | 1.0 | 1.8 | 1.6 | 1.3 | 57.8 | 2.5 | 8.4 | 2.4 | 2.5 | 1.8 |
| Personnel expenses | 22.5 | 5.2 | 30.4 | 26.1 | 25.9 | 78.5 | 28.5 | 25.3 | 31.3 | 27.3 | 27.3 |
| Financisl expenses | 1.5 | 1.3 | 1.6 | 2.0 | 1.3 | 90.0 | 1.7 | 1.5 | 1.7 | 2.1 | 1.3 |
| Interses \& 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 toes | 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 | 85.1 | 20.8 | 29.1 | 24.4 | 100.0 | 34.7 | 65.1 | 20.8 | 29.1 | 24.4 |
| Profit (lose) | 10.5 | 15.2 | 13.1 | 8.7 | 5.1 | 98.8 | 10.8 | 17.0 | 14.2 | 6.7 | 6.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . . | $\ldots$ | - . | . |

5 ynool

- zero or no observations
- 200 small too on oxpressed
not applicste
- confidential


## Footnoter

(1) These estimetes be besed on semple of Dusinesses peporing sel be bermen 325,000 end 32.000 .000 . Totel weighted expenditur on given item
(21 Velue in each cell :

This portion of the toble pertsins only to the businesses reporting the pocific oxpense item. Therefore thest retios ert celculted individuelly end the sotsl will not mecsesapily equei $100 \%$

## Notet

Data ort shown by quaptiles when ot Ifest is of the sempied businesses poport the specific item

 high and low velues of seles tore shown

Mor to use the tes los

(2) The selected renge will indicate the proper quertile. i. the botson 25\%. the lowef nidele 25\%. the upper midde 25s or the top 258.
(3) Dete perteining to the selfected seles size range will be in that guertile.

Stendera Industrisi CIessificstion Definition (SIC IMOO:
SIC 4243 - Wer Westing End Mir Conditioning Contrectors
 equipment and solar heating systums involving liquios These ousinesses include: central ir conditioning instelletion. controctops


 conditioning equipment. installation of hesting and air conditioning witer punging systems ght ine institiofion of centit wet heating equipment and piping

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Wet Heating \& Mir Conditioning Work (SiC 4243)

|  | Fot3: 11 | $\begin{array}{r} 50120 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { omer } \\ \text { midet } \end{array}$ | MiOde ${ }^{\text {200\% }}$ | -2\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) bow sales value $(5000 \mathrm{sl}$ High saies ellue (\$000's) | $\begin{aligned} & 24 \\ & 1 \\ & 1 i \end{aligned}$ | 111 | 105 212 | 471 | $4:$ |
|  | Average ( 8000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivoble | 51 | 4 | 26 | 45 | 129 |
| Incounts ind notes receivobl | 5 | - |  |  | - |
| Other cuprene essets | 37 | 14 | 24 | 35 | 78 |
| Total current essens | 88 | 18 | 49 | 80 | 203 |
| Fixed essets | 32 | 12 | 29 | 21 | 65 |
| Less: Accum. deo. on fixed ossets | - | - | - | - | - |
| Oiher assets | 5 | 2 | - | 4 | 12 |
| Totel assete | 125 | 32 | 75 | 105 | 280 |
| Liebilities and equity $0^{3}$ |  |  |  |  |  |
| Current loans | 8 | 2 | 3 | 9 | 19 |
| Other currant lisbilities | 63 | 20 | 36 | 58 | 136 |
| Total cuprent limbilities | 71 | 21 | 39 | 67 | 155 |
| Mortgeges payabla | - |  | - | - | - |
| Long term debe | 1 | * | 1 | 2 | 3 |
| Dther liabilities | 16 | 4 | 13 | 7 | 41 |
| Total lisbilities | 39 | 25 | 53 | 75 | 199 |
| Total eauity | 36 | . | 28 | 30 | 81 |


see indel i for sywols and netes.

TABLE 3. Finenciti mettos(1) for fncorporited butinesees only. $19 \operatorname{sit}$
Ontario, Wet Meating Alr Conditionlng Work \{SIC 4243)

|  | Total(2) | $\begin{array}{r} \text { Bot } 10 \mathrm{Om} \\ 25 \% \end{array}$ | $\text { middlemer } 25 \%$ | middl $25 \%$ | TOO $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in sample (No.) Low sales visiue ( $5000^{\prime}$ s) High sales value ( 5000 's) | $\begin{aligned} & 124 \\ & (1) \\ & 11) \end{aligned}$ | 11 105 | 105 212 | 212 | 471 |
|  | Aver*ge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | 0.1 | 1.3 | 1.2 | 1.3 |
| Leverege retios <br> Debelequity retio (times) <br> Interest coverage petio (times) <br> Datet ratic (times) | 2.4 8.4 0.7 | 3.1 15.1 0.8 | 2.0 5.3 0.7 | 2.5 12.1 0.7 | 2.5 7.9 0.7 |



St if ible i for symens and meter.

## Definitione:

1. Liquidity retio:

Current = Euprent ossots/ current libilitios
2. Leverseg ritios:
al Debi/equity $=$ total liabilities $/$ equity.
b) Debi ratio z total liabilities / toq解 assets


TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario, wet Heating \& Air Conaltioning work (SiC 4243)

|  | Totail1) | $\begin{array}{r} \text { Bo } \% 10 \mathrm{~m} \\ 25 \% \end{array}$ | midole 25 | Uoper miod 25: | ToC 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value ( 5000 s) High sales value $\left(9000^{\circ}\right.$ s) | $\begin{array}{r} 59 \\ (1) \\ 1 \end{array}$ | $\begin{array}{r} 111 \\ 7! \end{array}$ | $\begin{array}{r} 70 \\ 189 \end{array}$ | $\begin{array}{r} 59 \\ 415 \end{array}$ | 49 |
|  | Average ( $\$ 000$ \% |  |  |  |  |
| Opereting ectivities Gath drom ODetations Dodeciation Other | 11 5 -4 | $\begin{array}{r} -2 \\ - \\ \hline \end{array}$ | $\begin{array}{r} -8 \\ 1 \\ -6 \end{array}$ | 19 5 1 | $\begin{array}{r} 34 \\ 13 \\ -12 \end{array}$ |
| Dividends | -2 | - | - | -4 | -8 |
| Investment ectivities <br> Disposal of fixed assets <br> Pupehase of fixed assels <br> Incerese in investment <br> Decreses in investment | 1 $-1 \frac{1}{3}$ -3 - | - | 2 -5 - | - 1 | 3 -37 -11 2 |
| Financing ectivities <br> Increase in long term debt <br> Repeyment of long term deot <br> Losns from shareholders <br> Repayment of toans from sharenolders <br> Advances \& loms from government <br> lncresese in equity <br> Decrease in equity <br> Other | 7 -3 4 -4 | -8 | - <br>  <br> - <br> - <br> $=$ | 3 -2 1 -2 | $\begin{array}{r}25 \\ -3 \\ 14 \\ -13 \\ \hline\end{array}$ |
| Incressu(decrease) in cash teauivilents Cash $\frac{1}{\text { equivelents-Deginning of the year }}$ Cash $t$ equiveients - End of the yeer | 10 10 | -3 4 | -14 24 1 | 12 12 | 18 |

(I) These estimates se osed on semple of incarporated businesses reporting soles betwen \$25,000 and \$2,000,000. Semple couns includes
only those Dusinesses reporting a stotement of changes
set tabl ifor symols and nores
TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in ig87
Ontario. Wet Mesting wir Conditioning Work (SIC 4243)




 500 employees in Canade as a mole but less inan that numper in any given province it it show in the soo ond over group.
(2) Refers 10 businesses reporting no paypolt deductions in the provious year
(3) Refers to businesses reporting no peyroll deductions in the following yen
"Wewly coportinge and "no longer reportinge busintsses are assumed to move bem in ectivity for six months mathe information is -djusted accordingiy
see reble for symools and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Ontario. wet Mesting sir Conditioning work (SIc 4243)

|  | Poid! 1 ! | $\begin{array}{r} \text { Sot tom } \\ 25: \end{array}$ | mode sower | mocie ${ }^{\text {Loce\% }}$ | -9\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in samole | 304 |  |  |  |  |
| Averoge saies $\$$ d | 336.432 | 40.888 | 110.485 | 251.870 | 942.526 |
| Averzot exoense $\$$ | 307.397 | 30.887 | 34.557 | \%36.249 | 867.896 |
| Average net Drofit (loss) \$ | 29.035 | 10.001 | 15.888 | 15.621 | 74.630 |
| Ousinesses reporting profit (No.) | 287 |  |  |  |  |
| Average sales S ( | 338.420 | 41.316 | 110.701 |  |  |
| Averspe exoense 5 | 301.893 | 30.114 | 93.905 | 220.785 | 862.787 |
| Average net Drofis ${ }^{\text {a }}$ | 36.527 | 11.202 | 16.796 | 21.727 | $96.38{ }^{\circ}$ |
| Ausinessee reporing a loes (Mo.) | 37 |  |  |  |  |
| Avorsge sales | 325.597 | 38.151 | 103.806 | 308.823 | 855.808 |
| Average exomse $\$$ | 343.008 | 39.433 | 111.421 | 325.654 | 194.523 |
| Averege net loss\$ | -17.411 | -3.282 | -7.615 | -20.031 | -38.715 |

1986

| Mumber of observetions in semple | 294 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average seles $\$$ | 247.492 | 38.237 | 70.058 | 213.281 | 858. 393 |
| Average expenses | 231.380 | 29.112 | 57.968 | 198.457 | 639.982 |
| Averoge net profit (loss) \$ | 16,112 | 9.125 | 12.090 | 14.824 | 28.411 |
| Uusinesses roporting profit (Mo.) | 239 |  |  |  |  |
| Average salns | 251,242 | 38.826 | 68.039 | 224.286 | 873.836 |
| Aversge expense s | 224.511 | 19.132 | 54.273 | 198.061 | 828.577 |
| Averige net drofits | 25.731 | 19.894 | 13.766 | 28.205 | 45.259 |
| Dusinesser peporting loss (Mo.) | 55 |  |  |  |  |
| Average sates | 242.813 | 37.863 | 89.349 | 193.638 | 852.602 |
| Average expense 5 | 252.091 | 38.842 | 93.278 | 203.177 | 873.088 |
| Averege net loss $\$$ | -9.278 | -1.179 | -3.929 | -11. 539 | -2C. 466 |

1987


[^8]Set rege I for symol and notes

TABLE 1. Selected opereting ratios. in percent of saies. 1987
Ontario. Electrical Work (SIC 4281)

|  | Fota1(1) |  | $\begin{gathered} \text { Bet:om } \\ 25 \% \end{gathered}$ |  | m.dole $5.5 \%$ |  | -1001 Soe\% |  |  | 20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Lom seles value ; $\$ 000$ 's Migh sales value $i 5000$ s. |  | $\begin{aligned} & 519 \\ & 1!\} \\ & (1) \end{aligned}$ |  | 11 46 |  | 46 132 |  | 30 |  |  |  |
| Selected exoense item | industiy average (2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { vous1" } \\ \text { nesses } \\ \text { recorting } \end{gathered}\right.$ |  |  |  |  |  |
|  | Tot 1 | Bot 40 m 25\% | $\begin{array}{r} \text { Iower } \\ \text { midde } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { modie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bor:om } \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Joder } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \mathrm{TOO} \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of telos | 38.0 | 38.3 | 37.5 | 37.8 | 38.5 | 15.0 | 44 | 50.9 | 43.7 | 42.8 | 42.3 |
| Decupancy expenses | 4.1 | 5.9 | 5.9 | 3.9 | 3.3 | 98.3 | 4. 8 | 6.1 | 5.9 | 4.0 | 3.4 1.5 |
| Deorecistion | 2.2 | 2.5 | 2.7 | 2.0 | 1.1 | 88.7 | 2.5 | 3.7 | 3.0 | 2.1 | 1.5 |
| Repairs \& meintanance | 0.2 | 0.1 | 0.4 | 0.3 | 0.2 | 34.9 | 5.7 | 0.2 | 1.5 | 0.8 | 0.5 |
| Hest. light 8 telephone | 1.1 | 1.1 | 1.5 | 0.8 | 0.8 | 80.4 | ' 3 | 1.7 | 1.8 | 1.0 | 0.8 |
| Rent | 1.3 | 2.2 | 1.2 | 0.8 | 0.9 | 53.5 | 2.3 | 5.5 | 2.6 | 1.3 | 1.3 |
| Personnel expentes | 21.3 | 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 | 33.2 | 1.7 | 1.5 | 2.5 |  |  |
| Interest 8 bank ehargas | 0.7 | 0.7 | 1. | 0.7 | 0.5 | 59.1 | 1.1 | 1.5 | 1.6 | 0.8 0.9 | 0. 0.5 |
| Professional tees | 0.8 | 1.0 | 1.2 | 0.6 | 0.5 | 84.6 | 0.9 | 1.3 | 1.4 | 0.7 | 0.5 |
| Other expenses | 21.8 | 25.1 | 23.8 | 20.1 | 17.5 | 100.0 | 21.6 | 25.1 | 23.8 | 20.1 | 17.5 |
| Profit (loss) | 12.2 | 13.9 | 14.1 | 12.3 | 1. 0 | 96.8 | 12.6 | 14.9 | 14.9 | 12.7 | t. 2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | ... | $\cdots$ | . | - $\cdot$ |

## Sywol

- zero of mo observarions
=- too smill too be exorissed
nat toplicest
- contiontiol

Footnotes
(1) These estimeres ore besed on semple of Dusinesses roporting ssies between $\$ 25.000$ 3nd 82.000 .000

121 Velue im each cell e $\frac{\text { lotal weighied expenditure on given item }}{\text { lotal weighted sales of th businesses in the somple }} \times$ loo for ech quertile

This portion of the tsole perieins only to the businesses reporting the specific expense ipem. Pherefore these retios ere celculeted individuslly and the totel mill not necesserily equal 1002.

## Motes

Data are shown by quartiles when et lest 13 of the semplad businesses reoort the specific item
 one querter of the lotil number of businesses. Within each quartile. the tuerme retio is prosented. for coaperison ourposes the migh and low vilues of sisles ere shown

How to use the teblet

 100 $25 z$.
(3) Oets pertaining to the selented sales site fand will be in shet quartile

Standerd inquerict Cisesificetion Definition [sic Illeo):

[^9]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Onterio, Electrical Work (SIC 4251)

|  |  | $\begin{array}{r} 90: 10 m \\ 2: \% \end{array}$ | niacie is: | $\begin{array}{r} \text { U22ar } \\ -m:=c \mid=25 \% \end{array}$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses la sample (NO. i Low teles vaius ( 8000 s) High sales vaiue $(\$ 600$ s) | 347 111 | (1) | 122 251 | 251 168 | ¢ ¢̂¢ |
|  | Average ( 8000 s ) |  |  |  |  |
| Asseis |  |  |  |  |  |
| Accounts and notes receivable | 51 | 5 | 23 | 39 | 137 |
| Inventory | - | - | - | - | - |
| Other current essets | 48 | 14 | 29 | 50 | 98 |
| Totel current assets | 99 | 19 | 50 | 89 | 236 |
| fixed essets | 26 | 8 | 14 | 22 | 59 |
| Less: Accum. dep. on lixed assets | 9 | 10 | 8 | 5 | $\overline{5}$ |
| Other sinets | 9 | 10 | 8 | 5 | 15 |
| Totel esests | 134 | 31 | 72 | 118 | 310 |
|  |  |  |  |  |  |
| Current loms | 10 | 9 | 6 | 9 | 23 |
| Other cuptant lisobilitios | 61 | 19 | 37 | 54 | 134 |
| Total current listilities | 70 | 18 | 44 | 63 | 157 |
| mortgages dayable | - | - | - | - | - |
| Long term debt | 1 | \% | 1 | 1 | ${ }^{5}$ |
| Other lisbilities | 14 | $?$ | 11 | 13 | 25 |
| Total limbilitios | \% 5 | 25 | 55 | 97 | 164 |
| Totel equity | 43 | 13 | 17 | 39 | 125 |

(1) inese estimstes ar besed on semple pusinesees reporing seles between $\$ 25.000$ thd 12.000 .000 .

Set imole l for symole ind notes.

TABLE 3. Financiel retios(1) for incorporated businesses only. 1987
Onterlo. Electricel Hork (Sic 42si)

|  | Total(2) | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | $\text { midd } 25 x$ | UpDer <br> midde $25 \%$ | T00 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesser in sample (No.) Lom sales value (\$000's) Migh seles velue ( $\$ 000^{\circ}$ s) | 347 $(1)$ $11)$ | $11)$ 122 | 122 281 | 269 466 | (1) 6 |
|  |  |  | Average |  |  |
| biquidity retio Current retio (times) | 1.4 | 1.1 | 1.2 | 1.4 | 1.5 |
| Leverage ratios <br> Deot/eauity ratio (times) <br> Interest coverage ratio (times) <br> Debt retio (limes) | 1.8 15.2 0.8 | 2.0 8.7 0.7 | 3.2 14.0 0.8 | 2.0 12.8 0.7 | 1.5 19.2 0.6 |



See Trole I for syecols and metes.

## Definitiens:

1. Liquidity ratie:

Currens : current ossets f currens limbilities.
2. Leverege retion:
8) Depr/equisy s tolsl lisoilites/ quity
or Dedi itrio s ratai liabilities / rotal assers
el Interest coverage z net pratit e interest expense / interess expense

TABLE 4. Stetement of changes in financial position for incorporated businesses only. 1989 Oneario, Electrical work (SIC 4251)

|  | Totalil | $\begin{array}{r} 301+0 m \\ : 5: \end{array}$ | Lower $m i d d: ~: 5:$ | Vocer midole 25\% | Tec |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : r samoie (No. Low sales value $\$ 000$ s! Migh sales value $\$ 000$ s) | $170$ | $\begin{aligned} & 1! \\ & 104 \end{aligned}$ | $\begin{array}{r} : 04 \\ 206 \end{array}$ | $\begin{aligned} & 256 \\ & 467 \end{aligned}$ | $\pm 87$ |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Operating ectivisies Casn 'ram oderations Deoreciation Other | $\begin{array}{r} 22 \\ 6 \\ -4 \end{array}$ | 112 | $\begin{array}{r} 16 \\ 5 \\ 1 \end{array}$ | 16 6 -5 | 53 12 -21 |
| Dividends | -10 | -6 | -14 | -6 | -15 |
| Investment ectivities <br> Disposel of fixed assets <br> Pupchase of fixed assets <br> Increase in investment <br> Decresese in investmant | 3 -14 -1 - | - 1 | 5 -10 | 1 -15 $i$ | -2 -4 -4 $i$ |
| Financing ectivities <br> Incress in long term debt <br> Rodsyment of long erm deot <br> bams from shareholders <br> Repayment of loans from sharemolders <br> Advances \& loans from govermment <br> Inceese in equity <br> Oecress in equity <br> Other | $\begin{array}{r} 3 \\ -3 \\ -3 \\ -5 \\ - \\ - \\ - \\ -1 \end{array}$ | -3 | 5 -6 -1 -4 | 2 -2 -5 -5 - - -1 | 8 -1 $?$ -9 - - -1 |
| Incrasse(decrease) in cash sequivalents Cash equivalents-Beginning of the rear Cash equivalents - End of the your | 8 | 4 | 8 | -3 15 12 | 2 8 8 |

(11) These estimates soresed on samol of incorporated businesses reporting sales derwen \$25.000 eno \$2.000.000. Smole couns includes only those ousinesses reporting statent of changes
5et indi I for symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on Sic classificstion in ige7
Onterio. Electrleal Work (SIC 4251)
Susiness size expressed in
sverage labour units(i)
(1) Averge inbour units ore calculeted by dividing lotal poyroll by the everege annual wage ano selery pote as redorted in the

 500 moloyees in canade as owhe but less then thet numoer in ony given province it is show in the 500 and over group
(2) Refers to ousinesses reporting no payroll ceductions in the previous yeer
(3) Refers to businesses reporting no payroll onouctions in the following yent
-Mewly reporing" and mo longer peportinge businesses or assumed to hove det in bcpivify for six months and the information is sojusted accordingly

See rable 1 for symools and notes.

TABLE 6．Selected operating characteristics of small businesses by sales quartile．1985－1987
Ontario．Electrical Work（SIC 42s1）

|  | iotai？！ | Bottom 25\％ | SOw？ がくす！ごき | miode vecer | 8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 1．26 |  |  |  |  |
| Average sales $\$$ | 241.931 | 42.085 | 95.814 | 188.650 | 541.393 |
| average expense \＄ | 222.972 | 32.835 | 80.304 | ：75．105 | 503.843 |
| Aversge net profit lloss）\＄ | 18.959 | 9.230 | 15.310 | 13，544 | 37．750 |
| Businesses reporting profit（Mo．） | 1.120 |  |  |  |  |
| Avorige sales \＄ | 242.270 |  | 95.492 79.485 |  |  |
| Averoge expense | 218．500 | 31.087 | 78.485 | $162.193$ | $594.253$ |
| Averape net jrofis |  |  |  |  |  |
| Businesses reporting loss（No．） Aversegeles $\$$ |  |  |  |  |  |
| Averige seles ${ }^{\text {average expense }}$ | 239.340 253.165 | 38.552 43.394 | 97.072 102.028 | 205.835 221.454 | 515.900 845.788 |
| Average net loss | －13．825 |  | －4．954 | －15．619 | －29．884 |

1988

Mumber of observations in smple Average sales
Average expenses（losa）
Average net profit（loss）s

Butinesses reporting profit（Mo．）
Average sales 5
Averege expentes
Averige net profis？
＂usinesser reportinge loss（Mo．）
Average gaies
Averege expenses
Averege net loss $\$$
263.823
296.340
296.340
49.298
220.971

28．308
$-32,917$
44.803
33.167
98.475
11.138

44． 115
00.110
82.391
15.283
17.719
189.105
63.801
583.555
60.246

17．149
91.702
96.387
215.701
228.774
699.940

804．407
$-104.67$

1987

```
Number of observations in sample Averese seles \(\$\)
Average expense
Average net prolit（losel）s
```

Businesees peporting eprofit（Mo．）
Average seles
Aversge expense
Averoge net profits

| 518 |  |
| ---: | ---: |
| 239.494 | 34.500 |
| 216.718 | 29.255 |
| 22.776 | 5.245 |

84.969
73.092
205.925
183.351
531.579
581.172
50.407
usinesses peoorting less（Mo．）
Average sales s
Average expenses
453
242.037
213.918
28.119
Averege net loses
$-9.807$

See lable ifor symtols end motes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Orywell work (SIC 4272)

|  | Totalil |  | Bot 50 m$5.5 \%$ |  | $\begin{gathered} \text { cowe? } \\ \text { miacl } 25 \% \end{gathered}$ |  | $\begin{array}{r} \text { U20er } \\ -1.00 \quad 5 \% \end{array}$ |  |  | 700 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales velue ( 8000 s ) High sales velue $\left(\$ 000^{\circ}\right.$ s) | $\begin{aligned} & 977 \\ & \{1\} \\ & 11\} \end{aligned}$ |  | $\begin{array}{r} 1 \\ 32 \\ 3 \end{array}$ |  | $\begin{aligned} & 32 \\ & 47 \end{aligned}$ |  | 48 |  |  | 178 |  |
| Sclected expense item | Industiy aversoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nessos } \\ & \text { roporting } \end{aligned}$ | Reooring zis messes onlyr jı |  |  |  |  |
|  | Total | Bot?om 25\% | $\begin{aligned} & \text { Lowef } \\ & \text { midd l } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { uopei } \\ \text { middl } \\ 25 x \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vootr } \\ \text { miodl } \\ 25 \% \end{array}$ | $\begin{aligned} & 30 \\ & \therefore=0 \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cent of | sales |  |
| Cost of seles | 5.1 | 3.0 | 6.7 | 6.5 | 21.2 | 55.5 | 16.3 | 7.8 | 19.1 | 3.7 | 26.8 |
| Decupency expenses | 5.4 | 7.0 | 6.4 | 4.8 | 3.6 1.7 | 91.7 | 5.9 3.2 |  |  |  | 3.8 1.9 |
| Depreciation | 2.4 | 2.5 | 3.1 | 2.4 | 1.7 | 75.4 | 3.2 | 5.8 | 3.3 2.5 | 3.1 2.0 | 1.9 |
| Redeirs ${ }^{\text {c maintenance }}$ | 0.7 | 1.1 | 0.8 | 0.7 | 0.4 | 33.3 | 2.2 | 3.7 | 2.5 | 2.0 0.5 | 0.6 |
| Ment. light s teleohane Rent | 0.5 1.8 | 0.8 2.9 | 1.0 1.5 | 0.3 1.6 | 1.1 | 50.0 53.0 | 1.1 3.3 | 1.8 6.8 | 2.2 3.1 | 0.5 3.1 | 0.8 <br> .6 |
| Pepsonnel expenses | 9.6 | 1.3 | 6.5 | 12.3 | 17.6 | 53.8 | 17.1 | 11.0 | 12.7 | 19.5 | 20.2 |
| Finsencisl expenses | 0.1 | 0.5 | 0.6 | 1.0 | 0.9 | 69.6 | 1.1 | 1.2 | 1.0 | 9.5 | 0.9 |
| Interest 8 bank chasges | 0.5 | 0.4 | 0.3 | 0.6 | 0.5 | 39.8 | 1.2 | 3.0 | 1.9 | 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 | 18.1 | 21.3 | 19.2 | 37.9 | 19.0 | 24.5 | 19.1 | 21.3 | 19.2 | 37.9 |
| Profit (loss) | 50.5 | 89.7 | 58. | 56.0 | 18.8 | 39.1 | SC. 5 | 69.7 | 54.1 | 58.0 | 18.0 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -•• | . . | -•• | . $\cdot$ | - . |

Symbol:

- zero or no observations
- 100 smell too de exprissed
not mplicede
$x$ confidential


## Footnotes

(1) Thest estinates er besta on sampl of businesses reporting seles betmeen 225.000 end 82.000 .000

Totel weignted oxpendicur on given ilem


 individucliy and the cotel will not necesserily equil $100 \%$.

## motel

Oats are shom by quartiles when at lost is of the sanpled businesses report the specific item.
 one gusrier of the total numbr of busimestes. Within ench guertile. the everage reito is presented. for comerison purposes. the high and low vilues of stel ert show

How to use the teoles

(2) The selected range will indicate the proper gutertile. i. the botion 25\%. the lower middle 25\%, the uper miodit 25z or she top 25\%.
(3) Dete pertining to the velected selvisize fenge will be in that queptile.

## Stenderd Industrlal Clateification Definltion (SIC IRSO):

sic 4272 - Orywil Contrectors

drywsll finishing inis industry includes businesses engeged in orywell finishing ttoping. sanding. stipolingl. orywall instaltalion,


TABLE 2．Balance sheet prof 11 for incorporated businesses only． 1987
Onsario．Orymall work（SIC 4272）

|  | To：alil） | E01：0m こご： | $\begin{array}{r} \text { Lower } \\ \text { micul }=5 \% \end{array}$ | $\begin{gathered} \text { Uace: } \\ \text { micore }-5: \end{gathered}$ | $\begin{aligned} & \text { ise } \\ & \text { ani. } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample（Mo．i Lom salus value＇ 5000 s） Mign la | $\begin{aligned} & 57 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r}11 \\ 183 \\ \hline\end{array}$ | 183 363 | 363 739 | 730 |
|  | Average（ 8000 ＇s） |  |  |  |  |
| Assets－－．－－－－ |  |  |  |  |  |
| Accounts and notes receiveol | 73 | 8 | 40 | 64 | 170 |
| Inventory | － | － | － | ， | － |
| Other curpent assers | 51 | 4 | 48 | 34 | 108 |
| Toral current assers | 123 | 11 | 88 | 99 | 278 |
| Fixed assets | 20 | 6 | 12 | 13 | 45 |
| Less：Accum．deo．On fixed assets | － | － | － | － | － |
| Other asaers | 11 | 6 | － | 2 | 34 |
| Potel asets | 154 | 23 | 101 | 114 | 357 |
|  |  |  |  |  |  |
| Cuprent loans Other curient liabilities | 11 75 | $1{ }^{2}$ | 35 | 11 68 | 21 173 |
| Total current liabilities | 86 | 15 | 43 | 80 | 195 |
| Mortgeges dayable | － | － | － | － | － |
| Long eepm deot | $i$ | － | － | 1 | 1 |
| Other lisbilities | 12 | 2 | 4 | 2 | 38 |
| Total lisbilitiss | 58 | 17 | 47 | 82 | 234 |
| Total eauity | 58 | 8 | 53 | 32 | 123 |


Sen foble t for symools and notes

TABLE 3．Financial retios（1）for incorporited businessas only． 1987
Onterlo．Drymell Mork（SIC 4272）

|  | Total（2） | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe？ sidde 25\％ | Uoper midde 25\％ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in semol（No．） Low sules velue（ 5000 ＇s） High sales value（ $\$ 000^{\circ}$＇） | 57 （1） （i） | $11)$ 183 | 183 363 | 363 739 | 739 111 |
|  | Averege |  |  |  |  |
| Liquidity retio Current intio（times） | 1.4 | 0.7 | 2.0 | 1.2 | 1.4 |
| Leverage petios <br> Cebtloquity ratio（times） <br> Interest coverse ratio（times） <br> Oebt patio（times） | 1.8 18.8 0.8 | 3.0 22.0 0.8 | 0.9 17.8 0.5 | $\begin{array}{r} 2.8 \\ 18.1 \\ 0.7 \end{array}$ | 1.9 18.8 0.7 |

Ill ite retios represent the evergeg of ratios for each business in the group end canhot be celculated from the figures shom in toble 2 ．

see tabl ifor symbols and notes．

Oofinitions：
1．Limidity patio：
Cuptent＊cupron ssseis／curren libilities

2．levernge reliot：
a）Deot／equity＝sotel lisblitins／equity．
D）Ded resio $=$ rotel lisbilisies／totel esseis
cl faterest coverage $z$ net profit ．interes expense／interest expense

TABLE 4. Stetement of changes in financial position for incorporated businesses only. igst Ontario. Drywall work (Sic 4272)

|  | Potail 1 ) | $\begin{array}{r} \text { Bor:om } \\ : 5: \end{array}$ | -.00: ower | -1001* $25 \%$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| dusinusses o samele (No. Low sales value ( 9000 's) Mign soles value 18000 's | $\begin{array}{r} 23 \\ \{\vdots \\ i \end{array}$ | -- | -- | -- |  |
|  |  |  | versee (\$000 |  |  |
| Dpersting ectivities Casn from onerations Jedreciarion Other | $\begin{array}{r} 4 \\ ? \\ -2 \end{array}$ | -- | -- | - | $\cdots$ |
| Dividends | -18 | - | - | -* | - |
| Investment ectivities Disposel of fixed ssants Pupchase of fixed assets Incresse in investment Oecresse in investment | $\begin{array}{r} 1 \\ -11 \\ -8 \\ -8 \end{array}$ | -- | $\begin{array}{r}- \\ - \\ \hline\end{array}$ | -- | -- |
| Finencing ectivities <br> Incresse in long term debt <br> Redsyment of long term debt <br> Loans from shar enolders <br> Redayment of losns from shapeholder: <br> Aovances \& loans from government <br> incremse in equity <br> Oecresse in equity <br> Other | $\begin{array}{r} 1 \\ -3 \\ 5 \\ -8 \\ - \\ -1 \end{array}$ | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | $=-$ -- -- $=-$ -- | -- |
| Incresse(decrease) in cash sequivelents Cash equivalents-Beginning of the rems Cosh 4 equivelents - End of the yeer | $\begin{aligned} & 11 \\ & 42 \\ & 53 \end{aligned}$ | -- | -- | - | -- |

 only those businesses reporting statement of changes
get foble 1 for symboli and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987 Ontarlo. Drywill Work (SIC 4272)



Surver of Employmens. Poyroll ond Mours. Statistics Cmeds. Carelogue 92-002. An overoge isbour unit could be interpreted os a
 500 employess in consod os whol but less then thet nutore in ony given provinct is is shom in the soo ond over group
12) Rofers io businesses reporting no peyroll decuctions in the provious yedr.

131 Refers to businesses reporting no peyralt ofouctions in the following year
"Wewly reporting" and "no tonger reporting" dusinesses afe assumed to neve deen in activity for ix months end the informetion is od usted necordingiy
see lable i for symbols and notes

TABLE 6. Selected operating characteristics of smill businesses by sales quartile. $1985-1987$
Ontario. Drywall Work (Sic 4272)

|  | Fcialli | $\begin{array}{r} \text { Bot:om } \\ \text { 65:. } \end{array}$ | miooi $25 \%$ | Locer mos 25\% | Tse |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 9985 |  |  |
| Mumber of observetions in smmple | 445 |  |  |  |  |
| aversge sates 5 \% | 143.636 | 29.834 | 29.186 | 67.030 | 438.495 |
| Averspe exomenes | 123.601 | 12.245 | 17.414 | 53.885 | 410.960 |
| Averape net orofit (losa) $\$$ | 20.035 | 17.588 | 21.772 | 13.144 | 27.635 |
| Cusimesses reporting profit (Mo.) | - 421 |  |  |  |  |
| Aversge sales \$ | 1.77 .527 | 29.834 | 39.185 | 66.461 | 454.628 |
| Average expense $\$$ | 124.851 | 12.245 | 17.414 | 52.924 | 418.869 |
| Aversge net drofit\$ | 22.656 | 17.589 | 21.772 | 13.537 | 37.767 |
| Businesses reoopting toss (Mo.) | 24 |  |  |  |  |
| Averege seles 5 s | 237.329 | - | - | 98.527 |  |
| Averso expenses | 246.089 |  | - | 103.735 | 388.403 |
| Average net loss | -8.740 | - | - | -7.208 | -10.273 |

1988

| Mumber of observations in sample | 447 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 104.288 | 28.520 | 38.459 | 50.827 | 299.328 |
| Avergge expense ${ }^{\text {c }}$ | 82.048 | 13.607 | 17.882 | 21.646 | 275.057 |
| Averige net profit (loss) \$ | 22.238 | 14.913 | 20.587 | 29.181 | 24.27\% |
| Busintses reporting aproflt (Mo.) | 407 |  |  |  |  |
| Average sales \$ | 96.859 | 28.530 | 38.488 | 50.809 | 269.509 |
| Average expense \$ | 72.037 | 13.322 | 17.721 | 21.303 | 235.801 |
| Averege net profit \$ | 24.122 | 15.208 | 20.757 | 29.506 | 33.808 |
| Susinesees reporting lose (Wo.) | 40 |  |  |  |  |
| Average saliss | 143.877 | 27.153 | 35.293 | 52.469 | 460.592 |
| Avsiage expenses | 180.246 | 54.834 | 44.601 | 53.662 | 488.077 |
| Aversge net losss | -16.367 | -27.481 | -9.308 | -1.193 | -27.485 |

1987


See itale 1 for symools and notes

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


## symbels

- zero or no observaions
-- $\$ 00$ smell 100 be expresseo
. not nolicable
$\times$ confidentisl


## footnotes

(1) These estinates pre bsed on sample of businasses reporting seles between 325,000 ind $\mathbf{1 2}, 000,000$

21 Yelue in losal weighsed expendirup on given iten
21 Volue in each cell $=$ lotal wighted sates of sil ousinesses in the sarele for each quergile
(3) Velue in esth cell $\qquad$ $\times 100$ for esch quer tile
 individusily and the toqal will not mecestar ily equil $100 \%$.

## Notes

Dass are shown by quartiles when ot least 13 of the sampled businesses repors the soteific item.
 one ouertif of the totel number of businesses. Within esth quertile, the tuersge retio is presented. For comperison purposet. the high and low velues of seles er shom

How to use the sebles
(1) locste the approor iete seles range thot is displayed on the two lines entitled bow stios values and ohigh seles vilut
$(2)$ The selecied renge will indicete the proper guertile. i. . the botton 25\%. the lower midde 25\%. the upper midele 252 or the top 25\%.
(5) Dete pertaining to the selected sel es size renge will be in thet quertile

## Stonderd Industrisl Clestifiewtion Definition (SIC 11A9):

SIC 4274 - Finith Cerpentry Contrectors
Businesses primp ily engeged in on-sipe cabinepry, 曾illwork installetion, pre-fabricated sesh end door instollation. germge door installation. exterior and interior friming and miscetlaneous heroware installaion. incluged bre businesses engaged in the installetion end finishing of cobinetry, construeqion of built-in cabinets, the installetion of interior and exterior weod trim.

TABLE 2．Balance sheet prof 11 for incorporated businesses only， 1887
Ontario，Finish Eappentry（S1C 4274）

|  | Tごる！！ | $\begin{array}{r} 30 t: 0 m \\ 25 \% \end{array}$ | miodl 20 eme | $\begin{array}{r} \text { uscer } \\ \text { midele } \end{array}$ | -00 $25:-1$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinesses in samo： ：No． Low sales value（\＄000＇s） High sales valus（ $\$ 600^{\circ}$ s） | $\begin{aligned} & 106 \\ & 11) \end{aligned}$ (11) | 11 $: 23$ | 209 | $\begin{gathered} 309 \\ 350 \end{gathered}$ | 2ミ8 |
|  | Average ！ 5000 ＇s |  |  |  |  |
| Astets |  |  |  |  |  |
| Cash | 30 | 5 | 9 | 18 | 87 |
| Accounts and motes pectivable Inventory | 30 | 5 | 9 | 18 | 87 |
| Cther Eurfent sasets | 40 | 12 | 18 | 32 | 25 |
| Total curient assets | 70 | 17 | 27 | 50 | 83 |
| Fixed sasets | 25 | 14 | 15 | 17 | 53 |
| Less：Accum．one on fixed assets | － | － |  | － | － |
| Dther asists | 8 | 1 | 4 | 3 | 22 |
| Total assets | 102 | 31 | 45 | 70 | 258 |
| Lisbilities and equity |  |  |  |  |  |
| Other eurrent lisbilities | 60 | 11 | 20 | 26 | 104 |
| Total current lisbilities | 47 | 16 | 22 | 31 | 199 |
| Mortgages dayable | － | － | － | － | － |
| Long term deot | 2 | 3 | 1 | 2 | 1 |
| Other liabilities | 9 | 3 | 5 | 3 | 27 |
| Total lisbilities | 58 | 22 | 38 | 36 | 146 |
| Totel equity | 44 | 10 | 17 | 35 | 112 |


See roble 1 for symolt and notes

TABLE 3．Financial rettos（1）for incorporsted businesses only．1987
Ontarlo．Finish Corpentry（SIC 4274）

|  | Total（2） | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Unoer $\text { middle } 25 \%$ | Too 25\％ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in stmole（No．） Low salas value（ $\$ 000$＇s） High seles value（ 5000 ＇s） | 106 （1） （i） | （1） | 123 209 | 205 358 | 358 11 |
|  | Averege |  |  |  |  |
| Liquidity petio Current ratio（tima） | 1.5 | 1.1 | 1.2 | 1.6 | 1.5 |
| Leverage retios <br> Debt／oavity petio（times） <br> Interest coverage ratio（times） <br> Debt ratio（times） | $\begin{array}{r} 1.3 \\ 18.9 \\ 0.6 \end{array}$ | 2.2 4.5 0.7 | $\begin{array}{r} 1.8 \\ 33.1 \\ 0.6 \end{array}$ | $\begin{array}{r} 1.0 \\ 36.1 \\ 0.5 \end{array}$ | $\begin{array}{r} 9.3 \\ 20.1 \\ 0.6 \end{array}$ |

（11）The retios represent the merage of retion for ench business in the group ma cannot de celculeted from the figures shom in table 2 ．

See itule ifor symbols and notes．

## Definitions：

f．Liquicity ratio：
Eurrent surfent usens／earreme lisilisios．

2．Lever age ritties：
ef DeDt／equity $=$ sotal liabiliques／equiqy
b）Onbt ratio＝total liabilities／totsl ssets
cl Interest coverope net profit interiest expense／interest mpense

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

|  | Total:1) | Sot tom こ上\% | midale ${ }^{\text {bowe }}$ ? | 910cteot | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samore No. Low saies value ( $\$ 000$ 's) Hign saies vaiue ( $\$ 000$ s) | $\begin{aligned} & 29 \\ & (11) \\ & 11 \end{aligned}$ | (18) | 181 251 | $\begin{array}{r}251 \\ 152 \\ \hline\end{array}$ | 452 |
|  |  |  | aversee 8000 |  |  |
| Opersting netivities Casn from oderations Depreciation Other | 39 $?$ 1 | 25 1 $i$ | 21 7 | 37 6 3 | 69 12 -3 |
| Oividends | -7 | -4 | -5 | -9 | -9 |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrease in investment | $\begin{array}{r}1 \\ -15 \\ -1 \\ \hline\end{array}$ | -5 -1 -1 | -8 | 13 | -819 |
| Financing activitios <br> Increase in long term dabt <br> Reobyment of long term debt <br> Losens from shatenolders <br> Rodayment of loans from sharaholdera <br> Advances \& loans from government <br> increase in eguity <br> Decerese in ecuity <br> Other | 6 -2 -17 | -3 | -4 | 4 -2 6 -8 | $\begin{array}{r}15 \\ -3 \\ 9 \\ -5! \\ \vdots \\ \hline\end{array}$ |
| Incresse(decrease) in cash \& equivatents Cash tequivients-Beginning of the rear Cath equivalents - End of the yeer | 21 11 32 | $\begin{aligned} & 15 \\ & 27 \\ & 62 \end{aligned}$ | 19 18 31 | 24 -8 20 | 25 11 36 |

(1) Thess estimetes are besed on sample of incorporsted businesses reporting seles betwen $\$ 25.000$ one $\mathbf{8 2 . 0 0 0 . 0 0 0 \text { . Sample count incluces }}$ only those businesses reporting stetement of changes
see iable for symols and notes

TABLE 5. Employment changes by ize of business, 1984-1987 based on SIC classification in ige7
Ontario, FInish cmrpentry (SIC 4274)

|  |  |  |  | Chonges in num with pai | of busincises ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in everage lobour units(1) | Number of businesses | $\begin{gathered} \text { Totel payrol) } \\ \text { ( } \$ 000 \text { ' } \end{gathered}$ | Average labour unisit) | $\begin{array}{r} \text { New } / y \\ \text { ropor } \operatorname{ling}(2) \end{array}$ | No Ianger coorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.478 | 52.723 | 2.592 | 333 | 271 |
| less then 20 $20=99$ <br> $100-499$ | $\begin{array}{r} 1.458 \\ 18 \\ \hline \end{array}$ | $\begin{aligned} & 49.395 \\ & 13.327 \end{aligned}$ | $\begin{array}{r} 2.043 \\ 549 \end{array}$ | 329 4 | $271$ |
| 500 and over | - | - | - | - | - |
| 1587 |  |  |  |  |  |
| Total | 2.348 | 138.305 | 4.675 | 578 | -•• |
| less than 20 | $\begin{array}{r} 2.328 \\ 20 \end{array}$ | $\begin{array}{r} 115.485 \\ 22.820 \end{array}$ | $\begin{array}{r} 3.906 \\ 770 \end{array}$ | 875 | - . |
| 500 and over | - | - | - | = | . . |

 Survey of Employment. Payroll and Nours. Statisics Conads. Cotblogue 72-002. An everage laboup uniq could be interdered as e full-itme mployen Mote thet the business site groups used ore determined of the conede lovel. Thus if ousiness hes et least 500 employens in Consds as whole but lass than thet numer in say given orovince it is shom in the 500 and over group.
(2) Reftis io busintsses leporting no poyroll deductions in the previous yeer.
(3) Refers to ousinesses copoting no parrobl oeductions in the following yen
"Mowly coporting" and "no longer ceporsing" businesses are sssump 10 hove been in activity for six months and the information is odjusted accordingly
see iable i for symbols and notes

SOURCE: Smell Business and Speciel Surveys Division. Stetistics Conade

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

|  | T0:3:1 | $\begin{array}{r} 90:: 0 m \\ 25 \% \end{array}$ | $\frac{\text { lowe }}{\text { miocle }} 25 \%$ | m: 00 Jooer | icz |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| \%umber of observations in sample | 1.385 |  |  |  |  |
| -verage saios $\$$ | 37.949 | 29.821 | 42.510 | 72.890 | 246.473 |
| Average expense s | 80,263 | 17.815 | 27.068 | 53.707 | 222.460 |
| Averse net diotis (less) \$ | 17.588 | 12.006 | 15.542 | 19.183 | 24.013 |
| Businesses reporting orolit (Mo.) |  |  |  |  |  |
| Average sallas 5 <br> Averige expenses | 94.457 74.846 |  |  |  |  |
| Average expense ${ }^{\text {average }}$ | 74.846 19.611 | 17.204 12.712 | 26.786 15.793 | $\begin{aligned} & 52.581 \\ & 20.443 \end{aligned}$ | $\begin{array}{r} 202.814 \\ 29.496 \end{array}$ |
| Businesses reporting loss (Mo.) | 85 |  |  |  |  |
| Averige sales | 122,642 | 27.792 | 44,909 | 70.401 | 347.467 |
| Averege expense \$ | 128.978 | 30.880 | 47.985 | 74.506 | 362.580 |
| Average net loss | -6.336 | -3.088 | -3.056 | -4.105 | -15.093 |

1986

| - under of observetions in semple | 1.350 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales 5 | 134.819 | 31.405 | 40.237 | 88.452 | 370.182 |
| Average exoenses | 112, 193 | 16.323 | 32,805 | 64.403 | 336.439 |
| Average net profit (loss) \$ | 22.328 | 15.082 | 16.432 | 24.049 | 32,743 |
| Businesess reporting proflt (Mo.) | 1.252 |  |  |  |  |
| Average seles \$ | 129.051 | 31.416 | 49.968 | 88.289 | 346.530 |
| Average expense \$ | 103.463 | 16.238 | 30.960 | 61.262 | 305.394 |
| Average net profit \$ | 25.588 | 15.180 | 19.008 | 27.027 | 41.136 |
| Omsinenset reporting lost (Mo.) | 11 |  |  |  |  |
| Average sales \$ | 166.694 | 29.041 | 42.269 | 90.095 | 505.371 |
| Averege expense \$ | 174.108 | 36.033 | 50.384 | 96.128 | 513.888 |
| Average net lose \$ | -7.614 | -8.992 | -8.115 | -6.033 | -8.517 |

1987

| Mumber of observerions in sample | 403 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales \$ | 109.237 | 30.281 | 42.852 | 76.431 | 287.385 |
| Average expenses | 85.099 | 18.345 | 22.098 | 53.725 | 250.225 |
| Average net orofit (loss) 5 | 23.138 | 11.935 | 20.754 | 22.705 | 37.180 |
|  |  | - |  |  |  |
| Businesses reporting profit (Mo.) | 370 |  |  |  |  |
| Averege sales ${ }^{\text {S }}$ | 109.390 | 30.281 | 42.851 | 78.349 | 288.079 |
| -rage exdente 5 | 84.118 | 18.246 | 22.067 | 53.413 | 242.747 |
| - erage net profis | 25.272 | 12.035 | 20.984 | 22.936 | 45.330 |
| tueinesses reporting loge (Mo.) | 33 |  |  |  |  |
| Average saless | 110.827 | 30.197 | 13.420 | 87.204 | 282.887 |
| Average expenses | 134.855 | 98.362 | 45.801 | 94.876 | 298.826 |
| Averseo net loses | -23.539 | -68.165 | -2.381 | -7.672 | -15.939 |


See ItDie 1 for symbols and notes

TABLE 1．Selected operating ratios，in percent of sales． 1987
Ontario．Painting and Decorating Work（SIC 4275）

|  | Total1： |  | $8 c: 10 m$$25 \%$ |  | mucto ？ |  | ＇Jooer$\text { s\| } 1 \pm 1 \text { E E: }$ |  |  | －8\％ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $348$ |  | $\begin{gathered} 19 \\ 44 \end{gathered}$ |  | $\begin{aligned} & 44 \\ & 56 \end{aligned}$ |  | $\begin{array}{r} 62 \\ 112 \end{array}$ |  |  | ！！ 2 |  |
| Selected expense item | Industry average！？ |  |  |  |  | $\begin{aligned} & \text { \% bus - } \\ & \text { nosses } \\ & \text { rooorting } \end{aligned}$ | Redorting businesses only（ 2 ） |  |  |  |  |
|  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Jooer } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Toral | Bot\&om $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uooer } \\ \text { midel } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { TC8 } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percen of soles |  |  |  |  |
| Cost of seles | 16.4 | 13.3 | 17.3 | 15.1 | 19.9 | 72.5 | 22.6 | 19.6 | 24.0 | 21.4 | 24.9 |
| Decupency expenses | 5.8 2.3 | 10.2 3.6 | 4.8 | 4.1 | 3.5 1.6 | 98.1 83.9 | 5.9 2.7 | 10.6 4.6 | 5.2 2.9 | 4.5 2.3 | 3.6 1.6 |
| Degrecistion | 2.3 0.5 | － 0.6 | 2.6 | 0.7 | 0.2 | 25.2 | 2.1 | 2.9 | 1.9 | 3.1 | 0.8 |
| Hest，light s teiephone | 1.0 | 1.6 | 1.0 | 0.9 | 0.6 | 55.2 | 1.7 | 3.0 | 1.7 | 1.8 | 0.9 |
| Rent | 2.0 | 4.8 | 1.2 | 1.0 | 1.2 | 51.6 | 3.8 | 9.2 | 2.8 | 1.8 | 2.1 |
| Personnel expenses | 21.3 | 10.1 | 15.7 | 23.1 | 36.3 | 73.7 | 29.0 | 17.4 | 25.9 | 27.7 | 38.5 |
| Finmenciel expenses | 1.5 | 8.8 | 2.2 | 1.0 | 1.3 | 79.5 | 1.9 | 2.8 | 2.8 | ： 2 | 1.4 |
| lnterest \＆Dank charges | 0.9 | 0.9 | 1.5 | 0.6 | 0.7 | 61.5 | 1.5 | 1.8 | 2.7 | 1.1 | 0.8 |
| Professionsl tees | 0.6 | 0.7 | 0.6 | 0.5 | 0.6 | 83.3 | 1.0 | 1.6 | 1.0 | 0.7 | 0.8 |
| Dther expenses | 27.9 | 24.6 | 30.1 | 29.4 | 28.6 | 100.0 | 27.9 | 24．${ }^{\text {B }}$ | 30.1 | 29.4 | 28.6 |
| Profit（lose） | 27.1 | 40.2 | 29.1 | 28.5 | 12.4 | 58.7 | 27.5 | 40.2 | 30.2 | 28.8 | 12.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | ．．． | －． | $\cdots$ |

## Syebels

－zero or no odserviefions
－too snell too de explesised
not appliceble
＊confidential

## Pootnotet



（3）Velue in ench coll $=\frac{\text { Totel weighted meponditure on given item }}{\text { lotal wighted seles of ous inesses reporting this item of expendisure }}$ for entile．
This portion of the set pertains only to the businesses reporting ine specific expense ipen．Therefore these patios are calculsted individuelly and the 10 isl will not necessmrily equel 100 z ．

## Motes

Deta ere shown by quartiles when at leset tis of the sangled businesses report the specitic item．

 high ind low velues of seles er shom．

How ta use the teblee

121 The stiected renge will indicets the proper guertile．i．e．the bottom 25\％．the Jowt midde 25I．2he upper middie 25z op the top 254.


Stenderd Industrisl Clegsificetion oefinition ISIC 1seg）：
SIC 4275．Deinting ens Decorsting Contrectors
businesses primerily engaged in painfing，papernanging and decorsting in buildings end painting of hemy lengineering）structuras． Included are ousinesses primerily engeged in psint or paper stripping ond oarting lot or rowd surface marking inis industry
 painting of buildimgs．paper hanging finterior gecor⿻肀二口ing and wallpaper hanging and removel．

TABLE 2. Balance sheet proftle for incorporated susinesses only. 1987
ontario. Palnting and Decorating Work (516 4275)

| . | 7otal! | $\begin{array}{r} \text { Sot: } 2 m \\ 25 \% \end{array}$ | -2w! 71001-25: | uode? - adle こE: | To $28:-1$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses th samole Mo. - es value iS000'si nles value ( $50000^{\circ}$ ) | $\begin{aligned} & 34 \\ & 11! \\ & 1! \end{aligned}$ | $\begin{array}{r} 19 \\ 30 \end{array}$ | $\begin{array}{r} 30 \\ : 86 \end{array}$ | $\begin{array}{r} 185 \\ 347 \end{array}$ | $367$ |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Essh | - | - | - | - | - |
| Accounts and noter pectivabio | 40 | 2 | 17 | 30 | 108 |
| Inventory |  | - | - | - | - |
| Other cuprent sssets | 40 | 17 | 20 | 24 | 98 |
| Totel cuppent essers | 80 | 19 | 37 | 54 | 205 |
| Fixed ussers | 15 | 4 | 8 | 18 | 32 |
| Less: Accum. dep. On fixed usets | - | - |  | - |  |
| Other assets | 10 | - | 19 | 4 | 18 |
| Total usests | 105 | 23 | 53 | 76 | 254 |
|  |  |  |  |  |  |
| Curpent lasm Opher cuprent liabilities | 7 | 17 | 4 | ${ }_{36}^{88}$ | 14 |
| Other cuprent lisbiles | 58 | 17 | 20 20 | 35 43 | 118 132 |
| Mortgeges payable | - | - | - | - | - |
| Long term deot | 9 | - | - | s | 3 |
| Other lisbilities | 15 | 1 | 19 | 18 | 23 |
| Total liebilitles | 70 | 19 | 43 | 80 18 | 155 55 |
| Tote! equity | 35 | 4 | 19 | 18 | 55 |


see fatil i for symmols and nois.

TABLE 3. Financial patios(1) for incorporated businesses only. 1887
Onterle. Pelnting and Decertilng Work (SIC 4275)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middie 25\% | UDDE middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Cu sales velue $(\$ 000$ s) sales value ( $\$ 000$ 's) | 139 $(1)$ $(1)$ | (1) 90 | 90 186 | 186 347 | $\begin{aligned} & 367 \\ & (1) \end{aligned}$ |
|  | Averape |  |  |  |  |
| biquidity fetio Current ratic \{times\} | 1.5 | 1.1 | 1.5 | 1.3 | 1.6 |
| Levepag pation <br> Debtiequity ratio (times) <br> Inrerest coverege ratio (times) <br> Deot retio (times) | 2.0 14.8 0.7 | $\begin{array}{r} 4.8 \\ 28.8 \\ 0.8 \end{array}$ | 2.3 7.8 0.7 | $\begin{array}{r} 3.7 \\ 10.5 \\ 0.8 \end{array}$ | 1.6 19.5 0.6 |



See feble i for symols and notes.

## Etinitions:

1. Liquility retio:

Curront a current sust $/$ cuprent titoilitiss.
2. Leveroge raties:
el Det/equity sores lisoilities / equity
b) Oebr tetio s corol lianilities/ rotsl essets
c) Interest coversge net profif interest expense/ interest mense.

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

|  | Total(1) | $\begin{aligned} & 30+10 \mathrm{~m} \\ & 25 \% \end{aligned}$ | Lower midal 2E\% | veoer $\pi .301 \text { E5: }$ | $\begin{aligned} & 500 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole No. Low sales value $\$ \$ 000$ s) Hign sales vatue $\$ 000^{\circ}$ s) | $\begin{array}{r} 59 \\ 11\} \\ 11! \end{array}$ | $\begin{array}{r} 1! \\ 50 \end{array}$ | $\begin{array}{r} 90 \\ 191 \end{array}$ | $\begin{array}{r} 181 \\ 347 \end{array}$ | 34 |
| Average ( 3000 's ${ }^{\text {c }}$ |  |  |  |  |  |
| Operating sctivities Casn irom operations Dedreciation Dther | 15 4 -1 | $\begin{array}{r} 7 \\ \vdots \\ -2 \end{array}$ | 2 | $\begin{array}{r} 13 \\ 5 \\ 5 \end{array}$ | $\begin{array}{r} 12 \\ 10 \\ -12 \end{array}$ |
| Dividends | -1 | - | - | $-13$ | -11 |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | -6 | - | -1 | $\begin{array}{r}1 \\ -8 \\ \hline 1\end{array}$ | 1 -15 -1 |
| Financing ectivities <br> Increse in long teim debt <br> Ruobymen: of long term dob? <br> Loans from sharenolders <br> Recarment of foans from shareholders <br> Advances \& loans from government <br> increese in equity <br> Decpese in equily <br> Other | 1 -1 -2 | - <br> - <br> - <br> - | - <br>  <br> - <br> - | 1 -2 1 | 3 -6 7 -6 |
| Incresse(decrese) in cosh sequivalents Cash equivalents-Beginning of the yeur Cash sequivelents - End of the year | 6 12 18 | 5 12 17 | -1 15 14 | 5 -3 2 | 15 25 41 |

 only those busintsses pporting sistement of changes.
Ste Tel 1 for symols anc notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in i987
Ontario. Palnting and Decorating Work (SiC 4275)



 full-time omployet. hote that the business size groups used ore determined ef the fonsed level. Thus if business has at least 500 mployees in Candede as whole but less thon thet nunoer in any given province it is snown in the soo ond over group
(2) Refers to ousinesses reparting no peyroll deductions in the previous yeer
(3) 脂fers to businesses peporting no peyroll deductions in the following yer.
-Mewiy reporting" and "no longer peporting" businesses are assumed to hove been in activity for six monthe and the informetion is - ojusiec accordingly

See foble 1 for symbols and notes

TABLE 6．Selected operating characteristies of small businesses by sales quartile．i985－1987 Ontario，Painting and Decorsting Work（Sic 4275）

|  | Toraili） | $\begin{array}{r} \text { Sot:om } \\ : 5 \% \end{array}$ | mocto | Tidole ${ }^{\text {joder }}$ | 700 $: 5:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1935 |  |  |
| －ef of observetions in samole | 1.152 |  |  |  |  |
| －nerage saiss 5 | 127.799 | 29.842 | 45.629 | 85.380 | 350.346 |
| Averape exoense \＄ | 108.280 | 19.054 | 31.287 | 57．252 | 315.327 |
| Average net profit（l0ss）\＄ | 19.519 | 10.788 | 14.342 | 18， 128 | 34.819 |
| Businessee reporting eprofit（Mo．） | 1.021 |  |  |  |  |
| Averoge sales $\$$ | 128.345 | 29.912 | 45.880 | 85.174 | 352.115 |
| Averege expense ！ | 106.445 | 18.094 | 30.064 | 85.786 | 311.835 |
| Average net profit \＄ | 21.900 | 11.818 | 15.816 | 19.688 | 40.280 |
| Businesses reporting loss（Mo．） | 81 |  |  |  |  |
| Average salus ${ }^{\text {a }}$ | 121.889 | 28.572 | 41.683 | 83.894 | 333． 405 |
| Aversoe exdenses | 132.039 | 36.689 | 50.488 | 90.322 | 350.876 |
| Averege net loss | －10．150 | －7．897 | －8．805 | －6．428 | －17．471 |


| Wumber of observetions in stmple | 1.084 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sates | 113.827 | 30.182 | 45.003 | 77.197 | 302.647 |
| Averge expense 3 | 92.644 | 18.123 | 29.729 | 59.284 | 263.440 |
| Averoge net profit（loss）S | 21.183 | 12．039 | 15.274 | 18，213 | 39.207 |
| Husinestes reporting a profit（Mo．） | 112972 |  |  |  |  |
| Average sales | 112.729 | 29，751 | 44．931 | 77.882 | 298.351 |
| Average experse \＄ | 89.284 | 16．380 | 27.324 | 58.300 | 255.051 |
| Average net grofit \＄ | 23，465 | 13.371 | 17．807 | 19.582 | 43.300 |
| Businesses reporting lost（Mo．） | 12 |  |  |  |  |
| Average seles | 127.630 | 34.130 | 45.753 | 70.712 | 359.123 |
| Average expenses | 135.062 | 34.975 | 54.942 | 76．59？ | 373.734 |
| Average net loss | －7．632 | －845 | －9．189 | －5．885 | －14．611 |

1987
Number of observations in semple
Aver geg sales $\$$
Average oxpense 5
Average net grofit（loss）
tusinesses raporting e profit（Mo．）
Aver age sales Aversege expense s Avere ex口⿰日月女

| 318 |  |
| ---: | ---: |
| 125.169 | 34.262 |
| 104.259 | 19.787 |
| 20.910 | 14.675 |
|  |  |
| 290 |  |
| 126.910 | 34.432 |
| 102.871 | 18.988 |
| 24.039 | 15.464 |
|  |  |
| 25 |  |
| 197.830 | 30.755 |
| 128.439 |  |
| -10.809 | -5.975 |

51.643
36.199
15.444

51.422
35.508
15.914

60.694
64.546
-3.852
82.005
61.575
20.430

80.760
57.539
23.221

97.876
113.026
-15.150
$\$$
Average net profit llossls

Averege net profit

首esimestes reportine lose（Mo．） turrege seles
averege expense 5
dwerege net losss
$-10.809$

See late 1 for symols atd moter

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Ornamencal and Miscellaneows Fabricated metai Instaliation (Stc 4292)

| . |  | 111) |  | $\begin{array}{r} \text { EOrtom } \\ \text { :5\% } \end{array}$ | Lowe$\text { niode }=5 \%$ |  | voder |  |  | ioc 25: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low sales volue ( 5000 s ) High sales value $(\$ 000$ s) |  | $\left.\begin{array}{l} 21 \\ 11 \\ 1 \\ 1 \end{array}\right)$ |  | -- |  | -- |  |  |  |  |  |
|  |  | Indus | try ave | 98(2) |  | $\begin{gathered} \text { \% ousi- } \\ \text { nesses } \\ \text { pecorting } \end{gathered}$ | Recorting jusinesses onlvi 31 |  |  |  |  |
| Selected expense itom | Potal | $\begin{array}{r} 80: \$ 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { modle } \\ & 25 \% \end{aligned}$ | TOD 25\% |  | Total | $\begin{array}{r} 30 \text { 3 tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { miodl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uooer } \\ \text { midol } \\ 25 \% \end{array}$ | TOD 25: |
|  | Percent of seles |  |  |  |  |  | Purcent of sales |  |  |  |  |
| Cost of sales | 33.5 | -- | -- | - | -- | 58.2 | 34.2 | -- | -- | -- | - |
| Oceupancy expenses | 11.5 | -- | - | -- | - | 100.0 | 11.5 | - | -- | - | -- |
| Dedrecision | 2.1 |  | - |  | -- | 66.4 | 3.2 | -- | -- | - | -- |
| Repairs b meintenance | 0.6 | - | - | -- | -- | 28.5 | 1.4 | - | $\cdots$ | - | - |
| Hees. light 8 teleohone | 1.8 | -- | -- |  | -- | 86.2 | 2.1 | -- | -- | - | $\cdots$ |
| Rent |  | -- | -- |  | -- | 87.7 | 8.1 | -- | -- | -- | -- |
| Personnel expenses | 21.8 | -- | -- | -- | -- | 90.4 | 24.1 | -- | ** | -- | -- |
| Financiel expenses Interest \& bank charges Protessional faes | 2.4 | -- | -- | -- | -- |  | 2.4 | - | - | - | -- |
|  | 1.0 1.4 | -- | -- | -- | -- | 68.1 87.9 | 1.5 1.6 | -- | -- | - | -- |
| Other expenses | 18.3 | -- | -- | -- | -- | 100.0 | 18.3 | -- | -* | -- | -* |
| Profit (loss) | 12.5 | -* | -- | -- | -- | 100.0 | 12.5 | -- | -- | -- | - |
| Totei | 100.0 | -- | -- | - | -- | 100.0 | . . | = | -- | -- | - |

## Symbel:

```
t00 smil ooservetions
    too smull too de expressed
    no: spplicable
```

- confidentisl


## footnetes

(1) These estimetes fre besed on semple of businesses peporting seles between 325,000 und 32,000,000.

21 Velue in esch celr fots weignted mpenditure on given ipen
3) Velus in oech cell s $\frac{\text { Totel wighted expenditure on given itsm }}{\text { lotel weighted seles of businestes reporting this iten of mpenoisure }} \times 100$ for sech guertile
 individully and the lotil will not mecesserily ogus 1008.

## Notes

Dert are shown by quertiles when at last 13 of the sampled businasses report the spocific iten

 high and low values of soles ere hown

How to ust the tebles

 200 $25 \%$.
131 Deto pertuining to the selected sites size fenge will be in thet quertile

## Stendard Industriel Cleteifiestion Definition (SIC ISEOI

\$1C $42 \$ 2$ - Ornsernes) und Miscellenoous febricsted metsl Intellers
Businesses primerity engeged in the installation and reoir of standerd op custom foricsted sheet metel components lexcep for poofing


 washroom. Eic.l. installapion of ornomental metal work, instsiletion of sheet metal conconents lexceps roofing and duct morkl, mets


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

nese estimetes are desed on smple of businesses raporting sales beiween 825,000 and $\$ 2.000 .000$.
Set iable 1 for symbols and noits.

TABLE 3. Financiel retios(1) for fncorporated businesses only. 1987 Onterio. Ornementel and miscelimeous fatoricated wetal installecion (Sic 4292)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upper middle 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in smole (Mo.) $\text { - sules value ( } 5000 \mathrm{~g} \text { ) }$ $\text { - salcs value }\left(9000^{\circ} \text {. }\right)$ | 13 $(1)$ 11 |  | -- | -- | -- |
|  | Averoge |  |  |  |  |
| blavidiyy retio Curpent patio (times) | 1.0 | -- | - | -- | -- |
| Leverage retios <br> O.bt/equity ratio (times) <br> Interest coverage retio (times) <br> Qebt retio (times) | $\begin{array}{r} 11.0 \\ 2.0 \\ 0.9 \end{array}$ | -- | -- | =- | -- |



fee into ifor symals and notss.

## Offintions:

1. Liquidiey retio:

Cuprens s cuprent assets / current liabilities.
2. Leverege pition:
m) Deot/equity = totel fisoilizies/equity
b) Dedtraio : sotal liabilisies/ cotel assers.
el Intersst coverage ${ }^{3}$ net profit interest expense/interest mpense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario. Ornamental and Miscellaneous Fabrictted metal Installetion (Sic 4292)

|  | Total 111 | $\begin{array}{r} \text { Sot+om } \\ 25 \% \end{array}$ | midde s. | Voder miJal = = | 58 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a samol :No. Low sales vaiue isooj s) Mig sales valize $\$ 500^{\circ}$ s | $\binom{5}{1}$ | -- | -- | -- |  |
|  |  |  | verage 18000 |  |  |
| Operating activities Casn from operations Dadrecistion Other | $\begin{array}{r} -11 \\ 16 \\ 9 \end{array}$ | -- | -- | -- | -- |
| Dividende | - | - | - | . | - |
| Investment stivities <br> Disposel of fixed assets <br> Pupchase of fixed assets <br> lacresse in investmen: <br> Decrease in investment | $-57$ | -- | -- | -- | -- -- -- |
| Finmeing activitims <br> Increase in long term debt <br> Redsyment of long term debt <br> Loans fiom sharehalders <br> Repayment of loens from starenolders <br> Advances 8 loans from government <br> lncrese in equity <br> Decrease in equity <br> Dine? | 10 | - - - - - - | - - - - - - | - - - - - - - | - $\therefore$ $\therefore$ - $=$ $=-$ |
| Incresse(decpease) in cash s equivalents Cast \& equivalents-8eginning of the reer Cssh \& equivelents - End of the yem | 2 -5 -3 | -- | -- | -- | -- |

(1) These estintes are oaseo on somple of incorporatod Dusinesses reporing sel between $\$ 25.000$ and $\$ 2,000,000$. Smple count incluces only those businesses paporing stetement of changes.
\$ee isble I for synools and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SiC ciassificstion in igat Ontario, Ornamental and Miscelleneous Fabricated Metal Installation (Sic 4292)

|  |  |  |  | Changes in numb with pa | of businesses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average Isbour units(1) | Number of businesses | $\begin{array}{r} \text { Total paycoll } \\ (\$ 000 \text { s) } \end{array}$ | Average lisour units(1) | reporting(z) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 50 | 8.252 | 258 | 11 | 7 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \end{aligned}$ | 48 | X | $\begin{aligned} & 133 \\ & 123 \end{aligned}$ | 11 | 7 |
| $100-499$ |  | - | - | - | - |
| 500 and over | - | - | - | * | - |
| 1987 |  |  |  |  |  |
| Total | 54 | 10.133 | 351 | 7 | ... |
| less than 20 20.99 | 50 | 5,299 5.134 | 178 173 | ? | . |
|  | , | - |  | - | ... |
| 500 and over | * | - | - | - | ... |


 lull-tine emplovec Note thot the ousiness site groups used er determined of the Conade level. Thus if tusiness has at iens? 500 employes in Cansis se mole Duf less than that number in ony given orovince it is show in the 500 eno over group
181 Refers to businesses reporting no payroll deductions in the provious year.
(3) fefers to businesses reporting no otyroll beductions in the following ver
"Mewly ceopling" and "no longer reporting" businesses ar essumed to hove deen in activity for six months end the intormetion is odustec accordingly

Set isole 1 for srmools snd notes.

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

| To:ail! | 3ottom $25:$ | $\frac{\text { niver }}{25 \%}$ | -.ocis? |  |
| :---: | :---: | :---: | :---: | :---: |



1986

| Number of observetions in semple | 25 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ | 144.878 | -- | -- | -- |
| Average exoenses | 134.603 | - | - |  |
| Aversge net profit (loss) \$ | 10.275 | -- | -- | -- |
| Businesees reporting profit (No.) | 24 |  |  |  |
| Average sales | 143.033 | -- | -- | -- |
| Average exoense | 130.710 | -- | -- | - |
| Averege net orofit | 12.323 | - | -- | - |
| Businesses reporting loss (Mo.) | 2 |  |  |  |
| Aversge iales ${ }^{\text {a }}$ | 213.978 | -- | - | -- |
| Average exdenses | 224.693 |  | - | -- |
| Averoge net loss | -10.717 | -- | -- | -- |

1987


III These estimates ere besed on smple of inmses reperting seles betwem $\mathbf{8 2 5 , 0 0 0}$ and $82,090,000$.
Set rable ifor symols and netes

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

|  | Total（1） |  | $\begin{array}{r} \text { Bor:om } \\ : 5 \% \end{array}$ |  | Lower$\text { mocle } 25:$ |  | JeperOIGJ: 25: |  |  | －20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole（No．） Low sales value（ $\$ 000$＇s） H：gh sales value ！ 8000 ＇si | $\begin{aligned} & 71 \\ & 11 \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 11\rangle \\ 70 \end{array}$ |  | $\begin{array}{r} 90 \\ 215 \end{array}$ |  | $\begin{aligned} & 215 \\ & 700 \end{aligned}$ |  |  | 100 |  |
| selocted expense item | Industiy average 2 ！ |  |  |  |  | $\begin{gathered} \text { : busi- } \\ \text { nesses } \\ \text { redorting } \end{gathered}$ | Qaporiting businesses only ${ }_{\text {c }}$（ $)$ |  |  |  |  |
|  | Totat | $\begin{array}{r} 80:+ \text { an } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { mi dol } \\ & \vdots 5 \% \end{aligned}$ | Uooer idole $25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Torel | $\begin{array}{r} 801: 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midil } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & =20 \\ & =5 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of ssies | 16.8 | 0.6 | 15.6 | 18.0 | 27.3 | 26.5 | 63.3 | 32.8 | 78.3 | 46.4 | 76.6 |
| Decupancy expenses |  |  |  | 2.1 | 1.1 | 55.7 42.4 | 2.7 2.0 | 2.2 | 2.2 0.8 | 3.1 2.8 | 2.7 1.8 |
| Deprecistion | 0.9 | 0.5 | 0.2 | 1.5 | 1.0 | 42.4 | 2.0 | 1.8 | 0.8 | 2.8 | 1.9 |
| Meet．light 8 taleohone | 0.1 | $0 . i$ | － | 0.2 | 0.2 | 21.1 | 0.6 | 1.3 | 0.1 | 0.7 | 0.5 |
| Rent ${ }^{\text {a }}$ | 0.3 |  | ．．． |  | ．．． | 18.9 | 1.9 | ．． |  |  |  |
| Personnel expenses | 11.1 | 12.7 | 20.2 | 6.7 | 6.3 | 62.2 | 17.8 | 25.7 | 33.6 | 10.1 | 1.2 |
| Financis expenses | 6.5 | 15.7 | 3.9 | 4.0 | 3.4 | 50.7 | 7.1 | 17.7 | 4.1 | 4.3 | 3.4 |
| Intorest \＆bank cnarges | 3.9 | 8.4 | 2.2 | 2.8 | 2.7 0.7 | 88.1 88.2 | 5.8 2.8 | 11.2 10.4 | 3.3 1.8 | 4.8 | 3.6 0.7 |
| Other expenses | 51.2 | 59. | 31.6 | 58.4 | 46.7 | 28.8 | 51.3 | 55.1 | 36.6 | 58.7 | 46.7 |
| Ppofit（loss） | 13.0 | 10.5 | 15.1 | 10． | 14.9 | 100.0 | 13.0 | 10.5 | 16.1 | 10.8 | 14.9 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | －•• | $\ldots$ | $\ldots$ | ．． | $\cdots$ |

## Sybele

－zero or no observetions
－too smal！too be expressad
hot mplicable
confiontis！

## Footnotes


Totel weighted mpenditure on given item

（3）Velue in ench cell a lotel wighted expenditur on given ifem
This portion of the teble pertains only to the businssses reporting the specific expense itom．Therefore these fetios ere celculoted individuslly and the totel will not necessarily equl 100 \％

## Motes

Dato st shom oy quertiles when bt less 13 of the senpled butinesses report the specific isem
gecoros were penked in escending order mecording to ssles size．Esch quertit．li．©．botron 25\％，Iower gidde 25s，etc．I repetents one quertor of the totel number of businesses．Within tach quertile．the suprage retio is presented．for compsison purposes．the high end low velues of sites ere shown

How to use the tetes

（2）The selected renge witl indicese the proper queftile．i．e．the bottom 25\％．the lower nidole 25k．the upper midde 25s op the top 258.
II Dett pertsining io the selected seles sise penge will be in thet quertile．

## Stenderd Industrial Clessificetion Definition（\＄16 1180：：

SIC 44⿱⿱亠䒑日\zh20十1－Lend Deveiopert
Businesses primerily engeged in the acquisition．assembly．subdivision eng servicing of land for subsequent resel e builders
lncluded re businesses engaged in land development for building lot subgividing．Iand developers．Iand assemoling end developing and land developmens for land servicing fhydro．samer and weterl

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Onzario. Land Developers (SIC 4491)

|  | Fots 1:11 | sortom $25 \%$ | midectower | $\begin{array}{r} \text { Jover } \\ \text { m.osl }=5 \% \end{array}$ | 700 $25^{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samsle Mo. 1 iaces value $1 \$ 000$ si -ales vaine $\$ \$ 000$ s) | $\begin{aligned} & 15 \\ & \text { i } \\ & \text { i } \end{aligned}$ | -- |  | -- | -- |
|  | Average ( $5000{ }^{\text {a }}$ s) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | * | - | -- |  | -- |
| Accoumes and notes poceivable | 6 | -- | - |  | - |
| Inventary | 5 | -- | -- | -- |  |
| Oiner cupront assets | 309 | -- | - | -- |  |
| Totnl curient essets Fixed assets | 315 138 |  | -- | -- | *- |
| Less: Ascum. dep. on fixed aseets | 130 | -- | -- | -- | -- |
| Other essets | 138 | - | -- | - | - |
| Total essets | 550 | $\cdots$ | - | -- | -- |
| Lisbillties and equity |  |  |  |  |  |
| Current loens | 26 | -- | -- | -- | -- |
| Other current lizbilities | 245 | - | -- | - | -- |
| Mortgages dayabl | - | -- | - | - | -- |
| -ong term debt | $00^{\circ}$ | - | - | - | -- |
| jother liabilitits | 200 | -- | - | - | - |
| Cal llabilities | 447 | - | - | - | -- |
| iotel equity | 143 | - | - | - | -- |


Sen Tetie i for symols and notes.

TAELE 3. Financial retlos(1) for incorporsted businesses only. 1987
Ontaric, Lend Developer: (SIC 4491)

|  | Total(2) | $\begin{array}{r} \text { Bo \& tom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Uoper midd $25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> - sales velue ( $5000^{\prime}$ ) <br> a sales valuo ( $5000^{\circ} \mathrm{g}$ ) | 45 (1) (1) | - | -- | -- | -- |
|  | Aversge |  |  |  |  |
| biquidity petio Current fatio (times) | 1.3 | *- | -- | - | - |
| Leverage ratios <br> Debtlequity retio (times) <br> Interest coverage ratio (times) <br> Detot patio (times) | $\begin{aligned} & 3.1 \\ & 5.7 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The fotios represent the everege of retios for ench business in the group and cannot be celcuinted from the figures shown in table 2 .

sen Tule ifor symeols notes.

## Ofinitions:

1. Liquidiey ratio:

2. Leversog reties:
e) Dobt/equity g lotal lituilitiea/ equity.
b) Detr rtio sote liotilities/sotal sseis.
c) Interest coverage net profit interest oxpense/ interest expense.

TABLE 4. Statement of cnanges in finenciai position for incorporated bustnesses only. igs7
Ontario. Land Developers (SIC 4491)

|  | Toial(1) | $30110 \mathrm{~m}$ | owe: $\pi 021625 \%$ | $\begin{array}{r} \text { Uooer } \\ \text { miog } 25 \% \end{array}$ | 70 <br> $:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo. Lom saios vaiue $\mathrm{S}_{0} 000^{\circ}$ High sales vaive (sCOO's) | $\begin{aligned} & 27 \\ & \vdots \\ & 1 \end{aligned}$ | 11 70 | $\begin{array}{r}70 \\ 392 \\ \hline\end{array}$ | 382 584 | ミこ4 |
|  | Average (3000's) |  |  |  |  |
| Operting ectivities Casn from operations Dedreciation Other | $\begin{array}{r} 92 \\ 111 \end{array}$ | $\begin{array}{r} 26 \\ 1 \\ 10 \end{array}$ | $\begin{array}{r} 32 \\ 1 \\ -3 \end{array}$ | 142 1 289 | 166 15 172 |
| Dividends | -8 | - | -6 | $-17$ | -6 |
| Investment ectivities <br> Dispossl of fixed assets <br> Pupchese of fixed assets <br> increase in investment <br> Deciense in investment | $\begin{array}{r} 80 \\ -25 \\ -390 \\ 18 \end{array}$ | $\begin{array}{r}143 \\ -108 \\ \hline\end{array}$ | $\begin{array}{r} 17 \\ -3 \\ -22 \\ 45 \end{array}$ | -941 | 190 -18 -784 13 |
| Finencing ectivitles <br> Incrense in long eerm deot <br> Redayment of long emerm deot <br> Loans from shareholders <br> hepsyment of loans from sharemolders <br> Advances \& loans from government <br> increase in equisy <br> Decrease in equity <br> Other | $\begin{array}{r}258 \\ -35 \\ 60 \\ -119 \\ 5 \\ \hline\end{array}$ | 13 -105 | -6 27 -18 - - -1 | $\begin{array}{r}523 \\ 18 \\ -186 \\ \hline \\ = \\ \hline 5\end{array}$ | 494 -55 185 -284 19 -19 -14 |
| Increseldecresel in essh a quivalents Cath suivalonts-Beginning of they yer Cash sudivelenis - End of the year | 58 121 179 | $\begin{array}{r} -21 \\ -3 \\ -24 \end{array}$ | $\begin{array}{r} 64 \\ 341 \\ 405 \end{array}$ | 74 81 135 | $\begin{array}{r}95 \\ 1 \\ \hline 5\end{array}$ |

(1) inese estimates are besed on sample of incorporated businesses peporping sates outwen $\$ 25.000$ and $\$ 2.000 .000$. Senol count includes only those Dusinesses reporting a stetement of changes.
set isol ifor symols and notes.
TABLE 5. Enployment changes by size of business, 1984-1987 besed on SIC classificetion in ige7
Onearlo. Land Developers (SIC 4491)





so0 enoloyees in lanade es whol out less than thet number in any given province it is show in the soo mo over group.
121 Refers to businesses reporting no payroll deductions in the previous voer.
(3) Refers to businesses reporting no peyroll deductions in the following yeer
-Mmbly repor qing" and no longer peopting" businesses are assumed so hove oen in ectivity for six months and the informetion is edusied accordingly.

See iable 1 for symDols and notes

TABLE 6. Solected operating characturistics of small businesses by sales quartile, $1985-1987$ Onterio. Lend Oevelopers (S1C s491)


1986


| 98 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 451.920 | 85,180 | 179.175 | 409.151 | 1.133.161 |
| 412.375 | 68.481 | 162.128 | 44.592 | 971.300 |
| 39.545 | 17.699 | 17.048 | -38.431 | 181.861 |
| 78 |  |  |  |  |
| 458.775 | 91.007 | 175.042 | 408.318 | 1.180 .733 |
| 383.778 | 69.081 | 156.310 | 334.607 | 975,133 |
| 74.997 | 21.988 | 18.732 | 73.711 | 185,600 |
| 22 |  |  |  |  |
| 401.280 | 52.014 | 261.591 | 410.450 | 171.063 |
| 474.765 | 65.581 | 278.124 | 520.490 | 934.854 |
| -73.485 | -3.587 | -16.533 | -210.040 | -53.801 |

1 387

| Number of observetions in semple | 108 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 3 | 397.748 | 50.835 | '136.592 | 362.822 | 1.050 .942 |
| Average exdenses | 327.163 | 31.512 | 110.396 | 291.956 | 874.786 |
| average net orofit (loss) $\$$ | 70.585 | 19.123 | 26.196 | 50.866 | 186.156 |
| tusimesees reporting oprofit (Mo.) | 55 |  |  |  |  |
| Averoge sales \$ | 398.073 | 50.285 | 137.805 | 344.225 | 1.060.176 |
| Averege expense \$ | 318.061 | 18.046 | 106.782 | 276.717 | 870.697 |
| Average net profit \$ | 80.012 | 32.240 | 30.823 | 87.509 | 189.479 |
| Uusineses reportine lese (Mo.) | 21 |  |  |  |  |
| tuerage sales \$ | 409.835 | 51.149 | 129.760 | 337.566 | 1.120 .865 |
| turage oxpense | 432. 428 | 51.319 | 134.774 | 349.035 | 1.194 .581 |
| mrerege net loss | -22.593 | -170 | -5.014 | $-11.473$ | -73.716 |

111 These estimetes tre based on sanple of berinesser roporting saiss betwem $\mathbf{5 2 5 . 0 0 0}$ and $\$ 2.000 .000$.
See titble 1 for symbols end noters

TABLE 1. Selected operating ratios. In percent of sales. 1987
Ontario. Truck Transport Industries (Sic 455)

|  | Toraili |  | $\begin{array}{r} 30: 10 m \\ 35 \% \\ 3 \end{array}$ |  | $\text { miode }=55^{\text {bome? }}$ |  | Jeper giade 25:. |  |  | -2\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (Mo. Low sales volue $\$ 000^{\circ}$ s) Hign saies ratue (soc̃o's) |  |  | $\begin{array}{r} 111 \\ 49 \end{array}$ |  | $\begin{aligned} & 49 \\ & 82 \end{aligned}$ |  | $\begin{array}{r} 32 \\ : 29 \end{array}$ |  |  | 18 |  |
| Selocted exdense : tom | Industiy overage 2 (2) |  |  |  |  | $\begin{aligned} & \text { \%ousi- } \\ & \text { nesses } \\ & \text { coorting } \end{aligned}$ | Reporting businesses only, 3l |  |  |  |  |
|  | iotal | $\begin{aligned} & 90+10 \mathrm{~m} \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lomer } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Fotal | 3ottom 25\% | $\begin{gathered} \text { Lower } \\ \text { midole } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { toper } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percont of sales |  |  |  |  |  | Percent of sates |  |  |  |  |
| Vohicle expenses | 30.7 | 24.7 | 31.1 | 38.1 | 28.8 | 95.5 | 32.0 | 28.7 | 32.2 | 39.7 | $25.3$ |
| Dedieciation | 10.3 | 8.6 | 11.1 | 11.9 | 9.7 | 88.7 | 11.7 | 10.8 | 12.5 | 13.7 | $\begin{array}{r} 4.2 \\ 10.2 \end{array}$ |
| Reosits \& ma intenance | 7.9 | 6.5 | 8.5 | 9.3 | 7.2 | 55.8 | 12.0 | $8$ | 13.7 20.0 | 12.7 | 10.2 |
| Fuel expense | 12.4 | 9.5 | 11.5 | 16.9 | 11.9 |  |  |  | 20.0 | 23.2 |  |
| Personnel expenses | 10.2 | 5.1 | 7.2 | 7.6 | 21.0 | 65.1 | 15.3 | 11.6 | 11.7 | 10.7 | 22.9 |
| Finencial expenses | 3.7 | 3.5 | 3.8 | 4.3 | 3.4 | 85.4 | 4.2 | 4.4 | 4.3 | 1. 6 | 3.5 |
| Interest a bank charges | 3.1 | 2.8 | 3.2 | 3.7 | 2.8 | 74.0 | 4.2 | 4.9 | 4.4 | 4.8 | 3. 2 |
| Other expenses | 34.8 | 37.5 | 33.0 | 31.6 | 37.0 | 98.8 | 34.8 | 37.5 | 33.2 | 31.8 | 37.0 |
| Profit (loss) | 20.6 | 29.3 | 24.9 | 18.4 | 10.0 | 58.1 | 21.0 | 30.0 | 25.3 | 18.6 | 10.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . . | ... | $\ldots$ | - . $\cdot$ |

## Syebol

- zuro or no observapions
-- 100 smell 100 be expressed
not moplicable
$\times$ confidentio


## footnoter

(11) These estimes er besed on sumple of busintsses roporting seles between 525.000 end $\$ 2.000 .000$

Totel weighred oxpendizure on given irem
(3) Value in each cell $\frac{\text { Totsl weighted expenditure on given item }}{\text { lopel wighted seles of businesses reporting this iten of expenditure }}$ loe for ench gutrile.

This porsion of phe table perians only so the businestes reporting the specific expense item. Therefore these totios ert celculated individustiy and the cotsill not necesserily equel $100 \%$.

## Motes

Dess are shown by quertiles when at letst 13 of the senpled businesses report the specilic item
 one quertep of the cotal mumber of businesses. Within esch quarpile. the average ratio is presented. For comosison purposes. phe high and low velues of seles ere shom

Mow to use the tebies

(2) The selectad cange will indicete the proper gustile, i. . the bottom 25\%. the lower middie 2g\%, the upper midde 25x or the $10025 \%$.
(3) Oter pertaining to the selecteg seles ize renge will be in that guterile.

## Sesnderd Industrisl Classifiestion Definition (S1C 1980):

SIC 4550 - Tpuck Trensport Industry
Businesses primerily engaged in the provision of all types of trucking. transfer end pelated services. fruck obpoker operstors" are included in this indusery

TABLE 2. Balance sheet proftle for incorporated businesses only. 1987
Oncerio. Truck Transport Industries (SIC 45s)

|  | Teialil) | $\begin{array}{r} \text { so: } \pm 0 m \\ 25 \% \end{array}$ | -ower $\text { modie }=5 \%$ | J90e: <br> midale ?s: | -00 $-5:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -rses in samel (No.) es value $\left(\$ 000^{\circ} \mathrm{g}\right.$ ) 1-s value ( $5000^{\circ}$ s) | $595$ | $\begin{array}{r} 11 \\ 99 \end{array}$ | $\begin{array}{r} 99 \\ \\ \hline 50 \\ \hline \end{array}$ | $\begin{array}{r} 166 \\ 450 \end{array}$ | 340 111 |
|  | Aversge ( 5000 's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Cash | 30 | - | - | - | - |
| Accounts and notes ceceivable | 30 | 3 | 7 | 20 | 87 |
| Inventory | - | , | - | - | - |
| Giner curcent issets | 36 65 | 12 | 18 28 | 30 50 | 86 173 |
| Toral curcent assets fixed asasts | 65 | 15 | $\begin{array}{r}28 \\ \hline 108\end{array}$ | 50 | 173 |
| Fixed assers Less , Accum. deo. on fixed asest | 120 | 40 | 108 | 7 | - 54 |
| Other sismes | 17 | 2 | 4 | 14 | 47 |
| Total eseets | 203 | 57 | 196 | 141 | 473 |
| Listilliee end equlty 37 |  |  |  |  |  |
| Current loms | 14 81 | 3 19 | 38 | 10 | 37 144 |
| Total current limilities | 75 | 22 | 45 | 52 | 181 |
| Mortgages dayabl | - | $=$ | \% | = | - |
| Long term deot | 10 | 4 | 7 | 8 | 22 |
| Other lisbilities | 62 | 28 | 89 | 39 | 191 |
| -: l limbilities | 148 | 54 | 121 | 95 | 315 |
| Totel equity | 55 | 4 | 15 | 42 | 159 |

(1) These stimetes are bessed on sample of businesses raporting setes between $\mathbf{3 2 5} .000$ and $\mathbf{1 2 . 0 0 0 . 0 0 0 .}$
sem fable i for symols and notes.

TABLE 3. Finencial ratios(1) for incorporated businesses only. 1987
Ontario. Truck Trenspore Industrles (SIC 456)

|  | Tols 12 ) | Bottom 25\% | $\text { middle } 25 \%$ | Uoper midele 25\% | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| inceses in samole (No.) soles value ( $\$ 0000^{\prime}$ ) sales value $\left(5000^{\circ}\right.$ s) | 595 $(1)$ $(11)$ | (1) | 99 186 | 166 40 | 440 |
|  | Aversoe |  |  |  |  |
| Liquiditr retio Current ratio (times) | 0.9 | 0.7 | 0.6 | 1.0 | 1.0 |
| Leverage ratios <br> Oebtiequity ratio (times) <br> Interest coverage plic (times) <br> Debt patio (times) | 2.7 3.9 0.7 | 15.2 2.1 0.9 | 8.0 3.5 0.9 | 2.1 4.2 0.7 | 2.0 4.2 0.7 |

Ifl the retios represent the oversog of patios fop enen business in the group end cannor be celculered fron the figures shom in table 2

See isere for symole and notes.

## Definklent:

1. biquidity potio:

Current s curcent assers / Eurrent biabilities
2. Levertge revios:
a) Debt/equity $=$ tolal liabilieies / equity.
bi Dedr ravo s potal liabilizies/cotal ssems.
el Interest coverege $z$ ner profit interest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario. Truck Transport Industries (SIC 4S6)

 only those businesses raporting stemen of changet.
see teble I for symbols and notes.

Ontario. Truck Transport industries (Sic 456)

| Business size expressed in sverage labour units(1) | Number of businesses | $\begin{gathered} \text { Tota } \begin{array}{c} \text { payrol } \\ \{\$ 000 \text { s }\} \end{array} \end{gathered}$ | Averae labour unita(1) | Ehanges in number of businesses *ith peid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting } 21 \end{array}$ | Mo longer (moortingi3) |
| 1984 |  |  |  |  |  |
| Total | 3.555 | 1.052.925 | 53.034 | 751 | 523 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.583 \\ 282 \\ 82 \\ 28 \end{array}$ | $\begin{aligned} & 197.221 \\ & 219.871 \\ & 280.553 \\ & 395.280 \end{aligned}$ | $\begin{array}{r} 8.481 \\ 9.636 \\ 12.123 \\ 22.816 \end{array}$ | $\begin{array}{r} 725 \\ 16 \\ 8 \\ 2 \end{array}$ | $\begin{array}{r} 512 \\ 5 \\ 6 \end{array}$ |
| 1387 |  |  |  |  |  |
| Totel | 4.178 | 1.480.388 | 62.408 | 1.023 | -•• |
| $\begin{aligned} & 108 \text { than } 20 \\ & 20^{2}=99 \\ & 100=49 \\ & 500 \text { and over } \end{aligned}$ | 4.48 310 95 25 | $\begin{aligned} & 279.502 \\ & 298.079 \\ & 414.138 \\ & 488.853 \end{aligned}$ | $\begin{aligned} & 10.558 \\ & 11.559 \\ & 15.905 \\ & 24.388 \end{aligned}$ | 983 39 9 | $\cdots$ |



 500 employees in tensos os. whole dut less than that numoer in any given province it is shown in the 500 and over group.
(2) Refers so businesses reporting no payroll oeductions in the previous year.
(3) Refers to businesses reporting no payroll deouctions in the following yetr.
 ojusteo accordingly
set table 1 for 3 ymools and notes.

TABLE G. Selected operting characteristics of small businesses by sales quartile. 1985-1987 Ontaria. Truck Transport Industries (SIC 456)

|  | F=:al11) | $\begin{aligned} B 0: 0 m \\ : 5: \end{aligned}$ | Lower <br> midole $=5 \%$ | T100 | $\begin{aligned} & \text { Iop } \\ & \text { : } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| yumber of observations in somple | 1.890 |  |  |  |  |
| inergge saies \$ | 146.445 | 37.101 | 63.735 | 96.813 | 388. 32 |
| ercge excense s | 130.275 | 27.688 | 52.274 | 79.325 | 361. 212 |
| age not prolit (lass) \$ |  | 9.413 | 11.48 ! | 16.888 | 28.920 |
| Qusineasee reporting profit (Mo.) | 19.712 |  |  |  |  |
| Average gales 3 | 139.981 | 37.198 | 63.439 | 97.163 | 362.125 |
| Avecage expense S | 119.746 | 25.431 | 47.648 | 78.846 | 327.058 |
| Average not prolits | 20.235 | 11.767 | 15.789 | 18.317 | 35.05 ? |
| Businuses rmporting lost (Mo.) | . 184 |  |  |  |  |
| Avermge sales \$ | 184.734 | 36.448 |  |  |  |
| Aversee 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


1587

| Mumber of observations in semple | 1.147 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles ${ }^{\text {a }}$ | 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) \$ | 18.618 | 10.801 | 15.819 | 18.395 | 29.648 |
| Busimesen reporting a profit (MO.) Average selos | 973 146.530 |  |  |  |  |
| Avorsge expenses | 124.253 | 38.115 24.954 | 64.987 46.584 | 101.209 80.834 | 381.808 346.639 |
| -versge net dreflit | 22.277 | 13.181 | 18.403 | 20.375 | 37.169 |
| jusinestes reportion lose \Mo.l | 174 |  |  |  |  |
| Avorage solus | 156.068 | 37.113 | 65.145 | 100.734 | 420.281 |
| Average expense \$ | 166.193 | 47.142 | 71.316 | 110.129 | 435.486 |
| Avorage net loss \$ | -10.125 | -10.725 | -5.171 | -9,395 | -15.205 |


Sot litil ifor smbols and notes

TABLE 1. Selected operating retios, in percent of sales. 1987
Ontario. General Ereight Trucking Industry (SIC 4561)

|  | Fosal(1) |  | Botion 25* |  | $m \cdot 10 l^{- \text {awe }}$ |  | T. 59 UPDE: 25 |  |  | 720$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie ino. Low sales value ( $\$ 000$ 's) High sales vaiue $\$ 000^{\circ} \mathrm{s}$ ) | $\begin{array}{r} 1.01 \\ 1 \\ 1 \\ 1 \end{array}$ |  | $\begin{array}{r} 111 \\ 48 \end{array}$ |  | $\begin{aligned} & 48 \\ & 80 \end{aligned}$ |  | $\begin{array}{r} 80 \\ 120 \end{array}$ |  |  | 12011 |  |
| Selected exomse itmm | Industiy averoent |  |  |  |  | $\begin{gathered} \text { nbusi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reoopting ousinesses onty 3) |  |  |  |  |
|  | Total | $\begin{aligned} & 10+t \text { om } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Laver } \\ \text { miodi } \\ 25 \% \end{array}$ | UDeer <br> idde 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | iote1 | $\begin{aligned} & 30: r o m \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cont of soles | 1.8 | 2.4 | 0.8 | 1. | 1.7 | 7.3 | 22.5 | 28.4 | 10.7 | 28.5 | 21.8 |
| Occupency expenses | 21.1 10.4 | 19.7 8.9 | 21.4 10.5 | 24.4 11.3 | 21.7 10.9 | 97.5 87.8 | 22.4 | 20.4 11.1 | 22.5 12.3 | 24.7 12.5 | 21.5 11.5 |
| Redits of meintenance | 8.1 | 7.1 | 8.1 | 9.8 | 7.6 | 67.3 | 12.1 | 12.4 | 12.5 | 13.4 | 10.2 |
| Meet, light 8 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 | 1.3 | 4.7 | 6.8 | 7.3 | 17.1 | 54.3 | 13.9 | 10.9 | 11.6 | 10.7 | 19.3 |
| Finenciol expenses | 3.4 | 3.7 | 3.7 | 4.3 | 3.2 | 09.1 | 4.4 | 4.7 | 4.2 | 4.8 | 3.9 |
| Interest \& bank charges | 3.3 | 3.0 | 3.1 | 3.7 | 3.3 | 74.3 | 4.4 | 5.2 | 6.3 | 4.8 | 3.8 |
| Professionst faes | 0.6 | 0.7 | 0.6 | 0.6 | 0.6 | 75.0 | 0.8 | 1.0 | 0.8 | 0.7 | 0.6 |
| Other exoenses | 42.2 | 38.7 | 42.0 | 43.2 | 14.7 | 95.7 | 42.3 | 38.9 | 42.4 | 43.2 | 44.8 |
| Profic (losg) | 21.5 | 30.7 | 25.7 | 18.9 | 10.9 | 27.3 | 22.0 | 31.6 | 28.1 | 19.2 | 11.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | $\cdots$ | -•" | *. |

## Symbels

- zero or no observerions
- too smell too be expressed
not epplicable
- conficentiol


## Footnetis

(1) These estimetes bre besed on sample of businesses reporting seles bermeen 525.000 end $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$

31 Velu in sech cell a Totel wightid mpenditur on given item
 individusliy end the fopsl will not mecesserily raus 1001.

## Mores

Deta ere shom by quertiles when es luest 13 of the sempled businesses peport she specific iten.


high and lom velues of selies er shom

## How to ust the tetres


 top 258.
(3) Deta pertining to the selected seles size penge will be in thit quepilu.

## Stender Indutericl CIsssificnsion Definision SIC 1150:

51C 4551 General Freight Trucking Industry

 trinsfer trucking servicus. general freight truck trangport services and generat iruighs fructing contractors.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Dnestio, General Freight Trucking Industry (Sic 4561)

|  | Toral(1) | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { !ower } \\ \text { Ticct } 25 \text { : } \end{array}$ | Joper $\pi, a c i 25 \%$ | 700 $? こ ゙:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 122 \\ & \{1 \\ & \{1\} \end{aligned}$ | (1) | $\begin{array}{r}99 \\ \hline 55\end{array}$ | $\begin{aligned} & 155 \\ & 389 \end{aligned}$ | 38 |
|  | Average ( 5000 's |  |  |  |  |
| Asets | - | - | - | - | - |
| Accounts and notes pectivable | 28 | 3 | 6 | 18 | 83 |
| Inventory | - | - | - | - | - |
| Sthe curiont sasets | 36 | 12 | 19 | 26 | 78 |
| Total current assets | 61 | 15 | 25 | 43 | 162 |
| Fixed essets | 120 | 38 | 118 | 78 | 245 |
| Less: Accum. dep. On fixed assets | - | - | - | - | - |
| Other assets | 13 | 2 | 3 | 12 | 35 |
| Total usmete | 154 | 58 | 146 | 129 | 442 |
| Lisbilitios end equity 5 |  |  |  |  |  |
| Curiont losns Other curpent i mbil: | 13 | 2 | 5 |  |  |
| Other curront lisbilities | 61 | 23 | 40 | 39 50 | 143 177 |
| Total curront lisbilitios Horigages payaol | 75 | 26 | 45 | 50 | 177 |
| -ong term debt | 10 | 5 | 5 | 10 | 22 |
| Other liabilities | 62 | 21 | 82 | 38 | 107 |
| al lisblities | 148 | 52 | 132 | 97 | 307 |
| -1 equity | 47 | , | 14 | 32 | 135 |


see feole i for symols ind notes.

TABLE 3. Financiai ratios(1) for incorporated butinesses only. 1987
Onterle. Eentral Fpoight Trucking Industiy (SIC 4ssi)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower | Upper midule 2s\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sules value $\left\{5000^{\prime}\right.$ s) <br> High sales value ( $5000^{\circ}$ s) | $\begin{aligned} & 422 \\ & (1) \\ & (1) \end{aligned}$ | 11 99 | 99 155 | 155 389 | 389 111 |
|  |  |  | Average |  |  |
| Lieuidity ratio <br> Curfent patio (times) | 0.8 | 0.6 | 0.5 | 0.9 | 0.9 |
| Leverage cotios Oeby/eauitr patio (times) Intorest coverage retio (times) Oebt ratio (times) | 3.2 3.8 0.8 | 13.0 2.5 0.9 | 9.1 3.1 0.9 | 3.0 4.0 0.8 | 2.3 3.8 0.7 |

III The retios pepresent the wersge of retios for onch business in the group end connot be colculatec from the figuret thow in toble 2.
(21 These estimetes are besed on senple of businesses reporting seles betwen 575.000 mot $\$ 2.000 .000$.
Set table ifor symoli and motes.

## Oefinitions:

1. Liquidity retie:

Curfont: curpont assers/ curfone limbilitien.
2. Levernge pesios:
el Debelequity $=$ rolal liabilisies/ equity.
bl Detr ravio $=$ sotal liabilisies / ioral essets.
c) Intertst coverage $=$ net profit - interest expense / interest expense

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

|  | Totalil | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | mide ${ }^{\text {dowe: }}:$ | m. ocl cooer | 700 $-5: 4$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) bow sa ves value $\left(\$ 000^{\prime}\right.$ s) High saies velue $(9000$ s) | $\begin{aligned} & 186 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{array}{r} 19 \\ 83 \end{array}$ | $\begin{array}{r} 83 \\ 125 \end{array}$ | $\begin{array}{r} 95 \\ 359 \end{array}$ | $\vdots: 9$ |
|  |  |  | versge 15000 |  |  |
| Operting ectivities Cash from operstions Dadiecietion Other | $\begin{array}{r} 18 \\ 30 \\ -2 \end{array}$ | 6 10 -3 | $\begin{array}{r} 6 \\ +9 \\ 8 \\ \hline \end{array}$ | $\begin{gathered} 18 \\ 21 \\ -3 \end{gathered}$ | $\begin{array}{r} 11 \\ 69 \\ -11 \end{array}$ |
| Dividende | -8 | -10 | -3 | -11 | -8 |
| Investment activisies <br> Dispossl of fixed assets <br> Purchase of lixed assets <br> Increase in investment <br> Decreese in investment | $\begin{array}{r} 13 \\ -55 \\ -2 \\ 1 \end{array}$ | 6 -14 | $\begin{array}{r}8 \\ -29 \\ \hline\end{array}$ | $\begin{array}{r} 13 \\ -29 \\ -1 \end{array}$ | $\begin{array}{r} 24 \\ -143 \\ -5 \\ 2 \end{array}$ |
| Financing activities <br> Increase in long term debt <br> Repayment of long term tebt <br> Loans from shareholders <br> Reparment of loans from sharbholders <br> Advances \& loans from government <br> Incresse in equity <br> Decresse in eavity <br> Dther | $\begin{array}{r} 23 \\ -18 \\ 8 \\ -4 \\ \vdots \\ -1 \\ -1 \end{array}$ | 12 -7 -9 | 15 -17 -2 -2 | $\begin{array}{r}13 \\ -20 \\ 6 \\ -2 \\ \hline\end{array}$ | $\begin{array}{r}54 \\ -28 \\ 26 \\ -11 \\ \hline\end{array}$ |
| Incresse(decresel in cath equivelents Cash squivalonts-Beginning of the rear Cash tequivelenes - End of the yesr | $\begin{array}{r} 5 \\ 11 \\ 16 \end{array}$ | 10 10 | 5 13 | 15 15 | 12 11 22 |


only those Dusinesses reporting stetement of chenges.
see Thble i for symbols and notes.
TABLE 5. Employment changes by stze of bustmess. 1984-1989 based on sic classtficatton tn 198t
Onterlo. Truck Trensport Industrles (Sic 45E)

| Business size expressed in sverege lebour units(i) | Number of businesses | $\text { Total parroll } \begin{gathered} \left(5000^{\prime} s\right) \\ (3)^{3} \end{gathered}$ | Average labour units (!) | Chonges in number of businceses with pid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New rocoring(2) | Mo longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 3.955 | 1.092 .925 | 53.034 | 751 | 523 |
| $\begin{aligned} & 1 \text { es: then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3,583 \\ 262 \\ 82 \\ 28 \end{array}$ | $\begin{aligned} & 197.221 \\ & 219.871 \\ & 280.553 \\ & 395.200 \end{aligned}$ | $\begin{array}{r} 8.461 \\ 9.636 \\ 12.123 \\ 22.816 \end{array}$ | $\begin{array}{r} 725 \\ 16 \\ 8 \\ 2 \end{array}$ | $\begin{array}{r} 512 \\ 5 \\ 6 \\ \hline \end{array}$ |
| 1907 |  |  |  |  |  |
| Totel | 4.878 | 1.480.388 | 62.408 | 1.023 | . |
| lese then 20 <br> $20-99$ <br> $100-499$ <br> 500 and over | $\begin{array}{r} 448 \\ 310 \\ 95 \\ 25 \end{array}$ | $\begin{aligned} & 279.502 \\ & 298.079 \\ & 414.134 \\ & 488.853 \end{aligned}$ | $\begin{aligned} & 10.558 \\ & 11.559 \\ & 15.905 \\ & 24.386 \end{aligned}$ | 983 31 9 | $\because$ $\cdots$ $\cdots$ |


 fult-i ime mployes. Hote qhat the business size groups useo er ofererined at the cande level. fhus it business hes st lest 500 mploves in Canda as shol bup less than that numper in ony given province it is shown in the 500 end over group.
121 Refers to Dusinesses peporting no peyroll deductions in the provious yest
(31 Refers $Q D$ businesses poorting no peyrbll deductions in the following yeap
-Mewly reporfing" and ono longer reporting" businester ertessumed to heve deen in stivisy for six months med the informetion is adjusted accordingly.

Ses itale 1 for symbols and notes
 Ontario, General Freigne Trucking Industry (SIC 4561)

|  | Toral(1) | Bo:tam 25: | bowe: <br> miade 2まし | micotcomer | -00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| *mater of observetions in sample | 755 |  |  |  |  |
| derage seles 5 | 176.731 | 46.081 | 71.574 | 111.373 | 483.797 |
| merage eromse $\$$ | 160.159 | 29.435 | 00.857 | 92.882 | 457.462 |
| merage net profit (loss) s | 16.572 | 10.646 | 10.817 | 18.491 | 25.335 |
| Susinesses reporting profit (Mo.) | 683 |  |  |  |  |
| Averse sales ${ }^{\text {a }}$ | 169.904 |  |  | 111.368 |  |
| averege expense \$ | 148.720 | 27.295 | 56.194 | 91.676 | $419.709$ |
| Average net profits | 21.184 | 12.588 | 15.557 | 19.692 | 36.900 |
| Susinestes reporting loss (Mo.) | 72 |  |  |  |  |
| Averige sales \$ | 212.172 | 41.697 | 71.408 | 111.494 | 524.091 |
| tuerage expenses | 224.826 | 47.159 | 77.087 | 122.788 | 652.271 |
| tuproge not lass | -12.654 | -5.462 | -5.683 | -11.294 | -28.180 |

1986


1987

| Mumber of observetions in semple | 897 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averege sales | 134.557 | 37.459 | 63.282 | 97.345 | 340.14: |
| Average expense | 116.502 | 26.344 | 46.870 | 79.027 | 313.7E8 |
| Averege net profit (loss) \$ | 18,055 | 11.115 | 16.412 | 18.318 | 25.373 |
| Businesses reporting a profit (Wo.) | 762 |  |  |  |  |
| Average sales | 131.545 | 37.435 | 53.164 | 97.133 | 3?8.447 |
| Average expenst 5 | 110.335 | 24.118 | 44, 365 | TE ERO | 895.176 |
| Average met prafit \$ | 29.810 | 16.317 | 1876 | 80.82 | 32,374 |
| Hestuses reportint loss (Mo.) | 156.188 |  |  |  |  |
| suerage soles | 156.593 | 37,570 | 2. 231 | 100.027 | 425.348 |
| Averspe expense | 166.588 | 45.700 | 69.121 | 108.655 | +42.877 |
| Aversen not lonss | -9.593 | - 8.030 | -4.790 | -8.628 | -16.929 |

111 These estimetes ere besed on smene of gusinesses fegorting soin Detwen $\$ 25.000$ anc $\$ 2.000 .000$
Ge: Iscle : for smools mns notes

TABLE 1．Selected operating ratios，in percent of sales． 1987
Onterio．Dry sulk Meterisls Trucking Industry（SIE 45S4）

|  | Total（！） |  | Bottom 25： |  | $\text { micale } 25 \%$ |  | Uoder <br> － 4 dl 25： |  |  | －86 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses $n$ sampio No． Low sales value（ 8000 ＇s） High sales weve（\＄000＇s） | $\begin{aligned} & 79 \\ & (19 \\ & 1! \end{aligned}$ |  | $\text { [!\} }$ |  | $\begin{aligned} & 51 \\ & 73 \end{aligned}$ |  | $2 \div \frac{2}{5}$ |  |  | 215 |  |
| Selected expense item | Industry oversot ${ }^{\text {a }}$ |  |  |  |  | $\begin{aligned} & \text { N busi- } \\ & \text { nesses } \\ & \text { peoorting } \end{aligned}$ | Reporting businesses oniyl ai |  |  |  |  |
|  | Total | $\begin{array}{r} \text { 8ot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { m:001 } \\ 25 \% \end{array}$ | UoDer iode 25\％ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Joper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { T00 } \\ & 25 \% \end{aligned}$ |
|  | Porcent of eales |  |  |  |  |  |  |  | cent of | sales |  |
| Vehicl expenses | 29.1 | 25.1 | 37.6 | 27.8 | 25.1 |  | 23.1 | 25.1 |  |  |  |
| Depreciation | 12.8 | 11.2 | 17.8 | 13.1 | 8.9 | 98.6 | 13.0 | 11.9 | 17.8 | 13. | 8.9 |
| Rodeips \＆maintenance | 8.7 | 6.8 | 10.2 | 8.9 | 8.7 | 65.1 | 13.3 | 10.5 | 20.2 | 11.8 | 12.2 |
| Fuel expense | 7.7 | 7.2 | 9.5 | 5.3 | 8.7 | 49.4 | 15.5 | 14.8 | 18.8 | 14．8 | 16.2 |
| Personnel expenses | 11.4 | 2.4 | 1． 8 | 10.6 | 23.7 | 71.8 | 15.5 | 5.8 | 11.5 | 15.1 | 23.7 |
| Financlal expensas | 3.1 | 1.2 | 4． 9 | 3.9 |  |  | 3.3 | 1.3 |  |  |  |
| Interest o bonk charges | 2.6 | 0.7 | 4.0 | 3.6 | 2.2 | 73.6 | 3.6 | 2.3 | 4.6 | 3.8 | 3.7 |
| 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 expensee | 31.7 | 45.4 | 34.6 | 36.3 | 38.5 | 100.0 | 38.7 | 45.4 | 34.6 | 38.1 | 31.5 |
| Profit（loss） | 17.7 | 25.9 | 14.4 | 21.7 | 8.7 | 53.5 | 17. | 25.9 | 14.4 | 21.7 | 8.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ．． | ＊$\cdot$ | －•＂ | －$\cdot$ | ．． |

## 5 yebels

2ero or no observi⿻⿱一⿱日一丨一力丶丶itions
－ 100 smell 100 de expressed
not tpplicable
－confidenticl

## Feetnotes

（11）Thuse estimetes ern based on sengl of ousinesses repoping sel es Detween 525．000 und 52．000．000．


This portion of the tag persins onty to the businesses reporting the specific expense ipem．Therefor these plios er cticulsted individuelly end the totel will not neesestrily equel $100 \%$ ．

## Notes

Dete fe shown oy quartiles when at least 13 of the songlod businesses peport the specific item．
 ont querter of the total number of ousinesses．Within ench quertile．the ever ege retio is presented．For congerison purposes．the high ond lom relues of seles int shown．

How to use the teblet

（2）The selscitd ronge will indiese the proper ouertile．i．．the Dotsom 25\％．the lower widol 25m．the upper nidole 25\％or she 10025 z ．
（3）Dest perteining to the selseted selus sise ronge will bu in thet ouftile．

Stenderd Industrisl Clastification Definition（SIC 13sel：
SIC 4554 －Dry fuik Materisis Tructing Industry
Businesses primar ily engaged in transporting，usuelly by dump－riucks，such dry bulk meteriols es cement，fill．send and debris including snow．inctuded are Dusinesses engaged im the dry materimis bulk hopper truck eervice，dry bulk truck transporting service．dry chenicals bulk tenk truck service．dung truck trensoorfing service lfill，send．dedisl．fomonouling truck strvice end dry bult tonk truck trensporting service．

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Dry Bulk Materials Trucking Industry (Sic 4564)

|  | Total(1) | Botrom $25 \%$ | - | micet icpe: | Es: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -s in samole (No.) <br> is value istoon $i$ <br> er vilue $\$ 000^{\circ}$ s! | 38 11 11 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | -- | - | - | -- |
| Accounta and notes receivable | 43 | - | -- | - | -- |
| laventory | - | - | " | - | - |
| Dther curcent amets | 45 | - | -- | - | - |
| Total current assets | 87 | ** | -- | -- | -- |
| Fixed assets | 155 | -- | -- | *- | - |
| Less: Accum. dep. on fixed atsets | - | -- | -- | -- | -- |
| Other sssets | 9 | -- | - | -- | -- |
| Totel saste | 252 | - | -* | -* | - |
| Litbilisies end equisy <br> Cuprant losen |  |  |  |  |  |
| Cuprent loans liabilities | 88 | - | -- | -- | -- |
| Total caprent liobilitios | 94 | -- | -- | - | -- |
| Mortgages gayabl | - | -- | - | - | -- |
| Long term debt | 10 | - | -- | -- | - |
| Other liabilities | 79 | -- | -- | -- | -* |
| Total liobilities | 113 | -- | - | - | -- |
| Total equity | 65 | -- | -- | -- | -- |

(1) These estimates art besed on smple of businesses peporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{8 2} .000 .000$

Set indin ifor symols and notes.

TABLE 3. Financis! ratioz(1) for incorporated businezses only. 1987 Ontario, Dry bulk Materisis Truck ing Industry (S|C 4584)

|  | Totsl(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? middle $25 \%$ | Upper $\text { midole } 25 \%$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in somple (Mo.) <br> * seles value ( $5000^{\prime} \mathrm{s}$ ) <br> gh sales value ( $\$ 000$ s) | 38 $(1)$ $(1)$ |  | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liauidity petio Curfont ratio (times) | 0.9 | -- | -- | -- | -- |
| Leversge itios <br> Debticauity ratio (times) <br> Interest coversge ratio (times) <br> Detat ratio (times) | 2.8 4.4 0.7 | -- | -- | - | -- |

(11) The relios repretent the mersge of ratios for each susimets in the group ond cannot be celculared from the figurts shom in imble 2 .


See Trole ifor symols and notes.

## Definitions:

1. Liquidity rotio:

Cuprent ${ }^{2}$ current essets / current lisoilities
2. Leverage retios:

81 Debtrequity s total limbitities / equity
bl Det ratio s total lisbilities/total asters
cl Interest coverge set profit - incerest expense / intertst expense

TABLE 4. Statement of enanges in financial position for incorporated businesses only. ig87
Oncarlo. Dry Bulk Mazerials Trucxing Industry (SIC 4554)

 only those ousinesses reporting setement of chenges
see fete 1 for symbols and notes.
 Oneario. Truck Transport Industries (SIC 456)

| Business size expressed in oversge lobour units(1) | Number of businesses | $\begin{array}{r} \text { Total partoll } \\ \left(\$ 000^{\circ}:\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with peid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting } \end{array}$ | No Ionger recorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 3.955 | 1.052 .525 | 53.034 | 751 | 523 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.583 \\ 282 \\ 82 \\ 28 \end{array}$ | $\begin{aligned} & 197.229 \\ & 219.871 \\ & 280.553 \\ & 395.280 \end{aligned}$ | $\begin{array}{r} 8.461 \\ 9.634 \\ 12.123 \\ 22.816 \end{array}$ | 725 16 8 2 | $\begin{array}{r}512 \\ 5 \\ 6 \\ \hline\end{array}$ |
| 1587 |  |  |  |  |  |
| Total | 4.878 | 1.480.38 | 82.108 | 1.023 | - |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | 4.48 310 95 25 | $\begin{aligned} & 279.502 \\ & 298.079 \\ & 414.134 \\ & 488.853 \end{aligned}$ | $\begin{aligned} & 10.558 \\ & 11.559 \\ & 15.905 \\ & 24.386 \end{aligned}$ | 983 31 9 | . |

(1) Average labour units are calculated by dividing totit poyroll by the gerege stnuel wage and selery rete as peported in the Surver of Employment, Perroll and Mours. Statistics Conode. Catslogue 92-002. An verege labour unit could be interprned es e fuli-time enployee. Note that the busineas size groups used are determined if the Conede level. Thus if eusiness hes at least 500 mploytes in tenses as whole but less than that number in my given province it is show in the 500 and over group.
${ }^{2}$ ) heters to businesses reporting no payroll ofouctions in the previous year.
13) Refers to ousinesses reporting no peyroll deductions in ine folloming yest.
*Mamly reporting" and "no longer reporting" businesses are assumed to nsw oeen in activity for six months and the information is adjusied accordingly.
see fiste 1 for symols and nores

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

|  | Bot：2m 25\％ | $\begin{array}{r} \text { Lower } \\ \text { miccie }=5 \% \end{array}$ | －Deter <br> miot <br> こご。 | － |
| :---: | :---: | :---: | :---: | :---: |

1985

| Number of observetions in swmple | 145 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average ssies ${ }^{\text {a }}$ | ： 50.942 | 34.901 | 55.956 | 81.994 | 430.918 |
| Averape expense $\$$ | 135．560 | 23.813 | 47.048 | 88.648 | 803.101 |
| Avetage net profit lloss）\＄ | 15.282 | 11.058 | 1．908 | 13.346 | 27.817 |
| Busimeses reporting aprofit（Mo．） | 135 |  |  |  |  |
| Averoge sales \＄ | 154.084 | 34．901 | 55.795 | 88.341 | 437.300 |
| Average expense s | 135.348 | 23.143 | 45.728 | 68.200 | 403.620 |
| Average net prolit | 18．738 | 11.058 | 10.087 | 20.141 | 33.680 |
| Busineges reporting lass（Mo．） | 10 |  |  |  |  |
| Avernge sales \＄ | 185.927 | － | 58.248 | 85.050 | 374．484 |
| Average expense ${ }^{\text {S }}$ | 178．089 | － | 65.912 | 69.845 | 398.509 |
| iverage net loss | －12．152 | － | －7．564 | －4．795 | －24．025 |

1988

| Number of obstervations in sample | 144 | － |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 193.621 | 32.067 | 71.155 | 132.251 | 539.000 |
| Average expense $\$$ | 176．376 | 25.601 | 51．418 | 120.743 | 507，740 |
| Average net profit（loss）\＄ | 17．245 | 6． 468 | 19.737 | 11.518 | 31.280 |
| Buginesses peoorting profit（Mo．） | 122 |  |  |  |  |
| Averoge sales \＄ | 177．273 | 31.540 | 71.155 | 131.123 | 475.272 |
| Aversge expense ${ }^{\text {a }}$ | 154．572 | 23.215 | 51． 418 | 105.807 | 437.869 |
| Average net prolit\＄ | 22.701 | 8.325 | 19.737 | 25．318 | 37.425 |
| Businesses reporting loss（Mu．） | 22 |  |  |  |  |
| Average sales | 372.010 | 35.980 | － | 134.085 | 945.988 |
| Average expense \＄ | 380.560 | 13．198 | － | 144.882 | 954.100 |
| Averse net loss \＄ | －8．650 | －7．238 | － | －10．597 | －8．114 |

1 都7

| Number of observetions in smple | 67 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 179.019 | 41.161 | 64.960 | 132．517 | 477．339 |
| Avorage expense ${ }^{\text {a }}$ | 157.714 | 32.497 | 57.948 | 103.300 | 437.112 |
| Autrage net grofit（loss）\＄ | 21.305 | 8.654 | 7.014 | 29.317 | 40.227 |
| Businseses peporting a profit（Mo．） | 80 |  |  |  |  |
| Avecage maies ${ }^{\text {S }}$ | 182.788 | 41．161 | 65． 308 | 131.017 | 493.685 |
| Average expenses | 158.085 | 32.497 | 54.970 | 100．759 | 444．195 |
| Average net profits | 24.703 | 8.554 | 10.338 | 30.250 | 4． 9.550 |
| 3－sinessea reporting－loas（Mo．） | 1 |  |  |  |  |
| －值age salos \＄ | 214.679 | － | 82.524 | 187.420 | 394.094 |
| mersoe exdenses | 223.517 | － | 78.807 | 190.338 | 401．408 |
| tverse net loss | －8．838 | － | －16．283 | －2．918 | －7．312 |

111 These estinates ore besed on saple of Dusinesses reporting seles betmem 525.006 and 52.000 .000 ．
Set toble ifor symools and notes

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

|  | Total11 |  | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | midde :5me |  | Usoer <br> miode ?5\% |  |  | 100 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses n samole (No. <br> Low sales value ( $\$ 000$ 's) <br> High saís value \$000.s) | $\begin{aligned} & 53 \\ & 111 \\ & 111 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 32 \end{array}$ |  | $\begin{aligned} & 32 \\ & 89 \end{aligned}$ |  | $\begin{array}{r} 99 \\ 152 \end{array}$ |  |  | 5is |  |
| Selected expense item | Indus:ry avorge (2) |  |  |  |  | $\left\lvert\, \begin{aligned} & \text { zbus - } \\ & \text { nosses } \\ & \text { roporting } \end{aligned}\right.$ | Reporting eusinesses oniy 3) |  |  |  |  |
|  | Tovel | $80+t 0 m$ $25 \%$ | $\begin{aligned} & \text { Lowi } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |  | Total | $80170 m$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middif } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UoDe } \mathrm{r} \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Poreent of sales |  |  |  |  |  |  |  | cent of | sales |  |
| Cost of sales | 2.2 |  | . ${ }^{\text {c }}$ |  | -•• | 15.3 | 14.2 | - |  | - | $\cdots$ |
| Occupancy expenses | 22.9 | 12.1 |  |  |  | 100.0 | 22.9 | 12.1 3.6 | 25.7 10.4 | 25.1 15.0 | 22.5 10.9 |
| Deprecietion | 10.1 | 3.4 | 10.1 | 15.0 9.5 | 8.8 10.1 | 94.8 73.0 | 10.6 13.8 | 10.2 | 10.4 | 15.0 13.7 | 12.9 12.2 |
|  | 10.1 0.8 | 8.7 | 11.1 1.0 | 9.5 0.4 | 10.1 0.5 | 73.0 66.5 | 13.8 0.9 | 10.2 | 17.5 1.3 | 13.7 0.5 | 12.8 0.8 |
| Rent | 2.2 | - | 3.2 | 1.1 | 3.0 | 33.6 | 6.4 | - | 10.1 | 2.1 | 8.4 |
| Personnel expenses | 6.1 | 1.1 | 7.1 | 3.6 | 11.8 | 12.0 | 10.3 | 7.2 | 8. 1 | 3.6 | 19.6 |
| Finenciel expenses | 3.3 | 0.5 | 3.1 | 4.7 | 3.7 | 81.0 | 1.0 | 3.0 | 3.8 | 4.7 | 3.9 |
| Interest s bank charges Professional fees | 2.9 0.3 | 0.5 | 2.8 0.2 | 4.2 0.5 | 3.2 0.5 | 74.1 58.1 | 1.0 0.6 | 3.0 | 4.6 0.7 | 1.2 0.5 | 0.8 |
| Other expenses | 46.2 | 34.5 | 50.8 | 50.3 | 42.5 | 100.0 | 48.2 | 34.5 | 50.1 | 50.9 | 42.5 |
| Profit (loses) | 17.0 | 51.5 | 11.4 | 16.8 | 1.1 | 100.0 | 17.0 | 51.9 | 11.4 | 14.6 | 6. 1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | -* | ... | -•• | -•• |

Symbolt

- zero or no odservations
-     - ioc ene!l too de expresed
... not epplicuol
x confiontial


## Footnetes

 Totel wighsed omenditur on given item

13) Velu in eneh coll

 individuslly and she total will nos necesserity equi $100 \%$.

## Motes

Oate bre shown by quirtiles when et least 13 of the sempled businesses pertert the specific iten
 one quarter of the totel number of Dusingsest. Within esh guertile, the merage ratio is presented. For congerison ourooles. ine high and low velues of seles ers shom.

Now to ute the tebles
11) bocst the spproprite seles range thet is displeyed on the two lines entithed tom telet value" end onigh seles velue"

121 The selected ringe will indicet the prooer quertile. i. the botrom 25\%, the lower fiodle 25\%. the upper midel 252 of the 100 $25 \%$.
(3) Dete pertining so the pelmeted sele size penge wll be in thet quartile.

## Standerd Industricl Cleselficetien Definitien USIC 1seg):

S1c 4555 . Forett Producis Frucking induetry
 er businesses engaged in the log hating trucking service. Iumber hmiling truck service. timper houling truck service ang the wood chips truck heuling service.

TABLE 2. Balance sneet proftle for incorporated businesses only. 1987
Ontarlo. Forest Products Trucking Industpy (S1E 4565)

|  | iotol: 11 | Bor:or $20$ | $\begin{array}{r} \text { Lowe } \\ \text { risole } 25 \% \end{array}$ | Midde $\begin{array}{r}\text { Jooer } \\ \text { Mom }\end{array}$ | - ${ }^{-2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( 5000 's) High sales value $\left(3000^{\prime}\right.$ s) | $20$ | .- | -- | - |  |
|  |  | Average ( $9000{ }^{\prime}$ ) |  |  |  |
| 3 n | $\cdots$ | -- | *- | -- | -- |
| 3 jc Ounts and notes ieceivable | 31 | -- |  |  |  |
| Inventory | - | -- | -- |  | -- |
| Otner current assets | 49 | - | - |  | -- |
| Total curcent assets | 80 | - | - | - | -- |
| Fixed aseets | 158 | -- | - |  | - |
| Lesa: Accum. dep. on fixed asseta Cther esgets | 42 | $\cdots$ | -* | -- | -- |
| Total sesets | 210 | -- | -* | -- | -- |
| Litbilltien and equity Curiont loms | 28 | -- | -- | -- | - |
| Other cuprent lisbilitios | 89 | -- | - | -- | - |
| Fotal current lisbilities | 115 | -- | - |  | - |
| Mor ${ }^{\text {gages payabl }}$ | - | - | - | - | - |
| Long term debt. | $2 ?$ | -* | -- | -- | -- |
| Other lisbilitias | 59 | ** | -- | -- | - |
| *otel liabilities | 202 | -- | -* | -- | - |

רese astimetes art based on sample of businesses reporting seles between $\$ 25,000$ and $\$ 2.000 .000$.
set fele 1 for symools and noles

TABLE 3. Financial retios(1) for incorporsted businesses only. 1987
Ontarlo. For ist Products Trucking Industry (SIC 4555)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 x \end{aligned}$ | Lower middle 25\% | Upper $\text { middle } 25 \%$ | T0\% $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Lom sales value ( 9000 's) High sales value ( 8000 's) | $\begin{aligned} & 20 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |
|  |  |  | Aver 89 |  |  |
| Liquidity retio Cuprent retio (times) | 0.7 | *- | - | - | -- |
| Leverage pation ```Oebt/eonity ratio (times) Interest coverage ratio (times) Oett retio (times)``` | $\begin{aligned} & 2.8 \\ & 2.8 \\ & 0.7 \end{aligned}$ | -- | $\cdots$ | -- | -- |



See Fol: I for symivis sad sotss.

## Oetimitions:

1. Liquicity ratio:

Gurtset : Eurtent ssasts / current lisblifites.
\&. Leverese re:liga:

b) Debi 18io * sotal lisoilities/ co:m assets.
c) Interest coverage $=$ net orofit - inteiest expense ? :hte: es: expanse

TABLE 4. Statement of changes in financial position for incorporated businesseas only. igs7
Ontario. Forest Products Trucking Industry (Sic 4565)

|  | Total11 | $\begin{array}{r} \text { Bิ०t } 10 \mathrm{Om} \\ 25 \% \end{array}$ | Lome: | Uoo : $\text { m.001 } 25:$ | 7es |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) bom sales ralue ( $5000^{\circ}$ s) High sales vaiue ( $\$ 000^{\circ}$ s) | $\left(\begin{array}{l} 12 \\ 11 \end{array}\right.$ | -- | -- | -- |  |
|  |  |  | -rage 1800 |  |  |
| Opersting activities Casn from ootations Oeorection Other | $\begin{array}{r} 5 \\ 53 \\ -9 \end{array}$ | -- | -- | -- | - |
| Dlvidends | -1 | -- | -- | -- | - |
| Investment ectivition <br> Disposai of fixed assets <br> Purchast of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{array}{r} 12 \\ -72 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> lncresese in long term debt Reonyment of long term debt boans from shareholders Reosyment of loans fiom shareholders Aovancess a loans from government bncreast in equity Decrease in equity Dther | $\begin{array}{r} 24 \\ -19 \\ 18 \\ -5 \\ - \\ -13 \\ -1 \end{array}$ | - <br> - <br> - <br> - | - - - - - - | - - - - $=$ - | - <br> - <br> - |
| Incresen(decrase) in cash a equivalonis Cash s equivaionts-Beginning of the rear Cash a equivelents - End of the reer | -8 11 3 | - -- | -- | -- | -- |

 only those businesses reporting stetent of chenges.
Sot Toble 1 for symbol find notes

TABLE 5. Employment chenges by tize of businest, 19B4-1987 based on SIC cisesification in 1987
Ontarla. Truck Transport Industries (SIC 456)

| Business ize exoressed in aversge labour units(l) | Number of businesses | $\begin{array}{r} \text { Total payrall } \\ (\$ 000 \text { ) } \end{array}$ | Average lebour units(1) | Changes in number of busineses with peid molorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\text { reporting(2) }_{\text {Nemly }}$ | No ionger re00rting (3) |
| 1884 |  |  |  |  |  |
| Total | 3.555 | 1.092.925 | 53.034 | 151 | 523 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-98 \\ & 100-\$ 9 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.583 \\ 262 \\ 82 \\ 28 \end{array}$ | $\begin{aligned} & 197.221 \\ & 219.871 \\ & 280.553 \\ & 395.280 \end{aligned}$ | $\begin{array}{r} 8.461 \\ 9.634 \\ 12.123 \\ 22.816 \end{array}$ | $\begin{array}{r} 125 \\ 15 \\ 8 \\ 2 \end{array}$ | $\begin{array}{r} 512 \\ 5 \\ 6 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 4.178 | 1.480.38t | 52.401 | 1.023 | . . |
| $\begin{aligned} & 10 s \text { than } 20 \\ & 20-99 \\ & 100 \text {. } 49 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 4.448 \\ 310 \\ 95 \\ 25 \end{array}$ | $\begin{aligned} & 279.502 \\ & 298.079 \\ & 418.134 \\ & 688.853 \end{aligned}$ | $\begin{aligned} & 10.558 \\ & 11.559 \\ & 15.905 \\ & 28.388 \end{aligned}$ | $\begin{array}{r}983 \\ 31 \\ 9 \\ \hline\end{array}$ | $\because$ |

 Surver of Employment. Poycoll end Mours. Stetisties Canson. Estalogue 12-002. An ovecoge labour unit could be interpreted as a full-time enoloyen. Mote thas ine Dusiness size groups usec ore determined op the cenode ipvel. Thus if buginess hes at leest 500 employes in Conede as whol Dut less then that numeer in ony given province it ishow in the got ghd over group.
(2) Refers to ousinesses reporiting no peyroll decuctions in the previous yent.
(3) Refers to businesses reporting no peyroll deductions in the foliowing yeer.
"Wewly reporting" and "no ionger reporting" businesses are assumed to nave been in tivity for six months and ens informmion is dusted accordingly

See lable for symbols and notes.

TABLE 6. Selected operting characteristles of small businesses by sales quartile. $1985-1987$
Ontario. Forest Products Trucking Industry (SIC 4565)

|  | Cotaill) | Sot tom: 25: | Tiocle? Lown |  | -30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smole | 688 |  |  |  |  |
| Average salis \$ | 150.001 | 48.183 | 82.806 | 94.816 | 414.219 |
| Avtroge expense \$ | 142.419 | 39.686 | 79.500 | 73.450 | 376.928 |
| Averege net profit (loss) \$ | 17.582 | 8.477 | 3.205 | 21.355 | 37.291 |
| Businesses reporting profit (Mo.) | 59 |  |  |  |  |
| Averses sales | 180.050 |  |  |  |  |
| Aversge expense | 138.108 | 42.276 | 65.754 | 71.836 | 368.568 |
| Aversee net profits | 21.941 | 11.374 | 14.197 | 23.118 | 39.098 |
| Businustes reporting a lost (Mo.) | 9 |  |  |  |  |
| Avelsge soles ${ }^{\text {d }}$ | 198.017 | 28.222 | 82.292 | 91. 839 | 589.913 |
| Aversge exdenses | 206.548 | 30.273 | 84.059 | 110. 40 | 601.081 |
| average net loss | -8.531 | -2.051 | -1.203 | -11. 101 | -11.168 |


$19 \pm 7$


These estimeter based on sample of dusimeses repersing sales between $\$ 25.000$ and $\$ 2.000,000$
see Toble for symols ano notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Onterio. School Bus Operstions Industry (5I6 4573)

|  | Total: |  | sottom 25\% |  | Lower middi :E: |  | miou: $=$ Joder |  |  | Ce: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl iNo. Low sales ralue ( $\$ 0000^{\circ}$ s) Hign sales value ( $\$ 000$ 's) | $\begin{aligned} & 88 \\ & i 1 \\ & 11 \end{aligned}$ |  | $\begin{array}{r} 1 \\ 32 \end{array}$ |  | $108$ |  | $\begin{array}{r} 108 \\ 332 \end{array}$ |  |  | $3 ? 2$ |  |
| selected expense item | Industry overage(2) |  |  |  |  | $\begin{gathered} \text { \% Dusi- } \\ \text { hesses } \\ \text { rooorting } \end{gathered}$ | Reporing u-i -e.ses onlyi 3i |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { modie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} 90+40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { migal } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pucent of salos |  |  |  |  |
| Cost of sales | 0.4 |  |  | . | ... | 5.4 | 7.0 | - |  |  | $\cdots$ |
| Oceupancr expenses | 20.1 12.7 | 21.3 9.2 | 14.7 10.9 | 23.8 15.8 | 21.3 14.6 | 100.0 97.2 | 20.1 13.0 | 21.3 10.3 | 14.7 | 23.8 15.8 | 21.3 14.8 |
| Ropreciation | 5.6 | 9.0 | 2.8 | 6.8 | 5.0 | 71.8 | 7.9 | 12.7 | 4.9 | 9.3 | 5.5 |
| Ment. light s ielephone | 1.0 | 1.9 | 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 | 38.2 | 38.7 | 76.8 | 30.3 | 14.3 | 11.3 | 36.2 | 38.7 |
| Financial expenses | 2.9 | 0.5 | 3.5 | 4.0 | 3.1 | 91.4 | 3.1 | 0.5 | 4.4 | 4.1 | 3.1 |
| Interest 8 bunk charges | 2.3 | - | 3.3 | 3.0 | 2.5 | 68.0 | 3, | 0.2 | 4.9 | 3.2 | 2.5 |
| Prolassional lees | 0.6 | 0.5 | 0.3 | 1.0 | 0.6 | 82.4 | 0.9 | 0.6 | 0.5 | 1.0 | 0.6 |
| Other expenses | 28.6 | 22.8 | 38.0 | 30.1 | 24.1 | 100.0 | 28.8 | 22.1 | 36.0 | 30.1 | 24.1 |
| Profit (loss) | 24.9 | 49.2 | 33.5 | 6.0 | 12.1 | 100.0 | 24.5 | 49.2 | 33.1 | 6.0 | 12.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - . | . . | . $\cdot$ |  |

## Sywools

- zero or no observerions
-= too sin | 100 De expresisted
not applicel
- confidential


## Fearnotes


(2) Velue in ench cell, lott whightel expenditure on given item
(3) Vatue in wech cell s lotel wighted expenditur on given item

This portion of the rable pertins only to the businesses reporting the specipic expense iten. Therefore these ratios ere colculated individully and the cotel will not necesserily cqul $100 \%$.
mores
Oets ore shown by quartiles whem at lest 13 of the sempled businessus reort the specific itent.
 one querter of the rotel number of ousinesses. Within ench queftile. the gersge ritio ispresented. For comperisen purposes. the high and low vilues of seles er shown

How so ute the rebles

(2) The selected ringe will indicate the proper qutrtilt. i. the botton 25\%. the lower niode 25\%. the upoti midele 258 or the (00 258.
[3) Dute pertsining to the selscted sulat site range will be in that ountile

Stenderd Induatrinl CIasificerion Definition (5IC 18801:
S16 4573. School bue Operition Industry
Businesses primarily engaged in operating buses end other moter vohicies to transport pupils to and from school such as school bus services

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1989
Onsario. School sus Operations Industry (SIC 4573)

|  | T0:111) | Sot:0m 25\% | miocie | $\begin{array}{r} \text { b2er } \\ \text { migole } 2 ⿰ 氵 \end{array}$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (86) | 111 136 | 136 <br> 313 | $\begin{array}{r}313 \\ 708 \\ \hline\end{array}$ | $i 08$ |
|  | Average (5000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | " | - |
| Accounts and notes receiveble | 17 | 3 | 3 | 13 | 48 |
| Inventory | - | - | - | - | - |
| Other current essets | 82 | 5 | 41 | 104 | 171 |
| iotal curcent sesers | 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 |
| Other assets | 59 | 15 | 48 | 54 | 117 |
| Total useets | 448 | 55 | 138 | 470 | 1.040 |
| Lisbilities and equity |  |  |  |  |  |
| Other current liabilities | 78 | 17 | 51 | 59 | 183 |
| Total current liabulities | 122 | 24 | 63 | 105 | 291 |
| Martgages oarable |  | - | - | - | - |
| Long term debt | 46 60 | 12 | 43 | 58 | 114 |
| Other lisbilitios | 60 | 12 | 43 | 49 | 135 |
| Total lisbilltios | 228 218 | 31 | 115 | 210 280 | 540 500 |
| Totel equity | 219 | 18 | 13 | 280 | 500 |

iff these extimeter berec on semple of businesses reporting seles between $\$ 25.000$ mo $\$ 2.000 .000$
Set latel for symbols and notes.

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Onterio, Sehool gus Operetions Industry (Sic 4573)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\text { middle } 25 x$ | Upoe? <br> middle $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusineses in semole (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales velue ( $\$ 000{ }^{\circ}$ s) | 68 $(1)$ $(1)$ | $\begin{aligned} & (1) \\ & 136 \end{aligned}$ | 138 313 | $\begin{array}{r} 313 \\ 706 \end{array}$ | 1906 |
|  | Averege |  |  |  |  |
| Liquidity retio Current retio \{tiees) | 0.1 | 0.3 | 0.7 | 1.1 | 0.8 |
| ```Leverage ratios Debt/equity retio {times) interest coverage retio (times) Dabt ratio (times)``` | 1.0 5.3 0.5 | 2.0 0.5 0.7 | $\begin{aligned} & 1.4 \\ & 4.0 \\ & 0.8 \end{aligned}$ | 0.8 5.3 0.4 | 1.1 8.1 0.5 |



see fate i for smools and notes.

Delinitions:

1. Liquitlity ratio:

Curront a eurrent sssers / curtent himbititiss
2. Levernge resios:
er Debr/equity $=102 \mathrm{al}$ liabilisies / equisy
b) Debi patio = iotal lisbilities / totol assets
el Interest coverage $=$ net profit $\operatorname{inter}$ ast expense $/$ interest expense

TABLE 4. Statament of changes in financial position for incorporated businesses only. is8?
Ontario, School Bus Operations Industry (SIC 4573)

|  | Totsil ${ }^{\text {a }}$ | $\begin{array}{r} 30+10 \mathrm{~m} \\ 25 \% \end{array}$ | node - ower | Joper midele :5: | 700 $? 5 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No. Low sales value ( $\$ 000$ 's) High sais value ( $\$ 000$ :) | $\begin{aligned} & 59 \\ & 11 \\ & 11) \end{aligned}$ | 18 135 | 136 448 | $\begin{aligned} & 248 \\ & 813 \end{aligned}$ | $3: 3$ |
|  | Averape ( 5000 s ) |  |  |  |  |
| Operting ectivities Cash iram ogerations Depreciation Dther | $\begin{array}{r} 53 \\ 91 \\ -12 \end{array}$ | $\begin{array}{r} -17 \\ 33 \\ 19 \end{array}$ | $\begin{array}{r} 20 \\ 48 \\ -16 \end{array}$ | 58 85 -2 | 128 188 -32 |
| Dividends | -10 | $-14$ | -1 | -14 | -17 |
| Investment activities <br> Dispossl of fixed assets <br> Purchase of fixed issets <br> Incresse in investment <br> Decrese in investment | $\begin{array}{r} 21 \\ -129 \\ -3 \\ 7 \end{array}$ | $5!$ $-8!$ | 5 -48 -2 | $\begin{array}{r} 20 \\ -35 \\ -8 \\ 2 \end{array}$ | $\begin{array}{r} 30 \\ -270 \\ -1 \\ 25 \end{array}$ |
| Financlage ectivities <br> Incresese in long term deot <br> Repayment of long term debt <br> Loans from sharenolders <br> Reparment of loens from shareholders <br> Advances \& louns from government <br> Increase in equity <br> Decreast in equity <br> Diner | $\begin{array}{r} 51 \\ -49 \\ -21 \\ - \\ - \\ -1 \\ -4 \end{array}$ | $\begin{array}{r} 22 \\ -11 \\ -22 \\ - \\ -12 \\ -9 \end{array}$ | 23 -19 4 -9 - - - -2 | 59 -49 2 -9 - - -1 | $\begin{array}{r} 98 \\ -111 \\ 8 \\ -49 \\ \hline \\ \hline \\ -8 \end{array}$ |
| Increase(decreasel in cesh equivelents Cesh favivelents-Beginning of the yeer Cash equivelenta - End of the yesr | $\begin{aligned} & -2 \\ & 39 \\ & 37 \end{aligned}$ | $\begin{array}{r} -20 \\ 16 \\ -5 \end{array}$ | 3 12 | 10 75 74 | -13 87 53 |


only those pusinesses feporting sterement of chenges
see table । for symols ond heies.

TABLE 5. Employment changes by tize of businese. 1984-1987 besed on SIC cieselfication in 1987
Ontario. School Bus Operations industry (SIC 4573)

| Business ize expressed in everage labour units(1) | Number of businesses | $\begin{aligned} & \text { Tot: } 1 \text { payroll } \\ &(\$ 000s) \end{aligned}$ | Averege labour units(1) | Chenges in number of butinesses with Des emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | rexorting (2) | Mo longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 540 | 107.949 | 10.898 | 37 | 28 |
| $\begin{aligned} & \text { lass then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 445 78 13 4 | $\begin{aligned} & 19.812 \\ & 31,544 \\ & 22,581 \\ & 34.012 \end{aligned}$ | $\begin{aligned} & 1.985 \\ & 3.189 \\ & 2.283 \\ & 3.439 \end{aligned}$ | $\begin{array}{r}35 \\ 2 \\ \hline\end{array}$ | $\begin{array}{r} 25 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 530 | 156.521 | 11.359 | 35 | - . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 434 81 12 3 | 26.862 <br> 47.501 <br> 33.664 <br> 41. 594 | $\begin{aligned} & 1.928 \\ & 3.452 \\ & 2.447 \\ & 3.532 \end{aligned}$ | 35 | $\ldots$ $\cdots$ $\therefore$ |

(1) Iveroge labour units are celculated by dividing total payroll by the overage manal wage and selary pate fooried in the

 500 employees in Coneds os mole but liss then thet number in any given province it is shown in the 500 enc in group.
121 Refers 10 Dusinesses reporting no deypoll ouductions in ine ormious yeer.
(3) Refers io Dusinesses reporting no peypoll deductions in the following yeer.
-Mewly reporting" and "no longer repofting businesses or essumed to hove oen in sctivity for six months ond the informetion is adjusted accordingly

See itale 1 for symols and notes

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

| T29 1111 | Bottom 25\% | $\begin{array}{r} \text { Sower } \\ \text { T:cole } 25 \% \end{array}$ | $\begin{array}{r} \text { Joce: } \\ \text { mice } \end{array}$ | O\% 20 |
| :---: | :---: | :---: | :---: | :---: |

1585

| Mumber of observetions in sample Average sules 5 <br> Average expenses <br> Averseg net profit \{loss) \$ | 85 175.306 151.199 25.108 | $\begin{aligned} & 29.518 \\ & 19.017 \\ & 10.801 \end{aligned}$ | $\begin{aligned} & 46.852 \\ & 29.431 \\ & 15.421 \end{aligned}$ | $\begin{array}{r} 120.292 \\ 88.254 \\ 32.038 \end{array}$ | $\begin{array}{r} 510.461 \\ 468.094 \\ 42.367 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ousinesess reporting oprofit (Mo.) | 82 |  |  |  |  |
| Avorage sales ${ }^{\text {d }}$ | 181.755 | 29.618 | 44.852 | 122.788 | 443.763 |
| Averse expense $\$$ | 134.652 | 19.017 | 29.431 | 88.478 | 401.682 |
| Average net arofits | 27.103 | 10.801 | 15.421 | 34.310 | 48.081 |
| Butinesmer reporting eloss (Mo.) | 3 |  |  |  |  |
| Average soles | 887.650 | - | - | 77.029 | 1.298 .291 |
| Averspe expense \$ | 707.226 | - | - | 84.369 | 1,330.082 |
| Average net loss \$ | -19.566 | - | - | - 7.340 | -31.791 |



1987

| Wumber of observetions in exmple | 10 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averepe sales | 295.034 | 28.858 | 45.318 | 185.184 | 920.977 |
| Averoge expense \$ | 257.355 | 10.973 | 33.527 | 173.100 | 811.818 |
| Average net Drofit (loss) ${ }^{\text {a }}$ | 37.679 | 17.685 | 19.791 | 12.084 | 109.159 |
| Businerses reportine oprilt (Mo.) | 75 |  |  |  |  |
| Averoge seles | 297.778 | 28.858 | 47.125 | 187.156 | 928.173 |
| Aversge expense \$ | 256.883 | 10.973 | 32.055 | 168.882 | 815.620 |
| Averege net profit | 40.895 | 17.885 | 15.070 | 18.274 | 112.553 |
| Dusineseen reporilng lose (mo.) | 5 |  |  |  |  |
| Averspe sales | 219,729 | - | 34.068 | 172,548 | 862.473 |
| Average exoense 3 | 305.940 | - | 42.693 | 199.907 | 675.221 |
| averege net loss \$ | -16.211 | - | -8. 527 | -27.259 | -12.748 |


See reole ifar symbols and soter

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

|  | Total11; |  | $\begin{array}{r} \text { Bot rom } \\ 25 \end{array}$ |  | $\begin{array}{r} \text { awe? } \\ \text { midale } \end{array}$ |  | UDDe: <br> mosice 5 : |  |  | -00 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 159 \\ & 11 \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 11! \\ 28 \end{array}$ |  | $: 8$ |  | 3138 |  |  | 118 |  |
| Selected exoense tem | Industiry average (2) |  |  |  |  | $\begin{aligned} & \text { \%busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Redorting ousinesses onix 3) |  |  |  |  |
|  | Totel | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { iddl } \\ 25 \% \end{array}$ | Uoder midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | Unoer . 001 25\% | $\begin{array}{r} 700 \\ 25 \% \end{array}$ |
|  | Percent of seles |  |  |  |  |  | Percent of seles |  |  |  |  |
| Vehicle expenses | 17.9 | 12.2 | 17.0 | 13.1 | 23.1 | 13.2 | 21.5 | 15. |  | 21.8 | 25.1 |
| Deprecietion | 5.2 | 3.5 | 4.9 | 5.1 | 6.3 | 58.6 | 7. 10.5 | 6. ${ }^{1} 5$ | 8.6 10.8 | 7.3 10.0 | 7.9 10.5 |
| Repeirs 8 meintenance | 4.4 | 2.4 | 3.2 8.9 | 4.9 | ? 9.0 | 41.9 53.8 | 10.5 15.5 | 11.5 | 10.8 18.2 | 10.0 14.4 | 10.5 15.2 |
| Fuel exoense |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 6.4 | 6.8 | 3.0 | 4.1 | 11.7 | 28.5 | 23.9 | 29.3 | 24.3 | 20.6 | 22.5 |
| Finenciel expensen | 2.0 | 1.7 | 2.0 | 2.3 | 1.9 | 83.1 | 3.1 | 3.4 | 3.5 | 3.1 | 2.6 |
| Interest \% bonk charges | 1.8 | 1.5 | 1.5 | 2.0 | 1.6 | 39.7 | 4.1 | 5.2 | 5.4 | 4.5 | 2.8 |
| Protessionsl 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 | 47.9 | 47.2 | 100.0 | 51.8 | 57.4 | 53.3 | 47.3 | 47.2 |
| Profit (loss) | 22.2 | 21.9 | 24.1 | 28.6 | 16.0 | 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 |  | $\cdots$ |  | . $\cdot$ | . . |

## Symbole

- zero or no observations
- too thell 100 de explessed
not agolicable
$x$ conlioentiol


## Pootnotet




This oprion of the table pertains only to the businester reporting the specific eqpense iqem, fherefore these retiog ere celculeted individuelly and the totel will net mecesserily equel 1005.

## Motes

Deta ere shown by guprtiles when ot loest 13 of the sempled businesses peopt the specific ipem

 high sho tow vilues of sisise ere shown

Mow so ube the tebles

 top $25 \%$.
(13) Dete pertaining to the selected sale titionge will be in thet quartile.


SIC 4sai - Ioxicet Industry


 end texices services ore included im this industry

|  | io:8111: | $\begin{array}{r} 30 t: 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { iower } \\ \text { ricie }: 5 \% \end{array}$ | $\begin{array}{r} \text { Uocer } \\ \text { m.col } 55 \% \end{array}$ | ${ }^{-9}$ <br> 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : n samole Nc. 1 tom seles value 15900 s) Migh sales value i 3000 si | $\begin{aligned} & 40 \\ & 11) \\ & (1) \end{aligned}$ | -- | -- |  | -- |
|  | Average ( $8000{ }^{\text {c }}$ ) |  |  |  |  |
| Astets -. .- .- - . - . - . |  |  |  |  |  |
| Accounte and notes receivable | 24 | -- | -- | $\cdots$ | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assats | 31 | - | - | - | *- |
| Total current assets | 55 | -- | - | -- | -- |
| Fixed sisets | 70 | *- | -- | -- |  |
|  | - | -- | -- | -- | -- |
| Other sssets | 88 | -- | -- | =- | -- |
| Total essets | 213 | - | -- | -* | -- |
| Lisbilities send equity |  |  |  |  |  |
| Other cuptent lisbilities | 66 | -- | -- | -- | -- |
| Total current liobilities | 84 | - | - | -- | -- |
| Mortgages payable | - | - | - | -- | - |
| Long term debt | 2 | -- | - | - | - |
| Other lisbilities | 72 | -- | - | - | -" |
| Totel lisbillsios | 159 | - | -- | -- | -- |
| Totsl equity | 54 | - | - | -- | - |

111 These estimetes besed on smol of businesses peoorsing selve otwen 325.000 snd 32.000 .000
Set iabie 1 for symools and nates.

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987 Onterlo. Texicab induetry (SIC 45s1)

|  | Tot1 12 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midolower | Upper midol $25 \%$ | Too $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Butinesses in sample (Mo. Low sules value ( $\$ 000^{\circ}$. Migh sales value (\$000's) | $\begin{aligned} & 40 \\ & (i) \\ & (1) \end{aligned}$ | - | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity petio Current ratio (times) | 0.7 | -- | - | -- | -- |
| Leverge retios <br> Deor/maity retio (times) <br> Interest coverege retio (times) <br> Debt potio (times) | 2.9 2.9 0.7 | -- | -- | -- | -- |

III The pilios represme she merege of retios for tech outimese in the grous and connot be celculntec fron the figures show in table 2 .
(21 ihese estimetes ere meed on semple of businesets reporsing seles betueet $\mathbf{2 5} .000$ end 82.000 .000 .
See fole i for myools and meter

Definitions:

1. Liquidity estio:

Currene a curten: asse:s; Euseme tionilites
2. Levirege retios.
el Doot/aqipy total lisalipies / equity.
bl Deot cario a rotal lithitives f retel assers


TABLE 4. Statement of cnanges in financlal position for incorporated businesses only, 1987
Onterio. Taxictb Industry (S1c 4581)

|  | Toral: | $\begin{array}{r} 90+t 0 m \\ : 5 \% \end{array}$ | $\begin{aligned} & \text { mower } \\ & \text { midol } \\ & 25: \end{aligned}$ | Upper $\text { riodl }=5 \%$ | $\begin{aligned} & \text { TCE } \\ & =5 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $19000^{\prime}$ s) High sales value ( 9000 s) | $\begin{aligned} & 91 \\ & (9) \\ & i 1) \end{aligned}$ | -- | -- | *- | -- |
|  |  |  | Average:50C |  |  |
| Opereting ectivities Cash from oderations Deprecistion Other | $\begin{array}{r} 23 \\ 30 \\ -15 \end{array}$ | -- | -- | -- | -- |
| Dividende | - | - | = | *- | -- |
| Investment activitius <br> Disposel of fixed assers Purchase of fixed sesets Increase in investment Decresse in investment | $\begin{array}{r} 12 \\ -55 \\ -2 \end{array}$ | -- | -- | - - | -- |
| Finencing ectivities <br> Increase in long term debt <br> Redayment of long torm debt <br> Loans fiom sherenolders <br> Reosyment of losns trom shareholders <br> Advances \& loans from government <br> Increase in cauity <br> Decrease in quity <br> Dther | $\begin{array}{r} 37 \\ -22 \\ 10 \\ -9 \\ - \\ - \\ -1 \\ -1 \end{array}$ | -- | -- | -- | -- |
| Incfates(decresee) in cosh tequivalents Cash t quivalents-Beginning of the yeer Cesh sequivelents - End of the yeer | 5 8 12 | - - - | -- | -- | -- |

 only those bus inesses reporting stetement of cnanges
Set reol 1 for symbols and notes
 Ontarlo. Taxlcab industry (SIC 4581)

| Business size expressed in everege labour units(1) | Number of businesses | Totat $\begin{array}{r}\text { paycoll } \\ (\$ 000\end{array}$ | Averse labour unite(1) | Chenget in number of Dusinesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting\{3) |
| 1984 |  |  |  |  |  |
| Total | 805 | 37.422 | 3.087 | 115 | 63 |
| $\begin{aligned} & \text { les: then } 20 \\ & 20^{\circ} 99 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}570 \\ 35 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 21.438 \\ x \\ x \end{array}$ | $\begin{array}{r} 8.757 \\ 8.211 \\ 109 \end{array}$ | $\begin{array}{r}118 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 61 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 585 | 48.185 | 3.504 | 116 | . . |
| $\begin{aligned} & \text { les: than } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}548 \\ 42 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 22.838 \\ x \\ x \end{array}$ | $\begin{array}{r}1.811 \\ 1.790 \\ 307 \\ \hline\end{array}$ | 114 2 2 | $\cdots$ |



 500 mployees in Canade tot mole but less then thot numper in gey given province it is shom in the goo and over group
121 Refers to businesses reperting mo parioll ceductions in ing previous veer
131 Refers to businesses reporting no payroll dtductions in the following yeer
 sofusted accordingly.

Sen iable for sumools and notes

TABLE 6. Selected operating characteristics of smil businesses by sales quartile. 1985-1987
Ontario. Taxicab industry ( 516 4581)

|  | ictal: ${ }^{\text {a }}$ | $\begin{gathered} \text { Sctiom } \\ 25 \% \end{gathered}$ | m. Oc: ${ }^{\text {Lower }}$ : | micde $25 \%$ | -2\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  | 233 |  |  |  |  |
| Average sales $\$$ | 58.283 | 26.097 | 29.518 | 34.935 | 176.505 |
| Average expense $\$$ | 57.469 | -8.289 | 29.169 | 25.823 | 164.513 |
| Average net profit (loss) \$ | 8.814 | 7.808 | 1.347 | 9.112 | 9.992 |
| Cusinesses recorting profit (Mo.) | 220 |  |  |  |  |
| Averspe sales \$ | 67.073 |  | 29.506 | 34.643 | 178.066 |
| Average expense \$ | 56.674 | 18.289 | 20.877 | 23.805 | 163.724 |
| Averseg net profits | 10.399 | 7.808 | 8.629 | 10.838 | 14.322 |
| businesses remorting loss (Mo.) | 13 |  |  |  |  |
| Averoge smles \$ | 75.251 | - | 30.000 | 37.740 | 981.043 |
| Averoge expenses | 82.504 | - | 34.774 | 45.223 | 167.515 |
| Average net loss 5 | -6.243 | - | -4.774 | -7.483 | $-6.472$ |

1988

| Number of ebservetions in sample <br> Average seles $\$$ <br> Averoge expense \$ <br> Average net protit (loss) $\$$ | $\begin{array}{r} 119 \\ 86.128 \\ 76.931 \\ 9.197 \end{array}$ | $\begin{array}{r} 25.816 \\ 19.899 \\ 5.917 \end{array}$ | $\begin{array}{r} 28.085 \\ 20.795 \\ 7.291 \end{array}$ | $\begin{gathered} 33.892 \\ 25.051 \\ 8.831 \end{gathered}$ | $\begin{array}{r} 256.717 \\ 241.970 \\ 14.747 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporsins a profit (M0.) | 110 |  |  |  |  |
| Averege seles $\$$ | 78.034 | 25.775 | 28.085 | 33.892 | 224.382 |
| Average expenses | 6E.969 | 18.474 | 20.795 | 25.051 | 203.546 |
| Average net orofits | 11.055 | 7.301 | 7.291 | 8,831 | 20.836 |
| Businosser reporting loss (Mo.) | 9 |  |  |  |  |
| Average ssles | 249.735 | 26.088 | - | - | 473.382 |
| Average expenses | 264.432 | 29.424 | - |  | 499.440 |
| Average net loss | -14.697 | -3.335 | - | - | -26.058 |

1987
Mumber of observations in semple
Aversge soles $\$$
Average expense $\$$
Averge net profit (loss) $\$$

| 121 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 57.618 | 26,378 | 29.089 | 34.666 | 140.338 |
| 49, 112 | 19.975 | 23.527 | 24.337 | 128.508 |
| 8.505 | 6.103 | 5.452 | 10.329 | 11.830 |
| 111 |  |  |  |  |
| 53.246 | 26.378 | 29.325 | 36.665 | 122.6:4 |
| 43.656 | 19.975 | 22.103 | 24.337 | - 08.208 |
| 9.590 | 6.403 | 7.222 | 10.329 | 14.105 |
| 17 |  |  |  |  |
| 177,734 | - | 28. 285 | - | 327.209 |
| 185.729 | - | 28.930 | - | 34. 5.58 |
| -7.995 | - | -565 | - | -15.325 |


Set toble ifor symbols and notes

TABLE 1. Selected operiting ratios, in percent of stites. 1987
Ontario. Postal Service Industry (SIE 4841)

|  | Tot | (11) |  | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lowemidd 25: |  | Joder <br> midule 25\% |  |  | "Oe |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cusinesses in samcle (No.) Low sates vaiut (\$000') Migh sales vaiue ( $\$ 000$ s) |  | 111 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { z busi- } \\ & \text { hesses } \\ & \text { roorting } \end{aligned}$ | Reoor: - businesses onlyi ? |  |  |  |  |
|  | Tosel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lome i } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uooer } \\ \text { nidd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Jooe? } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $65 \%$ |
|  | Percent of sales |  |  |  |  |  | Denent of seles |  |  |  |  |
| Cost of seles | 0.2 | =- | -- | - | *- | 15.7 | 0.1 | -* | - | -* | - |
| Decupancy expenses | 11.5 | - | - | -- | -- | 100.0 | 11.8 | -- | -- | -- | -- |
| Deorecistion | 3.8 | - | -- | - | -* | 80.0 | 4.7 | ** | -- | - | - |
| Repaifs \& meintenance | 0.5 | - | - | - | -- | 44.9 | 1.2 | - | - | - | - |
| Hest, light delephone | 0.6 | -- | - | -- | -- | 39.7 | 0.9 | -- | - | -- | -- |
| Rent | 6.9 | -- | -- | -- | -- | 83.2 | 8.3 | -- | - | - | - |
| Personnel expenses | 21.1 | -- | -- | -- | -* | 39.7 | 53.1 | -- | -- | - | =- |
| Financisl expenses | 1.3 | - | - | - | ** | 13.2 | 1.5 | -- | - | -- | -- |
| Interest s bank charges | 0.8 | -- | -- | =- | -- | 73.7 63.1 | 1.1 0.7 | -- | - | -- | - |
| Other expensen | 43.9 | *- | - | -- | - | 100.0 | 43.3 | -- | -- | -* | - |
| Proflt (lose) | 22.0 | - | -- | - | -- | 100.0 | 22.0 | - | - | -- | -- |
| Totel | 100.0 | - | -- | -- | -- | 100.0 |  | - | -- | ** | - |

## 5ymols

stro or no observerions
-- 100 tmall to0 be expressed
not applicsot!
$x$ conficentisl

## footnetes


Totel weignted mocendisure on given item

(3) velue in esem colly

$$
\frac{\text { Yotel wighted expendisure on given iten }}{\text { lotsl weignted seles of businessen reporting this item of mpenditure }} 100 \text { for ech quertile. }
$$

Fhis portion of the tabla pertains only to the businesses poporing the specific axpense item. Therefore these retios ere celculated individully and the totel mill not necessarily aus $100 \%$.

## motes

Dete efe shown by quertiles wen tot lest 13 of the senpled bueinusses report she specific item
 one querter of the total number of businesses. Within tach qusptite, the over geg fotio is presented. For comperison pupposes. the high and lom velues of seles ore shown

How to use the tebles

(2) The selmeted penge will inalcete the proper quertile. i.e. the bottom 25\%. the lomer miode 25\%. the upper middi 25t or the 1OD 25\%.
(3) Dets pertining to the selsected seles size renge will be in thet quertile.

Stenomed industrial ctesificetien offinitian (stc 1ssol:
SIC 4eti - Postel Service Industry
Businsses primerity engoged in operting postal service. In the min, this industry conteins businesges of the post office, Dut it slso covers businesses lincluding ingividuts morking on their om accounti primerily engoged in estrying on one or more functions of



TABLE 2. Balance sheet proflle for incorporated businesses only. 1987
Oneario. Postal Service Industry (SIC 4841)

|  | Fotal(1) | $\begin{array}{r} 90:+0 m \\ -5 \% \end{array}$ | mioala $25^{\text {Lower }}$ | miool jecel | $\begin{aligned} & \text { TO } \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinesses in sampl ino.. Low sa es value ( $8000^{\circ}$ s) High sales value (5000's) | (1! | -- | -* | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| -388t |  |  |  |  |  |
| Cish | $x$ | - | -- | -- | -- |
| Accounts and notes peceiveble | $x$ | - | - | - | -* |
| Inventory | X | -- | - | - | -* |
| Other cupiont essets | $X$ | =- | -- | - | - |
| Torsl curront ssets | $x$ | - | -- | - | - - |
| Fixed essets | $x$ | - | -- | -- | - |
| Less: Accum. dep. on fixed eseets | $x$ | - | - | -* | - |
| Dther essets | X | - | -- | - | -* |
| Total esegts | X | - | - | - | - |
|  |  |  |  |  |  |
| Curront losns | $x$ | -- | - - | -- | -* |
| Other cupfent liehilities | K | -- | -- | -- | - |
| Total curent lisbilities | X | =- | -- | ** | - |
| Mortgages davate | $x$ | - | -- | -- | -* |
| Long term deot | K | - | -- | -* | - |
| Other liabilities | X | - | -- | -- | - |
| Totel lisbilitise | $x$ | -® | $=0$ | - | - |
| Total equity | $x$ | - | - - | - - | - |

III These estimetes bre besed on senple of businusses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See Table i for symools and notes.

TABLE 3. Financiel retios (1) for incorporeted businesese only, 1987
Onterio. Postel Service Indusery (SIt 4841)

|  | Totel(2) | $\begin{array}{r} 80 t \text { tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomep } \\ \text { midd } 25 \% \end{array}$ | Uooer middle 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom sales value ( $\$ 000^{\circ}$.) Migh sales value ( $5000^{\circ}$.) | (1) | -- | -- |  | -- |
|  | Avarsoge |  |  |  |  |
| Liquidity ratio Current etio (times) | $x$ | -- | - | - | -- |
| Leverege pation <br> Debtiequity petio (times) <br> Interest coverage ratio (times) <br> Gent retio (times) | $x$ <br> $\times$ <br> $\times$ | -- | -- | -- | -- |



Sen Toble i for symols end notes.

## Definitions:

1. Licuidisy ratiet

Current s currome exens fowiont inatilitres.
2. Lever reg raties:


TABLE 4. Statement of chenges in financial position for ineorporated bustnesses only, 1987
Ontario. Postal Service Industry (SIC 4841)

 only those businesses reporting statement of changes.
Sef Table 1 for symbols and notes.

TABLE 5. Employment changes by size of butinewis, 1984-1987 besed on SIC claselfication 1n 1987 Onterio. Postal service industry (SIC 4s41)
Business size expessed in
average labour units(1)

[^10]See lable ifor symbols and notes

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

```
Ontario. Postal Service industry (SIC 4s41)
```






set iable ; far symols ano notes

TABLE 1．Selected operating ratios，in percent of sales． 1987
Ontario．Courier Service Indusery（SIC 4842）

|  | Total：${ }^{\text {a }}$ |  | $\begin{array}{r} \text { settom } \\ 25 * \end{array}$ |  | LowTIOd E5:: |  | UoDe <br> mido <br> －こど |  |  | －95 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businusses ！$n$ sample（No．1 Low saites value（ 3000 ＇s） Migh sales vaiue ${ }^{(\$ 000}$＇s） | $\begin{aligned} & 35 \\ & 11 \end{aligned}$ |  |  |  | －－ |  | －－ |  |  | －－ |  |
| Selected exomse item | Industry sversgelz！ |  |  |  |  | $\begin{aligned} & \text { y ousi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ |  |  |  |  |  |
|  | Totai | Botrom 25\％ | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uooer } \\ \text { mod } 10 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toval | $\begin{array}{r} \text { Bot } \% \text { \%m } \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Uooer } \\ \text { miodit } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ien } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  |  |  | － 1 o | sates |  |
| Cost of estes | 0.1 | －－ | －－ | － | －－ | 0.2 | 57.8 | －－ | － | －－ | － |
| Oecuesncy expenses | 12.4 | －－ | －－ | －－ | － | 100.0 82.9 | 12.4 6.2 | －－ | －－ | －－ | －－ |
| Depreciation Repsips maintenance | 5.1 2.1 | －－ | －－ | －－ | －－ | 82.9 38.9 | 6.2 5.6 | －－ | －－ | － | － |
| Mest．light s telephone | 0.9 | － | －－ |  | －． | 48.4 | 1.9 | －－ | －－ | －－ | －－ |
| Rent | 4.2 | $\cdots$ | －－ | － | － | 78.7 | 5.4 | －－ | －－ | －－ | ＊－ |
| Personnel expenses | 14.6 | －－ | －－ | －－ | －－ | 87.7 | 21.6 | －－ | －－ | －－ | －－ |
| Finmencial expenses | 2.5 | －－ | － | －－ | －－ | 91.0 | 2.8 | －－ | －－ | －－ | －－ |
| lnterest \＆bank cherges professional fees | 1.6 0.9 | －－ | －－ | －－ | －－ | 75.0 70.5 | 2.1 1.3 | －－ | －－ | －－ | －－ |
| Other expenses | 33.6 | －－ | －－ | －－ | －－ | 100.0 | 39.6 | －－ | － | －－ | －－ |
| Profit（loss） | 30.7 | －－ | －－ | －－ | －＊ | 100.0 | 30.7 | －＊ | －－ | － | －－ |
| Total | 100.0 | －－ | －－ | － | －－ | 100.0 | ．． | －－ | －－ | －－ | － |

## Sybole

－zero or mo abservetions
－－ 100 small 800 be expressed
．not soplicsol．
$\times$ confidentill

## footnotet


（2）velue in esch cell $=\frac{\text { Total weighted expenditure on given iten }}{\text { Tolal weighted seles of all businesses in themple }} \times 100$ for esch duartile
（3）Velue in each cell $=\frac{\text { Total weighted expenditur on given item }}{\text { iotal weighted sales of businesses roporting this isem of expenditure }} \times$ loo forn quer ite．
This portion of the table perteins only to the businesses reporting the specific oxpense item．Therefor these retion arelculated individually and the total mill no：necessarily oqual $100 \%$.

## Motes

Dete or shown by quartiles whan at lest 13 of the sampled businesses report the specific itm．
 one queter of the cot mimber of businesses．Within ech queptile．ine ever age petio is pregented．for comperison purposes．ine high and lom vilues of silus bre shown

How to ute the tables

（2）The selected ronge will indlate the proper puartile．i．．the oot tom 25s．the lower middle 25x．the upper midde 25s or the 100251.
（3）Data pertaining to the selected seles size range will be in that quertile．

## Stendard Induatrial Clestificetion Definition（SIC IUNO）：

51C 4842 －Courier Service Industry
Businesses primarily engaged in providing e delivery service for leters and mail－type smull parcels．businesses engaged in courier messenger services．courier parcel delivery services．coupior parcel oxpress services and courier pick－up ard delivery services are included in the industry

TABLE 2. Balance sheet profile for incomporated businesses oniy. 1987
Onterlo. Courier Service Industry (51C 4842)

|  | To:3111) | $30: \pm 5 \pi$ $25 \%$ | miasta ${ }^{\text {cower }}$ | mocle | ioc |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\left.\begin{array}{l} 19 \\ 1 \\ 1 \\ 1 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Ave: age \$000 s: |  |  |  |  |
|  |  |  |  |  |  |
| Cash Accounts und notes rectivabie | 59 | - | - | -- | - |
| Inventory | 5 | -- | -- | -- | .- |
| Diner cufrenz sssets | 24 | - | -- | -- | - |
| Total curient ussets | 13 | -- | -- | -- | -- |
| fixed ussets | 18 | - | - | -- | -- |
| Less: Accum. dep. on 1 i (xod essets | - | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Totel useets | 102 | - | - | -* | -- |
| biabilities end eavitr |  |  |  |  |  |
| Other current lisbilities | 60 | -- | -- | -- | -- |
| Total surfent ligeilities | 74 | - | -- | -- | -- |
| Mortgages oayable | - | -- | -- | -- | -- |
| Long iepm debt | 8 | - | - | -- | -- |
| Dother liabilities | 6 | - | -- | -- | -- |
| Total lisbilities | 88 | -- | -- | -- | - |
| Total eavity | 16 | - | - | -- | -- |

(1) These estimes re besed on sampl of businesses reporting seles butween $\$ 25,000$ and $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$
see iable i for symeols and notes

TABLE 3. Financial ratios(1) for ineorporated bustnesses only, 1987
ontario, courier service industry (Sic 4842)

|  | Total(2) | $\begin{array}{r} \text { 8ottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upoe? midde 25\% | ToD |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in seaple (MO.) Low sules value ( $5000^{\circ}$ ) High soles value ( 5000 s) | 11 $(1)$ (i) | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Curiont retio (times) | 1.1 | -- | -- | -* | -- |
| Leverage ratios Debt/equity retio (times) Interest coverage ratio (times) Debt retio (times) | 5.2 5.4 0.8 | -- | -- | -- | -- |



Ses Itate s iof rmbois and ac:en.

## Definitiona:

1. biquidity totio:

Curfan: = curcon: assers * suerem: . . atilities.
2. Levere retion:

Dedreauity = sotai i/eorlities/equity

c) Interes: coverse enet profis interest expense / in:eres: expense.

TABLE 4. Statement of changes in financial position for incorporeted businesses only. ise7
Ontario. Courier Service industry (SIC 4842)

 only those businesses peporting estatement of chenges
see iable 1 for symols and notes
TABLE 5. Employment changes by ize of businase, 1984-i987 based on sic cisseification in ig87 Onterlo. Courler Service Industry (Sic 4842)


(1) Aver ge lobour units are calculoted by dividing total deyroll by the weraga mnual wage and salery rate es reported in the



(2) Aefers to businesses reporting no ourroll ofductions in the pevious vear.
13) Refers to businesses reporting no peypoll deductions in the following year.
"Newly eporping" and "no longer raporting" businesses ore essunt to nave bem in activity for six monsts and the information is - ejuseco accordingly
sec isble for symools and nopes

TABLE 6. Selected opereting characteristics of small businesses by sales quartile. 1985-1987
Oneario. Courier Service Industry (S1C 4842)

|  | Toialil) | $\begin{array}{r} \text { So:: } 5 \mathrm{~m} \\ 95 \% \end{array}$ | model ${ }^{\text {Swer }}$ | voour miocle 25: | -8\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Nusber of observations in samole | 57 |  |  |  |  |
| Average sules $\$$ | 259.723 | 27.374 | 1. 1.095 | 143.196 | 825.727 |
| Averace expense 5 | 245.569 | 18.058 | 24.590 | 129.204 | 812.792 |
| Aversge net profit (loss) s | 14.054 | 11.806 | 18.485 | 13.392 | 13.935 |
| Businesses reporting profit (Mo.) | 450.9 |  |  |  |  |
| Average sales 5 | 250.711 | 27.874 | 40.107 | 145.353 | 789.508 |
| Average expense s | 232.340 | 16.068 | 21.090 | 130.753 | 781.449 |
| Average net profits | 18.371 | 11.806 | 19.017 | 14.500 | 28.059 |
| Businesses reporting lose (Mo.) |  |  |  |  |  |
| Averoge sales 8 | 341.384 | - |  | 83.559 | 887.121 |
| Averse expenses | 350.329 | - | 68.517 | 88.365 | 396.104 |
| Average net loses | -8.965 | - | -15.106 | -2.807 | -8.983 |

1986

| Mumber of observetions in smple | 88 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 219.740 | 29.849 | 41.840 | 205.318 | 601.954 |
| Average exoense $\$$ | 203.228 | 15.114 | 29.291 | 180.778 | 587,730 |
| Avarage net drofit (loss) \$ | 16.512 | 14.735 | 12.549 | 24.540 | 14.224 |
| Businesses reporting profit (Mo.) | 85 |  |  |  |  |
| Average boles 8 | 248.587 | 29.848 | 41.840 | 204.842 | 718.336 |
| Aversge exoenses | 229.468 | 15.114 | 29.291 | 179.772 | 593.695 |
| Average net prolits | 19.199 | 14.735 | 12.549 | 24.870 | 24.841 |
| Uusinesses reportiog eloge (No.) | 3 |  |  |  |  |
| Avorage sales ${ }^{\text {S }}$ | 316.107 | - | - | 257.932 | 374.221 |
| Average expenses | 319.764 | - |  | 259,148 | 380.380 |
| Average net loss \$ | -3.657 | - | - | -1, 156 | -6.159 |

1187

| Mumber of observation im semple | 71 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 165.783 | 28.115 | 38, 369 | 52,367 | 543.980 |
| Average expense \$ | 151,728 | 15.585 | 22.411 | 37.690 | 531.227 |
| Aversge net profit (loss) \$ | 14,055 | 12.830 | 15.958 | 14.677 | 12.753 |
| Cusinesses reportinge profit (Mo.) | 82 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 220.597 | 28.415 | 38.369 | 49.560 | 766.043 |
| Avorage expense 5 | 203.140 | 15.585 | 22.411 | 31.352 | 143.213 |
| Average net prolits | 17.457 | 12.830 | 15.958 | 18.208 | 22.830 |
| Businesees reporting lose (Ho.) | 17 |  |  |  |  |
| Average salas ${ }^{\text {S }}$ | 155.128 | - | - | 109.877 | 200.579 |
| Average exdense $\$$ | 185.289 | - |  | 167.128 | 203.410 |
| Averege net loss | -30.141 | - | - | -57.451 | -2.831 |


See iate ifor symols ane mores

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Wholesale Petroleum Products (SIC 5111)

|  | Total1! |  | $\begin{array}{r} \text { 5ortom } \\ 25 \% \end{array}$ |  | Lowe <br> misd $5.5 \%$ |  | Under midde 25: |  |  | O\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( $\$ 000$ 's) Mign sales value ( $\$ 000$ 's) | $\begin{aligned} & 175 \\ & 111 \\ & 111 \end{aligned}$ |  | $\begin{aligned} & (1) \\ & 111 \end{aligned}$ |  | $\begin{aligned} & 111 \\ & 261 \end{aligned}$ |  | $\begin{array}{r} 24! \\ i 97 \end{array}$ |  |  | $\begin{array}{r}797 \\ 11 \\ \hline\end{array}$ |  |
| Selected expense item | Industiy averoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roportingi } \end{aligned}$ | Reoorting businesses on\|yi àl |  |  |  |  |
|  | Tota | ottom 25\% | $\begin{aligned} & \text { Lowe ? } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | Unoer idde $25 x$ | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |  | Toral | $30170 m$ $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midale } \\ & 25 x \end{aligned}$ | $\begin{array}{r} \text { Uoour } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \end{aligned}$ |
|  | Peremen of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 38.7 | 10.6 | 23.5 | 48.7 | 62.8 | 80.1 | 80.7 | 38.3 | 57.9 | 84.8 | 85.8 |
| Dccupancy expenses | 1.3 4.5 |  | 12.2 6.7 |  |  | 100.0 96.1 | 8.3 6.6 | 5.4 6.3 |  | 7.1 3.6 |  |
| Oearecistion | 4.5 | 5.? | 6.7 | 3.5 1.2 | 2.0 1.0 | 96.1 58. | 6.6 3.0 | 6.3 6.2 | 6.7 3.8 | 3.6 | 2.0 1.3 |
| Reosips meintenance | 1.8 | 2.1 | 2.7 1.9 | 1.2 | 1.0 | 58.2 34.5 | 3.0 1.3 | 6.2 1.4 | 3.8 2.0 | 1.2 | 0.6 |
| Mest. Iigns teimphone Rent | 0.8 | 0.4 | 0.3 | 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. | 32.0 | 29.0 | 21.8 | 13.1 |
| Finsnciel expenses | 3.8 | 8.0 | 4.2 | 1.5 | 0.5 | 98.1 | 3.7 | 1.0 |  |  | 1.0 |
| Intarest \% bank charges | 2.7 | 6.1 | 3.0 | 1.9 | 0.6 | 85.0 | 3.1 | 6.8 | 3.7 | 1.2 | 0.8 |
| Prolassionat fees | 1.0 | 1.9 | 1.1 | 0.6 | 0.3 | 93.4 | 1.0 | 2.0 | 1.2 | 0.8 | 0.3 |
| Other expenses | 17.6 | 17.3 | 22.0 | 16.5 | 14.0 | 100.0 | 17.6 | 17.1 | 22.0 | 16.5 | 14.0 |
| Profit (loss) | 11.5 | 24.3 | 10.8 | 8.9 | 5.0 | 39.1 | 11.6 | 24.3 | 11.0 | 6.1 | 5.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | -.. | $\cdots$ | - | $\cdots$ | $\ldots$ |

## 5ymble

```
zero or no observetions
-* too smell to0 De exproised
.. not applicable
* confidenticl
```


## Footnotes

(1) These estimares bresed on bempl of businesses reporting sales betwen 125.000 anc 12.000 .000 .


 individully ond the tors will not necesterily equel $100 \%$

## Motes

Dete er show by quertiles when of leest 13 of the sunglod businesse. repor the specilic item.

 tigh end low velues of sales are shown.

How to use the tebles

 80025 z.
(3) Dett pertsining to the selected selas size range will be in thet quertile.

## Stenter Inoustrisl Clestlicecion Definition (SIC IBsel:

S16 5111. Wholesele petpoleue Products



 and greses. wholesale perrolsun products and wholesel of pefined petroleum products.

TABLE 2. Balance sheet profile for tncorporated businesses oniy. 1987
Ontario, Wholesale Petroleum Products (SIC 5111)

|  | Toialill | $\begin{array}{r} \text { Bortom } \\ 25 \% \end{array}$ | Lower $\text { niOC: } 25 \%$ | $\begin{array}{r} \text { becer } \\ \text { miogi } 25 \% \end{array}$ | -5: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\therefore 26$ | 19 | 112 281 | $\begin{aligned} & 28! \\ & 845 \end{aligned}$ | 645 $\vdots$ $\vdots$ |
|  | Sverage 6000'si |  |  |  |  |
|  |  |  |  |  |  |
| Cash | * | - | * | - | - |
| Accounts and notes receivable | 55 | 3 | 30 | 63 | 122 |
| Inventopy |  | - | - | - | - |
|  | 88 | 17 | 29 | 97 | :95 |
| Total curient assets | 141 | 20 | 59 | 159 | 318 |
| Fixed ussets | 69 | 31 | 46 | 59 | 128 |
| Less: Accum. dep. on fixed sesets | 72 | 17 | - | - | - |
| Other asents | 22 | 17 | 6 | 26 | 40 |
| Potal asmes | 232 | 81 | 111 | 254 | 485 |
|  |  |  |  |  |  |
| Current losns Other curcont liabilities | 78 | 18 | 26 29 | 75 76 | 25 186 |
| Totel cuprent limbilities | 99 | 20 | 55 | 101 | 213 |
| Mortoeges oernble | - | $=$ | - | - | - |
| Long tarm debt | 8 | 3 | 15 | 4 | ? |
| Other liabilities | 34 | 21 | 28 | 25 | 62 |
| Potel listilisime | 140 | 45 | 95 | 130 | 281 |
| Totel equity | 12 | 23 | 15 | 124 | 204 |


See lable for symools and notes.

TABLE 3. Finmeini retios(1) for incorporated businesses only, 1987
Onterlo. Wholesele Petroloum Products (S1C 51i1)

|  | Tot1 (2) | $\begin{array}{r} \text { Botion } \\ 25 \% \end{array}$ | Lowe miodl 25\% | Upoer $\text { middle } 25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buginesser in sample (Mo.) <br> Lom seles velue ( $\$ 000^{\prime}$ s) <br> Migh ssles velue ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 124 \\ & \{1 \\ & (1) \end{aligned}$ | 111 112 | 112 281 | $\begin{aligned} & 281 \\ & 845 \end{aligned}$ | 845 <br> $(1)$ |
|  |  |  | Averspe |  |  |
| Liauidity retio Current patio (times) | 1.4 | 1.0 | 1.1 | 1.6 | 1.5 |
| Leverage patios <br> Deterlequity iatio (times) <br> Interest coversege plic (times) <br> Debt retio (times) | 1.5 8.5 0.6 | 2.0 5.8 0.7 | 6.5 3.5 0.9 | 1.0 7.8 0.5 | 1.6 8.6 0.6 |

(1) The ration repeetr therege of patios for ench busieess in the proup ond connot be colculated from the figures shom in isble 2 .

Set isbit for smols and notes.

## estimitions:

1. Liaidity petie:

2. Levertage retios:
s) Det:/equisy ₹ total liabilities / equity.
bl Debr ratio = sotal lisbilifies/ iotsl essets
el Jnterest covertge g net profit interest expense/ inserest expmes

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario, Wholesale Petroleum Produces (SIC 5111)

|  | iotal(i) | $\begin{array}{r} \text { Bcttom } \\ 25 \% \end{array}$ | $m i d d^{-2 w \%}$ | Uoder $\text { middle } 5:$ | -00 $2 E:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low salos value ( $\$ 000$ 's) Migh sales velue $3000^{\prime}$ s1 | $\begin{array}{r} 71 \\ (1) \\ 11 \end{array}$ | 11 <br> 124 | $\begin{array}{r} 124 \\ 403 \end{array}$ | $\begin{array}{r} 403 \\ 973 \end{array}$ | 979 |
|  | Average (5000's |  |  |  |  |
| Operating activities Casn from operasions Dedreciation Oether | $\begin{array}{r} 34 \\ 19 \\ 5 \end{array}$ | 1 2 -8 | $\begin{array}{r} 34 \\ 22 \\ -18 \end{array}$ | $\begin{aligned} & 27 \\ & 14 \\ & 17 \end{aligned}$ | 52 31 27 |
| Dividends | -19 | -3 | -15 | -8 | -16 |
| Investmens ectivities <br> Disposel of fixed sssets <br> Purchse of lixed assets <br> tncresese in investment <br> Decresse in investment | $\begin{array}{r} 20 \\ -42 \\ -3 \\ 9 \end{array}$ | 27 -7 -8 | 15 -54 -5 2 | 31 -19 | 8 -75 -5 |
| Finencing ectivities <br> Increse in long term debt <br> Reosrment of long term debt <br> Loans from shareholders <br> Reparment of toans from sharenolders <br> Acvances of loans from government <br> increase in equity <br> Oecrease in equity <br> Other | 17 -11 7 -9 $=$ -2 | -9 -7 | $\begin{array}{r}34 \\ -12 \\ 14 \\ -13 \\ \hline\end{array}$ | $\begin{array}{r}5 \\ -10 \\ -5 \\ - \\ \hline\end{array}$ | 21 -12 12 -11 $\vdots$ -4 -1 |
| Incpease(decreses) in cash sequivelente Cesh a equivalents-Beginning of the yeer Cash equivalents - End of the year | $\begin{aligned} & 24 \\ & 22 \\ & 48 \end{aligned}$ | -1 3 1 | 5 18 18 | 52 1 53 | 39 70 108 |

 only those ousinesses fopopting stetement of changes.
see Teole ifor symouls and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on 5IC ciatsificetion in is87 Onterlo. Wholestie Petroitum Products (Sic 5411)

| Business size expressed in everage laboup units(1) | Number of businesses | $\begin{array}{r} \text { Total oeyroll } \\ \left(\$ 000^{\prime}\right) \end{array}$ | Averse toboup units(1) | Changes in number of busincsase with pid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reoorting }(2) \end{array}$ | Mo longer - ©orting(3) |
| 1984 |  |  |  |  |  |
| Total | 798 | 123.11 | 5.102 | 65 | 32 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | 785 27 3 3 | 50.803 22.811 3.117 47.480 | $\begin{array}{r} 2.094 \\ 929 \\ 128 \\ 1.951 \end{array}$ | 63 5 1 | 30 2 - |

1987
Totel
1 las then 20
$20^{\circ}=99$
$100=499$
500 and over
711
662
39
7
3
958.196
64.730
38.970
4.986
49.530

| 5.458 | 72 |
| :--- | ---: |
| 2.244 | 65 |
| 1.339 | 3 |
| 170 | 4 |
| 1.705 |  |

$\qquad$

500 and over
If Avereg lobour units are calculated Dy dividing total peyroll by the gutape mnuel mage and salepy fate as peported in the
Survey of Employment. Poyroll ano Mours. Statistics Canoot. Celalogue 72-002. Ar perege inoour unit could de interpreted as
fuli-time mployet. Note thet the business size groups used ere deternined ot the conode lovel thus if ousiness hes of leest
500 employes in cansag es whole bus less then thet number in any given province it is show in the 500 end over group.
121 fefers to businesses reperting ne peyroll deductions in the previous year.
(3) felers 10 businesses reporting no peyroll deductions in the following year
"Wewly reporting" and "no longep ceporting* businesses ere sesumed to heve been in activity for six months and the information is ojusted eccordingly
see isole ifor symools and notes

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. 1985-1989 Onempio, tholesale Perroloum Products (Sic 5111)

|  | Torai:i) | Sortam 25\% | $\begin{array}{r} \text { lomer } \\ \text { miode } 25 \% \end{array}$ | T100!e | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple Average sales $\$$ | 5.2 $\begin{array}{r}108 \\ 570\end{array}$ |  |  |  |  |
| Average expenso $\$$ | 476.872 | 40.731 | 158.670 | 469.302 | 1.238.185 |
| Averag net profit (loss) \$ | 35.698 | 21.819 | 28.122 | 25.351 | 67.688 |
| Susineses reaorting a profit (Wo.) | 100 |  |  |  |  |
| Averse sules | 512.892 |  |  |  |  |
| Average expenses | 467.534 | 39.697 | 158.670 | 481.851 | $1.209 .906$ |
| Average not profit \$ | 45.358 | 23.013 | 28.122 | 58.572 | 71.725 |
| Dusinesses reorfing tose (No.) | 8 |  |  |  |  |
| Avorsos sales 5 | 772.059 | 56. 165 | - | 423.470 | 1.838 .570 |
| Average expmes ${ }^{\text {a }}$ | 805.550 | 64.258 | - | 492.838 | 1.859 .585 |
| Averise net laze \$ | $-33.691$ | -10.092 | - | -69.368 | -2i.015 |

158


| Mumber of observations in sample <br> Average sules $\$$ <br> Average expense s <br> Averoge net profit (loss) \$ | $\begin{array}{r} 188 \\ 498.388 \\ 468.877 \\ 31.491 \end{array}$ | $\begin{aligned} & 71.758 \\ & 59.920 \\ & 11.836 \end{aligned}$ | $\begin{array}{r} 183.411 \\ 144.181 \\ 19.230 \end{array}$ | $\begin{array}{r} 463.484 \\ 431.595 \\ 31.889 \end{array}$ | $\begin{array}{r} 1.294 .821 \\ 1.231 .810 \\ 83.011 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ouginesses peporting profit (Mo.) | 158 |  |  |  |  |
| Aversese sales \$ | 510.289 | 67.869 | 159.144 | 478.600 | 1.325 .561 |
| Average exoense | 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 lose (Mo.) | 30 |  |  |  |  |
| Average tales \$ | 436.116 | 87.487 | 140,126 | 396.321 | 1.122 .531 |
| Averege expenses | 453.422 | 98.770 | 150,438 | 412.408 | 1.152.070 |
| Avecsee net loss 5 | -17.306 | $-11.285$ | -10.312 | -18.087 | -29.539 |


See intol i for synools and notes

TABLE 1. Selected ooerating ratios, in percent of sales. 1987
Onterio, Wholeswle Food (SiC 521)


## Symool:

- $x$ ero or no observetions
- too smell too de expressed
not tepplicable
$x$ confidentiel


## Footnotes


2) Velue Totel weighted expenditure on given isem

This portion of the table pertains only to the businesses roporting the tpecific expense item. Therefc: indivigully and the totsl will not necessarlly equel 1005

Motes
Det ore shown by quartiles when at leest 13 of the somol businesses poopt the specific item
 one quer ref of the cotsl nutber of businesees. Within ench quertile. the oversge potio is presented. for comperison ourposes, the high and low values of seles ern show

## Now to ume the tebles


 100258.
(3) Deto perteining to the selected seles size renge will be in thet quertile

Stenderd Industrisl tlestificetion Definition (sic 1se0):

[^11]TABLE 2. Balance shaet profile for incorporated businesses only. 1987
Ontario, Wholesale food (51C 529)

|  | -0tal(1) | $\begin{array}{r} 50 \% \pm 0 m \\ 25 \% \end{array}$ | $\text { m.ctie } 25 \%$ |  | $7 \%$ $-5: 9$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value is000's) High saies vaiue ( $\$ 000$ 's) | $264$ $\begin{aligned} & 10 \\ & 11 \end{aligned}$ | 1i 19 | 219 542 | 1.022 | $\therefore .022$ |
|  | Avelage (5000 si |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash accounts and notes peeivebl | 53 | 8 | 21 | 55 | 125 |
| Inventory | 5 | - | 21 | 5 | - |
| Quther cuprent assets | 94 | 30 | 53 | 79 | 2.9 |
| Total cuptont assets | 147 | 39 | 73 | 134 | 335 |
| Fixed esset. | 47 | 16 | 30 | 65 | 77 |
| Lese: Accum. dod. on fixed assets | - | - | - | - | - |
| Other assets | 12 | 3 | 4 | 23 | 18 |
| Total usents | 208 | 58 | 108 | 221 | 430 |
| Lisbilities end mavity |  |  |  |  |  |
| Cuprent loans | 20 | 8 | 8 | 18 | 45 |
| Other current liabilities | 93 | 48 | 45 | 89 | 189 |
| Total current liabilities | 193 | 55 | 53 | 107 | 234 |
| Mortoges peyable | - | - | - | - | - |
| Long term debt | $3{ }^{3}$ | - | 23 | 4 | 5 |
| Other limbilities | 40 | 8 | 23 | 48 | 79 |
| Totel limbilities | 155 | 85 | 78 | 159 | 311 |
| Total equitr | 51 | -7 | 32 | 52 | 112 |


Sne Titol 1 for symbols and notes.

TABLE 3. Financiti retios(1) for incorporated businesses only, 1987
Ontario, Wholessle Food (SIC 521)

|  | Total(2) | Bottom 25\% |  | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper $\text { midd } 25 \%$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesseg in samole (No.) <br> Low sales value ( $\$ 000^{\prime}$ s) <br> High seles vilue ( 5000 's) | $\begin{aligned} & 264 \\ & (1) \\ & (1) \end{aligned}$ | 111) |  | 219 542 | 542 1.022 | 1.022 |
|  |  |  |  | Aversge |  |  |
| Liquidity retio Curpent iatio (times) | 1.3 | 0.7 |  | 1.4 | 1.3 | 1.4 |
| Leverage retios Debt/equity intio (times) Interst coversge intio (tims) Oebt istio (times) | 3.1 4.1 0.8 | -9.3 $i .1$ |  | 2.4 4.8 0.7 | 2.5 4.8 0.7 | 2.8 4.9 0.7 |

[^12]Set ind i for symbols ad meles.

Definitiens:

1. Liquidity "解is

Curtent z cuprone besets / curpent lisoilition
2. Levernge ratios:
s) Deoi/equisy = qotsl lisbilities/ aquis
b) Debirsio = total liboilities/fotal seseis


TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario, Wholessle Food (SIC 521)

 only those Dusinesses reporing statement of chenges.
set inole i for symbols and notis.

TABLE 5. Employment changes by size of bustness. 1984-1987 based on Sic ciassificetion in ise7 Onterio, Wholesale Food (SIE 521)

| Butiness size expressed in everoge lobour units(1) | Number of busineses | $\left.\begin{array}{rl} \text { Totel } \\ \\ (\$ 00001 \end{array}\right)$ | Averoge labour units(1) | Changes in number of businesses wit de id employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y <br> reportingi2) | No longer reporting(3) |
| 1584 |  |  |  |  |  |
| Totel | 1.347 | 485.308 | 29.588 | 176 | 108 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20^{\circ} 99 \\ & 100=499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.138 \\ 156 \\ 49 \\ 4 \end{array}$ | $\begin{array}{r} 88.984 \\ 93.816 \\ 115.041 \\ 189.467 \end{array}$ | $\begin{array}{r} 4.598 \\ 4.850 \\ 5.896 \\ 1.224 \end{array}$ | 181 11 4 | $\begin{array}{r} 97 \\ 9 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.485 | 818.335 | 30.546 | 222 | -. |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20 \text { 99 } \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.253 \\ 172 \\ 43 \\ 7 \end{array}$ | $\begin{aligned} & 128.820 \\ & 148.012 \\ & 148.789 \\ & 192.934 \end{aligned}$ | $\begin{array}{r} 5.013 \\ 5.742 \\ 5.799 \\ 13.992 \end{array}$ | 206 8 5 3 | . |

 Survey of Employmens. Poypall sho Mours. Steristics coneds cotslogue 72-002. An over ge labour unit could op interpreted as a


(2) Refers to businesses roporting no peyroll deouctions in the previous year
13) Refers to businesses reporting no payroll deductions in the following yent
"Mewly peporing" and "no longer reporting" businesses artasume to hove deen in scivity for six monins and the informetion is ajusied accordingly

Set Table 1 for symbols and notes.

TABLE 6. Selected operting characteristies of small businesses by sales quartile, $1985-1987$ Ontario. Wholesale food (S1C 521)



| number of observations in smple <br> Average sales $S$ <br> Average expense \$ <br> Average net prolit (loss) ? | $\begin{array}{r} 271 \\ 515.492 \\ 503.389 \\ 12.103 \end{array}$ | 43.050 <br> 41.660 <br> .400 | $\begin{array}{r} 182.850 \\ 172.888 \\ 10.172 \end{array}$ | $\begin{array}{r} 523.122 \\ 519.270 \\ 3.852 \end{array}$ | $\begin{array}{r} 1.312 .926 \\ 1.279 .938 \\ 32.988 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Butinesees reporting profit (No.) <br> Average seles \$ <br> Avernge expense s <br> Average net profiss | $\begin{array}{r} 22 t \\ 509.392 \\ 479.542 \\ 29.850 \end{array}$ | $\begin{aligned} & 49.715 \\ & 34.410 \\ & 15.305 \end{aligned}$ | $\begin{array}{r} 172.084 \\ 159.404 \\ 12.880 \end{array}$ | $\begin{array}{r} 538.453 \\ 518.384 \\ 20.069 \end{array}$ | $\begin{array}{r} 1.277 .318 \\ 1.205 .959 \\ 71.347 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Averoge soles <br> Average expenses <br> Averse net loss $\$$ | $\begin{array}{r} 43 \\ 550.899 \\ 576.503 \\ -25.604 \end{array}$ | $\begin{aligned} & 40.175 \\ & 44.801 \\ & -4.825 \end{aligned}$ | $\begin{aligned} & 272.977 \\ & 283.773 \\ & -10.796 \end{aligned}$ | $\begin{aligned} & 192.585 \\ & 521.037 \\ & -28.472 \end{aligned}$ | $\begin{array}{r} 1.397 .879 \\ 1.458 .101 \\ -58.522 \end{array}$ |
|  |  |  | 1987 |  |  |
| Mumber of observitions in stemple Average sales <br> Averape expense $\$$ <br> Average net profit (loss) s | $\begin{array}{r} 148 \\ 519.057 \\ 501.194 \\ 17.883 \end{array}$ | $\begin{aligned} & 60.846 \\ & 68.111 \\ & 12.735 \end{aligned}$ | $\begin{array}{r} 200.793 \\ 190.691 \\ 10.102 \end{array}$ | $\begin{array}{r} 511.073 \\ 495.225 \\ 15.848 \end{array}$ | $\begin{array}{r} 1.303 .516 \\ 1.270 .749 \\ 32.787 \end{array}$ |
| Businesser reporting e profit (Mo.) average sales s <br> Aversige expense s <br> Average net prefis 8 | $\begin{array}{r} 324 \\ 522.386 \\ 491.488 \\ 30.878 \end{array}$ | $\begin{aligned} & 52.317 \\ & 43.028 \\ & 19.288 \end{aligned}$ | $\begin{array}{r} 197.991 \\ 175.924 \\ 22.087 \end{array}$ | $\begin{array}{r} 505,483 \\ 475,737 \\ 30,748 \end{array}$ | $\begin{array}{r} 1.322 .572 \\ 1.271 .284 \\ 51.408 \end{array}$ |
| Businessen reoortien a less (Wo.) <br> Aveiage siles <br> Average expense s <br> Averege net loss 5 | $\begin{array}{r} 122 \\ 508.073 \\ 528.375 \\ -20.302 \end{array}$ | $\begin{aligned} & 55.961 \\ & 64.990 \\ & -9.025 \end{aligned}$ | $\begin{array}{r} 208.788 \\ 222.288 \\ -15.500 \end{array}$ | $\begin{aligned} & 525.642 \\ & 557.076 \\ & -31.434 \end{aligned}$ | $\begin{array}{r} 1.243 .899 \\ 1.269 .146 \\ -25.247 \end{array}$ |


Set Table ! for smools mot nores

TABLE 1. Selected operating ratios, in percent of sales. 1987
Onterio. Wholesale Apparel (SIC 531)


## Syebol

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zero or no obsepverions
.. &oo small too be expinsed
.. nor sodícoble
x configentiml
```


## footnoter

(i) These estimetes sre besed on semplot ousinesses reporting seles betwen 225,000 snd 32.000.000 Totel weighted expenditure on given item


This portion of the table pertoins only to the businesses reporting the specific expenst item. Thertore thest ritios er csiculated individuelly and the toinl will not necesserily equal 100 z

## Noter

Onto urs shown by quertiles when st lest 13 of the samoled businesees report ine soecific iten.
 on qusper of the totel number of butinesses. Within each quartile. the buerage pitio it prestec. Fop conperiton purgoses. int high ond 10 m velues of seles ere shom

Mow to use the tatus

 top 25\%.
(3) Dess pertining so the setected seles tize penge will be in thet queptile.

## Stenderd Induetrisl Clateificatien Definision [SIC 18801:

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SIC 5310 - Wholessic Appure
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hosimery, underwesr ind apositl ace|ssories; shots and ather lootwear; and other mperel,
```

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Wholesale Apparti (SIC 531)


Sen leble I for smbols and notes.

TABLE 3. Financial ratios (i) for incorporsted businesses only. 1987
onterlo. Wholesele Apperel (SIC 531)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lowep | Upoer middl. 25\% | T00 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime}$ s) <br> Kigh sales velue ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 121 \\ & (1) \\ & (1) \end{aligned}$ | (1) | 77 202 | 202 <br> 529 | 529 111 |
|  | Average |  |  |  |  |
| Liquidity retio Cuppent retio (times) | 1.6 | 3.3 | 1.5 | 2.0 | 1.5 |
| Leverege retios <br> Debt/equity estio (times) <br> Interest coverege petio (times) <br> Ont tretic (times) | 1.6 7.0 0.8 | $\begin{array}{r} 1.4 \\ 18.7 \\ 0.8 \end{array}$ | $\begin{array}{r} 1.1 \\ 16.1 \\ 0.5 \end{array}$ | 1.2 11.2 0.6 | 2.0 4.5 0.7 |

(11) The rotios racesert anerage of fotios for exch business in the group end eannot be calculeted from the figures show in foble 2 .

set isole ifor tymools and nopet.

## Doflnitions:

1. Limidity retia

2. LEvertan retios:

- D Debt/equity $=$ cotel liabilitias / eauity.
ol Debt ratio = sotal lisbilipies / lossl users.
c) Interest coversge = net profis interest expense/ inturnst expense.

TABLE 4．Statement of enanges in financial position for incorporated ousinesses oniy． 1987
Ontario，Wholesal Apparel（\＄1C 531）

|  | Total（1） | $\begin{array}{r} 50 t!0 \pi \\ ?: 5 \% \end{array}$ | $\text { modol } \quad \text { !ower }: 5 \%$ | Uoper miud゙に．う． | 100 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ：n sample（mo．） Lom sales value 5000 si Migh sales value ：\＄00G＇s | $\begin{array}{r} 51 \\ 11! \\ 1 i \end{array}$ | $\begin{array}{r} 11! \\ 96 \end{array}$ | $\begin{array}{r} 96 \\ i 7! \end{array}$ | $\begin{array}{r} 179 \\ 588 \end{array}$ | 588 |
|  | Aversoe（\＄000 s） |  |  |  |  |
| Deersing activities Cash from soerations Deoreciation Other | $\begin{array}{r} 12 \\ -2! \end{array}$ | $\begin{array}{r} -6 \\ 2 \\ 10 \end{array}$ | $\begin{array}{r} 12 \\ 3 \\ -14 \end{array}$ | $\begin{array}{r} 17 \\ 3 \\ -19 \end{array}$ | 23 3 -59 |
| Dividends | －4 | － | －5 | －3 | － 7 |
| Investment ectivities <br> Dispossl of fixed ssseis <br> Purchase of fiked assets <br> Increse in investment <br> Decrease in investment | 1 -7 -32 - | －4 | －133 | 1 -5 $-?$ | 3 -20 -9 |
| Financing activities <br> increses in long term debt Repeyment of long term deot Loens from shgrenoleres Redayment of loans from shareholder： Advances \＆loans from government lncrease in equity Decrease in equity 0ther | $\begin{array}{r} 22 \\ -2 \\ 12 \\ -3 \\ - \\ 3 \end{array}$ | $=$ <br>  <br> $=$ <br>  <br> $=$ | $\begin{array}{r}88 \\ \hline\end{array}$ | 1 -2 15 -1 | 11 -6 24 -9 12 12 |
| Increase（decrease）in cash tequivalenta Cash t equivalents－Beginning of the yemp Cash f equivalents－End of the reer | $\begin{array}{r} -14 \\ -3 \\ -18 \end{array}$ | 2 -1 1 | -43 -38 | 5 23 28 | -28 -45 -73 |

 only those businesses eporing stetente of chenges．
Ste itele i for s，mots and noies

TABLE 5．Employment changes by size of business．1984－1987 besed on SIC eiaselficetion in 1987
Ontario，Wholessle Apparal（Sic 531）

| Qusiness size exoressed in everage lebour units（l） | Number of businesses | $\begin{array}{r} \text { Tot } 1 \text { peyroll } \\ (\$ 000 \text { 's) } \end{array}$ | Averege labour units（1） | Changes in number of businesses wit deid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No＂langer redorting（3） |
| 1984 |  |  |  |  |  |
| Total | 812 | 78.540 | 4，322 | 102 | 77 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20.99 \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 553 \\ 48 \\ 11 \\ 2 \end{array}$ | $\begin{array}{r} 29.475 \\ 23.145 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.631 \\ 1.278 \\ 857 \\ 558 \end{array}$ | $\begin{array}{r}97 \\ 5 \\ \hline\end{array}$ | $\begin{aligned} & 67 \\ & 10 \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Totel | 755 | 131.100 | 4.488 | 122 | － |
| $\begin{aligned} & \text { 1es: then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 698 43 13 1 | $\begin{array}{r} 80.591 \\ 31.309 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.977 \\ 1.024 \\ 1.131 \\ 336 \end{array}$ | 117 1 0 | ． |


 full－tine employen．Moin that the Dusiness size groups uned are detereined et the Cande level．Thus if ousiness hes et leest 300 employees in Cansoe es whole bus less then that number in eny given province it is shom in the 500 and over group．
121 Refers to businesses reporting no payroll deducsions in the previous yeer．
131 Refers to businesses reporting no peypoll deductions in the following yeer
＂Mowly feoorting＂and＂no longer reporting＂businesses ore assumed to hove been in sctivity for six months and the informetion is －djused accoroingly

See isbie for symols and notes

TABLE 6. Selected operating characteristies of small businesses by sales quartile. 1985-1987
Ontario, wholeswle Moparel (SiC 531)

| Totali9) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { iower } \\ \text { miodi} \end{array}$ | Uoeer $\text { midele } 25 \%$ | $\begin{aligned} & \text { iop } \\ & : E \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |

1985

| Mumber of observetions in semple | 12 |
| :---: | :---: |
| Average ssies ${ }^{\text {S }}$ | 242.013 |
| Average expenst \$ | 235.571 |
| Average net profit (loss) \$ | 6.442 |
| Buninesses reporting profit (Mo.) | 36 |
| Average sales \$ | 241.212 |
| Aversge expense | 205.781 |
| Average net profit | 35.431 |
| Dusinesses reporting loss (Mo.) | 8 |
| Average sales | 353.847 |
| Average expense 5 | 435.105 |
| Average net loss 5 | -81.258 |

1 186


1987

| Mumber of obeervetions it semple | 145 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {S }}$ | 387.783 | 59.197 | 138.655 | 355.645 | 997.834 |
| Aversoe expense 5 | 363.297 | 50.240 | 124.444 | 324.770 | 953.734 |
| Averse net diofit (loses) \$ | 24.486 | 8.957 | 14.212 | 30.875 | 43.900 |
| Butinesses reporting profit (Mo.) | 105 |  |  |  |  |
| Average soles 5 | 397.313 | 57.842 | 181.257 | 367.482 | 1.002.891 |
| Aversge expenses | 354.755 | 43.164 | 124.808 | 314.273 | 935.775 |
| Averoge net erofit | 42.558 | 14.878 | 36.449 | 53.189 | 85.918 |
| Eusimesses reporting lese (mo.) | 40 |  |  |  |  |
| Average seles 5 | 385.196 | 61.800 | 118.785 | 319.821 | 978.598 |
| Avorige expenst | 390.730 | 62.785 | 124.124 | 358.370 | 1.017 .642 |
| nverag net loss | -21.534 | -1.185 | -5.338 | $-40.549$ | -39.084 |


See isble I for symbols and neses

TABLE 1. Selected operating ratios. in percent of salis. 1987
Ontario, Wholesale Motor Vehicle Parts and Accessories (SIC 5s2)

|  | Total(1) |  | Bottom 25\% |  | $\begin{array}{r} \text { Lower } \\ \text { miadle } 25: \% \end{array}$ |  | UDOET <br> midde 25\% |  |  | -20$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samola (No.) Low salas value ( $\$ 000 \mathrm{si}$ High sales value $\$ 000 \mathrm{~s})$ | $(11)$ |  | $\begin{array}{r} 11 \\ 97 \end{array}$ |  | $\begin{array}{r} 97 \\ 304 \end{array}$ |  | $\begin{aligned} & 304 \\ & 683 \end{aligned}$ |  |  | 685111 |  |
| Selocted expense item | Industry svectoge(2) |  |  |  |  | $\begin{aligned} & \text { Nobsi- } \\ & \text { nusses } \\ & \text { reporting } \end{aligned}$ | Reporting ousinusses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | joder iddl. 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lomer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 06 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 55.1 | 54.0 | 50.2 | 56.4 | 58.9 | 11.4 | 80.2 | +. 0 | 55.1 | 59.4 | 60.5 |
| Decupency expenses | 8. 5 |  | 6.3 2.3 |  | 4.1 | 99.8 | 8.6 1.6 | 11.1 2.0 | B. 3 2.3 | 5.3 1.2 | 1.1 |
| Oepreciation | 1.5 0.3 | 1.5 0.4 | 2.3 0.2 | 1.2 0.5 | 1.3 | 47.1 | 1.6 0.7 | 1.3 | 2.3 0.7 | 0.7 | 0. |
| Heat. light g telephone | 9.7 | 2.5 | 1.8 | 1.5 | 1.2 | 91.7 | 1.9 | 3.2 | 1.9 | 1.5 | 1.2 |
| Rent ${ }^{\text {a }}$ | 3.0 | 6.5 | 2.0 | 2.2 | 1.5 | 75.6 | 4.0 | 7.6 | 3.6 | 2.8 | 1.9 |
| Persennel expenses | 17.7 | 15.3 | 20.0 | 18.5 | 18. | 92.5 | 19.1 | 15.4 | 22.0 | 18.5 | 16.8 |
| finencial exponses | 2.2 | 3.6 | 2.0 | 1.6 | 1.4 | 91.8 | 2.3 |  |  |  |  |
| Interest d bank charoes | 1.5 | 2.8 | 1.2 | 1.1 | 1.0 | 81.8 83.8 | 1.8 0.8 | 4.4 | 1.3 1.0 | 1.3 0.5 | 1.2 0.4 |
| Protessional fees | 0.7 | 0.9 | 0.9 | 0.5 | 0.4 | 83.8 | 0.8 |  |  | 0.5 | 0.4 |
| Other expenses | 18.3 | 21.0 | 15.8 | 14.9 | 14.3 | 100.0 | 18.9 | 21.0 | 15.8 | 14.9 | 14.5 |
| Profit (lose) | 1.6 | -4.8 | 4.0 | 3.3 | 3.7 | 100.0 | 1.8 | -4.t | 4.0 | 3.3 | 3.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | ... | - $\cdot$ |  |

## Symol:

zero or no odservetions
t00 small 100 be expenssed
not apolicele
$\times$ confioentisl
footnotes


(3) Velu in ench cull a $\frac{\text { Tots meighted expenditur on given item }}{\text { Total mighted seles of businesget reporting this iten of expenditure }}$ fuer tile.

This portion of the table gertsins only to the businesses roporting the specific expense iten. iherefore thest retios are coleuleted individually end the total will not necessarily equil 100 z .

Motes
Det be shown by quartiles when at laest 13 of the sumplod businesses poport the soecific iten.
 one querter of the sosel number of businesses. Within eech quartile. the everage ritio is presented. For comparison purposes. the high end lom velues of seles ere shom.

How to use the tebles
Ill locete the eppropriate seles range thet is displaymon the two lines entitled "bow sales valug" end emigh sales velue"
121 The sticted ronge will indicote the proper quertily. i. . the botton 25y, the lower middle 25z, the upper midde $25 \pm$ of the top $25 z$
(3) Deta perteining to the selected sules ise rangw will be in that quertile

Stenderd industrial Clesslfieetlon Deflnition (SIC 18sol:
51C 5520 - Wholessie motor Vmicle Perts and Aceseseries
8usinesses primapily engeged in wholest desing in lires, tubes end other mopor vanicle pert and eccessories

TABLE 2. Balance smeet profile for incorporated businesses only. 1987
Ontario. Wholesal motor Vehicle parts and Acesssories (SIC 552)

|  | Fotal(1) | $\begin{array}{r} \text { Bot } 80 \mathrm{~m} \\ 25 \% \end{array}$ | Lower modele 25: | $\begin{array}{r} \text { UCDer } \\ \text { midole } 25 \% \end{array}$ | Toc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in smole No.l Low soles value ( $\$ 000^{\circ} \mathrm{s}$ ) High sains value : 9000 's) | 195 (1) (1) | $11 i$ | $\begin{array}{r} 192 \\ 451 \end{array}$ | $\begin{aligned} & 451 \\ & 951 \end{aligned}$ | $\$ 51$ |
|  | Averege ( $\$ 000{ }^{\circ}$ ) |  |  |  |  |
| 4ssets Cish - - |  |  |  |  |  |
| Cash Accounts and notes receiveble | 85 | 14 | 28 | 74 | 140 |
| lnventory | 8 | 14 | 6 | 14 | - |
| Other euprent sasats | 122 | 28 | 54 | 139 | 253 |
| Total cupfent essets | 186 | 41 | 92 | 213 | 393 |
| Fixad assets | 37 | 26 | 24 | 27 | 59 |
|  | - | - | - |  | - |
| Other aesets | 14 | 5 | 19 | 5 | 25 |
| Totel usete | 237 | 73 | 138 | 245 | 487 |
|  |  |  |  |  |  |
| Current lomes | 29 88 | 20 | 16 57 | 32 107 | 51 165 |
| Total curpent liabilities | 117 | 25 | 73 | 139 | 227 |
| Mortoages oayabl. | - | - | - | - | - |
| Long term debr | 5 | 10 | 1 | 2 | 8 |
| Other lisbilities | 40 | 24 | 27 | 33 | 77 |
| Total lisbilities | 153 | 59 | 101 | 175 | 311 |
| Totel equity | 74 | 13 | 35 | 70 | 178 |

(1) Thest estimetes wre besed on sumple of businessas peporting ssies betwien 325.000 ond $32,000.000$.

Set Tact i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporsted businesses only. 1987
Ontarlo, Wholesale Motor Vehicie Parts and meceseories (Sic ss2)

|  | Total(2) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { Widdl } 25 \% \end{aligned}$ | Uoper <br> midde 25x | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in semple (No.) Low seles velue ( $5000^{\circ}$ s) Migh ssides volue (9000's) | $\begin{aligned} & 195 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11) \\ & 192 \end{aligned}$ | 192 459 | 451 851 | 851 $(1)$ |
|  | Averege |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.6 | 1.7 | 1.3 | 1.5 | 1.7 |
| Leverage ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt eatio (times) | 2.2 4.3 0.7 | 4.5 2.5 0.8 | 2.8 2.6 0.7 | 2.5 3.6 0.7 | 1.8 5.6 0.6 |

[^13]5ee imble for symols and notes.

## Definitions:

1. Liquidity rmie:

Guprent = curcont ssets / curient liabilisies.
2. Leverege retios:

```
Debi/mquity z qotal liabilities / Equity.
Dobr retio e totel l|abilities / cotel assets
Interest coverage z net profle (interest expense/ interest expense.
```

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario. Wholesaie Motor Venicie Parts and Accessories (SIE 552)

|  | iotal! | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { midel } 25:$ | Vooer midole 25\% | ien 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samol: No Low sales value $(3000$ s) High saies value ${ }^{5} 0000^{\prime}$ si | $\begin{aligned} & : 03 \\ & (i) \\ & 1 \end{aligned}$ | $\begin{aligned} & 111 \\ & 231 \end{aligned}$ | $\begin{aligned} & 231 \\ & 45! \end{aligned}$ | $\begin{aligned} & 451 \\ & 904 \end{aligned}$ | 908 |
|  | Aversge (3000's) |  |  |  |  |
| Opereting sctivities East ipom oderations Depreciation Other | 22 10 -1 | $\begin{array}{r} -1 \\ 6 \\ 5 \end{array}$ | 24 -12 | 12 8 5 | 53 18 -3 |
| Sividends | -9 | -2 | -1 | - 5 | -29 |
| lnvestment activities <br> Disposal of fixed assets <br> Purchese of fixed assets <br> Incerese in investment <br> Decpesse in investment | $\begin{array}{r}11 \\ -20 \\ \hline\end{array}$ | $\begin{array}{r} 3 \\ -12 \\ 2 \end{array}$ | $\begin{array}{r} 17 \\ -10 \\ \hline \end{array}$ | $\begin{array}{r}5 \\ -22 \\ \hline\end{array}$ | 18 -34 -1 |
| Fimencing ectivities <br> increse in long term debt <br> Repeyment of long term debt <br> Loeng from shareholders <br> Rooaymens of loans from shareholders <br> advances \& losns from government <br> increse in touity <br> Decrease in equity <br> Other | 7 -8 5 -10 - -3 -3 | - -1 $-i$ -4 -9 -6 | $\begin{array}{r}-14 \\ 1 \\ -5 \\ \hline 2\end{array}$ | 4 -6 8 -8 | 17 -12 11 -21 - -7 |
| Incresse(decreasol in essh equivaients Cash t equivalents-Beginting of the year Cash s equivalents - End of the year | 4 -1 3 | -3 22 19 | 1 -12 -4 | 3 | 10 -16 -6 |

(1) These estimetes sre Dased on sample of incorporsted businesses poporing seles betwen 525,000 and 52,000 , 000. Semple count includes only those businesses redoring asement of changes.
See table 1 for symbots and notes.
TABLE 5. Employment changes by bize of business. 1984-1987 besed on SIC ciassification in 1987
Onterlo, Wholessle Motor Vehicle Parss and Accessories (5ic 552)

|  |  |  |  | Eranges in numb - $n$ oe | of businesses <br> ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in everege ispour uniss(1) | Number of businesses | Total payroll $(\$ 000:)$ | Averege lebour units 11 | reoorting(2) | No longer reoorting(3) |
| 1914 |  |  |  |  |  |
| Totel | 1.051 | 385.898 | 18.553 | 118 | 82 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 903 \\ 117 \\ 25 \\ 5 \end{array}$ | $\begin{array}{r} 89.982 \\ 81.275 \\ 78.545 \\ 115.914 \end{array}$ | $\begin{aligned} & 4.078 \\ & 3.666 \\ & 3.571 \\ & 5.240 \end{aligned}$ | $109$ | $\begin{array}{r} 73 \\ 5 \\ 4 \\ - \end{array}$ |
| 1517 |  |  |  |  |  |
| Totel | 1.090 | 401.024 | 11.350 | 103 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 924 \\ 130 \\ 31 \\ 5 \end{array}$ | $\begin{aligned} & 111.847 \\ & 108.961 \\ & 105.684 \\ & 154.532 \end{aligned}$ | $\begin{aligned} & 4.298 \\ & 4.245 \\ & 3.888 \\ & 5.921 \end{aligned}$ | $\begin{array}{r}91 \\ 7 \\ 5 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment. Payroll and Hours. Stotistics ianace. Calaloque 12-002. An geroge labour unit could be interpreted sem full-time employec. Wote ther the business size groups used are oetermined ot the lonace level. Thus if ousiness hes it lest 500 emoloyees in cansos as mol but less then thet numoer in my given province it is shom in in soo end over group
(2) Reters to businesses reporting no psyroll deductions in the provious yeer.
(3) Refors 10 businesses reporting no paypoll obuctions in the following yenf.
"Mawly raporting" and "no longer raporting" businnsses are assumet to nove pem in sctivily for six months and the information is adjusted sccordingiy.

See fable for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quertile. 1985-1987
Ontario. Wholesal Mozor Vehicle Parts and Accessaries (SIC 552)

| Toral(1) | $\begin{array}{r} \text { Bot }+0 \text { m } \\ 25 \% \end{array}$ | Lower $\pi \cdot 1 d o l e 25 \%$ | $\begin{array}{r} \text { boser } \\ \text { micole } \\ \text { :5: } \end{array}$ | $\begin{aligned} & \text { ion } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |

1985

| Wumber of observations in sample | 86 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausrage sales \$ | 481,747 | 87.296 | 243.492 | 487.030 | 1. 09.169 |
| Aversge expense \$ | 466,721 | 76.731 | 232.229 | 489.328 | i. 0688.600 |
| Average not profit (loss) \$ | 15.026 | 10.565 | 11.253 | -2.294 | 40.569 |
| Businesses resorting profit (Mo.l | 77 |  |  |  |  |
| Average seles \$ | 485.658 | 21.889 | 237.229 | 529.129 | 1.084 .443 |
| Average expense s | 480.013 | 79.884 | 218.297 | 506.941 | 1.034.949 |
| Average net profits | 25.655 | 11.985 | 18.952 | 22,188 | 49,494 |
| Businestes reporting lose (Mo.l | 9 |  |  |  |  |
| Averige sales | 520.811 | 33.368 | 282.000 | 411.567 | 1,355.509 |
| Averspe expense \$ | 554,785 | 39.548 | 318.000 | 457.744 | 1.403.851 |
| Average net loss \$ | -34,174 | -6.178 | -36,000 | -45.177 | -48.342 |

1986


1987

| Mumber of observations in simple Average sales Average expense $\$$ Averege net profit (loss) \$ | $\begin{array}{r} 234 \\ 481.325 \\ 455.559 \\ 14.768 \end{array}$ | $\begin{aligned} & 60.471 \\ & 61.528 \\ & -1.057 \end{aligned}$ | $\begin{array}{r} 183.249 \\ 184.766 \\ -1.517 \end{array}$ | $\begin{array}{r} 483.685 \\ 467.685 \\ 18.001 \end{array}$ | $\begin{array}{r} 1.197 .892 \\ 1.152 .255 \\ 45.637 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausinesses reporting aprofit (Mo.) | 175 |  |  |  |  |
| Averege sties | 489.729 | 79.573 | 177.588 | 488.033 | 1.213 .722 |
| Average expenses | 460.276 | 65.291 | 180.622 | 480.249 | 1.154 .942 |
| Aversae net profit \$ | 29.453 | 14.282 | 18.966 | 27.784 | 58,780 |
| Businesses reportins less (Mo.) | 55 |  |  |  |  |
| Averige sales ${ }^{\text {a }}$ | 451.309 | 53.717 | 191.314 | 471.450 | 1.088 .755 |
| sverige expense ${ }^{\text {d }}$ | 475.427 | 60.197 | 215,164 | 488.518 | 1.133 .727 |
| Average net loss | -24.118 | - 8.480 | $-27.850$ | -17.158 | -44.972 |


see Tole ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario, Wholesale Plumbing, Heating. Air Conditioning Equipment Supplies (Sic 5622)

|  | iotal11) |  | Botiom$25 \%$ |  | Lowe ?midole 25: |  | JDDE (5. $\mathbf{u c}$ : 25\% |  |  | Toe |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businceses in samole iNo. Low sates value 15000 s) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 93 \\ 11! \end{array}$ |  | $\begin{array}{r} 11 \\ 90 \\ \hline \end{array}$ |  | $\begin{array}{r} 90 \\ 348 \end{array}$ |  | $\begin{array}{r} 348 \\ 740 \end{array}$ |  |  | 140 |  |
| Solocied expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% ousi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reoorting businesses oniy 3 ( |  |  |  |  |
|  | Tore 1 | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Uoper micdl 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80 t 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | UDDE! miogle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of teles | 47.6 | 26.7 | 42.9 | 55.3 | 63.8 | 86.9 | 54.8 | 35.8 | 57.5 | 55.5 | 83.6 |
| Occuosncy expmeses Dedrecietion | 6.8 2.0 | 11.4 3.9 | 8.2 | 4.4 | 3.9 0.9 | 98.1 | 7.0 2.2 | 11.7 | 8.8 3.8 | 4.4 | 3.5 |
| Repairs of maintenance | 0.4 | 0.7 | 0.3 | 0.3 | 0.1 | 40.3 | 1.1 | 2.7 | 0.7 | 0.9 | 0.7 |
| keer. lignt e telephone | 1.7 | 2.2 | 2.1 | 1.8 | 1.0 | 89.0 | 2.0 | 2.8 | 2.5 | 1.8 | 1.0 |
| Ront | 2.8 | 4.7 | 3.1 | 1.7 | 1.6 | 78.9 | 3.8 | 5.7 | 5.4 | 2.0 | 1.9 |
| Personnel expenses | 19.0 | 21.5 | 16.0 | 17.1 | 15.1 | 94. 1 | 20.2 | 32.5 | 18.0 | 17.3 | 15.1 |
| Financisl expenses | 2.0 | 3.0 | 2.3 | 1.1 | 1.1 | 88.7 | 2.2 | - 2 | 2.7 | 1.2 | 1.1 |
| Incerest S bank charges | 1.2 | 1.7 | 1.8 | 0.6 | 0.8 | 72.2 | 1.7 | 2.1 | 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 | 0.8 |
| Other expenses | 20.2 | 29.5 | 25.1 | 18.8 | 5.2 | 100.0 | 20.2 | 29.5 | 25.8 | 15.8 | 9.2 |
| Profis \{loss\} | 4.4 | 0.8 | 4.8 | 4.7 | 6.5 | 17.1 | 4.5 | 0.5 | 4.1 | 4.7 | 6.3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ |  |  |

## Syebol

- zero or no observerions
-* too small 100 be expressed
not applicsbl
x confidential


## Foornores


velue losel weighed mpenditure on given item

 individuelly and the rot will not necessarily equll 1002.

Motes
Dete bre shown by quartiles when st lesst 13 of the surpled Dusinesses roport tho specific itum.

 high and low velues of sitis ere shown
mow so use the tables

(2) The selected pange will indicte the proper quaptile. i. one bottom 25\%. the lower midde 25\%, the upper midde $25 \%$ or the $10025 \%$
(3) Dese pertaining to the swlected seles size genge witl be in thet quspile.

## Stander Induatriel llasificetion Definicion (SIC 10SO):

Sic 5522 - Wholesale Plumbing. Mesting and tir Conditioning Equipeent end Supplies
fusinesses primarily ongaged in molesst oesling in plunding goods: non lectic meeting equipmens: aip conditioning end ventileting equipment lexcedt smefl window-pyp unitsl. Inciuded ar businesses engaged in molest of oip conditioning eovipment lexceps mindow
 fuel burning equipment: wholestele of non-blectric fupneces. stoves and heoters: wholessle ges and oil hesting auioment wholesele of


 wholesal water and steam systems valves; wholesel ventilating equipment lexcept dometic lansl: molesale non-alecspic marm air heeting equipment and weter sotiening equioment

TABLE 2. Baiance sheet profil for incorporsted businesses only. 1987
Dntarlo. Wholessle piumbing. Heeting. Air Conditioning Equipment supplies (Sic S622)

|  | To18i11) | $\begin{aligned} & 50+10 \mathrm{~m} \\ & 25 \% \end{aligned}$ | micele ${ }_{\text {cower }}$ | $\begin{array}{r} \text { soe } \\ \text { Tidoc: }=: 5: \end{array}$ | ict ?5: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (1) | 11 90 | $\begin{array}{r}30 \\ 35 i \\ \hline\end{array}$ | $\begin{aligned} & 25! \\ & 755 \end{aligned}$ | 795 111 |
|  | Average (5000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounis and notes receiveble | 72 | 6 | 25 | 67 | 188 |
| Accounis and notes receiveble Inventory | 12 |  | - |  | - |
| Other Sufrent assets | 103 | 22 | 80 | $\cdots$ | 213 |
| Totai curcent assers | 176 | 28 | 85 | 183 | 401 |
| Fixed eseets | 31 | 7 | 38 | 22 | 58 |
| Less: Accum. dep. on fixed sseets | 14 | 1 | 1 | 12 | 42 |
| Total usets | 221 | 38 | 124 | 217 | 501 |
| Lisbilities shl equity 40 |  |  |  |  |  |
| Cuprent loans | 19 | 7 | 8 | 20 | 44 |
| Oiner current liatilitios | 93 | 13 | 58 | 71 | 225 |
| Total current liabilities | 112 | 21 | 65 | 91 | 259 |
| Mortgagas dayable | 2 | 3 | - | , | $\bar{\square}$ |
| Long term debt | ${ }^{2}$ | 3 | 43 | $3{ }^{2}$ | $3{ }^{3}$ |
| Other lisbilities | 32 | 8 | 42 | 35 |  |
| Totsl lisbilisies Total equity | 148 75 | 32 | 107 17 | 129 88 | 311 190 |


fee rable for symols and notes

TABLE 3. Financial retios(1) for incorportiod businesses only, 1987
Onterle, Whelesele Plumbing. Heating. Air Conditioning Equipment Supplies (Sic 5E22)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | middi 25\% | Unoer $\text { mode } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in semple (Mo.) Low ssios value ( $5000^{\prime} \mathrm{s}$ ) High seleg velue ( $\$ 000$ 's) | $\begin{aligned} & 7 ? \\ & 11 \\ & (1) \end{aligned}$ | (1) | 90 381 | $\begin{array}{r}381 \\ 795 \\ \hline\end{array}$ | 795 19 |
|  | Aversge |  |  |  |  |
| Liquidity ratio Curfent retio (times) | 1.5 | 1.4 | 1.3 | 2.0 | 1.5 |
| Leverage retios <br> Debt/equity rotio (times) <br> Interest coverage retio (times) <br> Dabt ratio (times) | 1.9 7.9 0.9 | 7.1 0.9 | 8.3 3.5 0.9 | 1.5 9.3 0.6 | 1.6 9.8 0.6 |



Ses Tabit for symbois and meter.

## Detintions:

1. Liquifity ratio:

Curron: = current ssects / curreme liatiricien.
2. Leverage retios:
-1 Debe/equisy $=$ soral litubitisies / squisy
bl Debs ratio saral lisbilitins / sosal sssers
c) fnterest coveroge s net profit + interest expens* / interest mpense.

TABLE 4. Statement of ehanges in fimancial position for ineorporated businesses only. 1987
Ontario. Wholesale plumoing. Heating. Air Conditioning Equipment \& Supplies (SIE 5522)

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

[^14]TABLE 5. Employment chunges by size of business, 1984-1987 based on SIC classification in is87 Onterlo, Wholesale Piumbing. Hesting. Air Conditioning Equipment supplies (Sic 5522)

| Business size expressed in everage labour units(l) | Number of businesses | $\begin{array}{r} \text { Total payrol) } \\ (\$ 000 \text { 's) } \end{array}$ | Average lobour units(1) | Changes in number of businesses with peid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }\{2 \text { ) } \end{array}$ | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Totel | 317 | 91.700 | 4.285 | 51 | 28 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 265 46 6 2 | $\begin{array}{r} 24.783 \\ 28.770 \\ x \\ x \end{array}$ | $\begin{aligned} & 1.162 \\ & 1.345 \\ & 238 \\ & 1.544 \end{aligned}$ | $\begin{array}{r}44 \\ 6 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 24 \\ 3 \\ 1 \\ \hline \end{array}$ |
| 1907 |  |  |  |  |  |
| Tote | 357 | 150.875 | 8.188 | 52 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 297 55 12 3 | $\begin{aligned} & 32.027 \\ & 18.137 \\ & 23.799 \\ & 45.912 \end{aligned}$ | $\begin{array}{r} 1.300 \\ 2.016 \\ 973 \\ 1.877 \end{array}$ | $\begin{array}{r}43 \\ 5 \\ 4 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

[^15]- Wewly pepopting and no longer reporting" businesses are essumed to hove oeen in metivity fop six months ond the informetion is dust occordingly

See Iable 1 for symbols and notes.

TABLE 6. Selected operating enaracteristies of smali businesses by sales quartile. 1985-1987 Ontario, tholesal Plumbing, Heating. Air Conditioning Equipment \& Supplies (SiC 5822)


Mumber of observetions in semple Avertige sales 5
64
454.588
469.365

Aversoe xpense $\$ \quad 469.365$
Averege net ppofit (losib) $\$ \quad-14.777$

Businesees reporting profit (Mo.)
Avernge siles
Averige expense
450.854

Aver neg net orofit $\$$
415.828

Averige situs
462.520

Avertae expense 5
521.578

Average net loss s $\quad-59.058$


## 1488

Mumber of observations in sumple Average siles $\$$
Average expenses
Avertge net orolit (lose) \$

Butinestes reporting proflt (Me.) Averoge seles $\$$ Average mopense \$ Averege net prof it \$

36
409.791
385.582
24.209

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

$=$
$=-$

Susinesees reporting lose (Me.)
Average seles $\$$
Average expente
Aversge net loss $\$$
28
379.498
347.58
37.738
31,738
$=$
$=-$
$=-$

10
598.804
598,804
618.347

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

--

1987

| Mumber of obrevivations in smole <br> Average sales <br> Average expenses <br> Average not protit (loas)s | $\begin{array}{r} 104 \\ 507.070 \\ 478.973 \\ 28.097 \end{array}$ | $\begin{aligned} & 66.252 \\ & 68.225 \\ & -1.973 \end{aligned}$ | $\begin{array}{r} 199.825 \\ 201.848 \\ -2.823 \end{array}$ | $\begin{array}{r} 525.457 \\ 483.970 \\ 41.487 \end{array}$ | $\begin{array}{r} 1.736 .944 \\ 1.181 .850 \\ 75.094 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesser reportinge profit (Mo.) | 12 |  |  |  |  |
| Average sales ${ }^{\text {d }}$ | 516.025 | 55.563 | 198.751 | 536.890 | 1.272.896 |
| Average expenses | 472.694 | 43.804 | 183.498 | 681.371 | 1.182 .305 |
| Average net profit $\$$ | 43.331 | 11.959 | 15.255 | 55.519 | 90.591 |
| Ausinesses raporting e lows (to.) | 28 |  |  |  |  |
| Averege sales | 430.830 | 71.993 | 201.858 | 476.274 | 973.398 |
| Averege exoenses | 458.255 | 81.449 | 244.512 | 495.153 | 1.011.907 |
| Averege net loss | -27.425 | -9.456 | -12.858 | -18.879 | -38.509 |

181 These estimetes er besed on semple of gusinuseps ceorting seles between $\mathbf{2 5}, 000$ end $32,000.000$.
Ste Inble ! for symols and notes

TABLE 1. Selected operating ratios. in percent of salas. 1987
Ontario. Wholesal Lumber and Building Meterials (SIC 563)

|  | Toral11: |  |  | Bot tom 25\% | $\begin{array}{r} \text { L- We? } \\ m_{1} 001 \text { 2E\% } \end{array}$ |  | Uocer miodie 25\% |  |  |  | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low soles value $1 \$ 000$ 's: Hign sales value $\$ \$ 000$ s |  | $\begin{aligned} & \{59 \\ & \{1\} \\ & \text { (1) } \end{aligned}$ |  | 5 |  | $\begin{array}{r} 165 \\ 423 \end{array}$ |  | 42 87 |  |  | 93 |
| Solecrec excanse itom | Industry aversage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi= } \\ & \text { nesses } \\ & \text { poporting } \end{aligned}$ | Reoorting businessei ${ }^{\text {a }}$ |  |  |  | $3)$ |
|  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | Unop idde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Toist | $\begin{array}{r} \text { Sot+0m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe i } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Uoder midol 25\% | $\begin{aligned} & 4 n 0 \\ & 25 \% \end{aligned}$ |
|  | Percent of selos |  |  |  |  |  |  |  | Sant ot | sales |  |
| Cost of sties | 55.7 | 43.3 | 44.8 | 57.1 | 65.9 | 91.7 | 60.7 | 58.6 | $\therefore 0$ | 59.3 | 61.1 |
| Oceupmery expenses | 4.3 | 3.3 1.4 | 6.0 1.9 | 5.1 1.4 | 2.8 1.0 | 14.7 84.5 | 4.5 1.7 | 3.9 2.3 | 6.1 2.1 | 5.3 1.5 | 2.8 1.0 |
| deprecistion | 0.7 | 0.3 | 1.9 | 1.1 | 0.3 | 53.6 | 1.3 | 1.0 | 1.9 | 1.7 | 0.5 |
| Hest. iight \& 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 | 18.8 | 12.9 | 10.3 | 15.7 | 12.9 | 99.4 | 16.9 | 13.2 |
| Finsmcial expenses |  |  |  |  |  |  |  |  |  | 1.2 | 1.3 |
| Interest \& bank charges Professional iees | 1.2 0.8 | 0.6 0.7 | 2.3 | 0.8 | 0.9 | 79.8 94.0 | 1.6 | 0.8 0.8 | 3.0 0.8 | 0.9 | 1.1 |
| Other expenses | 18.1 | 28.4 | 19.1 | 15.6 | 11.8 | 100.0 | 18.4 | 25.4 | 19.1 | 15.8 | 11.8 |
| Protit (loss) | 5.7 | 10.6 | 4.6 | 3.5 | 4.4 | \$8. 1 | 5.1 | 10.8 | 4.8 | 5.7 | 4.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . . | -•• | $\ldots$ |  |

## Symbels

- zero or no observerions
=- too small too oteressud
not spolicsete
$x$ confidentisl


## footnetes




This portion of the table pertsins only po the businesses peporting the specific expense iten. Therefore these retios ere calculated individus!ly anc the totel will not necesserily equel 100\%

## Notes

Dati ere shown by quertiles when at leest 13 of the somplod ousinesses ruport she specific item.

 high and low values of seles fre shom

How to use the tobles

(2) The selected renge will indictet the proper quartile. i. the bettom 25\%. the lower nidde 25\%. the upper midde 25\% op the top $25 \%$
(3) Dete pertining to the selected seles size renge will be in thet quartile.

## Stenderd Induseriel Clastifiestion Detinislon lSIS 1Mel:

SIC 5E30 - Whelesel Lumber and Suilding meterisls


TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Ontario, Wholesale lumoer and suilding Materials (Sic 563)

|  | 70:a1;1! | $\begin{array}{r} \text { Sot: } 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lomer $\text { middle } 25$ |  | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 208 19 | 111 325 | 328 528 | $\begin{array}{r}528 \\ \cdot .384 \\ \hline\end{array}$ | 1.284 |
|  | Average (5000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and notes reenivable | 80 | 23 | 58 | 93 | 147 |
| Inventory |  | 3 |  | - | - |
| Other curcent sesets | 149 | 56 | 88 | 184 | 284 |
| Total cuprent assets | 229 | 79 | 145 | 277 | 411 |
| Fixted satets | 53 | 40 | 18 | 59 | 96 |
| Less: Accum. dod. on fixed wesets | - |  | - | - | - |
| Othor ensets | 23 | 43 | 5 | 13 | 29 |
| Totel eseets | 305 | 182 | 188 | 349 | 537 |
| Liebilities eed equity |  |  |  |  |  |
| Other current liteilities | 111 | 39 | 87 | 136 | 180 |
| Total curcent lizoilities | 148 | 55 | 110 | 188 | 235 |
| Mortgages oayable | - | - | - | - | - |
| Long ierm ded | 4 | 3 | 20 | 5 | 8 |
| Other limbilities | 53 | 55 | 20 | 71 | 66 |
| Total liabilities | 205 | 114 | 130 | 283 | 309 |
| Totsl equity | 100 | 49 | 31 | 85 | 227 |


See Tatele 1 for symols and notes

TABLE 3. Financiai rettos(1) for incorporsted businesees only, 1987
Ontarlo. Wholesale Lumber and milding Materials (Sic 553)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper middel 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole (Mo.) Low sales velue ( 8000 High sal | 208 $(1)$ 111 | $11)$ 326 | 328 628 | 828 1.084 | 1.084 |
|  | Averege |  |  |  |  |
| Liquidity ratio Curcent ratio (imes) | 1.6 | 1.4 | 1.3 | 1.5 | 1.7 |
| Levertat retios <br> Debt/equity petio (timas) <br> interest coverage resio (times) <br> Dobt retio (times) | 2.0 5.0 0.7 | 2.3 2.1 0.7 | 3.5 5.0 0.8 | 3.1 1.6 0.8 | 1.4 8.8 0.6 |



Set isble I for symoln and oetes.

## Seflicitions:

1. Liquidity retio:

Current z curremt assers / cupronp liabiliciea
2. IEverage ratier:
s) Debr/equity z rotel lisbillities / equity.

el Interes: coversge s net profit. interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated ousinesses only. 1987 Ontario. Wholesal Lumber and Building Materiels (5IC 563)

|  | Potalit | $\begin{array}{r} 90+10 \mathrm{~m} \\ 25^{\circ} \end{array}$ | $\frac{\text { cwer }}{\text { m.odie } 25 \%}$ | $\begin{array}{r} \text { Unoer } \\ \text { miocle } 25 \% \end{array}$ | 100 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses : $n$ samole No.: Lom sales value : 5000 's High saies value ( $\$ 000$ 's) | $123$ <br> (1) <br> (1) | $\begin{aligned} & 198 \\ & 326 \end{aligned}$ | $\begin{array}{r} 326 \\ 623 \end{array}$ | $\begin{array}{r} 623 \\ \because .02 \end{array}$ | $\therefore .102$ |
|  | Averse (\$000's ) |  |  |  |  |
| Opereting activities Casn tram aperations Deprecistion Other | $\begin{array}{r} 29 \\ 9 \\ -15 \end{array}$ | $\begin{array}{r} 18 \\ 3 \\ -14 \end{array}$ | 13 5 - | $\begin{array}{r} 16 \\ 11 \\ -15 \end{array}$ | 36 15 -31 |
| Dividends | -8 | -5 | -2 | -14 | -9 |
| Investment activities Disposal of fixed assets Purctase of fixed assers Increase in investment Decresse in investment | $\begin{array}{r} 10 \\ -18 \\ -12 \\ 2 \end{array}$ | $\begin{array}{r} 22 \\ -2 \\ -39 \\ 4 \end{array}$ | -12 | 5 -19 -2 - | $\begin{array}{r} 2 \\ -\quad-8 \\ -8 \\ 3 \end{array}$ |
| Finencing ectivities <br> Increase in long term debt <br> Reoarment of long term debt <br> Loans fram sharenolders <br> Redarment of loans from sharenolders <br> Aduances 8 loans from government <br> Incresse in muity <br> Decrease in mauity <br> Other | $\begin{array}{r} 9 \\ -6 \\ 8 \\ -8 \\ -8 \\ -1 \\ -1 \\ \hline \end{array}$ | $\begin{array}{r} 7 \\ -4 \\ 3 \\ -6 \end{array}$ | 3 -1 3 -3 | 17 -9 20 -7 - 2 -2 | $\begin{array}{r}10 \\ -10 \\ 5 \\ -14 \\ \hline\end{array}$ |
| Increses(decressel in cash \& equivalents Cesh \& equivalents-Buginning of the yesr Cash 1 equivelents - End of the yeer | 6 8 | $\begin{array}{r} -12 \\ 5 \\ -6 \end{array}$ | 8 13 21 | 1 5 8 | 2 2 |

(1) Phese estimetes are based on somple of incopporated businesses repofting swis between \$25.000 sha \$2.000.000. Senole count incluoss only those busithesses repotting statement of changes
See itble for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classificetion in i987 Ontarlo. Wholesale Lumber and Eullding Materlale (SIC 563)


(1) averoge isbour units art calculated by dividing totoi peyroll by the everoge annul wage and selary rate as raported in the

Survey of Employment. Payroll and hours, Statistics Conada. Cetologue 72-002. An overoge labour unil could of interpreieo os a full-time employes. Wote that the business size group used aredetermined et the conede iovel. Thus if gusinese has let less 500 employe s in conade as a whol but less then that number in any given province it is show in the soo end over groud.
(2) Refers to businesses repoping no payroll deductions in the provious year
(3) Refers to businesses reporting no payroll deductions in the following yeer
"Newly reoorting" and "no longer reporting" businesses sre assumed to heve been in activily for six mon ths and the information is adjusted occordingly

See iable ifor symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Ontario, Wholesale Lumber and Building materials (SIC 563)

Toialil $\quad$| Sotiom |
| :--- |
| $25 \%$ |

1985

| mumber of obeervations in semple | 171 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average salios 5 | 601.659 | 65.665 | 242.532 | 652.588 | 1.445 .748 |
| Average expense $\$$ | 584.457 | 102,298 | 225.621 | 627.155 | 1.382.955 |
| Average nat profit lloss) \$ | 17.202 | -36,532 | 17.011 | 25.433 | 62.993 |
| Businesses reporting profit (Ma.) | 145 |  |  |  |  |
| Average sales \$ | 611.861 | 68.241 | 257.271 | 650.358 | 1.471 .572 |
| Average expenst \$ | 572.795 | 60.752 | 222.936 | 613.853 | 1.393.640 |
| Average net drofit \$ | 39.066 | 7,489 | 34,335 | 36.505 | 77.932 |
| Dusinesses reporting lose (Mo.) | 26 |  |  |  |  |
| Averso seles | 543.963 | 52.534 | 218.216 | 672.898 | 1.222 .403 |
| Average expense 5 | 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
Mumber or observations in semple
Average salas 5
Aversge expense $\$$

| $\begin{array}{r} 158 \\ 621.108 \\ 589.795 \\ 31.313 \end{array}$ | $\begin{aligned} & 62.093 \\ & 34.949 \\ & 27.144 \end{aligned}$ | $\begin{array}{r} 296.403 \\ 272.179 \\ 24.224 \end{array}$ | $\begin{array}{r} 739.653 \\ 716.296 \\ 23.357 \end{array}$ | $\begin{array}{r} 1.386 .284 \\ 1.335 .757 \\ 50.527 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 139 |  |  |  |  |
| 625.369 | 61.583 | 287.048 | 733.013 | 1.423.851 |
| 587.156 | 33.006 | 254.489 | 698.249 | 1.364.079 |
| 38.913 | 28.577 | 32.559 | 34.764 | 59.752 |
| 19 |  |  |  |  |
| 567.900 | 75.568 | 330.150 | 977.429 | 1.088.453 |
| 588.104 | 86.345 | 335.992 | 818.975 | 1.111 .105 |
| -20.204 | -10.777 | $-5,842$ | -41.546 | -22.552 |

1987


See Inble ifor symools and notes

TABLE 1．Selected operating ratios．In percent of sales． 1987
Oncario．Wholesele Farm Macminery．Equipment and Supplies（SIC 5711）

|  | Total 11 |  | Botron 25： |  | Low ${ }^{\text {a }}$$\text { micole } 25 \%$ |  | UDDer <br> m，dele こご～ |  |  | 70\％ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businassas in samole（No． Lom sales velue $(\$ 000$ s） High sales value（\＄000 s） | $\begin{gathered} 128 \\ 11 \\ 1: 1 \\ \hline \end{gathered}$ |  | $i 28$ |  | $\begin{aligned} & 28 \\ & 428 \end{aligned}$ |  | $\begin{aligned} & 450 \\ & =3 \end{aligned}$ |  | 853111 |  |  |
| Selected expense item | Industiy sversege（2） |  |  |  |  | $\begin{aligned} & \text { \#busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | ax．．a susinesses on y $\mathrm{i}^{\text {a }}$ 3） |  |  |  |  |
|  | Toral | $\begin{aligned} & 80 t \text { tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & 10010 \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tota． | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { Uoder } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
|  | Peicent of sales |  |  |  |  |  |  | Per | cent of | sales |  |
| Cost of seles | 56.2 | 49.8 | 58.0 | 82.2 | 54.5 | 11.8 | 81.3 | 58.1 | 65.5 | 54.7 | 55.7 |
| Decupency expenses | 5.3 | \％． 3 | 8.7 | 3.2 |  | 98.5 | 5.5 |  | 5.7 | 3.2 | 3.3 |
| Dedrecistion | 2.0 | 3.1 | $2 . ?$ | 1.0 | 1.2 | 87.2 | 2.3 | 5.2 | 3.1 | 1.0 0.5 | 1.2 0.8 |
| Redirs \＆minintenance | 1.0 | 1.6 | 9.7 | 0.4 | 0.5 | 68.1 | 1.5 | 3.0 | 2.9 | 0.5 | 0.8 |
| Ment．I ight \＆telephone Rent | 1.5 0.8 | 2.9 0.9 | 1.3 0.9 | 1.1 | 0.8 0.8 | 88.9 52.6 | 1.9 | 3.8 3.9 | 1.8 9.7 | 1.1 | 0.8 1.0 |
| Personnel expenses | 11.8 | 11.0 | 10.6 | 13.2 | 12.3 | 51.1 | 12.9 | 15.7 | 11.3 | 13.3 | 12.3 |
| Financial expenses | 2.2 | 2.8 | 2.2 | 2.2 | 1.8 | 92.5 | 2.4 | 3.5 | 2.4 | 2.2 | 1.1 |
| Interest s bank charges | 1.6 0.6 | 2.1 | 1.4 0.8 | 1.7 0.5 | 1.4 | 80.1 88.9 | 2.0 | 4.3 | $1 . ?$ | 1.9 0.5 | 1.4 |
| Other expenses | 20.6 | 14.8 | 23.3 | 17.5 | 28.1 | 39.1 | 20.8 | 15.4 | 23.3 | 17.5 | 28.1 |
| Profit（loss） | 3.1 | 13.4 | －0． 5 | 1.7 | 1.9 | 35.8 | 3.8 | 13.4 | －0．9 | 1.7 | 1.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ．$\cdot$ | －•• | ．．． | － |  |

## Symole

cero or no ooservetions
－ 100 smeli too de expresend
not epplicaole
$\times$ contiontill

## foornetes




This portion of the fol pertains only to the businesset roporting the specific mpense item．Therefort these retios ert culatec individuslly and the tosel will not necesserily equl 100t．

## Motes

Dete te show by quertiles when et loest 13 of the sempleo businesses peport the specific ifen．
 one guerter of the totel number of busintstes．Within sech guertile．the worge patio is prestented．For comperison purposes．the high sid lom velues of seles sre shom

Mow so use the qebles

12）The selected runge will indicete the proper guterile．i．e．the botton 258．the lower nidde 258．the uppet middie 25\％or the top $25 z$.
（3）Dett pertining to the selected seles size penge will be in thet queptile．

## Stenderd Industriel Cleswificetion Befinliton（SIC 1esel：

\＄1C 5711 －wholeselt Form mechinery，Equlpant and Supplies
Bus inesses prinerily engeged in wholessie deting in nem of used furm mechincry，equipment．supplies end paris．fhis industry includes
 incluopd ar businesses primarily engaged in phe repsip of fara exthinery end equipment es well es inose primerily engeged in whol useling




 dustefs；wholesal form swathers and windrowers and wholesal ferm mog garoen trectors or olso included in this industry

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1989
Ontario, Wholesale Farm Machinery. Equipment and Supplies (Sic 5711)

|  | Sotali) | $\begin{array}{r} 30 t: 0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miod } \end{aligned}$ | UDOET micole 25: | T9\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 85 $(1)$ (1) | 111 232 | 232 497 | $\begin{array}{r} 697 \\ i .584 \end{array}$ | $\therefore .084$ |
|  | Average (5000's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | 5 |  |  | 62 | 10 |
| Accounts and notes receivable Inventory | 52 | 5 | 28 | 62 | 110 |
| Other current assets | 253 | 54 | 220 | 235 | -89 |
| Total current sesters | 305 | 59 | 248 | 29 ? | 500 |
| Fixed seseets | 47 | 23 | 23 | 50 | 88 |
| Less: dicum. deo. on fixed assets | - | - | - | - | - |
| Other aseets | 51 | 22 | 4 | 133 | 9 |
| Total mesets | 402 | 104 | 312 | 480 | 697 |
| Liebilities and equity |  |  |  |  |  |
| Other current lisbilities | 150 | 19 | 118 | 170 | 286 |
| Total current limbilities | 184 | 19 | 159 | 194 | 355 |
| Mortgages peyable | - | - | - | = | - |
| Long term deot | 4 | - | - | 5 | 9 |
| Other lisbilities | 118 | 84 | 31 | 192 | 157 |
| Totel liebilisios | 304 | 103 | 190 | 350 | 521 |
| Total equity | 18 | - | 122 | 50 | 178 |


set resie 1 for symols and noter.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Ontarlo. Wholesale Farm Mechinery, Equipment and Suppiles (SIC 5711)

|  | Total(2) | $\begin{aligned} & \text { Botton } \\ & 25 \% \end{aligned}$ | Lower | Upper $\text { inddle } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sumole (No.) Low seles velue ( $\$ 000$ 's) Migh seles velue ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 85 \\ & (1) \\ & 61) \end{aligned}$ | 11 232 | 232 497 | 497 1.084 | 1.084 111 |
|  |  |  | Averege |  |  |
| Liquidity retio Curront retio (times) | 1.7 | 3.0 | 1.6 | 1.5 | 1.7 |
| Leverage ratios <br> Debt/eayity retio (times) <br> Interest coverige retio (timen) <br> Debt retio (times) | 3.1 2.2 0.8 | i.8 | 1.8 1.8 0.8 | 4.8 2.5 0.8 | 3.0 2.2 0.7 |

11 Ths rotios peprefent the mortge of retios for usch businest in the group ond cennot be celculared fron the figups shown in toble 2.

See Intil 1 for symbls oter motes.

## Oefinislens:

1. biquidity pitie:

Current a eufront bsept f curfent liseibities
2. Levernge petion:

- Dobeleguity = rotel lispilities / equity.
bl Debi resio e cotellisoilities/fotel ssets.
c) Interest coverge net profit interest expense/ interest ecpense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario. Wholesale Farm Macninery, Equipment and Supplies (Sic 5711)


 only thole Dusinesses roporting sytement of changes.
see ite 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SiC ciassification in i987 Onterlo, wholesale Farm Machinery. Equipment and Supplies (SIC 5719)

| Business size exoressed in averege labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averge lebour units(1) | Changes in number of businesees with peid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { redorting(2) } \end{array}$ | No anger reortine(3) |
| 1984 |  |  |  |  |  |
| Tots 1 | 722 | 80.345 | 3.897 | 60 | 25 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 692 \\ 28 \\ 2 \end{array}$ | $81.818$ $\begin{aligned} & x \\ & x \end{aligned}$ | $\begin{array}{r} 2.991 \\ 748 \\ 158 \end{array}$ | $\begin{array}{r}57 \\ 3 \\ \hline\end{array}$ | $\begin{array}{r} 28 \\ ! \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 704 | 102.855 | 4.136 | 83 | . . |
| less than 20 20-99 <br> 100-499 | 668 31 4 | $\begin{array}{r} 75.819 \\ 18.438 \\ x \end{array}$ | 3.031 759 303 | 80 2 1 | $\cdots$ |
| 500 and over | 1 | $x$ | 43 | - | $\cdots$ |

[^16]TABLE G. Selected operating charactoristtes of small businesses by sales quartile. 1985-1987 Ontario. Wholesale Farm machinery. Equipment and Supplies (Sic 5911)


1985

| Mumber of observetions in semple | 125 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales | 464.737 | 48.273 | 125.388 | 509.481 | 1,175.805 |
| Aversge expense \$ | 449.928 | 36.300 | 112.340 | 492.735 | 1,158.329 |
| Averige net profit (loss) | 14.811 | 11.973 | 13.048 | 16.746 | 17.476 |
| Businesges reporting profit (Mo.) | 107 |  |  |  |  |
| Averse seles 8 cher | 467.754 | 48.494 | 123.576 | 505.732 | 1.193.214 |
| Averege expense 5 | 441.786 | 31.344 | 108.399 | 484.435 | 1.162 .427 |
| Average net profit 5 | 25.968 | 17.150 | 14.837 | 41.297 | 30.787 |
| Businesen reporting - lose (Mo.l | 15 |  |  |  |  |
| Averege sales ${ }^{\text {d }}$ | 458,204 | 47.579 | 148.480 | 516.080 | 1.122.678 |
| Avorspe expense \$ | 473.032 | 51.804 | 151.345 | 542.554 | 1.145 .826 |
| Averape net loss ${ }^{\text {s }}$ | -14.828 | -1.225 | -5.155 | -26.474 | -23.148 |

1887

Mumber of doservation in sample
Aver ge seles
Average expense $\$$
Average net profit (loss)s

Gusinesset regortine proflt (Mo.)
Avertoe sales
Aversge expense s
Averige net profits

Dusinesses reporting lese (Mo.)
Avertige gales 8
Aver toge expense b
Averige net loss
111 inesa atimetes un Dese

See Tiole for symools and moses

TABLE 1. Selected operating patios, in percent of sales, 1987
Ontario. Wholesai Induteri
Totall: Scttom Sower
udocer

| Susinesses in sampie (No. Low sales value 3000 si High saies value ( $\$ 000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 198 \\ & 111 \\ & 11 \end{aligned}$ | $\begin{aligned} & \{1\rangle \\ & 132 \end{aligned}$ | $\begin{aligned} & 132 \\ & 371 \end{aligned}$ | $\begin{aligned} & 37 i \\ & 866 \end{aligned}$ | Q |
| :---: | :---: | :---: | :---: | :---: | :---: |


| selected expense item | Industry averagei2 |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onlv( 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Gome i } \\ \text { midol } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 70 p \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot }+0 \text { m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Voder } \\ \text { mode } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 47.1 | 33.7 | 48.8 | 55.7 | 52.6 | 87.0 | 54.3 | 46.1 | 52.3 | 57.5 | 82.1 |
| Occupancy expenses | 5.7 | 8.5 | 5.9 | 4.7 | 3.3 | 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 \& mantenance | 0.4 | 0.3 | 0.4 | 0.3 | 0.1 | 44.2 | 0.8 2.2 | 0.7 4.3 | 1.6 | 0.7 | 1.7 1.3 |
| Hest, light \& telephone | 1.9 | 3.2 1.6 | 1.9 | 1.5 1.8 | 1.2 | 87.2 67.5 | 2.2 2.3 | 4.3 | 2.0 2.6 | 1.8 | 1.3 1.5 |
| Rent |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 15.6 | 25.5 | 18.3 | 18.5 | 16.1 | 93.0 | 21.0 | 29.9 | 20.0 | 19.3 | 16.2 |
| Financisl expenses | 2.8 | 5.2 | 3.4 | 1.5 | 1.3 | 95.7 | 2.9 | 5.3 | 3.4 | 1.6 |  |
| Interest 8 bank charges | 1.2 | 2.3 | 1.1 | 0.8 | 0.8 | 74.7 | 1.7 | 3.8 | 9.4 | 1.1 | 0.9 |
| Protessional fees | 1.6 | 3.0 | 2.2 | 0.7 | 0.6 | 93.4 | 1.7 | 3.2 | 2.3 | 0.7 | 0.6 |
| Other uxpenses | 19.5 | 24.5 | 17.4 | 16.1 | 20.2 | 100.0 | 19.5 | 24.5 | 17.4 | 18.1 | 20.2 |
| Prafit (lass) | 4.8 | 2.6 | 6.3 | 3.6 | 5.8 | 98.2 | 4. 5 | 2.8 | 5.5 | 3.7 | 5.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . ${ }^{\text {. }}$ | $\ldots$ | - . | - $\cdot$ |  |

## $5 y$ mole

```
    zera or no abservetions
-. too smeli {ao de expressed
    nat soplicsbl
x confidential
```

Foornotes
(11) These estimetes are besed on sempl of businesses reporting seles betwen 525.000 end $\$ 2.000 .000$
(2) Value in esch cell $=\frac{\text { lotal weighted xpenditup on given item }}{\text { log for oech artile }}$

Total weighted sios of sil businesses in sho semple
131 Yelum in tech cell $s$ lotel mighted expenditur on given ittm
 individually and the totsi will not necestarily equal $100 \%$.

## Moter


 one querter of the total number of businesses. Within tech quertile. the aver age fotio is presented. for comper son pupposes. the high ind low velues of sales ur shown

## How to use the telote


12 The selected ponge will indicete the proper quertile, i. e. the botton 25y. the lower midde 25\%. the upptr midde 25\% of the top 25\%.
13 Dets porteining to the selected sales size range will be in that quartile.

## Stencerd Induetriei Clestificetion Definition (S1C IStol:

51C 5731 - Molessie Induttrist mechinery, Etwigment and Supelies








 wholest welding and machine?y

TABLE 2. Balance sheet profile for tncorporated businesses only. 1987
Onterio. Wholesale Industrial Machinery Equipment and Supplies (SIE 5731)

|  | Total! 1 ! | Botiom $25 \%$ | $\text { midale } 25 \%$ | Uode $\pi \cdot 001 \in 3.5 \%$ | 760 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cusinesses in samol ( $\mathrm{No)}$. Low sales vaiue i 9000 s) High sales value ( $\$ 000$ s) | $\begin{aligned} & 97 \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ | $\begin{aligned} & 11 \\ & 203 \end{aligned}$ | 203 | $\begin{array}{r} \$ 77 \\ 1.844 \end{array}$ | 1.044 |
|  | Aversae (\$000's) |  |  |  |  |
| Assets | - | - | - | - | - |
| Accounts and notes receivable | 105 | 19 | 51 | 111 | 236 |
| Inventory | - | - | - | - | - |
| Other curcent assets | 161 | 53 | 90 | - 90 | 309 |
| Total current sesets | 266 | 72 | 141 | 301 | 545 |
| fixed sasets | 41 | 9 | 45 | 21 | 89 |
|  | - | - | - | - | - |
| Otter asets | 15 | 35 | 13 | 8 | 9 |
| Totel useets | 32.4 | 118 | 195 | 330 | 643 |
| Listilities and equity |  |  |  |  |  |
| Other current liabilitios | 142 | 28 | 73 | 181 | 283 |
| Total curpent lisbilities | 172 | 35 | 79 | 212 | 357 |
| Mortgapes paysble |  | - | - | - | - |
| Long tera debt | 5 | 1 | 6 | 7 | 4 |
| Other lisbilities | 43 | 13 | 52 | 49 | 56 |
| Total liabilities | 219 | 48 | 137 | 285 | 418 |
| Total equity | 105 | 88 | 81 | 81 | 225 |

111 inse estimetes ore besed on saple of businesses reporting ssles between $\$ 25,000$ and $\mathbf{3 2}, 000,000$.
Set imble ifor symools and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987 Ontario, Wholesele Industrial Machinery Equipment and Supplies (Sic 5731)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { UBDer } \\ & \text { midole } 25 \% \end{aligned}$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sampl (No.) Low sales value ( $5000^{\circ}$ s) High sties vilue $\left\langle 5000^{\prime}\right.$ s) | 171 <br> (1) <br> (1) | $11)$ 203 | 203 477 | 1.047 | 1.044 |
|  | Aversge |  |  |  |  |
| Liquldity retio Eurfont ratio (timest | 1.6 | 2.1 | 1.1 | 1.4 | 1.5 |
| Leverage ratioa <br> Debtleanity ratio (times) <br> Interest coverage ratio (times) <br> Debt petio (times) | 2.1 6.9 0.7 | 0.7 0.2 0.4 | 2.2 8.8 0.7 | 4.4 4.2 0.8 | 1.9 8.5 0.7 |



Set itble ifor tymoois ind motes.

## Betlinitiont:

1. Liquidity retio:

2. Leverequ resios:
-1 Debifequity $=$ toter liobisitins / equity.
D) Debt ratio soisl limbilities/ coinl assets
c) Interent covergge nat profit inturest axpense / interest mpunse

TABLE 4. Statement of Enanges in financial oosition for incorporated businessiss only. 1987
Ontario, Wholesale industrial Machinery Equipment and Supplies (Sic 5731)

 only those bu inesses ruporing a satemens of enanges.
Set Iodic 1 for symools and notes.

TABLE S. Employment changes by size of business. 1984-1987 bsisd on Sic cisetificttion in 1987
Ontario. Wholesaie Industrial Machinery Equipment and Supplies (Sic 5731)

| Business size expressed in veroge labour units(1) | Number of Dusinesses | Total payroll( 8000 s) | Average labour units(1) | Chenges in number of des ansses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Mew 1 y reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 1. 238 | 362.257 | 15.022 | 148 | 105 |
| $\begin{aligned} & \text { 1ess inan } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.016 \\ 183 \\ 37 \\ 2 \end{array}$ | $\begin{array}{r} 105.771 \\ 127.056 \\ x \end{array}$ | $\begin{aligned} & 4.455 \\ & 5.302 \\ & 4.213 \\ & 1.052 \end{aligned}$ | 137 8 3 | $\begin{array}{r} 95 \\ 9 \\ \vdots \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 1. 400 | 493.702 | 17.150 | 170 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.131 \\ 225 \\ 42 \\ 2 \end{array}$ | $\begin{array}{r} 143.261 \\ 190.961 \\ x \\ x \end{array}$ | $\begin{array}{r} 4.954 \\ 6.630 \\ 5.082 \\ 474 \end{array}$ | 158 8 2 1 | $\ldots$ $\cdots$ $\cdots$ |





12 ) Refers to businesses reporting mo peyroll deductions in the previous yetr.
(3) Refers to businesses reporting no peyroli deductions in the following yeir
"mewly reporiing" and "no longer roporting" businesses ar assumed to heve beyt a ectivity for six months and the informetion is - ojusted accoroingiy
see lable f for symols and notes

TABLE 6．Selected operating characteristies of small businasses by sales quartile，1985－1987 Ontario，Wholessle induserial Machinery Equipment and Supplies（Sic 5731）

|  | Totall1！ | 30:40m $65 \%$ | midal ${ }^{\text {Ower }}$ | Jこロ』 T10610 25\％ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in samole | 89 |  |  |  |  |
| Average saies $\$$ | 585．324 | 77.389 | 317.848 | 560.643 | 1.285 .517 |
| average expenses | 561.606 | 86.461 | 289.427 | 829．394 | 1.241 .140 |
| Aversoe net piofit（loss）\＄ | 23.718 | －9．072 | 28.221 | 31.249 | －44．497 |
| Susinesses reporting eprofit（Mo．） | 295． 78 |  |  |  |  |
| Average seles \＄ | 595.363 | 75.409 | 397.648 | 582.314 | 1．306．079 |
| Aversige exoense ${ }^{\text {a }}$ | 542，365 | 56.883 | 289.427 | 509.029 | 1.214 .120 |
| Average net orofit \＄ | 52.998 | 18.526 | 28.221 | 73.285 | 81.959 |
| Businesses reporting loss（Mo．） Aversge stios |  |  |  |  |  |
| Averse seles ${ }^{\text {averge expense }}$（ | 833.827 707.911 | 78.547 103.760 | － | 625.423 862.491 | $1,197.510$ $1,357.483$ |
| Average net loss ${ }^{\text {a }}$ | －74．084 | －25．213 | － | －37．068 | －159．973 |

1986

| Mumber of obseryations in sample <br> Average sales $\$$ <br> Averoge expense $\$$ <br> Average net profit lloss！s | $\begin{array}{r} 104 \\ 518.759 \\ 497.956 \\ 20.793 \end{array}$ | $\begin{aligned} & 56.414 \\ & 62.177 \\ & -5.763 \end{aligned}$ | $\begin{array}{r} 221.671 \\ 207.994 \\ 13.877 \end{array}$ | $\begin{array}{r} 528.883 \\ 502.677 \\ 28.185 \end{array}$ | $\begin{array}{r} 1.268 .087 \\ 1.219 .097 \\ 49.070 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit（Mo．） <br> Average sules $\$$ <br> Average expenses <br> Average not orofis $\$$ | $\begin{array}{r} 85 \\ 599.876 \\ 476.833 \\ 43.243 \end{array}$ | $\begin{array}{r} 54,619 \\ 48.921 \\ 5.698 \end{array}$ | $\begin{array}{r} 217,747 \\ 192,337 \\ 25,410 \end{array}$ | $\begin{array}{r} 540.098 \\ 505.389 \\ 34.709 \end{array}$ | $\begin{array}{r} 1.287 .039 \\ 1.159 .884 \\ 107.155 \end{array}$ |
| Dusineszes reporting a loul（Mo．） <br> Average sales <br> Average expense $s$ <br> Average net loss $\$$ | $\begin{array}{r} 19 \\ 504.027 \\ 544.153 \\ -10.126 \end{array}$ | $\begin{array}{r} 51.294 \\ 98.202 \\ -36.908 \end{array}$ | $\begin{array}{r} 229.505 \\ 239.256 \\ -9.751 \end{array}$ | $\begin{array}{r} 454.822 \\ 484.807 \\ -29.985 \end{array}$ | $\begin{array}{r} 1.270 .485 \\ 1.354 .348 \\ -83.882 \end{array}$ |

1587

| Munber of observetions in semole <br> Avertge seles 8 <br> Averge exoenses <br> Average net profit（loss）s | 227 579.050 550.827 28.223 | $\begin{array}{r} 67.559 \\ 54.292 \\ 3.267 \end{array}$ | $\begin{array}{r} 246,796 \\ 240,170 \\ 8.828 \end{array}$ | $\begin{gathered} 587.195 \\ 569.101 \\ 18.056 \end{gathered}$ | $\begin{array}{r} 1.414 .850 \\ 1.329 .745 \\ 84.905 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting oroflt（Mo．） | 189 |  |  |  |  |
| Average inles 5 | 588.858 | 76．508 | 255．446 | 585.448 | 1．440．029 |
| Avorage expense ${ }^{\text {S }}$ | 537.941 | 51． 405 | 224.476 | 537.579 | 1．328．304 |
| Aversge not profits | 50.917 | 13，103 | 30.970 | 47.859 | 111.725 |
| Businesses peporting a lase（Mo．） | 58 |  |  |  |  |
| Avernge seles | 540.055 | 57．362 | 226.884 | 593.859 | 1．202．35？ |
| Averige expentes | 592，948 | 68．529 | 276.659 | 689.345 | 1．337．25？ |
| Averege net losss | －52．812 | －11．15？ | －49，975 | －95．486 | －54．900 |


See teble I for symols ond notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Wholesale weste materials (Sic 591)

|  | Total(1) |  | $\begin{array}{r} 80+t 0 m \\ 25 \% \end{array}$ |  | Lowe! micole 25\% |  | $m, s t$ Uese |  |  | ict |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol 'No.) Low soles value! 9000 ! High seins vaive (s000's) | $\begin{aligned} & 118 \\ & 11 \\ & 11 \\ & 11 \end{aligned}$ |  | $62$ |  | $\begin{array}{r} 62 \\ 132 \end{array}$ |  | $\begin{aligned} & 132 \\ & 515 \end{aligned}$ |  |  | 515 <br> 19 |  |
| Selected expense iem | Incustry aversage(2) |  |  |  |  | $\begin{aligned} & \text { : bust } \\ & \text { resses } \\ & \text { roporting } \end{aligned}$ | Redor:ing jusinesses oniy ( 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { sot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowt ? } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Uooer icd 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tot 1 | $\begin{gathered} B 0 t \div 0 \mathrm{~m} \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Joper } \\ \text { midd! } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Sercent of soles |  |  |  |  |
| Cost of seles | 40.1 | 32.8 | 37.8 | 37.5 | 51.8 | 11.8 | 45.7 | 2.1 | 55.5 | 39.0 | 55.8 |
| Occupancy exoenses | 10.2 | 16.0 | \%.8 | 10.7 | 5. 2 | 98.2 | 10.4 | - | 8.6 | 10.7 | 5.2 |
| Deprecistion | 2.5 | 2.5 | 2.9 | 2.8 | 1.9 | 75.6 | 3.4 |  | 6. 9 | 3.0 | 2.0 |
| Redevis meintonence | 2.9 | 1.7 | 3.3 | 2.1 | 1.3 | 60.9 | 3.5 | 3.1 | 5.6 | 3.3 | 1.9 |
| Hest. I ight teleonone | 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 | 28.8 | 16.7 | 85.0 | 22.3 | 23.7 | 20.2 | 28.2 | 17.1 |
| Financisl expenses | 3.1 | 2.0 | 5.6 | 2.7 | 1.7 | 88.2 | 3.5 | 3.5 | 8.1 | 2.8 | 1.7 |
| interest \& bink charges | 2.3 | 1.0 | 5.0 | 2.0 | 1.0 | 83.4 | 3.6 | 3.1 2.0 | ? 0.7 | 2.5 | 1.3 |
| Other expenses | 21.8 | 11.8 | 28.9 | 21.4 | 17.1 | 100.0 | 21.9 | 18.6 | 24.9 | 21.4 | 17.9 |
| Profit (lozs) | 5.1 | 10.5 | B. 3 | 0.9 | 5.8 | 59.2 | 5.9 | 10.5 | B. 3 | 1.0 | 5.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | $\cdots$ | - . | . . |

```
$yebol:
    2ero or no observetions
-- to0 smell to0 je expresesed
    not soplicabl
x confiden&isl
```


## eotnotes

(1) These estimetes be beed on temple of businesses peporting seles between \$25,000 ond 32,000,000.


131 Yelue in cech cell


This portion of the teble pertains only to the businestes reporting the specific expense item. Therofore anese retios ere culculted individully and the totsil will mot necessarily equel 100 z.

## Motes

Deta re shown by quertiles when ot leest 13 of the senplad businesses report she specific isem.
Recoros were panked in esending order eccording to seles size. Eech quertile (i. e. botson 25z. Iower midel 25z. etc. pepresents on Queper of the tozel mumber of businesses. Within each quertile. the mertge retio is presented. for comperison purposes. the high and low values of soles ere shown

Now to use the toblet

(2) The selected renge will indicate the proper quertilo. i. . the botish 25\%, the lower middit 25z. the upper midd 25z or the top 25童.
(3) Data pertining so the selecied selss size range will be in thet quartile

## Stunderd Industriel Clestificetion Definition ISIC IBsel.

sIC 5910 - Mhalessile Meste Materislt
Businesses primerily engaged in suromobile wrecking end in buying and selling waste merepists

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Onterio. Wholesale Waste Meterials (SIC sit)

|  | Totalili | $\begin{array}{r} \text { Sot:om } \\ 25: \% \end{array}$ | Lowe? $\text { mı } 24!25^{\circ}$ | $\begin{aligned} & \text { Uoce? } \\ & m, 00 . \\ & \hline 25 \% \end{aligned}$ | -ict |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (83 | 1118 | 116 319 | $\begin{aligned} & 313 \\ & 694 \end{aligned}$ | $\begin{gathered} 594 \\ 1! \end{gathered}$ |
|  | Average ( 5000 \%) |  |  |  |  |
| Aset: <br> Cash | - | - | - | - | - |
| Accounts and notes receivabie | 43 | 2 | 12 | 25 | 119 |
| Inventory | - | - | - |  |  |
| Oiher surcent assets | 108 | 35 | 70 | 102 | 225 |
| Totai current assets | 151 | 38 | 83 | 137 | 314 |
| Fixed asmets | ${ }^{8}$ | 28 | 37 | 92 | 184 |
| Less: Accum. deo. on fixed titete | 18 | 1 | - | - | 57 |
| Other assets | 18 | 1 | 9 | 5 | 57 |
| Total ussets | 255 | 68 | 129 | 238 | 585 |
| Liebilities and equity <br> Current loans |  |  |  |  |  |
|  |  |  |  |  |  |
| Other euprent linbilisies | 75 | 21 | 34 | 80 | 159 |
| Total current lisoilities | 113 | 28 | 12 | 132 | 247 |
| Mortgages dayable | - | - | - | - | - |
| Long term oevo | 5 | - | - | 4 | 21 |
| Other lisbilities | 48 | 18 | 46 | 15 | 115 |
| Total liabilitios | 187 | 45 | 18 | 151 | 38.4 |
| Total equity | 11 | 21 | 12 | 85 | 202 |

111 Phese estimutus bre bused on semple of businesses reporting salis betwern $\$ 25,000$ and $\$ 2.000 .000$.
Setinol ifor symools and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Onterio, Whelesale wate meterlals (Sic 591)

|  | Totel(2) | Botton 25\% | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper Tiddle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (MO.) <br> Lom sales value ( $\$ 000^{\circ}$ s) <br> Migh sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 83 \\ & (1) \\ & (1) \end{aligned}$ | (1) 114 | 114 313 | $\begin{aligned} & 313 \\ & 594 \end{aligned}$ | 694 111 |
|  | Averege |  |  |  |  |
| Liquidity stio Current ratio (times) | 1.3 | 1.3 | 2.0 | 1.0 | 1.4 |
| Leverase retios Debtleavity retio (times) Interst coversige retio (times) Debt Patio (times) | 1.9 4.3 0.7 | 2.1 11.8 0.7 | 2.1 0.7 | 1.8 8.5 0.6 | 1.9 5.2 0.7 |



See foble I far symbols end motes

Etifitiges:

1. Liquidity resio:

Curront z current ousers ; curret lintilities.
2. Levering rerioz:

- Debi/equity = rotal liobilities / eouity
b) Debi patio s coisl lisbilities/totel assets
c) Interest coversge s net profit interest expenge/ interest ocpenst

TABLE 4. Statement of enanges in financial position for incorporated businesses only, 1987
Ontario. Wholesale waste Materials (SIC 591)

 only those businsses reporting a siatement of changes
See Tole 1 for symbols and notes.

TABLE 5. Employment changes by size of businesz 1984-1987 besed on sic ciesitification in 1987
Ontario. Wholesele Weste Materlals (Sic 591)

|  |  |  |  | Chenges in num with pel | of busincsses oloyets |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business ize expressed in everoge labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payrol) } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units(1) | New 1 y <br> reporting(2) | No Ionger reorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 510 | 12.036 | 4.591 | 81 | 36 |
| $\begin{aligned} & \text { los: than } 20 \\ & 20^{\circ}=99 \\ & 100=499 \end{aligned}$ | $\begin{array}{r} 44 \\ 57 \\ 9 \end{array}$ | $\begin{aligned} & 28.770 \\ & 36.057 \\ & 17.209 \end{aligned}$ | $\begin{array}{r} 1.815 \\ 2.211 \\ 965 \end{array}$ | 55 4 2 | $\begin{array}{r} 33 \\ 2 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 528 | 104.361 | 5.220 | 55 | - . |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99 \\ & 100-699 \end{aligned}$ | 456 65 7 | $\begin{aligned} & 37.385 \\ & 50.023 \\ & 17.553 \end{aligned}$ | $\begin{array}{r} 1.882 \\ 2.521 \\ 817 \end{array}$ | 57 | - |
| 500 and over | - | - | - | - | -. |

$(1)$ dverage labour units se celculated by dividing cotel poyroll by the overoge onnusl wage and stery rate as reportod in the

 500 employes in canace es a whol but less than thes numper in any given province it is show in the 500 sond over group.
121 Refers to businesses reporting mo peypoll dequefions in the previous year
131 Refers to businesses reporling no peyroll deductions in the folloming yeur
Wewly roporting" snd mo longer reporting" Dusinssses we assumed ro have ben in ectivizy for six months and the information is adjusted accordingly.

Set Tabl 1 for symbols and notes

TABLE 6. Seiected operating characteristics of small businesses by sales quartile. i985-1987 Oneario, Wholeste Weste Materims (SIE 59i)


1985

| Number of observetions in sample | 88 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 384.090 | 39.879 | 134. 518 | 265.127 | 1.016.738 |
| Averape exdense 3 | 347.388 | 35.130 | 122.090 | 242.197 | 990.135 |
| Average net diotit (loss) \$ | 15.702 | 4,749 | 12.528 | 22.930 | 26.601 |
| Businesses reporting profit (Mo.l | 73 |  |  |  |  |
| Averoge saies 5 | 353.817 | 39.080 | 136.438 | 260.086 | 979.555 |
| Averege expenses | 322.964 | 30.681 | 119.838 | 218.799 | 922.556 |
| Average net diofits | 30.853 | 8.419 | 16.600 | 41.287 | 57.109 |
| Businesses ravorting loss (Mo.) | 15 |  |  |  |  |
| turerses salus | 463.517 | 42.616 | 125.120 | 278.251 | 1. 110.081 |
| Averege expense \$ | 548,320 | 50.435 | 133.841 | 293.828 | 1.707 .176 |
| Averoge net loss \$ | -82.803 | -7.819 | -8.72i | -17.577 | -297.095 |

1986

| Mumber of observations in sampl | 100 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sties \$ | 301.247 | 46.710 | 92.880 | 205.173 | 880.225 |
| Average expense \$ | 284.492 | 42.621 | 78.872 | 189.868 | 825.808 |
| Averige net profit (loss) \$ | 16.755 | 4.089 | 14.008 | 15.505 | 33.418 |
| Businesses reporting a profit (Mo.) | 86 |  |  |  |  |
| Aversge stics | 309.939 | 48.585 | 92.043 | 254.656 | 844.473 |
| Average expense $\$$ | 281.228 | 27.689 | 75.630 | 226.302 | 795.292 |
| Averege nei profit $\$$ | 28.711 | 20.896 | 16.413 | 28.354 | 49.181 |
| Businessen reporting loss (Mo.) | 14 |  |  |  |  |
| Average sales | 335.522 | 45.315 | 99.658 | 109.585 | 1.087 .531 |
| Avorage expenses | 389.827 | 53.735 | 105.124 | 118.900 | 1.281 .549 |
| Average net loss \$ | -54.305 | -8.420 | -5.468 | -9.315 | -194.018 |

1887


set iot i for symoois and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontarlo. Wholesal General Merchandise (SIC 598)

|  | Torai: 1 , |  | Botiom 25: |  | $\text { miode } \frac{\text { Lown }}{}$ |  | $\begin{array}{r} \text { IJocer } \\ \text { middle } 25 \% \end{array}$ |  |  | 900$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses $n$ samcle : No. Low sales value ( 9000 s) High sales value $(\$ 000$ 's | $\begin{array}{r} 81 \\ 1! \\ 11 \end{array}$ |  | $29$ |  | $\begin{aligned} & : 9 \\ & 53 \end{aligned}$ |  | $\begin{array}{r} 63 \\ 108 \end{array}$ |  |  | $\begin{aligned} & 108 \\ & 11 \end{aligned}$ |  |
| Selecied expense item | Industry averape(2) |  |  |  |  | $\begin{aligned} & \text { \% Susi- } \\ & \text { resses } \\ & \text { reorting } \end{aligned}$ | Roporting businesses ontri है) |  |  |  |  |
|  | Toi*1 | Bottom $25 x$ | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | voper idde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tota. | $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { m, } 00 . \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { T. } 0 \text { al } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Porcer: of sales |  |  |  |  |
| Cost of sales | 5.3 | - | 3.9 | 1.7 | 21.1 | 11.3 | 37.4 | - | $1 \times$ | 55.1 | 54.7 |
| Occupency expensen | 10.1 |  |  |  | 6.5 1.5 |  | 11.5 5.7 |  |  | 5.3 3.0 |  |
| Dedrecistion Reosirs of maintenance | 1.2 1.0 | 10.5 0.5 | 2.9 | 2.1 | 1.5 0.5 | 73.9 31.0 | 5.7 3.4 | 10.5 1.7 | 5.1 5.2 | 3.0 3.8 | 2.2 2 |
| Hest. 1 ight 8 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 | 5.0 | 0.8 | 7.2 | 12.1 | 14.5 | 46.4 | 20.3 | 2.5 | 51.0 | 26.6 | 20.1 |
| Finenciel expenses | 1.8 | 1.3 | 1.3 | 1.2 | 2.5 | 79.9 | 2.3 | 1.3 | 1.1 | 2.5 | 3.6 |
| interest B Dank charges | 0.9 | 0.9 | 1.2 | 0.6 | 1.0 | 42.3 | 2.1 | 6.1 | 2.0 | 2.1 | 1.5 |
| Profestionsl fees | 0.9 | 0.4 | 0.7 | 0.6 | 2.0 | 73.4 | 1.3 | 0.5 | 0.8 | . | 2.6 |
| Dther expenses | 25.7 | 28.7 | 21.3 | 23.2 | 28.8 | 59.9 | 25.7 | 28.9 | 21.3 | 23.2 | 28.1 |
| Profit (loss) | 45.9 | 48.8 | 59.1 | 52.5 | 26.1 | 100.0 | 45.9 | 48.1 | 59.1 | 52.5 | 26.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\cdots$ | . . | ... |

## Syebol:

- zuro or no observerions
- $\quad 100$ smili 100 oe expressed
not applicebl.
- confidencial


## Foornoter

 Total weighted expenditur on siven item

(3) velue in oach coll=

 individully and the totel will not nocesserily equel 1002.

## Motes


 on guerter of the roral number of businesses. Within eten quertile, the rverage retio is prosented. Por come nt purposes. ihe high and low values of geles ert shown

Mow to ute the rables

(2) The selected range will indicste the proper quertile. i. the dotion 25z. the tower migol 25\%, the upper migde 25t or the $10025 \pm$
(3) Otte pertaining to the selected stels size range will be in thet outrile.

## Stenderd Industrisl Cleseificetion offinition (sic 18s0):

SfE Ste - Wholesele General Merchendise
 sporting gooes. toys and ganes tend to be the most incortant. but no line is gufficiently important to constitute primery activity.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, wholesale General Mershandise (SIC 598)

|  | Totel 11 | Sct 10 m 25* | miceie ${ }^{\text {Lower }}$ |  | Pos $25$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole Mo. Low sales value (5000's) High seles vaiue ( $9000^{\prime}$ s) | $\begin{gathered} 38 \\ (1) \\ (1) \end{gathered}$ | -- | -- |  |  |
|  | Average : 8000 's \} |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash $\begin{aligned} & \text { accounts and notes receivabl }\end{aligned}$ | 25 |  | - | -- | -- |
| accounts and notes receivabl inventory | 25 | -- | -- | -- | -- |
| Other current assets | 58 | -- | - | - | -- |
| fotsl current masets | 83 | - | -- | -- | - |
| Fixed essets | 18 | -- | - | - | - |
|  |  | -* | -- | - |  |
| Other -sets | 39 | - | -- | - | -- |
| Total usiste | 140 | -- | - | - | - |
| Liabilities and eavity |  |  |  |  |  |
| Other current lisoilitios | 55 | -- | - | -- | -* |
| Total current liobilities | 68 | -- | ** | -- | - |
| Mor togas payable | - | -- | - | -- | - |
| Long term debt | 2 | -- | -- | -- | -- |
| Other lisoilities | 18 | ** | -* | -- | $\cdots$ |
| Totel insbilitios | te | -- | -- | -- | -- |
| Totel equity | 52 | -- | - | -- | -- |

(11) These espimetes are bused on semple of businesses reporting soles detmetn $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$.

Set iecte ifor symools and notes.

TABLE 3. Financial retios(1) for incorporeted butinesses only. 1987
Onterio. Wholesele Genersi Merchendise (SIC ses)

|  | Total (2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { nidd } 25 \% \end{aligned}$ | Upper middl. 25\% | T00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low seies valu ( $\$ 000$ High sales value ( $\$ 000^{\prime}$ s) | 38 $(1)$ $(1)$ | -- | -- | - | -- |
|  |  |  | Aversoge |  |  |
| Liquidity retio Curtent catio (times) | 1.2 | -- | -- | -- | -* |
| Leverage retios <br> Debt/equisy retio (times) <br> intorest coverage ratio (times) <br> Dede ratio (limes) | $\begin{array}{r} 1.7 \\ 13.4 \\ 0.6 \end{array}$ | -- | -- | -- | -- |



set Tele i for symbals the motes.

## Definitions

1. Liquidity retio:

Current = current ossets / curpandiderities
2. Lewerep retlot:

- Deot/fquity s sotel listiliries f eqity

DI Debt eatios toral ditulicies/fotal assers.
c) Inverest coverepe s nes profis einterest expense/ interest tocense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Onterio, Wholesale General Merchandise (SIC 598)

 only those busingsses peporiing steremeni of chonges.
See isble 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on sic classification in 1987 Onterlo. Wholest General Merchandlat (SIC 598)

(1) svorage lobour units ore celculsied by dividing tolal payroli by the average annull wege and salary rete as reported in the

 500 mploye es in Canade as athole Dut lass thm that mumber in any given province it is shown in the soo ond over groud.
(2) Refers to businesses reporiing no payroll deductions in the orevious veer.
(3) Refers to businesses reporting no peyroll deductions in the folloming vere
"Newly reporing" and "no longer roporting" businesses are assumed to have been in ectivity for six months and ine information is sojusied accordingly

Ser teble 1 for symoals and notes.

TABLE 6. Selected operating characteristict of small businesses by sales quaritle, 1985-1987
Ontario. Whoiestl Genertl merchandise (Sic 598)

| To:8111 | B0:rom | Lower | Joce: | -00 |
| :---: | :---: | :---: | :---: | :---: |
|  | 25\% | mucde $25 \%$ | miode 25\% | 5: |

1985

| Number of observetions in semple <br> Average sales 5 <br> Average expense $\$$ <br> Average net piofit (losel)s | $\begin{array}{r} 64 \\ 111.399 \\ 85.874 \\ 24.525 \end{array}$ | $\begin{aligned} & 32.209 \\ & 21.210 \\ & 10.999 \end{aligned}$ | $\begin{aligned} & 44.502 \\ & 25.974 \\ & 17.528 \end{aligned}$ | $\begin{aligned} & 67.978 \\ & 29.772 \\ & 28.206 \end{aligned}$ | $\begin{array}{r} 300.905 \\ 259.541 \\ 41.365 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausinesses recorting profit (Mo.) | 57 |  |  |  |  |
| Average sales \$ | +27.880 | 32.209 | 48.210 | 66.954 | 364.146 |
| Average expense ${ }^{\text {s }}$ | 95.279 | 21.210 | 21.041 | 36.830 | 302.236 |
| Averege net profits | 32.601 | 10.999 | 27.169 | 30.324 | 81.910 |
| Businemes feporting a lose (Mo.) | 7 |  |  |  |  |
| Average salos $\$$ | 75.300 | - | 37.240 | 87.883 | 103.997 |
| Aversge oxoense | 88.463 |  | 38. 593 | 100.196 | 126.601 |
| Average net loss 5 | -12.163 | - | -1.353 | -12.533 | -22.804 |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mumber of obenvetions in sample Averagessles | 140.609 | -- |  |  |  |
| Averse expense \$ | 122.283 | -- | -- | $\cdots$ | -- |
| Average net piofit (loss) \% | 18.328 | - | -- | - | -- |
| Businesees resorting apofit (Mo.) | 10 |  |  |  |  |
| Avoroge seles ${ }^{\text {coser }}$ | 128.926 | -- | -- | - | -- |
| Aversge expentes | 107.378 | -- | -- | -- | - |
| Average net profis | 21.548 | - | -- | - | - |
| Susinesses reporting lose (Mo.) | 5 |  |  |  |  |
| Averoge salos 5 | 287.79i | -- | - | - | - |
| Averege expenses | 299.394 | - |  |  | - |
| Average net loss 5 | -11.603 | -- | -- | -- | - |

1887


[^17]TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario, Food (Groceries) Stores (SIC 6011)

|  | Toral: 1 |  | Boitom$25 \%$ |  | midale ${ }^{\text {cowe: }}$ |  | UEDer <br> midde 35: |  |  | T |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a samele No.: Low sanes value 5000 es Hign sales vatuo $\$ 9000$ : | $\begin{aligned} & 241 \\ & 11 \\ & 11 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 89 \end{array}$ |  |  | $\begin{array}{r} 89 \\ 404 \end{array}$ | $\begin{aligned} & 404 \\ & 855 \end{aligned}$ |  |  | (i) |  |
| Selected exomene item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only 3 ! |  |  |  |  |
|  | Total | 80ttom | $\begin{array}{r} \text { Lower } \\ \text { miodle } \\ 25 \% \end{array}$ | Uoder idde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bo: $\begin{array}{r}\text { \% } \\ 25 \% \\ 25 \%\end{array}$ | $\begin{array}{r} . . . \\ \text { midi } \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { TOD } \\ & =5 \% \end{aligned}$ |
|  | Purcent of salus |  |  |  |  |  | Percent of sules |  |  |  |  |
| Cost of seles | 69.2 | 63.1 | 73.0 | 71.3 | 68. 2 | 95.9 | 72.2 | 72.5 | 73.0 | 73.0 | :-. |
| Oceupancy expenses | 5.7 | 11.2 | 7.2 | 4.7 | 3.9 | 99.8 | 6.7 1.5 | 11.2 | 1.2 2.0 | 4.7 1.0 | 3.5 |
| Dedecition | 1.1 | 1.0 | 1.5 | 0.9 | 1.0 0.5 | 76.3 82.6 | 1.5 0.9 | 2.7 2.1 | 2.0 0.7 | 0.7 | 0.6 |
| Reosics ${ }^{\text {a }}$ me intenence | 0.8 | 1.4 | 0.8 | 0.7 1.1 | 1.0 1.1 | 82.6 95.8 | -. 8 | 4.5 | 1.8 | 1.2 | 1.1 |
| Hest. 1 ighe \& telephons Rent | 2.8 | 4.4 | 3.4 | 2.0 | 9.3 | 59.9 | 4.6 | 8.1 | 5.0 | 3.8 | 2.1 |
| Personnel expenses | 7.5 | 4.7 | 8.3 | 7.5 | 3.5 | 79.5 | 9.5 | 13.1 | 9.7 | 7.1 | 3.5 |
| Financial expenses | 2.0 | 3.2 | 2.8 |  |  | 98.5 | 2.0 1.6 | 3.3 2.5 | 2.8 |  |  |
| incerast $\&$ bank charges Profossional tes | 1.3 0.7 | 1.5 1.7 | 2.1 | 0.9 0.3 | 0.7 | 79.6 88.0 | 1.6 0.8 | 2.5 2.0 | 2.4 0.6 | 1.1 0.4 | 0.8 0.3 |
| Other expenses | 13.5 | 16.4 | 1.8 | 13.5 | 15.4 | 100.0 | 13.5 | 16.4 | 8.8 | 13.5 | 15.4 |
| Profit (loss) | 1.1 | 1.4 | - | 1.5 | 1.0 | 98.8 | 1.1 | 1.4 | - | 1.2 | 1.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | $\cdots$ | $\ldots$ | . $\cdot$ |

## syeools

- zero or no observations
- 200 smell 100 de expressed
not moliceble
* confidentivi


## Footnotes

111 These estimetes spagesed on stmple of businesses reporting seles between 825.000 end 12.000 .000


This portion of the toble perteins only to the ousinesses reporting the specilic expense item. Therefore phese retios are calculted individuelly and the cotal will not necessarily nquel $100 \%$.

## Motes

Date be shown by quertiles when at lease 1 j of the sempled businasses report the specific itom

 high and low volues of seles efo shown

Mow to use the teblet

(2) The selected ronge will indicet the prope -ils. i. the botton 25s. the lower middle 25\%. the upper middi 252 or phe top $25 \%$.


Stenderd Industrisl Cleselfieztion Delinition 15IC 10sol:
SIE 8011 . Food lGroceriesl Stores
8usinesses orimerily engageo in repailing general line of proceries such as cannod and/or frozen foods. prepared mets. fresh fruit fio vegetables. desserts end sisples such as tea. coffer. spices. tugar ano flour. fresh mets ano poultry may de included. In addition. limired lines of newspaers. magaginus. pappp products. soft drinks. Deep and wine. robucco producis. health and bieuty ids, houstweres. flowers. plents and other non-food erticies mey be sold. These businesses inciude chain grocery stores, convenience tood faroceries)


TABLE 2. galance sheet profile for incorported businesses only, 1987
Dncario, Food (Lroceries) stores (SIC 6011)

|  | Total(1) | Sot.0m 25\% | midd ${ }^{\text {Lower }}$ ( $25 \%$ | $\begin{array}{r} \text { Joder } \\ \text { mide! } \mathrm{E} \end{array}$ | T00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $\$ 000$ s High salis value $\left(\$ 000^{\prime}\right.$ ) | $\begin{aligned} & 13! \\ & 3 i\} \\ & 4 i j \end{aligned}$ | 39\% | 347 584 | $\begin{array}{r} 664 \\ 1.150 \end{array}$ | $1.150$ |
|  | Average 3000 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 4 | 2 | 3 | 6 | 6 |
| Accounts and notes recuiviol Inventory | 4 | 2 | 3 | 6 | 0 |
| Other current assets | 82 | 20 | 56 | 99 | 148 |
| Totel current assets | 86 | 21 | 59 | 106 | 154 |
| Fixed essets | 55 | 24 | 23 | 75 | 97 |
| Less: Accum. ded. on fixed fesets | - | - | - | 18 | 37 |
| Other seset: | 25 | 26 | 17 | 18 | 37 |
| Fotal mesets | 188 | 71 | 100 | 138 | 289 |
|  |  |  |  |  |  |
| Current loens | 15 | 4 | 9 | 14 | 31 |
| Other Eurrent liabilities | 60 | 29 | 32 | 71 | 105 |
| Total curtens liadilities | 74 | 33 | 41 | 85 | 135 |
| Mortgeges parebie | - | - | - | - | \% |
| Long term obebt | 4 | 1 | - | 6 | ? |
| Other lisbiliticas | 46 | 20 | 40 | 56 | 63 |
| Total lisbilities | 123 | 54 | 11 | 147 | 208 |
| Total equity | 43 | 17 | 18 | 51 | 13 |


So: iable for symbols and motes.

TABLE 3. Financtil retios(1) for incorporeted butinesses only. 1987
Onterlo. Food (Groceries) Stores (S1c s011)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { niddle } 25 \% \end{aligned}$ | Upper $\text { middl } 25 \%$ | TO0 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in smmale (No.) Lom sales value ( $\$ 0000^{\prime}$ ) High seles value ( $\$ 000^{\prime}$ s) | 131 $(1)$ (1) | $11)$ 347 | 347 664 | 664 1.150 | 1.150 $(1)$ |
|  | Average |  |  |  |  |
| Liquidity patio Current ratio (times) | 1.2 | 0.6 | 1.1 | 1.2 | 1.1 |
| Leverage ratiot <br> Debtfequity petio (times) <br> Interest coverage ratic (times) <br> Debt retio (times) | 2.9 1.5 0.7 | $\begin{aligned} & 3.3 \\ & 0.8 \end{aligned}$ | 6.5 0.8 0.8 | 2.9 2.3 0.7 | 2.5 1.9 0.7 |



Ser Tuble ifor symole was nuves.

Qefinitions:

1. Liquidity ratio:

Curront a current essets / cuprent linbilities
2. Leverage retias:
al Debe/equity $=$ rotal lisbilities / equity.
b) Debr ratio = rotal lisbilities total essers
et linerest coveroge = net profit interest expense $/$ internst expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Ontario, food (Groceries) Stores (Sic 5011 )

|  | Total(1) | $\begin{array}{r} \text { 30: } \% \text { om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lome: } \\ & \text { micdle? } \end{aligned}$ | Unロ: <br> mido - 5 : : | O\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\$ 000^{\prime}$ si Hign sales value (5000's) | $\begin{aligned} & 58 \\ & 11 \\ & 11 \end{aligned}$ | $427$ | $\begin{aligned} & 127 \\ & 799 \end{aligned}$ | $\begin{array}{r} =9 \\ 264 \end{array}$ | $1.25=$ |
|  |  |  | arage $1 \$ 000^{\prime}$ s. |  |  |
| Operating sctivities Cast from oderations Oepreciation Othe? | $\begin{array}{r} 14 \\ 12 \\ -2 \end{array}$ | $\begin{aligned} & 3 \\ & 8 \end{aligned}$ | $\begin{aligned} & 2 \\ & 7 \\ & 7 \end{aligned}$ | 5 15 7 | 30 15 -20 |
| Dividends | -3 | - | $\cdots$ | -7 | -5 |
| Investment metivities Disposel of fixed assets Purchase of fixed essets Incresse in invertment Decresse in investment | $\begin{array}{r} 8 \\ -12 \\ \hline \end{array}$ | 1 -4 | -7 | 9 -13 -2 | $\begin{array}{r}21 \\ -22 \\ \hline 1\end{array}$ |
| Finencing ectivities <br> Incresse in long term debt <br> Reourment of long term debt <br> Loans fiom shar molders <br> hepayment of louns fiom shareholders <br> Advancas \& loans f iom government <br> lncrease in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 6 \\ -14 \\ 6 \\ -14 \\ - \\ -1 \end{array}$ | -3 - - - -8 - | $\begin{array}{r} 7 \\ -21 \\ 6 \\ -23 \end{array}$ | 7 -13 11 -23 - -1 | 7 -18 3 -6 |
| Incresse(decreate) in cesh s equivalonts Cush $k$ cuivalents-Beginning of the year Cash \& equivalents - End of the yesr | -1 12 12 | 4 3 7 | -21 18 -2 | 18 | 7 7 15 |

 only those businesses reperting statinent of changes.
Sen Tabin i for symols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassificetion in 1987
Onterio. Food (Groceries) Stores (SIC so11)


(1) Averseg labour units efe calculted by dividing total perroll by the everege ennul wage and setmy reze es reported in the Survey of Employment. Poyrall and Hours, Siatistics Conede. Cetblogut 12-002. An average labour unit could be interpreted as a
 500 employess in Cansde as whol but lass than that number in any given province it ishom in the 500 and over group
121 Refers 10 businesses reporting no payral deductions in the pewious year
(3) Relers 20 businesses reporting no payroll odactions in the following yee

Memly reporting" and "no longer reporting dusinesses are assumed to hove been in sctivity for six months and fhe intormetion is ajusted eccordingty

See rable i for symools and notes

TABLE 6. Selected operating enaracteristics of smell businesses by saies quartile. $1985-1987$ Ontarlo. Food (Groceries) Stopes (S|C 6011)

|  | Teqaili! | $\begin{array}{r} 30:-0 \mathrm{om} \\ 25 \% \end{array}$ | Miode -owe! |  | -08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of obsarvetions in smmple | 1.570 |  |  |  |  |
| Average selos s | 329.309 | 56.150 | 146.487 | 281.287 | 833.350 |
| Averege expence | 318.548 | 51.865 | 139.029 | 271.229 | 811.366 |
| Average net grofit (loss) \$ | 10.781 | 4.284 | 7.458 | 9.318 | 21.984 |
| Businesses reporting orofit (Mo.) | 1.353 |  |  |  |  |
| Averege sales ${ }_{\text {avereg expense }}$ | 327.182 |  |  | 282.785 | 821.425 |
| Averse expense ${ }^{\text {a }}$ averse | 309.888 17.314 | 46.608 9.087 | 138.308 10.553 | 255.900 16.855 | 788.554 $32.77 \%$ |
| Businesses poporting lose (Mo.) | 217 |  |  |  |  |
| Averege sales | 336.803 |  | 134.079 | 273.861 | 882.178 |
| Averape expenses | 352.76 ? | 62.552 | 142.798 | 301.354 | 904.363 |
| Average net loss \$ | -15.964 | -5.437 | -8.719 | -27. 513 | -22.185 |

1986

| Mumber of coservations in semple <br> Average soles \$ <br> Average expense 5 <br> Average net Diof it (loss) \$ | $\begin{array}{r} 997 \\ 372.869 \\ 363.032 \\ 9.837 \end{array}$ | $\begin{array}{r} 87.610 \\ 64.989 \\ 2.521 \end{array}$ | $\begin{array}{r} 188.565 \\ 158.866 \\ 9.899 \end{array}$ | $\begin{array}{r} 329.757 \\ 314.835 \\ 16.922 \end{array}$ | $\begin{aligned} & 921.745 \\ & 913.636 \\ & 11.109 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting profit (Mo.) | 138 |  |  |  |  |
| Average sales | 369.527 | 71.149 | 189.253 | 326.107 | 911.600 |
| Average expenses | 352.113 | 63.754 | 155.158 | 305.124 | 884.417 |
| Average net profit \$ | 17.414 | 7.395 | 14.095 | 20.983 | 29.183 |
| Businesses reporting loss (Mo.) | 158 |  |  |  |  |
| Average seles \$ | 385.190 | 61.555 | 185.728 | 345.483 | 967.995 |
| Average expenses | 401.572 | 67.101 | 173.142 | 356.675 | 1.009.768 |
| Average net loss \$ | -16.482 | -5,546 | -7.414 | -11.192 | -41,773 |

1987

| Munber of observations ith smole Avarige sales 5 <br> Aversge expenses <br> Averege net protit (losel)s | 243 554.823 548.283 8.540 | 57.531 55.674 1.857 | 246.933 248.831 102 | $\begin{array}{r} 831.377 \\ 620.927 \\ 10.450 \end{array}$ | $\begin{array}{r} 1.283 .449 \\ 1.269 .700 \\ 13.749 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buainesses reporting a profit (Mo.) | 174 |  |  |  |  |
| Average sates 5 | 570.745 | 58.738 | 299.374 | 630.299 | 1.294.557 |
| Average exdenses | 552.247 | 53.948 | 285.187 | 605.734 | 1.261.118 |
| Average net profit \$ | 11.498 | 6.790 | 14.187 | 24.555 | 30.448 |
| Busimesser reportind elose (Mo.) | 81 |  |  |  |  |
| Aversge saless | 537.86 ? | 51.936 | 211.982 | 633.542 | 1.253.908 |
| Aversas expenst | 555.591 | 63.679 | 221.267 | 652.886 | 1.284 .532 |
| Average net losss | -17.724 | $-11,743$ | -9.285 | -19.244 | -30.824 |


Set isol. ifor symbois and notes

TABLE 1. Selected operating ratios, in pereent of sales. 1987
Ontario, Food (Specialty) Stores (SIC 6012)


```
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    zero or no observecions
- so0 small to0 0e mpressed
    not applicati.
x confidentiel
```


## Feornotes

(t) Thest estimetes ere pesed on s semple of busingeses reporting sules between $\mathbf{3 2 5}, \mathbf{0 0 0}$ end $\mathbf{2 2 . 0 0 0 . 0 0 0}$


This portion of the table oftsins only to the busingsses reporting the specific popence iten. fherefore these retios ert celculstad individuslly and the sosel will not necesserily noul $100 \%$.

## Motes



 high and lom viluts of selet ere shom

How to yot the telter

 top 25\%.
(3) Dete persioning to the selected solt sitt renge will be in thet quertile.

Stenderd Induetriel Cisesiflestion Definition (SIf Isel:
SIE © 012 . Specisliy Food Storet
 sell mainiy purchased gooos sha shoos wich oste their producis on the premises end sell fhen over ofhecountef to fingl consumers. This industry includes Dresd and ofstry shoos. Dusehep shogs, comfectionepy torts. dipy prooucts seores, deliceregsens. fish end sen
 food strvicesl

TABLE 2. Balance sheet profile for incorporizted businesses only. 1987
Ontapio. Food (Specisliy) Siores (S|c 8012)

|  | Total!! | $\begin{array}{r} \text { 3ot:3m } \\ 25= \end{array}$ | m:octe $25 \%$ | Upoer <br> niode : E: | Se\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 202 \\ & 11) \\ & (1) \end{aligned}$ | 19 113 | 113 316 | $\begin{aligned} & 315 \\ & 85 \\ & 85 \end{aligned}$ | $653$ |
|  | Averege (5000 3 ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosn | - | - | - | - | \% |
| Accounta and notes receivable | 6 | 1 | - | 4 | 17 |
| Inventory | - | - | - | - | - |
| Other currome assers | 39 | 13 | 41 | 48 | 133 |
| Totse current assets | 55 | 14 | 41 | 52 | 149 |
| Fixed ussets | 45 | 22 | 50 | 45 | 79 |
| Less: Accum. deo. on fixed asets Other eszets | 12 | 2 | 12 | 18 | 9 |
| Totel asets | 126 | 31 | 103 | 115 | 244 |
|  |  |  |  |  |  |
| Current loens | 12 | 2 | 9 | 19 | 25 |
| Other current liabilities | 45 | 11 | 36 | 36 | 95 |
| Totel current liablicies | 57 | 13 | 45 | 48 | 120 |
| Mortgages gavebie | - | - | - | 7 | - |
| Long term get: | 3 | 1 | ${ }^{9}$ | 7 | 3 |
| Other lizoilitios | 40 | 26 | 32 | 37 | 66 |
| Total liabilitios | 100 | 31 | 78 | 31 24 | 190 |
| Totsl equisy | 25 | - | 25 | 24 | 54 |

(1) inese extimares are desec on semple of businesses reporing soles between 885.000 and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$
fee isole i for symols and notes.

TABLE 3. Financial ratios (1) for incorporated businezsez only. 1987
Onterlo. Food (Specielty) Stores (SIC 6012)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\text { middl } 25$ | $\begin{array}{r} \text { Uooer } \\ \text { midd } 25 \% \end{array}$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iMo. Low sales velue ( $\$ 000$ 's) High sales velue ( $\$ 000$,s) | $\begin{aligned} & 202 \\ & (1) \\ & (1) \end{aligned}$ | 11 113 | 113 316 | 316 653 | 653 (1) |
|  | Averege |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.1 | 1.1 | 0.9 | 1.1 | 1.2 |
| ```Leverege retion Dabt/equity ratio (times) Interest coverage ratio (times) Oabt ratio {times)``` | 3.8 1.4 0.8 | -183.4 1.0 | 3.1 0.8 | 3.8 2.5 0.8 | 3.5 2.0 0.8 |


121 These essimetes ere besed on exeple of bsisewses reporting seles between 225,000 end 22,000,000.
Sef table ifor symols and notes.

## sefinitions:

1. Levidity petio:

Current E cuppont assets forme litaities.
2. Levernge retion:

0eoplequier = eose lispilities / equity.
Det retio $=$ tolbl limbilities / qotel sesers
e) interest coverge $=$ not protit + interest expense $/$ incerest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Ontario. Food (Specialty) Stores (SIE 6012)

| Tota 111 |  | $\begin{array}{r} 30 t+0 m \\ 25 \% \end{array}$ | Lowe? middle 25: | UoDer midde SE* | Toe :5\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in sampie (Mo.l Low sales value $3000^{\circ}$ s) Migh sales value \{ $\$ 000$ 's! | $\begin{array}{r}97 \\ 11 \\ \hline\end{array}$ | $\begin{aligned} & 11 \\ & 202 \end{aligned}$ | 204 | $\begin{aligned} & 46! \\ & 568 \end{aligned}$ | 608 $\square$ |
|  |  |  | erage 1900 |  |  |
| Operating activities Casn from odelations Doprectation Other | $\begin{aligned} & 11 \\ & 12 \\ & -3 \end{aligned}$ | $\frac{1}{5}$ | 17 -6 | $\begin{array}{r} 19 \\ 19 \\ 1 \end{array}$ | 16 15 -9 |
| Oividends | -3 | - | -1 | -5 | - 6 |
| Investment metivities <br> Dispossal of fixed assets <br> Pupctase of fined assers <br> lncress in investment <br> Dacrease in investment | $\begin{array}{r} 1 \\ -11 \\ -1 \end{array}$ | - | -5 | -16 | 4 -24 -3 1 |
| Finencing ectivitise <br> Increse in long term debt <br> Repeyment of long term dedt <br> Loans from sharenolders <br> Repoyment of loans from sharehaldera <br> Advances \& loans from government <br> incresse in equity <br> Oecresse in oulty <br> Other | 4 -7 5 -7 | -1 | -8 -2 | 4 -91 8 -18 | 18 -7 19 -8 |
| Incresse(decrese) in cash sequivalents Cash s equivelents-Beginning of the vear Cash equivelents - End of the yeap | 5 -1 3 | $\begin{array}{r} 5 \\ 9 \\ 13 \end{array}$ | 10 -4 7 | -1! | 2 2 |

 only those businesses recorsing siarment of chenges.
5en Toble 1 for symbol and notes

TABLE 5. Employment changes by tize of business. 1984-1987 based on Sic ciassiflcation in 1987 Ontarlo. Food (Specialty) Stores (SIC sol2)




 500 miployes in Conada as whole but less than thet nunter. Any given province it is shown in the 500 and over group.
(2) Refers to ousinesses peporing no paproti decuctions in the previous year.
(3) Refers to businesses reporting no payioll deductions in the lollowing year
newly reporinge and mo romger teporting" businesses or assumed to heve been in activity for six months and the information is adusteo eccoroingiy

See rable ifor symols and notes

TABLE 6. Selectad operating charactaristics of sulil businesses by sales quartile. 1985-1987 Onterio, food (Specitity) stores (S|t 6012)
Totaiis

3อะtom
E5: $\quad$ -

```
Number of observetions ism samgle
    Average saies
    Average exdenseg
    Averape net profit (lose) S
Busincsemes resorting a profit (No.)
    Average sales
    Averege expenges
    Average not oratits
Businessen repofting loss (No.)
    verege sales $
    Average mopense $
    Average mxpense $
```

235.489
235.489
223.384
12.085
93
241.02
220.92
0.904
31.183
20.924
3.74
43.585
41.935
38.319
38.319
3.516
101.598
98.608
2.990
196.248
192.811
502.095
573.997
28.098
2.611
28. 098
101.820
90.709
198.919
177.812
522.437
584.012
11.111
21.107
20.096
101.231
111.644
187,970
197.485
525.671
525.369
536.369
$-10.698$

| Number of observetions ins smole <br> Average saios \$ <br> Average expense \$ <br> Averape net profit (loss) s | $\begin{array}{r} 1.129 \\ 235.489 \\ 223.384 \\ 12.085 \end{array}$ | $\begin{array}{r} 41.935 \\ 38.319 \\ 3.616 \end{array}$ | $\begin{array}{r} 101.598 \\ 98.608 \\ 2.990 \end{array}$ | $\begin{aligned} & 196.248 \\ & 192.811 \\ & 13.537 \end{aligned}$ | $\begin{array}{r} 602.095 \\ 573.997 \\ 28.098 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting a profit (No.) <br> Average sales $\$$ <br> Average expemse <br> Average not profits | $\begin{array}{r} 933 \\ 241.020 \\ 220.924 \\ 20.096 \end{array}$ | $\begin{array}{r} 40.904 \\ 31.183 \\ 3.749 \end{array}$ | $\begin{array}{r} 101.820 \\ 90,709 \\ 11.111 \end{array}$ | $\begin{array}{r} 198.919 \\ 177.812 \\ 21.107 \end{array}$ | $\begin{array}{r} 622.437 \\ 584.012 \\ 38.425 \end{array}$ |
| Dusinesses reporting lose (Mo.) <br> Averege ssies $\$$ <br> Aversge mpense $\$$ <br> Average net loss $\$$ | 195 214.616 223.820 -9.205 | $\begin{aligned} & 43.585 \\ & 49.781 \\ & -6.196 \end{aligned}$ | $\begin{aligned} & 101.231 \\ & 111.844 \\ & -10.413 \end{aligned}$ | $\begin{array}{r} 187.970 \\ 197.486 \\ -9.516 \end{array}$ | $\begin{array}{r} 525.671 \\ 536.369 \\ -10.698 \end{array}$ |
|  |  |  | 1386 |  |  |
| Mumber of observetions in sample <br> Average gales $\$$ <br> Average expense <br> Averge net profit (loss) $\$$ | $\begin{array}{r} 828 \\ 273.319 \\ 284.035 \\ 5.284 \end{array}$ | $\begin{array}{r} 51.510 \\ 49.372 \\ 2.138 \end{array}$ | $\begin{array}{r} 111.928 \\ 109.298 \\ 2.828 \end{array}$ | $\begin{array}{r} 233.818 \\ 223.848 \\ 10.170 \end{array}$ | $\begin{array}{r} 696.022 \\ 573.820 \\ 22.202 \end{array}$ |
| Businesses reporting profis (Mo.) <br> Average stios \$ <br> Average exomses <br> Average net profits | $\begin{array}{r} 877 \\ 281.387 \\ 263.225 \\ 18.162 \end{array}$ | $\begin{aligned} & 46.830 \\ & 34.760 \\ & 11.870 \end{aligned}$ | $\begin{array}{r} 114.513 \\ 102.652 \\ 11.861 \end{array}$ | $\begin{array}{r} 231.342 \\ 214.511 \\ 16.839 \end{array}$ | $\begin{array}{r} 733.063 \\ 700.975 \\ 32.088 \end{array}$ |
| Uusinesses reporting loss (Mo.) <br> Average sales 5 <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 151 \\ 244.574 \\ 257.639 \\ -13.065 \end{array}$ | $\begin{array}{r} 59.664 \\ 73.786 \\ -14.122 \end{array}$ | $\begin{aligned} & 107.958 \\ & 119.497 \\ & 11.561 \end{aligned}$ | $\begin{aligned} & 243.007 \\ & 257.549 \\ & -14.542 \end{aligned}$ | $\begin{aligned} & 567.669 \\ & 579.722 \\ & -12.053 \end{aligned}$ |

1887


| 835 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 273.422 | 50, 398 | 124.307 | 256,019 | 662.955 |
| 283.420 | 50.964 | 115,561 | 243.753 | 643.401 |
| 10.002 | -568 | 8.746 | 12.286 | 19,564 |
| 558 |  |  |  |  |
| 269.786 | 54.193 | 125.977 | 256.054 | 842.918 |
| 252.374 | 46.758 | 111.417 | 237.358 | 813.961 |
| 17. 412 | 7.435 | 14.560 | 18.696 | 28.957 |
| 181 |  |  |  |  |
| 295.456 | 45,834 | 118.186 | 255.880 | 752.084 |
| 311.232 | 56,179 | 130.751 | 269.069 | 788.930 |
| -15,976 | -10.485 | -12.585 | -13.189 | -26.866 |


Secifole i for symol and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Ontario. Prescription Drugs \& Patent Madicine Stores (SIE 603)

|  | Total 11 |  | $\begin{array}{r} \text { 50t:om } \\ \qquad 25 \% \end{array}$ |  | $\begin{array}{r} \text { Lower } \\ \text { miod } 25 \% \end{array}$ |  | $\begin{aligned} & \text { Uooer } \\ & \text { midole } 25: \end{aligned}$ |  |  | Toc |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Husinesses in samel ino. Lom saies value! 5000 'si High sales value isCOO: st | $399$ <br> (1) |  | $\begin{aligned} & 4: 3 \\ & 287 \end{aligned}$ |  | $\begin{aligned} & 287 \\ & 617 \end{aligned}$ |  | $\begin{array}{r} 617 \\ 1.036 \\ \hline \end{array}$ |  |  | $\begin{array}{r} .036 \\ 11! \end{array}$ |  |
| Selected expense item | industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { poporting } \end{aligned}$ | Aeporting bug, nesses onlyi 3 i |  |  |  |  |
|  | Total | $\begin{aligned} & \text { Sottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | UDDer <br> iode 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uooer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | rcent of | 38108 |  |
| Cost of ex los | 56.1 | 45.4 | 58.3 | 59.2 | 61.5 | 96.0 | 51.5 | 48.1 | 62.3 | Bi. 4 | 63.4 |
| Occupancy expenses | 5.8 1.5 | 3.5 3.4 | 4.2 | 5.0 0.9 |  | 95.1 | 5.9 | 10.4 4.0 | 4.4 | 5.0 1.0 | 3.9 0.8 |
| Oeprecistion | 1.5 | 3.4 | 1.0 0.3 | 0.9 0.3 | 0.7 | 67.2 | 1.7 | 6.0 +.0 | 0.4 | C. 3 | 0.4 |
|  | 0.4 | 0.5 1.0 | 0.3 0.8 | 0.3 0.9 | 0.7 0.5 | 67.2 87.6 | 0. 5 | $\bigcirc$ | 0.1 | ¢. 0.8 | 0.6 |
| Rent | 3.0 | 4.6 | 2.1 | 3.0 | 2.3 | 73.0 | 4.1 | . 2 | 2.8 | 3.6 | 2.9 |
| Personnel expenses | 16.2 | 13.1 | 18.3 | 17.8 | 15.9 | 97.9 | 16.6 | 13.8 | 18.8 | 19.8 | 15.9 |
| Financial expenses | 1.3 | 1.8 | 9.4 | 1.1 | 1.0 | 97.2 | 1.4 | 1.8 1.3 | 1.5 0.9 | 1.2 0.8 | 1.0 0.6 |
| interest 8 Dank charges Professionel fees | 1.7 0.6 | 0.9 0.9 | 0.8 0.6 | 0.6 0.5 | 0.5 0.4 | 81.1 | 0.9 | 1.3 1.2 | 0.7 | 0.8 | 0.5 |
| Other expenses | 13.1 | 18.7 | 12.7 | 11.6 | 12.0 | 95.9 | 13.1 | 18.5 | 12.7 | 11.8 | 12.0 |
| Ppolit (loss) | 6.9 | 11.3 | 5.1 | 5.5 | 5.7 | 36.4 | 7.2 | 12.7 | 5.1 | 5.8 | 5.7 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | - | . $\cdot$ | . $\cdot$ |

## Symbols

```
- zero of no observitions
-0 $00 smell z00 0e mxprossmo
    not apolicenbl
* conficuntisl
```


## Footnotet




Fhis portion of the toble perteins only to the businosses peporting the specific oxpense iten. Therefort these retios art celcultuc ingividuslly end the totel will not necesterily equei $100 \%$.

## motes


 one querter of the totsl number of businesste. Within each quertile, the gumege ratio is presented. For congerison puppes. the high and low vilues of selfes show

Mer to use the tebles

 100 $25 \%$
(3) Deta perzaining to the selected selus size pange will be in thet quertile.

## Stunderd Industrial Glatificetion Definition (SIC 1880):

[^18]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Prescription Drugs \& Patent medicine Stores (SIC 603)

|  | iotaill) | $\begin{array}{r} \text { Bot } 90 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { midcie? } \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { miode }=5 \% \end{array}$ | -03 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $3: 4$ 11 $1 i 1$ | $\begin{array}{r} 1 \\ 1 \\ +1 \end{array}$ | $\begin{aligned} & 114 \\ & 685 \end{aligned}$ | $\begin{array}{r} 885 \\ 1.096 \end{array}$ | $1.096$ |
|  | Average \{ $5000{ }^{\circ}$ s |  |  |  |  |
| desets |  |  |  |  |  |
| Accounts and notes peceivable | 41 | 12 | 34 | 45 | 73 |
| Inventory | - | - | - |  | - |
| Opmer current assers | 182 | 67 | 128 | 213 | 218 |
| Totsl current assets | 223 | 79 | 162 | 259 | 390 |
| Fixed ssets | 40 | 17 | 36 | 45 | 60 |
| Less: Accum. dep. on fixad essets | $\square$ | - | - | - | - |
| Other assets | 39 | 6 | 34 | 48 | 68 |
| Totel mesets | 301 | 103 | 232 | 352 | 518 |
| Liebllities end equity <br> Curient iosen |  |  |  |  |  |
| Curient losms dimbilities | 21 107 | 37 | 17 | 24 133 | 35 179 |
| Total current limbilities | 127 | 43 | 96 | 157 | 214 |
| mortgages payable | - | - | - | - | - |
| Long term debit | 4 | 2 | 5 | 2 | 6 |
| Dther limbilities | 30 | 23 | 18 | 36 | 41 |
| Total liobilitios Totel equity | 151 | 57 36 | 119 113 | 195 157 | 251 257 |


Set Toble 1 for symools and notes.

TABLE 3. Fintencial ratios(1) for incorporated businesses only. 1989
Onterlo. Prescription Orugs © Patent Medicine Stores (sic so3)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Uooer $\text { midde } 25 \%$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businases in samplo (Mo.) Low sales velue ( $\$ 000^{\prime}$ s) High seles value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 314 \\ & (1) \\ & (1) \end{aligned}$ | (1) 414 | 414 685 | 685 1.096 | 1.098 11 |
|  | Average |  |  |  |  |
| biquidity retia Current ratio (times) | 1.7 | 1.9 | 1.7 | 1.6 | 1. ${ }^{1}$ |
| beverson ratios Debt/equity ratio (times) Interest coverses ratio itimes) Debt retio (times) | 1.1 1.1 0.5 | 1.9 3.5 0.7 | 1.1 4.8 0.5 | 1.2 9.1 0.6 | 1.0 10.7 0.5 |



Set Totic i for symois and notes.

## Efinitions:

1. Lienidity retie:

Gurpont seurront essets / current liobibities
2. Leveroge retios:
e) Debt/equity = torsl litbilities / equity
b) Oebt rtio s total lisbilities/ topsl essets
cो Intertst coversge c net profip interest tupense/ interest gxpense.

TABLE 4. Statement of changes in financtal position for incorporated businesses only, 1987 Ontarlo, Prescription Drugs : Patent Medicine Stores (SIC 603)

|  | Total: | $\begin{array}{r} 30+10 \mathrm{~m} \\ 25 \% \end{array}$ | iower <br> miacle $55 \%$ | $\begin{aligned} & \text { Looes } \\ & \text { T. } 0018 ? 25 \% \end{aligned}$ | Cos |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low saies value ( $\$ 000$ 's) High soles value ( 8000 s) | $\begin{aligned} & 220 \\ & 11 \\ & 11 \end{aligned}$ | 111 | $\begin{aligned} & 146 \\ & 688 \end{aligned}$ | $\begin{array}{r} 688 \\ 1.102 \\ \hline \end{array}$ | $\cdots 3$ |
|  |  |  | Average ( 5000 's) |  |  |
| Operating ectivitiss Casn from operations Deoreciation Other | $\begin{array}{r} 34 \\ 9 \\ -10 \end{array}$ | -2 5 -7 | $\begin{array}{r} 24 \\ 7 \\ -3 \end{array}$ | $\begin{aligned} & 44 \\ & 10 \\ & -6 \end{aligned}$ | 70 18 -25 |
| Dividends | - 15 | - | -10 | -25 | -41 |
| Investment activities Dispossi of fixed assets Purchase of fixed assets lncrease in investment Decrese in investment | $\begin{array}{r} 2 \\ -13 \\ -3 \\ 1 \end{array}$ | 1 -1 -1 1 | $\begin{array}{r}1 \\ -9 \\ \hline\end{array}$ | $\begin{array}{r} -15 \\ -1 \\ 1 \end{array}$ | 4 -25 -8 $i$ |
| Financing ectivities <br> Increse in long term debt <br> Reosyment of long eerm debt <br> Loens from sharenolders <br> Reparment of loans from shareholders <br> Advances $\delta$ loans from government <br> lncresse in equity <br> Decresse in equity <br> Othar | 1 -5 7 -9 - -1 | - 6 | $\begin{array}{r} 2 \\ -7 \\ 2 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r}1 \\ -3 \\ \hline\end{array}$ | 9 <br> -9 <br> 12 <br> -22 <br> 15 <br> -2 <br> -1 |
| Incrosese(decrease) in cest s equivelonts Cest sequivalents-beginming of the yeer Cash equivalents - End of the yest | 23 24 | -2 6 4 | $\begin{aligned} & 1 \\ & 22 \\ & 27 \end{aligned}$ | 6 24 30 | -7 41 34 |

 oniy those businesses reporting a statewent of changes.
Set table for symbols anc notes.
TABLE 5. Employment changes by size of business. 1984-1987 besed on sic clatelficetion im igat Ontarlo. Prescription Drugs Pitent Medicine Stores (SIC so3)


 full-tine employee Note thet the business size groups used ere defermined ot the cansde lovel. Thus if busines hes el lest 500 mployees in Cansos as shol but lass than thes number in any given province it is shown in the 500 and over group.
(2) Refers to businesses raporting no payroll dacuctions in the previous yeaf.
(3) Refers to Dusinesses reporiting no payroll deductions in the following veer.
enowly rejortinge and "no longer roportinge Dusinesses ere assumed to hove been in ectivitv for six mon ths ond the information is -ojusted accordingly
see iable i for symools and noter

TABLE 6．Selected operating eharacteristtes of small businesses by sales quartile．1985－1987 Ontario，Prescription Drugs \＆Patent Medicine Stores（SIC 503）

|  | Toial（1） | $\begin{array}{r} \text { Bot+cm } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & m_{1} \text { dole } 25: \end{aligned}$ | jece． micole | $\begin{aligned} & \text { Ics } \\ & \hline ⿰ ⿺ 乚 一 匕 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \＄985 |  |  |
| Number of observations in sample Average sales 5 | 195 775.924 | 149.005 |  |  |  |
| Average expense ${ }^{\text {a }}$ | 721.921 | 140.366 | 510.708 | 852.772 | .67 .088 1.383 .838 |
| aversge net orofit \｛ioss\}\$ | 54.003 | 8． 639 | 47.582 | 71.941 | 87．850 |
| Susinesses reportinse prafit（Mo．） | 781 178 |  |  |  |  |
| Averseg sales Aversog expengs | 781.622 719.678 | 136.914 120.480 | 564.612 510.542 | 924.713 852.772 | 1.500 .247 1.394 .918 |
| Avipage net profits | 61.944 |  |  |  | 105.329 |
| Businesaes reporting loss（No．） | 19 |  |  |  |  |
| Average seles | 630.001 | 174.089 | 442.747 | － |  |
| Average expense \＄ | 667.382 | 181.586 | 513.739 |  | 1.305 .822 |
| Average net loss \＄ | －37．381 | －7．517 | －70．992 | － | －33．836 |

1988

| Mumber of observations in sample <br> Average sales \＄ <br> Average expense \＄ <br> Average net profit（loss）$\$$ | $\begin{array}{r} 203 \\ 660.616 \\ 630.496 \\ 30.120 \end{array}$ | $\begin{aligned} & 127.123 \\ & 140.510 \\ & -13.387 \end{aligned}$ | $\begin{array}{r} 452.814 \\ 422.207 \\ 30,607 \end{array}$ | $\begin{array}{r} 744.368 \\ 715.938 \\ 28.430 \end{array}$ | $\begin{array}{r} 1.318 .158 \\ 1.243 .327 \\ 74.831 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses repopting profit（Ma．） <br> Average salas \＄ <br> Aversge expenses <br> Average net profit $\$$ | $\begin{array}{r} 181 \\ 669.355 \\ 516.446 \\ 52.909 \end{array}$ | $\begin{array}{r} 130.793 \\ 109.715 \\ 21.078 \end{array}$ | $\begin{aligned} & 474.825 \\ & 434.227 \\ & 40.398 \end{aligned}$ | $\begin{array}{r} 750.653 \\ 700.728 \\ 49.933 \end{array}$ | $\begin{array}{r} 1.321 .343 \\ 1.221 .115 \\ 100.228 \end{array}$ |
| ```Susinesetes reporting lose (Mo.) Aversge soles$ Average expense $ Average net loss$``` | $\begin{array}{r} 42 \\ 628.819 \\ 655.887 \\ -29.068 \end{array}$ | $\begin{array}{r} 125.948 \\ 150.371 \\ -24.423 \end{array}$ | $\begin{aligned} & 351.223 \\ & 385.219 \\ & =14.996 \end{aligned}$ | $\begin{aligned} & 727.147 \\ & 757.581 \\ & -30.434 \end{aligned}$ | $\begin{array}{r} 1.302 .956 \\ 1.349 .376 \\ -48.420 \end{array}$ |

19 a7

| Mumber of observetions in sample Aversege sales $\$$ <br> Averoge expense $\$$ <br> Average net profit（loss）\＄ | $\begin{array}{r} 404 \\ 709.565 \\ 674.047 \\ 35.518 \end{array}$ | $\begin{array}{r} 6.7 .551 \\ 144.904 \\ 2.647 \end{array}$ | $\begin{array}{r} 474.790 \\ 458.132 \\ 18.858 \end{array}$ | $\begin{array}{r} 806.760 \\ 764.620 \\ 42.140 \end{array}$ | $\begin{array}{r} 1.409 .157 \\ 1.330 .532 \\ 78.625 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bugintstes reporting profit（Mo．） | 341 |  |  |  |  |
| Average sales | 703.297 | 133.655 | 474.454 | 800.079 | 1．405．001 |
| Average expenses | 655，460 | 118.203 | 442.522 | 748.721 | 1.312 .394 |
| Average net profit | 47.837 | 15．452 | 31.932 | 51.358 | 92.807 |
| Businesses reporting teas（Mo．） |  |  |  |  |  |
| average celes | 739.573 | 178．119 | 475．885 | 865.167 | 1．441．319 |
| Average expenses | 766.646 | 199.793 | 492．257 | 903.625 | 1．470．905 |
| Average net loss | －27．073 | －23．574 | $-18,572$ | －38．459 | －29．587 |

[^19]TABLE 1. Selected operating ratios, in percent of sales, 1987
Onterio. Pharmecies (S1c 6031)

|  | Tosailis |  | $\begin{gathered} \text { Bot } 10 \pi \\ 25 \% \end{gathered}$ |  | $\begin{array}{r} \text { Lower } \\ \text { mioo } \\ 25 \end{array}$ |  | Usoer$\text { midel } 25 \%$ |  |  | +08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Lom soles value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's | 271 |  | $\begin{array}{r} 111 \\ 452 \end{array}$ |  | $\begin{array}{r} 452 \\ 692 \end{array}$ |  | $\begin{array}{r} 692 \\ 1.115 \end{array}$ |  |  | 1.115 |  |
| Solmeted exoense i tem | Industiy avecoge(2) |  |  |  |  | $\left\lvert\, \begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}\right.$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | Upoer iddl 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tots: | $\begin{array}{r} 80+104 i \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { "oser } \\ \text { miadi } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Parcent of selos |  |  |  |  |  | Pepent of sales |  |  |  |  |
| Cost of seles | 59.7 | 55.5 | 51.8 | 80.3 | B1. 3 | 95.1 | 82.1 | 82.3 | 82.6 | 62.2 | 83.8 |
| Decupency expenses | 1.9 0.9 | 6.1 1.3 | 4.8 1.0 | 4.5 | 3.3 0.8 | 85.5 87.3 | 5.1 | 7.4 | 4.5 1.0 | 4.5 | 3.9 0.8 |
| Repaira o maintensme | 0.3 | 0.4 | 0.3 | 0.3 | 0.3 | 72.3 | c | $\checkmark \cdot$ | 0.4 | 0.5 | 0.4 |
| Heat. Iight a telephone | 0.8 | 1.2 | 0.8 | 0.7 | 0.6 | 92.9 | 0.3 | 1.5 | 0.1 | 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 | 18.8 | 18.4 | 17.0 | 18.2 | 97.6 | 11.0 | 20.2 | 18.4 | 17.3 | 16.2 |
| Finencial expenses | 1.2 | 1. 4 | 1.4 | 1.1 | 1.0 | 95.7 | 1.3 | 1. 8 | 1.4 | 1.2 |  |
| intarest \& bank charges | 0.8 0.8 | 0.8 | 0.7 | 0. 7 | 0.5 | 82.1 | 0.8 | 0.8 | 0.8 | 0.8 | 0.8 |
| Profossional fees | 0.6 | 0.9 | 0.7 | 0.5 | 0.4 |  | 0.7 | 1.0 | 0.8 | 0.5 | 0.5 |
| Other expenses | 12.4 | 18.7 | 3. 7 | 11.0 | 12.3 | 89.3 | 12.4 | 16.7 | 9.7 | 11.0 | 12.3 |
| Profle \losel | 4.2 | 1.7 | 4.1 | 5.5 | 5.3 | 98.5 | 4.4 | 1.8 | 4.1 | 5.5 | 5.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | - | . . | - | . . | ... |

## ynools

zero or ho obsurvetions
-- 200 emall 800 be expressec
. not applicabl.
$\times$ confionsisl

## footnotes

(1) Thase estimetes are besed on temple of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$

 individualiy and the cotel mill not necessapily equel $100 \%$.

## Motes

Date are shown by queptiles when th least 13 of the sumpled businesses pepopt the specific itum.
 on quarter of the cotel number of businestes. Within ench quatili. the overege cetio is presented. for comperizon purposes, the high and low vilues of swles se shom

Mow 80 use the tebles

 top $25 \Sigma$.
(3) Oote pertining to the selacted solet six renge will be in thet quartile

Stenderd Industriel Clessificetion Definision (SIC 19801:
Sic 5031 - Pheracties
Businesses primarily angaged in cetail deting in orugs. phermacauticals and patent medicines and drug sundies. Prasepibed medicines must be sold but are not necessarily the source of geatest revenue. They mey be secondarily engeged in selling oiner tines such as cosmerics. soilerpies. lobscco products. Confectionery. stationery. piftwe end novelty evehendise. This induster inclueter prestiplion arug stores. entsil phermaceuticals. prescription pharmetes and retail prescriotion medicines

TABLE 2. Balance sheet proftia for incorporated businesses only, 1987
Ontario. Pharmecies (5IC 6031)

|  | io:al (1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower $\text { midde } 25^{\circ}$ | U59e. $\text { mode e } 25 \%$ | -oc |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $29 ?$ (1) 11 | 111 | 473 735 | $\begin{array}{r} 735 \\ 1.132 \end{array}$ | $\begin{array}{r}1.132 \\ 111 \\ \hline\end{array}$ |
|  | Average ( 5000 's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash <br> Accounts and notes inceivebie | 44 | 18 | 35 | 46 | 76 |
| Accounts and notes loceivebl | 4 | 1 |  |  |  |
| Opher curiont assets | 191 | 77 | 148 | 211 | 323 |
| Total curront sasets | 235 | 95 | 182 | 257 | 399 |
| Fixed essets | 39 | 15 | 33 | 48 | 50 |
| Less: Accum. dep. on fixed lesets | 42 | 8 | 43 | 45 | 70 |
| Other essets | 42 | 8 | 43 | 45 | 70 |
| Total aseets | 318 | 120 | 258 | 351 | 529 |
| Liebilities and equity |  |  |  |  |  |
| Current lasns | 21 | 5 | 16 | 140 | 34 |
| Other current lisbilities | 113 | 40 | 85 | 140 | 184 |
| Total cuprent limbilities | 134 | 45 | 101 | 168 | 219 |
| Mortgages payebl | - | - | - | - | - |
| Long term deb | 3 | 2 | 2 | 2 | 6 |
| Deter lisbilities | 29 | 23 | 13 | 38 | 48 |
| Totel liabilities | \$88 | 70 | 118 | 208 | 285 |
| Total equity | 150 | 50 | 162 | 142 | 254 |


See Table f for symools and notes.

TABLE 3. Financial retios(1) for imcorporated businesses oniy. 1987
ontario. Phermacies ( 515 sosi)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | To0 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ( $\mathrm{No}$. ) Low sules value ( $8000 \mathrm{~s}^{\prime}$ ) High sales value ( $8000^{\prime}$ ) | 297 $(1)$ $(1)$ | $11)$ 473 | 473 735 | $\begin{array}{r}735 \\ 1.132 \\ \hline\end{array}$ | 1.132 $11)$ |
|  | Aversoge |  |  |  |  |
| Liquidity retio Current retio (times) | 1.8 | 2.1 | 1.8 | 1.5 | 1.8 |
| Leversge ratios <br> Debt/eanity retio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | 1.1 8.7 0.5 | 1.6 6.6 0.6 | 0.8 7.5 0.4 | 1.5 7.8 0.8 | 1.0 11.0 0.5 |

(1) The ration repremt the eversge of ratios for each business in the group mad cennot de celculated from the figures enown in leble 2 .
(2) ihese estimetes are sesed on somple of businessas reporting seles betwen 525.000 and 52.000 .000 .

Ses Ieble 1 for ymbols and motes.

Definitions:

1. Liquidity retio:

Cuprent $z$ curront assuts / current litestions.
2. Leverape sitios:
-1 Deti/equity $x^{2}$ cotal lisbilities / equity.
B) Deter relio s total lizsilities/fotsl asseis
c) Interest coverege a net profic interest expense / intertst expense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy, igst
Ontario. Pharmacies (\$1E 6031)

|  | Toral11! | $\begin{array}{r} \text { Sorrom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { Misd } 25 \% \end{array}$ | Uoo $\pi \cdot d d e: 5 n$ | $30$ $\div 5^{\circ} \text {. }$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol © No. Low sales vislue ( 8000 s) High sales value (\$COC's) | $\begin{aligned} & 2 i 2 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & \text { (1) } \\ & 468 \end{aligned}$ | $\begin{array}{r} 468 \\ 741 \end{array}$ | $\begin{array}{r} 741 \\ 1.158 \end{array}$ | $58$ |
|  |  |  | Averege i $\$ 000$ |  |  |
| Operating activities Cash !rom oderapions Oedraciation Other | $\begin{array}{r} 37 \\ 9 \\ -9 \end{array}$ | 3 1 | $\begin{array}{r} 31 \\ 9 \\ -5 \end{array}$ | $\begin{aligned} & 45 \\ & 10 \\ & -5 \end{aligned}$ | $\begin{array}{r} 6! \\ i 4 \\ -25 \end{array}$ |
| Qividends | -21 | -5 | -11 | -25 | -43 |
| Invertment activities <br> Disposal of fixeo sssets <br> Purchese of ixed sssets <br> Incresese in investment <br> Decresse in investment | 2 -14 -3 1 | 1 -5 -1 | 1 -9 | 19 -17 -1 | 4 -25 -9 1 |
| Financing activities <br> Increses in long term debt <br> geparment of long term debp <br> Loans from thereholders <br> dedeyment of losns from sheruholders <br> Advances 8 loans from government <br> Increser in equity <br> Decreese in equity <br> Other | $\begin{array}{r} 4 \\ -5 \\ 7 \\ -10 \\ - \\ -1 \end{array}$ | 2 -2 5 -2 | -7 | 5 -1 9 -13 | 10 -9 13 -23 - 18 -2 -1 |
| Incresse(decrease) in cosh t equivalents Cash \& equivelents-8eginning of the year Cosh equivelonis - End of the yoar | 1 25 27 | 1 8 | 6 22 30 | 5 25 30 | -818 40 |

 oniy thos businesses peporting stesement of chenges.
See Tapl f for symols and notes.

TABLE 5. Employment changes by size of businass. i984-1987 besed on SIC ciassification in i987 Onserle. Pharmecies (SIC so31)

| Business size expressed in everse labour units(i) | Number of businesses | Totel payroll | Averape lobour Units(1) | Chenges in number of busineeses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newiy } \\ \text { reporting(2) } \end{array}$ | No onger reporting(3) |
| 1984 |  |  |  |  |  |
| Teral | 1.347 | 281,363 | 16.806 | 97 | 100 |
| $\begin{aligned} & 1 \text { es than } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 49 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.159 \\ 179 \\ 6 \\ 3 \end{array}$ | $\begin{array}{r} 127.217 \\ 78.543 \\ 12.188 \\ 43.421 \end{array}$ | $\begin{array}{r} 8.084 \\ 4.998 \\ 778 \\ 2.759 \end{array}$ | 18 8 8 | $\begin{array}{r}87 \\ 13 \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Tota) | 1.459 | 313.743 | 21.343 |  | - . |
| $\begin{aligned} & \text { 1es: than } 20 \\ & 20 \text { - } 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | 1.053 385 15 8 | $\begin{array}{r} 109.607 \\ 183.815 \\ 30.058 \\ 10.455 \end{array}$ | $\begin{array}{r} 8.096 \\ 12.085 \\ 2.220 \\ 5.942 \end{array}$ | 97 30 8 1 | ‥ $\ldots$ $\ldots$ |

[^20]"Mowly reporting" and "no longer reporting ourinesses are essumed to heve been in activity for six nonins end the information is edjusted accordingly.
sen intel for symots and noles

TABLE 6. Selected operating enaracteristics of small businesses by sales quartile. 1985-1987 Ontario. Pharmaciss (SIC 6031)


1985

| Wumber of observations in sample | 180 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average salis \$ | 338.408 | 216.916 | 653.773 | 977.508 | 1,505.434 |
| Aversge expense \$ | 779.363 | 204.986 | 594.683 | 906.555 | 1.419.129 |
| Average net profit (loss) \$ | 59.045 | 19.930 | 59.090 | 70.853 | 94. 305 |
| Susinesses reporting profit (Mo.) | 151 |  |  |  |  |
| Average sales \$ | 838.834 | 223.503 | 553.945 | 964.539 | 1.513 .350 |
| Aversge expense \$ | 772.597 | 200.205 | 594.780 | 886.818 | 1.408.585 |
| Average net profit ${ }^{\text {a }}$ | 66.237 | 23,298 | 59.165 | 77.721 | 104.755 |
| Cusinesmes reporting e loss (Mo.) | 9 |  |  |  |  |
| Average sales \$ | 807.389 | 197.684 | 483.372 | 1,150.000 | 1.398.500 |
| Average expense\$ | 833, 629 | 218.947 | 699.536 | 1.170 .500 | 1.445.500 |
| Averoge net loss $\$$ | $-26.232$ | -21.283 | -96.184 | -20.500 | -47.000 |

1985

| Number of obsepvations in sample <br> Aversge sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 117 \\ 757.365 \\ 729,137 \\ 38.228 \end{array}$ | $\begin{array}{r} 288.053 \\ 294.517 \\ -6.464 \end{array}$ | $\begin{array}{r} 540.698 \\ 499.033 \\ 41.655 \end{array}$ | $\begin{array}{r} 858.777 \\ 820,733 \\ 36,044 \end{array}$ | $\begin{array}{r} 1.383 .933 \\ 1.302 .265 \\ 81.668 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting profit (Mo.) <br> Average sales \$ <br> Averse expense 5 <br> Average net profits | $\begin{array}{r} 151 \\ 779.604 \\ 719.776 \\ 59.828 \end{array}$ | 321.890 295.527 28.363 | $\begin{array}{r} 535.532 \\ 490.239 \\ 45.293 \end{array}$ | $\begin{array}{r} 869,413 \\ 812,080 \\ 57,333 \end{array}$ | $\begin{array}{r} 1.399 .582 \\ 1.289 .258 \\ 110.324 \end{array}$ |
| Buminesses peporting loss (Mo.) <br> average sales $\$$ <br> Average expense $\$$ <br> Averge net loss $\$$ | $\begin{array}{r} 38 \\ 757.680 \\ 788.923 \\ -31.243 \end{array}$ | $\begin{array}{r} 262.799 \\ 293.763 \\ -30.964 \end{array}$ | $\begin{array}{r} 609.588 \\ 612.903 \\ -5.317 \end{array}$ | $\begin{aligned} & 810.835 \\ & 852.194 \\ & -41.359 \end{aligned}$ | $\begin{array}{r} 1.369 .199 \\ 1.396 .832 \\ -47.333 \end{array}$ |

1987

| Mumber of obsepretions in smple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | 375 798.158 758.208 39.950 | 248.502 260.109 8.393 | 581.369 557.667 23.702 | $\begin{array}{r} 899.667 \\ 849.270 \\ 50.197 \end{array}$ | $\begin{array}{r} 1.463 .293 \\ 1.385 .785 \\ 77.508 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses repoptime profit (Mo.) | 321 |  |  |  |  |
| Average sales \$ | 806.058 | 271.397 | 593.588 | 899.923 | 1.459,325 |
| Average expense ${ }^{\text {s }}$ | 753.014 | 247.538 | 560.832 | 836.373 | 1.367.516 |
| Average net profit | 53.044 | 23,859 | 32.956 | 63.550 | 91.811 |
| Dusinesses reporting a loas (Mo.) | 54 |  |  |  |  |
| Aversge sales 5 | 780.402 | 210.081 | 522.300 | 896.392 | 1.492 .855 |
| Averse expenses | 807.425 | 227.643 | 543.336 | 936,811 | 1.521.908 |
| Avorage net loss | -27.023 | -17.562 | -21.036 | -40.439 | -29,053 |


Soe Titele 1 for symbels and notes

TABLE 1. Selected oparating ratios, in percent of sales. 1987
Ontario. Man's Clothing Stores (SIt 5121)

|  | Toral (:) |  | Bottom 25: |  | LOw 1$\text { midde } 25 \%$ |  | $\text { midel } 25$ |  |  | 70? |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (Mo. Low sales value $(\$ 000$ si) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 225 \\ & 11) \\ & (1) \end{aligned}$ |  | $\begin{gathered} (1) \\ 9! \end{gathered}$ |  | $\begin{array}{r} 91 \\ 209 \end{array}$ |  | $\begin{aligned} & 209 \\ & 689 \end{aligned}$ |  |  | 469111 |  |
| Selecied exoense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Redorting businesses o-iv( 31 |  |  |  |  |
|  | iotal | $80 \%: 0 m$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd! } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { idd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |  | Toral | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pereent of sales |  |  |  |  |
| Cost of sales | 47.1 | 30.2 | 51.8 | 53.2 | 55.8 | 31.7 |  | 42.0 | 53.4 | 54.7 | 55.6 |
| Oceupency expenses | 8.5 | 13.2 | 7.3 | 7.1 | 8.5 | 57.5 | 1.7 | 13.2 | 8.0 | 7.1 0.9 | 6.7 1.2 |
| Deprecistion | 1.4 | 2.1 | 1.5 | 0.8 | 1.2 | 83.9 | 1.7 | 2.6 1.2 | 2.1 | 0.9 0.6 | 1.2 0.6 |
| henairs light in telephone | 1.4 | 1.8 | 1.5 | 1.1 | 0.9 | 81.9 | 1.5 | 2.2 | 1.7 | 1.2 | 0.9 |
| Rent | 5.2 | 8.4 | 3.4 | 4.9 | 4.2 | 77.5 | 8.7 | 9.9 | 5.9 | 5.7 | 5.2 |
| Personnel expenses | 15.8 | 12.8 | 14.5 | 16.8 | 12.5 | 86.4 | 1 . 2 | 19.1 | 18.4 | 17.1 | 18.6 |
| Financial expenses | 2.2 | 1.0 | 3.8 | 2.1 | 2.0 | 33.9 | 2.3 | 1.1 | 4.2 | 2.2 | 2.0 |
| Inturest \& bank charges | 1.2 | 0.5 | 1.8 | 1.5 | 1.3 | 12.3 | 1.7 | 0.9 | 2.8 | 1.8 | 1.8 0.7 |
| Professionsl fees |  | 0.6 |  |  | 0.6 |  |  | 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 (lose) | 9.3 | 25.5 | 3.3 | 3.9 | 4.4 | 100.0 | 1. 3 | 25.5 | 3.5 | 3.7 | 4.4 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -•* | - . | . | ... |

## 5ymbol.

- 2tro or no odservitions
- 200 smil! too be expressec
. not applicabl.
$\times$ confidentil
Footnotes

10, Tol wighted expenditure on a given item

This portion of she tablepquins only to the businesses reporting the specific expense iten. Thererore these retios ere celculsted individully and the lotal will not necesserily equs 1002.


## Notas

Deta are shown by quaptiles when at leest 13 of the sompled busineses peopt the specific iten
 on querter of the lotal number of businesses. Within esch quertile, the vermge retio is presenteg. for comperison parpoces, the high end low veluss of seles ere shown.

How to use the tables

(2) The selected range will indietet the proper quertile. 1.e. The bottom 25\%. the lower miodie 25\%. the upper miode 25k or the top $25 \%$
(3) Deti perteining to the telected seles sizt range will on in thet quertile.

## Seanderd Induetrial CIEspilicstion Ofinition (SIC 1ssol:

## SIE 6121 - Men' Clothing Stores


 retail men's and boys" ciothing, men's custon tailored clophing. men's reteil gloves. heberoaghery, reteil men's end boys' hets ond ceps. retail men's and Doys' hosiery, retbil me's ono boys' jecteis, peteil men's mo boys neckmer. men's clothing storms. reitil

 retait men's and boys' swimmear, retail men's and boys' underelothimg. retail men's and Doys' unitopms lexcept thleticl and peril men's and boys clophing are included in this industry.

TABLE 2. Balance sheet prof tie for tncorporated businesses only. 1987
Onterio, Men's Clothing stores (Sic 5121)

|  | Totai(?) | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | sowe? $\text { miacle } 25:$ | Joder m:cole 25: | 700 $-\equiv .0$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buginesses a samole ino.l Low saies velue $\$ 9000$ s) Hign sales value $1 \$ 000$ s) | $\begin{aligned} & 124 \\ & \text { al } \\ & 1 \\ & 1 \end{aligned}$ | 1! 1 | 174 343 | $\begin{aligned} & 249 \\ & 646 \end{aligned}$ | $\$ 46$ |
|  | Aversge (5000 s) |  |  |  |  |
| Asstet |  |  |  |  | - |
| Cash Accounts and notas receivable | 13 | - | 5 | 19 | 29 |
| Accounts and notes receivable [nventory | 13 | - | 5 | 1 | 29 |
| Other current assets | 185 | 38 | 105 | 197 | 325 |
| Total current assets | 178 | 38 | 109 | 205 | 355 |
| fixed esents | 33 | 21 | 16 | 27 | 67 |
| Less: Aceum. dep. on lixed sesets | 25 | 3 | 7 | 15 | 73 |
| Total masets | 236 | 63 | 133 | 247 | 435 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Other current liabilities | 188 | 5 50 | 45 | 81 111 | 181 230 |
| total current liabilities | 11. |  | - | , | 230 |
| Leng term dobt | 2 | 5 | 3 | 2 | ${ }^{4}$ |
| Other liabilitias | 36 | 5 | 34 | 36 | 68 |
| Total lisbilities | 145 | 55 | 86 | 149 | 302 |
| Totel equity | 17 | 8 | 47 | 98 | 193 |

(1) These exrimates are bised on smel of businesses paperting soles otwen $\$ 25,000$ and $\$ 2,000,000$

Set table I for symools and nates

TABLE 3. Financial potios(1) for incorporated businesses only. 1987
Ontario. Men's Elothing Stores (Sic 5121)

|  | Toin)(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe ! miodle 25\% | $\begin{array}{r} \text { Upper } \\ \text { midde } 25 \% \end{array}$ | To0 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 174 111 $11)$ | $\begin{aligned} & 11) \\ & 174 \end{aligned}$ | 174 349 | 349 645 | 646 $11)$ |
|  | Averege |  |  |  |  |
| Liquidity ratio <br> Curfent retio \{times) | 1.6 | 0.8 | 2.2 | 1.8 | 1.5 |
| Leverage retios <br> Debt/equity ctio (times) <br> Interest coverage ratio (times) <br> Oebt fatio (times) | 1.7 4.2 0.6 | 7.2 3.5 0.9 | 1.8 3.3 0.6 | 1.5 3.4 0.6 | 1.6 5.4 0.5 |



Sew Table 1 for symols and motes.

## Definitlont:

1. Liquidity resio:

Curront seurrons assets f current lisoilitiss.
2. Leverage retios:
) Debr/equity : toial liabilities / equity.
b) Debr retio = rotol liabilities/ colal assers.
cl interest coversge z net profit. inlerest expense/ interest expmene.

TABLE 4. Statement of changes in financial position for incorportted businesses only. 1987
Ontario. Men's Clothing Stores (SIC E121)

|  | Tatal! 1 ) | $\begin{array}{r} 30180 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { ower } \\ \text { m. 00. } 25 \% \end{array}$ | m.dol E5: | To $\therefore \therefore$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susincsses in sampie (Mo. i Low sales value 3000 s High sales value S000's) | $\begin{aligned} & (11 \\ & (11) \\ & (i) \end{aligned}$ | $\begin{aligned} & 199 \\ & 128 \end{aligned}$ | $\begin{array}{r} 28 \\ 353 \end{array}$ | $\begin{aligned} & 259 \\ & 650 \end{aligned}$ | E50 |
| , | Average (\$000's! |  |  |  |  |
| Opersting ectivities Casn from ooertions Deprecistion Dener | $\begin{array}{r} 16 \\ 5 \\ -12 \end{array}$ | 7 | 4 2 -5 | $\begin{array}{r} 22 \\ 5 \\ -22 \end{array}$ | 31 $\vdots 2$ -23 |
| Dividende | -5 | - | -3 | - 6 | -10 |
| Investwent activities <br> Disposel of fixed essets <br> Purchase of fixed sesets <br> Increase in investment <br> Decrese in investment | $\begin{array}{r} 2 \\ -8 \\ -3 \\ -3 \end{array}$ | - | -2 | 9 -7 -4 | 1 -1 -6 1 |
| Finencing ectivitios <br> Increase in long term debt <br> Reoayment of long tarm debt <br> Loens from sharenolders <br> Redayment of loans from shareholders <br> Advances \& loans prom government <br> increse in equity <br> Duciesse in equity <br> Other | $\begin{array}{r} 6 \\ -5 \\ 7 \\ -8 \end{array}$ | -3 | -2 2 -1 | $\begin{aligned} & 13 \\ & -7 \\ & 17 \\ & -4 \end{aligned}$ | 12 -9 7 -8 - 2 -1 |
| lncresteldecreses) in cesh tequivelente Cash equivelente-8eginning of the yoar Cesh equivalente - End of the year | $\begin{gathered} -1 \\ 15 \\ 14 \end{gathered}$ | $\begin{array}{r} 5 \\ -12 \\ -7 \end{array}$ | -4 17 13 | $\begin{array}{r} 14 \\ -21 \\ -7 \end{array}$ | -15 56 51 |
| [11 These estimets ap besed on semplo of only shose businesses poporting stetemen See foble 1 for symols and notes. | porerned bu chinges. | orqing | $\$ 25.000$ | $00.000 \text {. 5en }$ |  |

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciaselfication in is87 Ontarlo. Man' clothing Stores (S1c ह121)




500 employees in conads ss whole but less then that mumber in ony given province it is shom in the 500 and over group
(2) Reters 10 businesses eporing no payroll deductions in the provious yeer
(3) Refers to businesses reporting no payrolt deductions in the following yeer
 cajusted cocordingly

Sep iable 1 for symbols and notes

TABLE 6. Selected operating charmeteristics of small businesses by sales quartile. ig85-1987 Ontario, Men's Glothing stores (\$16 5121)


1385

| Mumber of observetions in sample | 257 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 3 | 215.582 | 47.607 | 78.328 | 154.819 | 581.273 |
| averape exdense $\$$ | 202.092 | 39. 368 | 76.547 | 147.618 | 544.835 |
| Average net protit (lose) $\$$ | 13.490 | 8.039 | 2.281 | 7.201 | 36.438 |
| Businestes reporting a profit (Mo.l | 238 |  |  |  |  |
| Average selos S | 210.731 | 46.998 | 78.915 | 144.763 | 572.246 |
| Aversoge expense \$ | 193.632 | 38.435 | 70.852 | 135.956 | 529.294 |
| Av*rage net profit | 17.099 | 8.553 | 8. 063 | 8.807 | 42.952 |
| Businesses reporting lose (Mo.) | 15 |  |  |  |  |
| Average seles 5 | 259.682 | 55.180 | 78.848 | 206.442 | 697.479 |
| Avorage expense s | 274.984 | 59.314 | 88.122 | 209.480 | 745.020 |
| Average net lost \$ | -15.302 | -3.154 | $-9.473$ | -1.038 | -47.543 |

1 188

| Wumber of coservations in sample <br> Averseg soles <br> Aversge expense $\$$ <br> Average net Drofit (loss)s | 72 213.119 205.850 6.269 | $\begin{aligned} & 47.904 \\ & 33.745 \\ & 14.159 \end{aligned}$ | $\begin{array}{r} 94.208 \\ 101.003 \\ -6.795 \end{array}$ | $\begin{array}{r} 223.502 \\ 211.035 \\ 12.467 \end{array}$ | $\begin{array}{r} 488.862 \\ 481.615 \\ 5.247 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Butinceses reporting profit (No.l | 56 |  |  |  |  |
| Average saliss | 216.020 | 46.658 | 90.808 | 218.479 | 508.123 |
| Aversege expenses | 200.247 | 30.370 | 87.047 | 201.732 | 481.838 |
| Averege net prolit \$ | 15,773 | 16.298 | 3,761 | 16.747 | 26.285 |
| Busineszea reperting loss (Mo.) | 18 |  |  |  |  |
| Averege seles | 215.998 | 58.636 | 99.280 | 244.581 | 465.535 |
| Aversige exdense \$ | 229.053 | 63.043 | 121,744 | 250.033 | 481.392 |
| Average net loss \$ | -12.055 | -4.407 | -22.484 | -5.472 | -15.858 |

1887
Mumber of observetions in somple
Averge soles $\$$
Averge expense
Average net grotit (loss)

| 231 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 349.241 | 63.454 | 145.974 | 329.523 | 858.013 |
| 330.029 | 49.547 | 135.440 | 316.136 | 818.992 |
| 19.212 | 13.907 | . 10.534 | 13.38 ? | 39.021 |
| 188 |  |  |  |  |
| 358.563 | 65.634 | 152.136 | 333.773 | 812.709 |
| 331.190 | 41.205 | 138.605 | 314.011 | 830.938 |
| 27.373 | 24.429 | 13.530 | 19.782 | 51.773 |
| 43 |  |  |  |  |
| 305.307 | 58.989 | 106.286 | 314.750 | 741.221 |
| 316.949 | 66.715 | 115.049 | 323.522 | 762.508 |
| -11.642 | -7.746 | -8,783 | -8.772 | -21.287 |


See table ifor symeols and notes

TABLE 1. Sulected operating ratios. in percent of sales. 1987
Ontario. Women' clothing Stores (SIC 6131)

|  | Fotal(1) |  | Botrom 25\% |  |  |  | Joser$\text { miode } 25 \%$ |  |  | ?? 50 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businmses in samole (No. Low sates value (5000's) High sales value ( 5000 's! | $\begin{aligned} & 384 \\ & (!) \\ & \text { ! }! \end{aligned}$ |  | $\begin{gathered} 1 \\ 54 \end{gathered}$ |  | $\begin{array}{r} 54 \\ 158 \end{array}$ |  | $\begin{array}{r} 158 \\ 313 \end{array}$ |  |  | 312 |  |
| selected expense item | Industry sversge(2) |  |  |  |  | $\begin{aligned} & \text { \% bus - } \\ & \text { nesses } \\ & \text { eooring } \end{aligned}$ | Recoiting Dusinesses only ( 3) |  |  |  |  |
|  | Total | 30\%tom | $\begin{array}{r} \text { Lower } \\ \text { modle } \\ 25 \% \end{array}$ | Uoder iddle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tota | Bor 20 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { uoer } \\ & 10 d 1 \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 5= \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sties | 51.5 | 56.1 | 50.2 | 81.5 | 56.3 | 56.7 | 60.5 | 55.1 | 82.8 | 81.7 | 57.5 |
| Occupancy expenses | 10.1 | 15.1 | 11.5 | 8.8 | 7.5 | 34.5 | 11.4 | 16.8 | 11.3 | \%. 8 | 7.8 |
| Deprecistion | 1.2 | 1.1 | 1.5 | 1.0 | 1.1 | 72.6 | 1.6 | 3.0 | 2.1 | 1.2 | 1.2 |
| Repuirs smaintenance | 0.4 | 0.4 | 0.5 | 0.3 | 0.3 | 51.8 | 0.8 | 1.5 | 0.9 | 0.6 | 0.5 |
| Hent. light 8 telephone | 1.7 | 3.2 | 1.5 | 1.3 | 0.9 | 91.2 | 9.9 | 4.0 | 1.6 | :. 3 | 0.9 |
| Rent | 7.5 | 10.8 | 7.9 | 6.2 | 5.3 | 10.2 | $\bigcirc 4$ | 15.9 | 9.7 | 7.0 | 8.3 |
| Personnel expenses | 12.2 | 11.0 | 9.0 | 13.2 | 15.8 | 10.1 | ; ¢. | 27.7 | 10.5 | 13.4 | 15.7 |
| Financial expenses | 2.3 | 2.7 | 2.7 | 2.2 | 1.7 | 50.0 | 2.8 | 3.7 | 2.9 | 2.3 | 1.7 |
| Intorest 8 Dank charges | 1.8 | 2.1 | 2.0 | 1.4 | 1.0 | 68. 5 | 2.4 | 5.1 | 2.8 | 1.8 | 1.2 |
| Other expenses | 14.0 | 16.6 | 14.3 | 1.1 | 14.1 | 100.0 | 14.0 | 18.6 | 14.5 | 9.1 | 14. 0 |
| Profle (lose) | 2.1 | $-1.1$ | 1.7 | 4.5 | 4.0 | 13. | 2.1 | -1.t | 1.7 | 4.8 | 4.0 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . | . . | - . | $\cdots$ |

## symols

- xero or no observitions
- too smill 100 de expressed
. not mplicabl
* conficeniisl


## Footnates


(2) Velus folal wighted mopendiure on given ilem

(3) Vilue in sech coll $z$
Totil wighted expendizure on given item , $\times 100$ for esch outcile.
 ingiviouslly and the rosel will nos necesedily equel $100 \%$.

Motes


 high and 10 m viblues of seles er shom.

Now to use the ted lef

 top 25 I
(3) Desi perteining to the sulucted teles size renge will of in thet quertile

Stenderd Industrial Elase iflestion mefinition SIC issel:
SIC B131-moen' Closhing Steres




 women's uniforms lexcept ethleticl and women's clophing fores.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Women's Ciothing Stores (SIC 5i31)

|  | Topaifi) | Sot:om | $\operatorname{mico=}-65 \%$ | miodi | -00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 954 \\ & 118 \end{aligned}$ | 18 18 | $\begin{array}{r}189 \\ 292 \\ \hline\end{array}$ | $\begin{array}{r} 292 \\ 534 \end{array}$ | 534 11 |
|  | Average ( 5000 's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash |  |  |  |  | 33 |
| Accounts and notes feceivable Inventory | 11 | 1 | - | 5 | 33 |
| Othe? cuirent assets | 112 | 34 | 87 | 101 | 224 |
| Toral cuprent assets | 123 | 38 | 89 | 107 | 257 |
| Fixed ussers | 27 | \% | 15 | 27 | 58 |
| Less: Accue. deo. on fixed essets | - | - | 12 | - | - |
| Other assets | 12 | 1 | 12 | 8 | 28 |
| Totel assts | 182 | 47 | 117 | 141 | 343 |
| Liebilties ent equitr in in is is |  |  |  |  |  |
| Eurrent loens lispilities | 19 84 | 88 | 15 41 | 15 64 | 39 125 |
| Total current lisbilitios | 83 | 32 | 56 | 79 | 163 |
| Mortgeges deyabie | - | - | - | - | - |
| Long term debt | 2 | - | 3 | 1 | 4 |
| Other ligoilities | 35 | 18 | 29 | 31 | 81 |
| Total liobilities | 120 | 51 | 18 | 111 | 328 |
| Total equity | 43 | -4 | 21 | 30 | 115 |


Sen Teble for symbols and notes.

TABLE 3. Financiel retios(1) for ineorporeted butinesses only. 4987
Onterio. Women's Clothing stores (SIC Ei31)

|  | Total(2) | Dottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Uodep widdle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesies in semple (NO.) Low soles value (5000's) Migh sales value ( $\$ 0000^{\prime}$ ) | $\begin{aligned} & 284 \\ & (1) \\ & (1) \end{aligned}$ | 111 | 181 292 | 292 534 | 534 111 |
|  | Averege |  |  |  |  |
| Liquidity retio Current ratic itimesi | 1.5 | 1.2 | 1.6 | 1.3 | 1.8 |
| Leversge patios <br> Debllanity patio (times) <br> interest cournge retio (times) <br> Debt retio (times) | 2.8 3.6 0.7 | -12.2 0.9 1.1 | 3.1 2.1 0.8 | 3.7 4.3 0.8 | 2.0 6.6 0.7 |



Ser inol ifor symols and moter.

## erinitions:

1. Liquifity rmile:

Cuprent z curcont assats / cerrent disalitites.
2. Leverage retios:
a) Deblequity = rotsi 1 imbilitise/equity



TABLE 4. Statement of changes in finameial position for incorporated businesses only. 1987 Ontario, Women's tlothing stores (SIC 6131)

|  | Total: | $\begin{array}{r} 50: \geq 0 \mathrm{~m} \\ 25 \% \end{array}$ | $-1=01^{-5 w e r}$ | -00er \%1001 25\% | Too 2ミ: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ! No. Low sales value (\$000's) Migh salas value (9000's) | 16. | $\begin{aligned} & 11 \\ & 193 \end{aligned}$ | $\begin{array}{r} 392 \\ 315 \end{array}$ | $\begin{array}{r} 315 \\ 356 \end{array}$ | $\begin{array}{r}555 \\ 111 \\ \hline\end{array}$ |
|  | Average (5000's) |  |  |  |  |
| Opereting ectivities <br> Eisn tron operasions <br> Depreciarion <br> Other | $\begin{array}{r} 13 \\ 6 \\ -17 \end{array}$ | 2 2 -6 | 14 -30 | 13 5 -8 | 20 13 -25 |
| Dividends | -3 | - | -2 | $-3$ | -7 |
| Investment octivities <br> Discoss: of fixeo essers <br> Purchase of fixed assets <br> Incresse in investment <br> Decrese in investment | -8 -1 -1 | -1 | -5 | 2 -3 -1 | -22 -1 |
| Financing ectivities <br> Incresse in long term debt Reourment of long term debt Loans from sharenolders Reotyment of loens from shereholders advences of loens from government <br> Incresse in equity <br> Decreses in equity <br> Other | 3 -2 4 -8 -8 -8 -3 | -1 3 -4 | 4 <br> -2 <br> -3 <br>  <br> 29 <br> -12 | -1 2 -13 -3 -1 | $\begin{array}{r}8 \\ -4 \\ 11 \\ -14 \\ \hline\end{array}$ |
| Incresse(decrease) in cash tequivalenta Cash equivelents-Beginning of the yest Cash equivalents - End of the year | -6 12 5 | -4 10 8 | -1 8 4 | -1 10 9 | -11 21 2 |

 only those businesses reporting stetement of chenges.
see fable ifor symools and notes.

TABLE 5. Employment changes by a12e of business, 1984-1987 besed on SIC ciassification in i987 Oneario, Momen's Clothing Stores (SIC 6131)

| Business ize expressed in everage labour units(1) | Number of businesses | $\begin{array}{r} \text { Totei payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of bus inesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reportingiz) | No longe? reoorting(3) |
| 1384 |  |  |  |  |  |
| Total | 1.693 | 152.788 | 18.227 | 231 | 237 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.578 \\ 85 \\ 19 \\ 11 \end{array}$ | $\begin{aligned} & 52.215 \\ & 28.206 \\ & 19.502 \\ & 52.835 \end{aligned}$ | $\begin{aligned} & 5.563 \\ & 2.988 \\ & 2.036 \\ & 5.640 \end{aligned}$ | $\begin{array}{r}228 \\ 4 \\ \hline\end{array}$ | 225 8 4 - |
| 1987 |  |  |  |  |  |
| Totel | 2.091 | 231.475 | 20.083 | 385 | ... |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 1.951 \\ 112 \\ 22 \\ 13 \end{array}$ | $\begin{aligned} & 72.100 \\ & 47.330 \\ & 27.716 \\ & 83.829 \end{aligned}$ | $\begin{aligned} & 5.327 \\ & 4.083 \\ & 2.408 \\ & 7.285 \end{aligned}$ | $\begin{array}{r}380 \\ 1 \\ \hline\end{array}$ | . |

(1) Averse lebour units ere colculated by dividing total payroll by the everage annuel wage end solary rate es reported in the

fuli-time mployes. Note thet the business sife groups used are ontermined at the Canede level. Thus it a busifess has at lest 500 omployees in cansode ss mole but less then thel humber in my given province it is shom in the soo mo over group.
$(21$ Refers to businesses reporsing no peyroll seductions in the previous year
131 Refers to businesses reporing no paypoll detuctions in the following yeir
"Mewly pepofing" and "no longer peorting" businesses artaszued to hove been in ectivity for sir months end the informetion is adjusted accordingly.

See fable for symbols and notes

TABLE 6. Selected operating characteristics of small ousinesses by sales quartile, 1985-1987
Ontario, Women' Clothing Stores (SIC 6131)


1985

Mumber of observetions in semple
2uersge sales 5
Average expenst 3
Average not piofit (lossis

Ousineseen reporting profit (Mo.)
Averte sales
Aversge expenses
Averge net ofofits

Gusinessas reoorting lose (Mo.)
Average sales 3
Average Expenses
Average net loss \&

| $\begin{array}{r} 265 \\ 229.409 \\ 212.203 \\ 17.206 \end{array}$ | $\begin{array}{r} 57.837 \\ 56.503 \\ 1.334 \end{array}$ | $\begin{array}{r} 112.792 \\ 88.054 \\ 24.738 \end{array}$ | $\begin{array}{r} 194.935 \\ 188.174 \\ 6.561 \end{array}$ | $\begin{array}{r} 552.272 \\ 516.082 \\ 36.190 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 229 \\ 241.808 \\ 219.318 \\ 22.490 \end{array}$ | $\begin{array}{r} 62.705 \\ 55.299 \\ 7.406 \end{array}$ | $\begin{array}{r} 112.555 \\ 85.791 \\ 28.784 \end{array}$ | $\begin{array}{r} 198.254 \\ 187.133 \\ 11.121 \end{array}$ | $\begin{array}{r} 593.716 \\ 549.048 \\ 44.868 \end{array}$ |
| $\begin{array}{r} 37 \\ 161.376 \\ 175.853 \\ -14.479 \end{array}$ | $\begin{array}{r} 67.935 \\ 58.952 \\ -11.017 \end{array}$ | $\begin{array}{r} 117.181 \\ 130.075 \\ -12.894 \end{array}$ | $\begin{array}{r} 174.378 \\ 194.192 \\ -19.814 \end{array}$ | $\begin{aligned} & 306.010 \\ & 329.194 \\ & -14.184 \end{aligned}$ |

1985
Wumber of observetiona in sample
Average selos $\$$
Average exonse $\$$

| $\begin{array}{r} 254 \\ 252.327 \\ 248.524 \\ 3.803 \end{array}$ | $\begin{aligned} & 57.257 \\ & 83.719 \\ & -6.462 \end{aligned}$ | $\begin{array}{r} 113.509 \\ 113.334 \\ 275 \end{array}$ | $\begin{array}{r} 211,131 \\ 206.239 \\ 4.792 \end{array}$ | $\begin{aligned} & 627,309 \\ & 810.705 \\ & 16.604 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 179 \\ 267.697 \\ 231.438 \\ 16.281 \end{array}$ | $\begin{array}{r} 57.053 \\ 50.088 \\ 6.987 \end{array}$ | $\begin{array}{r} 113.840 \\ 104.999 \\ 8.841 \end{array}$ | $\begin{array}{r} 217.787 \\ 202.505 \\ 15.282 \end{array}$ | $\begin{array}{r} 602.109 \\ 568.152 \\ 33.957 \end{array}$ |
| $\begin{array}{r} 75 \\ 268.355 \\ 289.961 \\ -21.508 \end{array}$ | $\begin{array}{r} 57.385 \\ 72.246 \\ -14.859 \end{array}$ | $\begin{aligned} & 113.191 \\ & 128.486 \\ & -15.295 \end{aligned}$ | $\begin{aligned} & 198.596 \\ & 214.718 \\ & -18.116 \end{aligned}$ | $\begin{aligned} & 706.247 \\ & 744.001 \\ & -37.754 \end{aligned}$ |

usinesses reporting eprofit (No.)
Average sales $\$$
Average expense s
Aversge net profits
-
Susingeses roperting lose (Ho.)
Average saliss
Averige expense $s$
Averige net loses
289.961
72.244
128.486
-15.295
214.712
-18.116
744.00

1987

| Numbar of observetionel |  |  |
| :---: | :---: | :---: |
| Average | sales ${ }^{\text {a }}$ |  |
| Aversge | exouse 3 |  |
| Average | net profit (lons) | 15 |


| 388 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 245.874 | 33,790 | 102.991 | 215.304 | 831.411 |
| 237.004 | 34.085 | 100.929 | 205.803 | 607.199 |
| 8.870 | -295 | 2.082 | 9.501 | 24.212 |
| 211 |  |  |  |  |
| 245.731 | 33.227 | 110.891 | 214.884 | 624,122 |
| 227.887 | 27.656 | 101.231 | 196.360 | 585.420 |
| 18.064 | 5.571 | 3.480 | 18.524 | 38.702 |
| 107 |  |  |  |  |
| 247.597 | 34.378 | 84.328 | 216.285 | 655.395 |
| 261.937 | 40.785 | 100.195 | 227.906 | 678.859 |
| - 34.340 | -8.407 | $-15.867$ | -11.821 | -23.466 |

[^21]Sen fobl i for symbols and retes

TABLE 1. Selected operating ratios. in percent of seles, 1987
Ontario. Glotming seores n.e.c. (SIC 6141)

|  | Total(1) |  | Bot tom 25: |  | -swer$\text { midale } 25 \%$ |  | under migde ?c: |  |  | $\begin{aligned} & 190 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businteses in samole (No. Low seles value (\$000's) Mign salas value (SONC's) | $\begin{aligned} & 135 \\ & (1) \\ & 11) \end{aligned}$ |  | $\begin{array}{r} 111 \\ 60 \end{array}$ |  | $\begin{array}{r} 60 \\ 139 \end{array}$ |  | $\begin{aligned} & 139 \\ & 246 \end{aligned}$ |  |  | 246111 |  |
| Selected expense itam | industry averepel? |  |  |  |  | $\left\lvert\, \begin{gathered} \text { y busi- } \\ \text { resses } \\ \text { roopring } \end{gathered}\right.$ | Redorting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { midd } \\ 25 \% \end{array}$ | Upoer iddl 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { modie } \\ 25 \% \end{array}$ | 700 25\% |
|  | Percent of seles |  |  |  |  |  |  | Per | cent of | stes |  |
| Cost of eeles | 53.1 | 41.2 | 46.9 | 88.5 | 58.8 | 34.1 | '1 | 5 | 46.9 | 歇. 2 | 58.2 |
| Occupancy expenses | 11.2 | 14.9 | 14.3 | 1.3 | 7.4 | 100.0 | 11.2 | 41 | 14.3 | 8. 3 | 7.4 |
| Depreciation | 1.8 | 3.0 | 2.0 | 1.3 | 1.0 | 79.4 | 2.3 | 3.3 | 3.1 | 1.6 | 1.0 0.5 |
| Repeirst maintenence | 0.5 | 0.7 | 0.3 | 0.6 | 0.3 | 51.8 | 0.9 | 1.3 | 0.7 2.3 | 1.2 | 0.5 1.0 |
| Hest. light t telephon | 7.8 | 2.3 8.9 | 2.3 9.7 | 1.6 4.8 | 5.9 | 94.4 | 1.9 9.8 | 11.7 | 2.3 14.5 | 1.6 6.2 | 1.0 6.5 |
| Personnel expenses | 10.4 | 4.5 | 14.2 | 6.8 | 14.7 | 80.3 | 12.1 | 11.0 | 18.1 | 7.7 | 14.7 |
| Fimanciol expenses | 3.4 |  |  |  |  |  | 3.8 |  |  |  |  |
| Interest \& bank charges Professional fees | 2.3 | 2.8 | 2.5 1.5 | 2.6 | 1.7 0.6 | 82.9 82.0 | 2.8 1.3 | 3.7 2.1 | 3.1 | 2.7 | 1.9 0.7 |
| Other expenses | 18.7 | 24.8 | 15.8 | 12.4 | 15.1 | 100.0 | 18.7 | 24.8 | 15.6 | 12.4 | 15.4 |
| Profit (lons) | 5.3 | 10.2 | 5.1 | 3.0 | 3.4 | 100.0 | 5.3 | 10.2 | 5.1 | 3.0 | 3. |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -•• | - . | . |  |

## Symbol:

- zero or no obeervalions
- 100 small too be expressed
not mpplicabl.
$\times$ confidentill
Footmptes

(2) Velue in eech cell $=\frac{\text { totel wighied expendigure on given iten }}{\text { lotel weighted sales of sll businesges in the senple }} \times$ loo for fech autrile.

This portion of the teble porteins onty to the businesses roporting the specific opense iten, therefore inter etios ere celculeted individuslly and the cotel will not mecessarily equel 100 x .


## Motes

Dete bre shown by quartiles when at luest iJ of the empled businesses report the speciflc ifen

 high and low vilume of reles er show

## How te ute the teolet


(2) The selocted coge will indleste the preper quertile. i. © the betion 25s. the lower midde 25z, the upper midele 25x or the 100 $25 \%$.
(3) Dets ontelning so the stected selys sise renge will be in thet oumpite

## Stendept industribl Cisssiflestion Definition (sic 19se):

51C 8141 - Clothing Storea n. e.e.
 clothing and sceessoriss. Included in this industy are businesses primerily enguged in retailing fur goods. Reteil childen"s end





TABLE 2. Ballance sheet profile for incorporsted businesses only. 1987
Ontario, Elothing Stores n.e.c. (SIC 6141)


Ste intie for symols and notes.

TABLE 3. Financiel ratios(1) for Incorporated businesses only. 1987
Onterlo, Clothing Storest n.e.c. (Sic 8141)

|  | Total(2) | Bot tom 25\% | $\text { middle } 25 \%$ | Uoder middle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in stmol (No.) Low sales velue ( $5000^{\prime}$ s) High seles vatue ( $9000^{\prime}$ s) | $\begin{array}{r} 15 \\ (1) \\ (1) \end{array}$ | (1) 108 | 108 204 | 204 510 | 510 $(1)$ |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current ratio (times) | 1.3 | 1.1 | 1.1 | 1.5 | 1.3 |
| Leverage patios <br> Debt/equity potio (times) <br> interest coverage ratio (times) <br> Debt ratio (times) | 3.8 1.5 0.8 | -4.1 $i .3$ | 25.0 1.0 | 1.2 1.9 0.8 | 2.1 3.2 0.7 |

(ll The ration feprement the evernge of retios for esch busienss in the group ond connot be calculated fron the figures shown in iebl 2 .


sefinitiens:

1. bianidity ratie:

Cutrent s cypremt ossets / curpent limbilitiss
2. Leverepe petion:

```
) Debt/equily z totel liadilities / equily
```



```
el Interest coversog m net profit ( interest expense / interest mxpense
```

TABLE 4. Statement of changes in financial position for incorporated businessas only, 1987 Ontario, Clothing stores n.e.c. (SIC B14i)

|  | Fotal(1) | $\begin{array}{r} 30:: 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midel } 25 \% \end{array}$ | UDDer $\text { miocis? } 5 \text { : }$ | O0, $\therefore=0 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampi (No.) Low sales valu (S000 s) High sales value $\quad \$ 000^{\circ}$ s) | $\begin{aligned} & 51 \\ & 11 \\ & i 1 \end{aligned}$ | $\begin{aligned} & 111 \\ & 106 \end{aligned}$ | $\begin{aligned} & 108 \\ & 148 \end{aligned}$ | $\begin{array}{r} 148 \\ 510 \end{array}$ | $\begin{gathered} 510 \\ i 11 \end{gathered}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from ooerations Depreciation Other | 9 5 -4 | 9 1 -16 | $\begin{array}{r} -4 \\ 5 \\ -5 \end{array}$ | 8 4 -3 | 25 12 7 |
| Dividends | - 4 | - | -2 | - | $-15$ |
| Investement activilies Disposal of fixed assets Purchase of fixed ssets Increses in investment Decresse in investment | - 1 | - | -1 | -1 | $\begin{array}{r} 4 \\ -27 \\ -2 \end{array}$ |
| Finencing ectivities <br> Increese in long term debt <br> Reparment of long term detz <br> Loans Irom shareholders <br> Repsyment of lowns from sharehoiders <br> Advances 8 loans from government <br> Incresse in equity <br> Decresse in guity <br> Other | 3 -4 4 -5 | -2 | -9 | -2 2 -5 | $\begin{array}{r}11 \\ -1 \\ 13 \\ -13 \\ - \\ \hline-\end{array}$ |
| Incresse(decresse) in cosh tequivalonts Cegh equivelonts-Beginning of the year Cash sequivalents = End of the year | -2 10 6 | -1 41 33 | $\begin{aligned} & -18 \\ & -84 \\ & -24 \end{aligned}$ | -24 -24 | 12 34 45 |

 only those businesses peorting statument of changes
See Tate ? for symbols and notes

TABLE 5. Employment changes by sizo of bueinese. 1984-1987 besed on Sic ciaseification in iset
Ontario. Clothing stores n.e.c. (Sic ithi)

| Business ize expressed in everage labour units(1) | Number of butinesses | $\begin{array}{r} \text { Total } 0 \text { erroll } \\ \left\{000{ }^{\circ}\right. \end{array}$ | Averset isbour units(1) | Changes in number of businesses with peid molorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | Mo lorger reoort.: 3) |
| 1984 |  |  |  |  |  |
| Total | 441 | 19.047 | 2.180 | 88 | $4{ }^{4}$ |
| $\begin{aligned} & \text { log than } 20 \\ & 20^{\circ}-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 42 \\ 16 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 10.822 \\ 5.389 \end{array}$ | 1.228 194 129 | 88. | 47 |
| 1987 |  |  |  |  |  |
| Totel | 478 | 21.101 | 2.597 | 108 | -.. |
| $\begin{aligned} & \text { toss than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 45 13 4 1 | 13.530 3.813 $x$ $x$ | 1.255 335 864 343 | $\begin{array}{r}108 \\ 2 \\ \hline\end{array}$ | - $\cdots$ $\cdots$ |





(2) Reters to businesses reporting no paypoll decuctions in the previous year.
(3) Refers to businesses emporting no Deyroll deductions in the following year
 ojusied accoroingly

See inole ifor symools and notes.

TABLE 6. Selected operating characteristics of swall businesses by sales quartile. $1985-1987$
Onterio, Clothing stores N.e.E. (SIC 6141)

|  | Cetal! | $\text { So: = } 0 \text { om }$ | m.cole | m.0e cover | 7e8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple | 173 |  |  |  |  |
| Average saliss | 288.469 | $52.44 \hat{6}$ | 115.:95 | 251. 123 | 724.814 |
| Average expense $\$$ | 269.133 | 44.570 | 106.105 | 249.529 | 876.334 |
| averege net profit (loss) \$ | 19.336 | 7.872 | 9.390 | 11.602 | 48.480 |
| Susinustes reoorting profit (No.) | 285. 152 |  |  |  |  |
| Averape seles \$ | 288.119 | 53.459 | 115.530 | 262. 574 | 712.911 |
| Average expense \$ | 260.236 | 41.184 | 104.879 | 245.767 | 649.134 |
| Average net profits | 25.883 | 12.295 | 10.651 | 16,807 | 63.777 |
| Businesses reporting loss (Mo.) | 21 |  |  |  |  |
| Averspe seles Aversge expense | 302.700 | 48.144 | 114.985 | 255.522 | 792.147 |
| Avicrae expenses | 319.213 | 58.977 | 123.658 | 264.010 | 830.198 |
| Aversge net loss | -16.513 | $-10.833$ | -8.683 | -8.488 | -38.049 |

1985


1987

| Wumber of obeervetions in sample <br> Average ssies <br> Average expense <br> Average net profit (loss) s | 143 227.561 221.185 6.378 | 42.275 36.630 5.845 | $\begin{array}{r} 88.428 \\ 86.254 \\ 2.164 \end{array}$ | 167.196 167.667 .671 | $\begin{array}{r} 812.345 \\ 594.177 \\ 18.168 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cusinesses reporting eprofit (Mo.) | 37 |  |  |  |  |
| Averoge sales 5 | 225.341 | 41.822 | 85.280 | 173.374 | 800.308 |
| Aversge expenses | 207.011 | 29.958 | 74.926 | 180.135 | 563.024 |
| Average not orafits | 18.330 | 11.864 | 10,334 | 13.839 | 37.284 |
| Butinosees reporting less (Mo.) | 48 |  |  |  |  |
| Average seles ${ }^{\text {a }}$ ( | 233.528 | 43.109 | 93.750 | 157.303 | 639.940 |
| Average expenses | 219.525 | 48.918 | 105.318 | 178.663 | 865.805 |
| Averape net loses | -16.100 | $-5,805$ | -11.588 | -21.360 | -25.865 |


Sec Table 1 for symbols ant notas:

TABLE 1. Selected operating ratios. in percent of sales, 1987
Ontario. Fabric and Yarn Stores (SIC 5159)


| Jusinesses a samo: No. -ow sales value $\$ 000$ s) Hign sales value i $\$ 000$ s | $81$$\$ 11$ |  | (1) i: |  |  | $\begin{aligned} & 41 \\ & 73 \end{aligned}$ |  | It |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected exoense item | Induspry suerage(2) |  |  |  |  | $\begin{gathered} \text { \% Dusi- } \\ \text { nesses } \\ \text { rooorting } \end{gathered}$ | Redorting businesses only 21 |  |  |  |  |
|  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | UDDe: idole 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tosal | $\begin{array}{r} \text { Bo:tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowep } \\ \text { midal } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Jooer } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 54.5 | 47.3 | 63.0 | 49. - | 55.9 | 93.2 | 58.5 | 59.6 | 63.0 | 55.0 | 55.9 |
| Occupancy expenses | \%. 8 | 6.0 | 7.9 | 10.6 | 10.3 | 96.5 | 9.1 | ?.1 | 7.8 | 10.5 | 10.3 |
| Deoreciation | 1.1 | 1.1 | 0.8 | 0.9 | 1.5 | 69.2 | 1. 5 | , ${ }^{1}$ | $\because .9$ | 1.2 1.5 | 1.9 1.9 |
| Reouirs \% meintenance | 0.8 | 1. 3 | 0.1 | 9.3 | 0.5 | 55.6 | 1. 5 | 2.1 | 1 2.5 | 1.5 | 1.1 |
| Hest. light \& teteotione | 1.9 5.0 | 2.3 1.4 | 2.2 4.5 | ¢. 6.5 | 1.1 7.1 | 85.1 62.0 | 2.2 8.1 | 3.1 3.1 | 2.5 | 9.9 | 9.8 |
| Personnel expenses | 12.1 | 5.6 | 8.1 | 18.4 | 15.8 | 90.5 | 13.4 | 5.8 | 11.0 | 18.4 | 17.2 |
| Financial expenses | 3.5 | 3.3 | 4.6 | 3.5 |  |  | 3.7 |  |  |  |  |
| interes: \& Dank charges Professional fees | 2.5 | 1.3 1.9 | 3.6 0.8 | 3.0 0.7 | 1.9 0.6 | 75.4 82.8 | 3.3 | 2.2 2.1 | 4.2 | 4.2 0.8 | 2.9 |
| Other expenses | 17.7 | 32.6 | 13.7 | 14.5 | 12.9 | 100.0 | 17.7 | 32.8 | 13.7 | 14.5 | 12.9 |
| Profit (lass) | 3.4 | 5.2 | 2.3 | 3.3 | 2.6 | 100.0 | 3 | 5.2 | 2.3 | 3.3 | 2.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 1. |  |  | . . | - . |  |

## syeools

- zbro or mo observations
-- too smatl too be mxpressed
not mpolicable
- confidential


## foosnotes

111 These estimeses me besed on sengle of butinesses reporting sales between \$25,000 and 32.000 .000
(2) Veive in each cell $: \frac{\text { Torsi weighted expendisup on given item }}{\text { Tosei melonted sales of fll businesses in the sample }}$ foo fop each quertile.
(3) Yalue in esen cel! s $\qquad$
This poition of the toblepprans only to the businesses teporting the specilic expense item. Theitore these rotios ore ciculsted individully and the total will not necesserily equil $100 \%$
motes
Deto se showm oy quept, les when et leest 13 of the sempled businesses peport the specific iten
 one quepter of the cots number of ousinesses. Within esch queptile. the suefag perio is presented. bor compsison purposes. the high eno lom vilues of sales are fhom.

Mow to ves the toblet

(2) The selectse renge will indicte the proper guspile. i. e. the bottom 25\%. the lower midde 25\%. the upper miodit itz or the top 25 I
(3) Dese pertaining to the selected situs size penge will be in the quertile.

Stenderd Industrisl CIsstificetion Definition 15IC 18801:
SIE 8151 - fabric and Yarn Stores
Businesses primarily engaged in petsil deding in yoro goods; yerns and pelated merchandise such ss: dry goods ma notions siores. fapic
 retail sextile fabrics. Petai yarn goocs lextile farict and ietal yorm

(1) These estimares ap Desed on sample of businesses pepoting sates between $\$ 25.000$ gnd 32.000 .000 .

5ef isble 1 for symools and motes

TABLE 3. Financial ratios(i) for incorporsted businesses only. 1987
Ontario. fabric and Yern stores (SIC 6i51)

|  | Totel(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Upder $\text { middle } 25 \%$ | $\begin{aligned} & \text { T00 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole (No. Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | $\begin{array}{r} 32 \\ (1) \\ (1) \end{array}$ |  |  |  | -- |
|  | Aversoe |  |  |  |  |
| Liquidity petio Current ratio (times) | 1.3 | -* | -- | -- | -- |
| Leverage retios <br> Dedtiequity ratio (times) <br> Interest coverage iatio (times) <br> Debt ratio (times) | 6.9 0.7 0.9 | -- | -- | -- | -- |


(2) These essimetes are besed on semple of butinesses raporsing seles between 525,000 and \$2,000,000.

See fible 1 for symools and notes

## Definitions:

1. Liquidity fatia:

Gursent a current sespes f suptent lidoilities
2. leverse pitios:

- Deotrequipys cotal liabitisies / equity.
b) Ded ravio $=$ total liabilities/total asseis
c) Interest coversge s net profit interost oxpense/ incerest expense.

TABLE 4. Statement of enanges in financial position for incomporated businesses only. is87
Ontario. Fabric and yarn stores (SiC 6151)

 only thos ousinesses reporiing a statemen: of changes.
See iable for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in ig87 Ontario. Fabric and Yarn Storas (SIC E151)


fll Average lebour units are csiculsted by dividing total payroll by the gerege annul wage and solury rete as reporied in the
Surver of Emoloyment. Payroit and Hours. Statistics Canada. Catslogut 72-002. An sversge labour uni: could be interpreied as e
 500 amoloyees in Cande os whol but less thon ing number in any given province it is show in the 500 and over grout
(2) Refers to ousinesses repoiting no paypoli deductions in ine previous yedr
(3) Refers to businesses reporting no payroll ofouctions in the follawing year

- Wewly repor, ing" and eno longer reporting" businesses are essumed to have been on ectivity fop gix months and the information is adjusted accordingly
see iable 1 for symbols and notes

TABLE G. Selected operating enaracteristics of small businesses by sales quartile. $1985-1987$ Ontario, Fabric and Yarn stores (Sit ह151)


1985

| Number of observetions in samol | $\ldots 115$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| aveiage sates 3 | $: 53.067$ | 35.055 | 66.887 | 109.929 | 400.398 |
| Lverage exoense S | 149.323 | 26.427 | 62.380 | 113.220 | 385.2E5 |
| Average nut orofit (loss) \$ | 3.744 | $-1.372$ | 4.507 | -3.291 | 5.133 |
| Businesses reporting profit (Mo.) | 90 |  |  |  |  |
| Average sares \$ | :51.301 | 36.418 | 68.844 | 107.251 | 392.680 |
| Average expense \$ | 138.664 | 31.715 | 61.239 | 94.500 | 367.203 |
| Average nat profit \$ | 12.637 | 4.703 | 7.605 | 12.761 | 25.477 |
| Businesses feporting loss (No.) | 25 |  |  |  |  |
| Averape sales 5 | 157.412 | 34.047 | 58, 868 | 114.628 | 422.105 |
| Average exoense 5 | 172.308 | 39.914 | 67.056 | 145.197 | 436.066 |
| Average net loss | - 4.4 .896 | -5.857 | -8.988 | -31.569 | -13.96i |

1986

| Number of observetions in sample | 142 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averaçe sales \$ | 1!3.580 | 29.449 | 49.216 | 92.521 | 283.032 |
| Average exoense \$ | 110.594 | 29.953 | 52.712 | 94.867 | 254.843 |
| Averape cet profit (loss) \$ | 2.985 | -504 | -3.496 | -2.246 | 18,189 |
| Businesses reporting profit (Mo.) | 101 |  |  |  |  |
| Average sales \$ | 116.151 | 30.827 | 45.702 | \$5.337 | 292,738 |
| Average expense \$ | 105.957 | 25,747 | 40,305 | 88.386 | 268,390 |
| Average net prafit \$ | 10,194 | 4. OBO | 5.397 | 6,951 | 24.346 |
| Susinesses reporting loss (Mo.) | 41 |  |  |  |  |
| Avorage sales \$ | 100.878 | 28.165 | 51.106 | 89.352 | 234.088 |
| Average expense \$ | 110.486 | 32,940 | 59.385 | 102.66? | 245.950 |
| Average net loss \$ | -9,808 | -4.775 | -8.280 | -13.315 | -12.862 |

1987
Mumber of observitions in tmole
Average sales $\$$
Average expense 5
Average net gisfit (loss) $\$$
81
149.381
145.306
4.075
35.331
34.800
55,2
53.3
13.68
11.47
2.209
393.232
381.607

6. 800
531
53.335
2.209
11.625

Businesses reporting eprofit (No.)
sverage sales \$
Average expense \$

| 51 |  |
| ---: | ---: |
| 159.694 | 36.772 |
| 142.345 | 29.711 |
| 17.349 | 7.061 |
|  |  |
|  |  |
| 130 |  |
| 155.954 | 31.722 |
| -16.118 | 47.549 |
|  | -15.827 |

53.564
49.520
108.96
92.93
439.678

Average net piofits

8usinestes reporting a loss (No.
Avirage sales 3
Average expense $\$$
138.954
155.072
47.549
60.551

65,132
122,174
143,426
341.367

Aviriage net loss $\$$
15.82
25.000 and \$2.000 000

See iable "for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, Housnold Furniture Stores (S1C 521)


Syebol:
. zero or no observarions
$\cdots \quad 100$ small ioo pe expressed
$\cdots$ not boplicmol
$\times$ configentisl

## *ootnoter

(1) These estimetes are baseo on s sumpl of businesses poporting seles between 325,000 end $\$ 2.000 .000$
2) Value in Toist meighted expenditure on given item

This portion of the table pertains only to the busimesses peporting qhe specific expense iqem. Therefore these reqios ere colculated individully and the sotal will not necessarily equel $100 \%$.

## Mopes

Dete ort shown by ouartiles when bl leas? 13 of the sompled businesses repore the specific item

 high enc low vilues of sties art shown

Now to ute the tabled

 ROD 25\%
(3) Dete pertaining to the sulected sales size range will de in thet quert. -

Stenderd Indultfiel Eletalicstion Definition (SIE 1980):

SIt 8210 - Noustheld furniture Stopet
 ere included in this industry group

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Onterio. Houshold Furniture stores (SIC 621)

|  | To:al: ${ }^{\text {a }}$ | $\begin{array}{r} \text { Be::om } \\ 25: \% \end{array}$ | Lowe: $\text { जusle } 5 \text { E: }$ |  | -25 25:. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses In samola ino. <br> Low soles value $\$ 000$ 's) <br> High sales velue ( $\$ 000$ s) | 238 | $\begin{aligned} & 19 \\ & 206 \end{aligned}$ | 206 365 | $\begin{aligned} & 3 E 5 \\ & \text { àj } \end{aligned}$ | 80: |
|  | Avepage (scocis. |  |  |  |  |
| Assets |  |  |  |  |  |
| Easn Accounts and notes roceivable | 29 | 4 | 12 | 27 | 58 |
| Prventory | 29 | - | 12 | - |  |
| Othe cupcent assets | 160 | 25 | 102 | 172 | 236 |
| Toial current issets | 189 | 30 | 115 | 200 | 405 |
| Fixed assets | 42 | 18 | 28 | 43 | 77 |
| Less: Accum. ded. on fixed assets | - |  | - | $\bigcirc$ | 93 |
| Other ossets | 11 | 2 | 9 | 11 | 23 |
| Total ussets | 242 | 49 | 152 | 253 | 508 |
| Listilities and eatity |  |  |  |  |  |
| Other current liabilities | 91 | 17 | 48 | 95 | 202 |
| Total curtent liaoilities | 113 | 20 | 68 | 117 | 243 |
| Morigages zayal | , | - | - | - | - |
| Long :erm deot | ${ }^{2}$ | 19 | 1 | 77 | 7 |
| Other liabilities | 55 | 19 | 49 | 77 | 72 |
| Total lisbilitios | 169 | 39 | 118 | 195 | 319 |
| Total equity | 73 | 10 | 34 | 58 | 187 |

(1) Yhese estimeres ape besed on samole of businesses reporting seles between 325,000 ano $\mathbf{2 2 . 0 0 0 . 0 0 0}$

See iabie ? for symbots and nores.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Ontarlo. Houshold Furniture Stopes (SIC E21)


III The retios represtat the werege of retios for sech business in the groug end cannot be colculated fom the figures shown in isole 2 .

See rale 1 for symols and nolis.

## Definition:

1. biquidity ratia:

Guprent $=$ curten: assets / current isooritios.
2. Levernge petios:

b) Dede ratio a potal liablifies / totai assess.
c) Inserest coverege $=$ net protit - interes? expense / inserest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario. Houstold furniqure Storas (S1C ह21)


 only those businesses reporiing a siermment of changes.
See izole i for symbals ono noies.

TABLE 5. Employment enanges by size of bustness. 1984-1987 based on SIC ciassification in 1987 Onterio. Houshoid Furniture Storet (51c 621)

|  |  |  |  | Changes in num with osi | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in eversge labour uhits! 1 ! | Number of Dusinesses | Total gayroll | Average Iabour unies(1) | $\begin{array}{r} \text { Newiy } \\ \text { reporting } 2 \text { 保 } \end{array}$ | No tanger reporting(3) |
| 1884 |  |  |  |  |  |
| Totel | 1.535 | 157.914 | 9.687 | 235 | 160 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.453 \\ 68 \\ 9 \\ 5 \end{array}$ | $\begin{aligned} & 71.878 \\ & 33.908 \\ & 21.457 \\ & 30.677 \end{aligned}$ | $\begin{aligned} & 4.351 \\ & 2.134 \\ & 1.359 \\ & 1.842 \end{aligned}$ | 229 5 1 | $\begin{array}{r} 154 \\ 6 \\ = \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.640 | 225.285 | 12.762 | 214 |  |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.537 \\ 89 \\ 10 \\ 4 \end{array}$ | $\begin{aligned} & 96.658 \\ & 58.313 \\ & 34.756 \\ & 35.548 \end{aligned}$ | $\begin{aligned} & 5.403 \\ & 3.323 \\ & 1.979 \\ & 2.057 \end{aligned}$ | $2 ?$ 3 0 | $\ldots$ $\cdots$ $\ldots$ |

Ill Average labour units af catculated by dividing totel payioll by the oversge annual wage ond solapy fote as focortec in the
Survey of Emplovmenf. Payroll and Hours. Statispics Canada. Catalogue 12-002. An aversge iabour unit could be interpieled as a fuli-time enployer note thas the business site groups usec are ontermineo of the canoce level, thus if a business hos it leas? 500 emoloyees in canade as mole bu: less than that nunger in any given province it shom in the 500 and over grouo.
121 Reters to ousinesses edorting no dayio. coductions in the pievious year
(3) Refers io businesses leporing no payroli geductions in the following year
"Mawly reporting" ang mo longer reporting" businesses ape assumed to have been in activily for six morins and the information is adusted accoroingly

See itale : for symbols and notes

TABLE 6. Selected operating characteristies of small businesses by sales quartile. 1985-1987 Ontario, Housnold Furniture Stores (SIC 621)

|  | To:a ${ }^{\text {a }}$ ( | $\begin{array}{r} 30+90 \pi \\ 25 * \end{array}$ |  | $\begin{array}{r} \text { EEE: } \\ \text { Mignt } \end{array}$ | $\approx z$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observotions in samole | 262 |  |  |  |  |
| Aversge soles $\ddagger$ | 358.220 | 42.139 | 116.179 | 323.375 | 991. 95 |
| Averoge expense 3 | 353.581 | 33.539 | : $1: 531$ | 314.125 | 956. $\leq 9$ |
| Averege net profit (lossi 3 | 14.339 | 8.492 | 4.548 | 9.250 | 35.067 |
| Businesses reporting profit (Mo.) | 219 |  |  |  |  |
| Averoge saies 5 | 374.016 |  |  | 312.757 | :.021.428 |
| Averse experse \$ | 346.700 | 30.956 | 105.532 | 295.803 | \$54.509 |
| Averege net profit $\$$ | 27.316 | 12.489 |  | 16.954 | 66.919 |
| Susinesses reporting loss (Mo.) | 43 |  |  |  |  |
| Average sales \$ | 353.305 | 39.346 | 112.206 | 355.342 | 908.325 |
| Aversge 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

| Mumber of observations in semole | 173 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average saliss $\$$ | 341.472 | 37.300 | 116.199 | 331.089 | 881.314 |
| Average expense \$ | 325.518 | 26.501 | 93, 225 | 223.139 | 863.605 |
| Avelage net piofit (loss) \$ | 14.854 | 10.798 | 22.965 | 7.942 | 17.709 |
| Dusinesses reporting prof it (Wo.) | 151 |  |  |  |  |
| Aversge sales | 322.312 | 37,117 | 117.932 | 320.142 | 814.059 |
| Average expense \$ | 300.562 | 25.588 | 93.852 | 305.349 | 797.459 |
| Aversene net drofit s | 21.750 | 11.529 | 24.080 | 14.793 | 36,598 |
| Businesses reporting tose (Mo.) | 22 |  |  |  |  |
| Average sates \$ | 395.082 | 42.048 | 62.447 | 355.028 | 1.120.905 |
| Averoge oxomse \$ | 414.125 | 50.205 | 73.854 | 362.089 | 1.170 .360 |
| Averoge net loss \$ | -19.043 | -8.157 | -11.407 | -7.053 | -49.555 |

1987

Munber of observetions in smople
Average sales \$
Average expense
Average net protit (loss) \$
355
$370.35!$
351.828
18.523

Busimesser reporting profit (No.)
Average sales $\$$
Average expense
Average net profits
dusinesses peporting lose (two. I
Avergeg sales
Averige expenses
Average net loss s

| 44.894 | 129.805 |
| :--- | ---: |
| 31.659 | 121.985 |
| 13.239 | 7.820 |
|  |  |
| 45.379 | 120.194 |
| 29.8 .13 | 105.365 |
| 15.566 | 14.829 |
|  |  |
|  |  |
| 40.586 | 156.820 |
| 48.046 | 158.707 |
| -7.460 | -11.887 |


| 341.324 | 985.380 |
| ---: | ---: |
| 321.905 | 931.763 |
| 19.418 | 33.617 |
|  |  |
|  |  |
| 350.395 | 977.546 |
| 321.588 | 929.651 |
| 28.807 | 47.885 |
|  |  |
|  |  |
| 294.907 | 912.434 |
| 323.535 | 940.910 |
| -28.628 | -28.475 |

(1) These estimares are based or s smmle of businesses feocrting sales betwem 205.000 on E. 000.000

Set roble ifor symols ano notes

TABLE 1. Selecied operating ratios. in percent of sales, 1987
Ontario. Furniture, Refinishing and Repair shop (SIC 6213)


## 5ymbols

- zero or no observetions
- too small roo be expressed
not apolicaole
x confidentil

loial wighted expenoitur on given item



## Motes

Ote are shown oy quartiles when at least 13 of the sampled businesses ropor: the specific item
 on quarter of the toti number of businessts. Within esen quartile. the overaga patio is presented. For comparison purposes, the high And low vilues of sties are shown.

Now to use the tatise

 $10025 \%$
(3) Date pertaining to the setected sales size tonge will be in that quertile.

Stenderd Industriel CIEsificetion Definision (515 1080):
SIC 6213 - Furnitur Refinithing and Repoir Shoos
Businesses primarily engagad in the pepbif and fefinighing of furniture such ss reteil mitaus furnilura repar. ratail furniture reuphoistering. furnitup pefinishing ond repar shops fupnisure rogir. fuphiture paint ond varnish stripping end polishing of furniture.

TABLE 2．Balance sheet profile for incorporated businesses only． 1987
Ontario．Furniture，Refinishing and Repair Shop（Sic 62：3）

|  | Tc：al！ | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | －owe？ <br> m：dでしe $5: 5$ | mı | $00$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a samale itho． Low sales value（ 5000 ＇s； Yigh salas value（ 9000 ＇s） | （35 | －－ |  |  | －－ |
|  | Average（\＄000＇s） |  |  |  |  |
| Assets－．－－－ |  |  |  |  |  |
| Cash | 14 | － | －－ | －－ | －－ |
| Inventory | 14 | －－ | －－ | －－ | － |
| Other zurrent assets | 33 | －－ | －－ | －－ | － |
| Total curront assats | 47 | － | －－ | －＊ | －－ |
| Fixed assets | 31 | －－ | － | －－ | －－ |
| less：Accum．deo．on fixed sssets Other assets | 2 | －－ | －－ | －－ | －－ |
| Total ustets | 80 | －＊ | －－ | －－ | －－ |
| Lisbillties and eauity |  |  |  |  |  |
| Current loons | 8 | －－ | －－ | － | －－ |
| Other current liabilities | 29 | － | － | － | $\cdots$ |
| Total curione liatilitios | 36 | －－ | － |  | －＊ |
| Mortgages gayable | － | －－ | －－ | －－ |  |
| Long term deb： Other liabilities | 19 | －－ | －－ | －－ | －－ |
| Total liabilities | 55 | － | － | －－ | －－ |
| Tatal sauity | 24 | －－ | － | － | －－ |


See iable f for symbols and notes．

TABLE 3．Financial ratios（1）for incorporated businesses only． 1987
Onterio．Furniture，Refinithing and Repali Shop（Sic s213）


（1）The ratios represent the overage of ratios for ach business in the group and cannor be celculated from the figures shown in table 2.

Soe teol 1 for symbols and notex．

## Definitione：

1．Liquidity retie：
Gurrent＝caprent assets／cyrrent lisbilitim

2．Leverege ratios：
8）Depi／oquiy $=$ total liabilities f eouiqy
D）Oeb retio $=$ totel litbilities $/$ rotbl essets


TABLE 4. Statement of changes in financial position for incorporated ousinesses only, 1987
Ontario. Furniture. Refinishing and Repair Shop (SIC 6213)

 only inose ousinesses ipporiing statement of enanges
set ind 1 for symools and notes

TABLE 5. Employment Changes by size of business. 1984-1987 based on SiC clazifification in i987
Onterio. Furniture, Refinishing and Repalr Shop (Sic 6213)

| Qusiness size expressed in overoge abour units(!) |  |  |  | Changes in number of bus, nesses : emolores |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses | Total payroll | Average labour units(1) | reoorting(2) | No longer reor ing (3) |
| 1984 |  |  |  |  |  |
| Totel | 518 | 27.324 | 1.407 | 11 | 58 |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r}514 \\ 3 \\ \hline 1\end{array}$ | $\begin{array}{r} 17.519 \\ x \\ x \end{array}$ | $\begin{array}{r} 902 \\ 66 \\ 439 \end{array}$ | 9! | 57 |
| 1987 |  |  |  |  |  |
| Potel | 554 | 34.639 | 1.743 | 83 | . . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}554 \\ 9 \\ ! \\ \hline\end{array}$ | $25.049$ $\begin{aligned} & \mathrm{X} \\ & \mathrm{x} \end{aligned}$ | 1.261 265 217 $=$ | 83 | $\cdots$ $\cdots$ $\cdots$ |


 full-time amployee. Nole that the business size groups usea are octermined ar the canada level. Thus it ausiness has at lease 500 emoloves in cansoe os a whole but less thon ing number in any given province is is snown in the 500 end over group.
12) Refers to businusses repopting no Daypoll odeductions in the devious yeer
(3) Refers to Dusinesses reporting no paytoll deductions in the following year
"Mewiv redorting" and "no longer redorifing" Dusinesses afe assume to have been in activity for six monins and fhe informblion is adiusiec acendingiy
see isole i for symbols and notes

TABLE 6. Selected operating cnaracteristies of smali businesses by sales quartile. $1985-1987$ Ontario, Furniture, Refinishing and Repair shop (Sic 6213)

|  | 70:3111) | $\begin{array}{r} 30+40 m \\ =5 \% \end{array}$ | -.0d:-ower $=$ E: | nocueser. | "C\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sampla | 95 |  |  |  |  |
| Luriage sales है | 97.395 | 30.584 | 40.576 | 76.099 | 244. 229 |
| averige exomse \% | 88.877 | 28.019 | 29.551 | 61. 554 | 336.385 |
| Aversge net profit (loss) \$ | 8.518 | 2.565 | 11.125 | 12,537 | 9.843 |
| Businesses reporting profit (Mo.) Average salas |  |  |  |  |  |
| Average sales \$ <br> Average expenses | 75.109 61.998 | 30.677 23.213 | 40.303 28.468 | 75.328 56.872 | 154.128 139.439 |
| Average ner profit $\$$ | 13.111 | 7.454 | 11.835 | 18.456 | 14.689 |
| Businesses reporting loss (Ho.) | 13 |  |  |  |  |
| Average sses \$ | 183.516 | 30.418 | 47.477 | 89.804 | 586,366 |
| Average expenses | 192.049 | 36,587 | 49.301 | 77.78? | 604.52 : |
| Average net loss ${ }^{\text {s }}$ | -9.533 | -6.159 | -1.824 | -7.983 | -18.155 |

1986

| Mumber of observations in sumple <br> Average sales \$ <br> Average exonse s <br> iverage ne: profit (ioss) \$ | $\begin{array}{r} 51 \\ 105.923 \\ 87.017 \\ 18.906 \end{array}$ | $\begin{aligned} & 30.158 \\ & 18.590 \\ & 11.568 \end{aligned}$ | $\begin{aligned} & 44.724 \\ & 31.978 \\ & 12.746 \end{aligned}$ | $\begin{aligned} & 80.318 \\ & 56.903 \\ & 23.415 \end{aligned}$ | $\begin{array}{r} 268.49 ? \\ 240.596 \\ 27.896 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profis (Mo.) <br> Average salios $\$$ <br> Average expense $\$$ <br> Average not profit $\$$ | $\begin{array}{r} 50 \\ 105.873 \\ 86.631 \\ 19.242 \end{array}$ | $\begin{aligned} & 30.158 \\ & 18.590 \\ & 19.568 \end{aligned}$ | $\begin{aligned} & 44.523 \\ & 30.435 \\ & 14.087 \end{aligned}$ | $\begin{aligned} & 80.318 \\ & 56.903 \\ & 23.415 \end{aligned}$ | $\begin{array}{r} 268.492 \\ 240.596 \\ 27.895 \end{array}$ |
| ```Businusses reporting loss (No.) Average sales $ Average exomenes Average net loss%``` | $\begin{array}{r} 48.386 \\ 50.064 \\ -11.678 \end{array}$ | - | $\begin{array}{r} 48.385 \\ 60.064 \\ -11.678 \end{array}$ | - | $:$ |

9.987

| Mumber of observetions in smeple <br> Average sales $\$$ <br> Average expense \$ <br> Average net arotit (loss) $\$$ | $\begin{array}{r} 74 \\ 126.764 \\ 111.076 \\ 15.688 \end{array}$ | $\begin{array}{r} 33.345 \\ 25.981 \\ 7.365 \end{array}$ | $\begin{aligned} & 54.398 \\ & 33.978 \\ & 20.420 \end{aligned}$ | $\begin{aligned} & 97.405 \\ & 86.387 \\ & 11.018 \end{aligned}$ | $\begin{array}{r} 329.905 \\ 297.959 \\ 23.946 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 54 |  |  |  |  |
| Average sties \$ | 131.648 | 33.781 | 54.728 | 95.519 | 361.479 |
| Average expense 5 | 112.616 | 24.950 | 33.326 | 83.903 | 308.283 |
| Average net profits | 19.032 | 8.831 | 21.402 | 12.708 | 33.188 |
| Busineses reporting - loss (Mo.) | 10 |  |  |  |  |
| Average sales 5 | 108.115 | 24. 905 | 67.243 | 104.894 | 25:.418 |
| Average expense \$ | $\because 13.79 \%$ | 35.493 | 48.098 | 109.806 | 260.757 |
| Average net loss | -5.675 | -7.588 | -855 | -4.912 | -9.349 |

(1) Phese estimetes ore desed on samote of businesses reporting sales detwern, $\$ 25.000$ mo $32,000.000$.

Ste race, for symols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Appliance, Television, Radio and Stereo Stores (SIE 522)

|  | Torail: |  | 50:tom 25\% |  | lower$\text { mideice ? } 5 \%$ |  | miccie |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a sample No Low sales value $\$ 5000^{\circ}$ Mign salas value $\$ 000$ s |  | $\begin{aligned} & 431 \\ & 1!! \end{aligned}$ |  | $25$ |  | $\begin{array}{r} 55 \\ 102 \end{array}$ |  | 202 |  |  |  |
| Selecied expense item | Industry averagel2! |  |  |  |  | $\begin{aligned} & \text { y Dusi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting susinesses only 31 |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bettom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { modie } \\ 25 \% \end{array}$ | Uoper iddle 25\% | $\begin{aligned} & \text { YOp } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 80+70 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ 91001 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { midie } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Fersent of soles |  |  |  |  |
| Cost of sales | 49.7 | 40.6 | 41.0 | 55.9 | 61.1 | 93.7 | 53.1 | 44 | 45.5 | 57.0 | 63.0 |
| Occupancy expenses Deoreciation |  | 12.9 5.9 |  | 9.0 2.7 | 5.0 1.2 | 95.8 84.8 | 9.2 3.7 | 13.0 | 10.1 1.3 | 9.0 3.2 | 5.0 1.3 |
| deoreciation | 3.2 0.8 | 5.1 1.0 | 3.6 1.0 | 2.7 0.8 | 1.2 | 84.8 54.2 | 1.5 | 2.9 | 1.3 <br> 8 | 1.3 | C. 5 |
| Heat. ligh: \& teleonone | 1.8 | 1.9 | 2.9 | 2.2 | 1.1 | 85.5 | 2.1 | 2.7 | 2.5 | 2.1 | 1.1 |
| Ren: | 3.5 | 4.8 | 3.1 | 3.4 | 2.3 |  |  |  | 5.7 |  |  |
| Personnel expenses | 12.4 | 7.8 | 12.8 | 14.8 | 14.1 | 77.6 | 15.9 | 13.7 | 17.9 | 17.7 | 14.4 |
| Finencial expenses | 2.0 | 2.2 | 2.4 | 2.0 | 1.4 |  | 2.1 |  |  |  |  |
| Interest \& bank charges | 1.1 | 1.2 | 0.9 | 1.3 | 1.0 | 75.4 78.0 | 1.5 | 1.7 1.9 | 1.3 | 1.7 0.8 | 1.2 0.5 |
| professional fees | 0.9 | 1.0 | 1.4 | 0.7 | 0.4 |  |  |  |  |  |  |
| 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 | ? ? ${ }^{\text {? }}$ | 9.1 | -3.0 | 15.8 | 5.5 | 3.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ |  | * $\cdot$ |  |

5ymbol:

- zero or no odserverions
-- 200 smell too de expressec
. not applicade
$\times$ confidential


## Footnotes

(1) Thestestimates tre olased on zamol of Dusinesses popoping salbs between $\$ 25,000$ and $\$ 2,000,000$.
lotal weighted expenditur on given iiem $\times 100$ for each quartile
(2) Velut in ment chil = iofol wignited seles of ali businesses in the sample

This portion of the quble pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individusly and the toisl will not necessarily equal 1002.

## Motes

Oara ore shown by quartiles when at least i3 of the sampled businesses pepore the specific item
 one quefter of the lotel numper of ousinesses. within each quartile, the average ratio is piesented. Far comporison putposes. the high sid low values of sal sis shown

Mow to use the tebles
(1) bocate the appropriste sales range thet is displaved on the two lines entitled bow sales vilue" and "hign sales vel
(2) The selected pange will indicote the propef quertile. i. the botrom 25\%. the lower midolu 25\%, the uppremiddi 25: or the $10025 \%$.
(3) Ott pertaining to the selected sal size ponge will be in that quertile.

Standard Industriaf CImssificetion Defin: ion 151C 19801:
SIC 6220 = Applimnce. Television, Redio and Suermo Storet
Businesses primarily engaged in peta! omal:ng in mator housthold apliances. smali fectical appliances. petevision. fadio and sound equipment. Repaip shoos fop suen opoliances or inclupeo in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Appliance. Television, Radio and Stereo Stores (5ic 622)

|  | Tosal:! | 6ot:om $25:$ | miode ower |  | -02 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 271 \\ \vdots 1! \\ 1 \end{gathered}$ | 111 155 | $\begin{array}{r}135 \\ 273 \\ \hline\end{array}$ | $\begin{aligned} & 273 \\ & 09 \mathrm{~S} \end{aligned}$ | $6 こ 9$ |
|  | Average 3000 3 |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn Accounts and notes recervabie | 22 | 5 | 5 | 22 | 58 |
| Inventory | 22. | - | - | - |  |
| Other current assets | 106 | 30 | 52 | 101 | 24. |
| Total current assets | 129 | 34 | 57 | 123 | 299 |
| Fixed assets | 30 | 8 | 22 | 29 | 59 |
| Less: Accum. dep. on fixed assets | 9 | 4 | 5 | - | 13 |
| Other assets | 9 | 4 | 5 | 8 | 13 |
| Total esseta | 166 | 47 | 13 | 160 | 371 |
| Lisbilitiss and equity 46 |  |  |  |  |  |
| Curront loans | 16 | 23 | ? | 17 | . 35 |
| Other eurcent lisbilitios | 72 | 23 | 31 | 66 | 169 |
| Total curpent liabilities | 88 | 27 | 38 | 83 | 203 |
| Mortaages ouyabie | $\bar{\square}$ | - | - | - | - |
| Long term deo: | 2 | 1 | 4 | 24 | $5{ }^{3}$ |
| Other lisbilities | 32 | 16 | 27 | 34 | 51 |
| Total liabilities | 123 | 44 | 89 | 120 | 257 |
| Total equity | 43 | 3 | 14 | 40 | 114 |

(1) These espimates are based on sample of businesses reporing asies between $\$ 25,000$ and $\$ 2,000,000$

See rable 1 for symbols and notes.

TABLE 3. Financial ratios (1) for incorporeted businesses only. 1987
Ontarlo. Applimet, Televiston, Redic and Stereo Stores (SiC E22)

|  | Totel(2) | Bottom 25\% | Lowe? $\text { middle } 25 \%$ | Upper midde 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\circ}$ ) | 271 $(1)$ $11)$ | (1) 135 | 135 273 | 273 699 | 693 $11!$ |
|  | Average |  |  |  |  |
| Liquidity patio Currens rotic imes! | 1.5 | 1.3 | 1.5 | 1.5 | 1.5 |
| Leverape ratios Debtlecuity rstio (times \} Interest coverage ratio (times) Oebt retio (times) | 2.9 3.9 0.7 | 14.9 3.2 0.9 | 4.8 2.1 0.8 | 3.0 2.8 0.8 | 2.3 5.2 0.7 |


(2) Phase etimates bered on semple of businestes roporting satimbetwem 525,000 and 52.000 .000 .

Soe toble for symouls and notes.

## Definitiont:

1. Liquidity retia:

Gurrent * current Essets/ current hilizies
z. Leverage ratios:
8) Debu/equisy = coqal linbiliqies / eowiqy
b) DeDt ratio = cotsl fabilities/rozal assets
c) Interest coverage a net profit - interes? expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businessas
Ontario. Appliance, Television, Radio and Stereo Stores (SIC 522)

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

111 These estimetes are yasec on a sample of incorporated businesses reporing sales between 525 . 000 and 52.000 .000 . Sample count inciuass oniy those businesses reporting statement of changes
fer iable for sympols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classifleation in i987 Onterio, Appliance. Television. Radio and stereo stores (SIC 522)


[^22]TABLE 6. Seiected operating characteristics of small businesses dy sales quartile. i985-1987 Ontario. Appliance. Television, Radio and stereo stores (SIC 622)


1985

| Numper of observations in samole <br> Average saies \$ <br> Average mpense $\$$ <br> Average net piofit (loss) $\$$ | 123 279.509 257.037 13.972 | $\begin{array}{r} 37.257 \\ 28.557 \\ 8.700 \end{array}$ | $\begin{array}{r} 76.765 \\ 70.346 \\ 5.819 \end{array}$ | $\begin{array}{r} 189.428 \\ 181.057 \\ 8.391 \end{array}$ | $\begin{array}{r} 782.575 \\ 749.379 \\ 32.537 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting profit (No.) | 357 |  |  |  |  |
| Average sties \$ | 278.231 | 38.025 | 75,845 | 197.501 | 793.452 |
| Average expenst \$ | 253.552 | 26.585 | 63.999 | 181.405 | 742.1:8 |
| Averege net profit \$ | 22.679 | 11.339 | 11.847 | 16.196 | 51.334 |
| Businesses reporting lose (Mo.) | 66 |  |  |  |  |
| Average sales | 254.379 | 33.305 | 80.045 | 168.682 | 735.485 |
| Average expense \$ | 274.570 | 38.402 | 95.720 | 180.176 | 784.019 |
| Average net loss \$ | -20.200 | -5.087 | -15.675 | -11.494 | -48.534 |

1986
Mumber of observations in sample
Average sales $\$$
Average expense $\$$
Average net orotit (loss) $\$$

| 285 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 312.015 | 39,458 | 85.350 | 245.222 | 878.033 |
| 301.475 | 35.268 | 80.760 | 240.799 | 849.071 |
| 10.541 | 4.990 | 4.590 | 4.423 | 28.952 |
| 231 |  |  |  |  |
| 312.315 | 38.393 | 86.745 | 254.582 | 869.539 |
| 292.459 | 31.518 | 72.505 | 237.848 | 827.964 |
| 19.855 | 6.875 | 14,240 | 15.734 | 41.575 |
| 54 |  |  |  |  |
| 314.707 | 42.705 | 82.353 | 225,126 | 908.544 |
| 329.366 | 46.598 | 98.498 | 247,135 | 925.132 |
| -14.659 | -3.993 | -16.145 | -22.009 | -16.488 |

Businesses reporting profit (No.)
Aversge sales
average expenses
Average net profits

Businesses reporting logs (Mo.)
Average sales \$
Average expense \$
Average net loss $\$$
98.498
-16.145
247.135
925.132
$-16.488$

1987


See patele i for symbols and notes


| Susinesses a samele No. Low sares va ve 5000 s, H:gh sales va ue line2's |  |  | $\begin{aligned} & 11 / \\ & 119 \end{aligned}$ |  |  | $\begin{aligned} & 1: 0 \\ & 2: 3 \end{aligned}$ | $\begin{aligned} & 2: 3 \\ & 470 \end{aligned}$ |  |  | 1703 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selectea expense irem | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { ybus } \\ & \text { nesses } \\ & \text { roocting } \end{aligned}$ | Reoorting businessa, =niv(3) |  |  |  |  |
|  | To:81 | 30710m | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Udder iode 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | -07al | $\begin{array}{r} 30:: 0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { M. cole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uocer } \\ \text { mioul } \\ 25 \% \end{array}$ | 25\% |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 57.3 | 46.5 | 58.1 | 63.5 | 60.8 | 95.3 | 80.1 | 53.1 | 58.1 | 64.4 | 63.9 |
| Occupency expenses | 8.0 | 13.6 | 8.9 | 6.0 1.0 | 3.8 0.8 | 100.0 85.1 | 8.0 2.0 | 13.5 | 8.9 2.9 | 6.0 1.0 | 3.6 0.8 |
| Deprecition Repeirs 8 maintenance | 0.7 | 2.6 1.4 | 2.9 | 0.3 | 0.2 | 61.1 | 1.1 | 2.6 | 1.3 | 0.6 | 0.3 |
| Hest. light 8 qeieonone | 1.7 | 1.5 | 2.8 | 1.3 | 1.2 | 93.1 | - | 2.0 | 2.8 | 1.4 | 1.2 |
| Rent | 3.9 | 8.1 | 2.8 | 3.3 | 1.4 | 58.9 | 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 | 15.0 | 13.3 | 11.6 | 13.7 |
| Finsmei mexpenses | 1.9 | 2.7 | 2.2 | 1.5 | 1.3 | 99.1 | 1.9 | 2.7 | 2.2 |  |  |
| Incerest 8 bank crarges | 1.3 0.6 | 1.8 0.9 | 1.5 | 0.9 | 1.0 0.3 | 81.3 89.4 | 1.6 0.7 | 2.3 | 1.7 0.7 | 1.2 0.6 | 1.2 0.4 |
| Other expenses | 15. | 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 | 98.5 | 4. 5 | 5.8 | 2.4 | 6.4 | 3.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | $\ldots$ | $\ldots$ |  | . |

## symols

- rero or no observations
- too smell too be expressed
nor ooplicable
$\times$ confiounciat


## footnot需


(2) Value in eacn cell $=\frac{\text { iotsl wignted expenciture on given item }}{\text { iosel wighted seles of ell businesses in she sample }} \times$ loo for esen quertile
(3) Volue in eatan coll

 individubly and the total mill not necesserily equel $100 \%$

## Notes

Oete are shown oy quar: ics men a: last 13 of the sampled businestes feport the specific ifem.

 high and lom values of soles jet shown

How to use the tebles

(2) The selected range will indicate the proper queptile, i. the bottom 25\%, the lower midele 25\%, the upper midole 25\% or the 100 25\%


Stenoerd Industrinl Clastificstion Definition (SIC 1980):
SIC E221 - Applimen. Television. Redio and stereo stores



 ranges lstovesi. retall houstholo refptgertors. feisit housenold seming machines. retail household stoves. reteil housenold vaccuum cleantrs ano retail housenold washing mochines

TABLE 2. Balance sheet profile for incorporated businesses only, 1987 Sntario, ADPliance, Television, Radio stereo Stores (SIC 62:

|  | Totali: | Boriom S5: |  | $\begin{aligned} \text { Je2 } \\ \text { nict } e \\ \text { BE } \end{aligned}$ | -20 $-5:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 37 \\ & 1! \end{aligned}$ | 11 153 | $\begin{aligned} & 153 \\ & i 55 \end{aligned}$ | $\begin{aligned} & \dot{S}=5 \\ & 780 \end{aligned}$ | $7 \begin{aligned} & 76 \\ & i\end{aligned}$ |
|  | Ave:age ' \$000's) |  |  |  |  |
| Assets <br> Casi | - | - | - | - | - |
| accounts and notes receivabio | 23 | 4 | 3 | 30 | 54 |
| Inventory | - | - | - |  | , |
| Oiner curtent assets | 137 | 33 | 71 | $13:$ | 30. |
| Toisi current assets | 159 | 37 | 77 | 180 | 354 |
| Fixed assets | 34 | 28 | 14 | \$1 | 55 |
| tess: Accum. deo. on fixed assets | 6 | 4 | 2 | 6 | $10^{\circ}$ |
| Dther assets | 6 | 4 | 2 | 6 | 10 |
| Total sasets | 195 | 87 | 94 | 208 | 420 |
| Liabilities and equity |  |  |  |  |  |
| Current lomen | 19 | 10 | 9 | 26 | 28 |
| Other euremt lisbilities | 79 | 30 | 33 | 82 | 151 |
| Torsl curcent liabilities | 96 | 40 | 43 | 109 | 189 |
| Mortgages Dayable | - | - | - | - | - |
| Leng itim dedt | 5 | 2 | 12 | 2 | 1 |
| Dener lisbilities | 42 | 43 | 25 | 46 | 54 |
| Total liebilitios Total leuity | 142 59 | 15 -17 | 80 13 | 157 51 | 264 178 |


Ser iol i for symools and nores

TABLE 3. F4mancial ratios(1) for incorporated businesses only. 1987 Ontario, Applimet, Television, Radio Stereo Stores (StC 6221)

|  | Tots)(2) | $\begin{array}{r} 801 \text { 20m } \\ 25 \% \end{array}$ | $\text { middie } 25 \%$ | Uooer $\text { midele } 25$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ s) | $\begin{array}{r} 87 \\ (1) \\ \text { (1) } \end{array}$ | $\begin{aligned} & (1) \\ & 153 \end{aligned}$ | $\begin{array}{r} 153 \\ 355 \end{array}$ | 355 786 | 786 $11!$ |
|  | Average |  |  |  |  |
| Liquidity retio Curpent intio (times) | 1.7 | 0.9 | 1.8 | 1.5 | 1.9 |
| Leverage ratiog ```Debt/equity ratio (times) Interest coverege ratio (times) Debt retio (times)``` | $\begin{aligned} & 2.5 \\ & 6.2 \\ & 0.7 \end{aligned}$ | -4.9 $i .3$ | 6.1 2.9 0.9 | 3.1 3.9 0.8 | 1.4 7.0 0.6 |



Set ind i for symools and motes.

## Definitions:

1. Liquidity ratio:

Current = curroti esstets / Eurrovp rimebiqies
2. Levermge retios:
al Debl/equity $=10$ al habilities / equity
b) Debi ret $=$ sotal liabiliqies / total assets
ci inserest coverage x net profin - interesp uxpense/ interest expense

TABLE 4. Statement of emanges in financial position for incorporated businesses only. 198 .
Ontario. Appliance, Television. Radio 4 Sterto Stores (SIC 6221)

 only those businesses rodorting sistment of changes.
see ieble i for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987 Ontarlo. Appliance, Television, Redio Stereo Stores (Slc 6221)

|  |  |  |  | Changes in num - ith da | of Dusinesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rusiness size expressed in averoge labour units ll! | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ \left(\$ 000^{\circ} \mathrm{s}\right) \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { eqertingl2 } \end{array}$ | No longer reopetingi3i |
| 1984 |  |  |  |  |  |
| Tot: 1 | 509 | 33.528 | 2.101 | 75 | 89 |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-}-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 495 \\ 14 \end{array}$ | $\begin{array}{r} 24.708 \\ 8.820 \end{array}$ | $\begin{array}{r} 1.554 \\ 537 \end{array}$ | 75 | $68$ |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Totel | 586 | 41.341 | 2.755 | 75 | , . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \end{aligned}$ | $\begin{array}{r} 542 \\ 31 \\ 3 \end{array}$ | $\begin{array}{r} 39.043 \\ 12.513 \\ 4.885 \end{array}$ | $\begin{array}{r} 1.791 \\ 693 \\ 271 \end{array}$ | 74 | $\cdots$ |
| 500 and over | - | - | - | - |  |

[^23]TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Onterio. Appliance. Television, Radio stereo Stores (SIE 6221)

|  | Toral: | $50: ?: 50$ | M. sol bower 25. |  | 20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sates 5 | 377.122 |  | 136.317 | 338.864 | 98E.369 |
| Average expense 3 | 362.204 | 41.582 | 128.437 | ¢18. 519 | 950.279 |
| Average net profit (loss) s | 11.918 | 5.657 | 7.880 | 20.345 | 25.790 |
| Businesses reporting protit (Mo.) | 116 |  |  |  |  |
| Average soles | 371.990 | 46.974 | 136.501 | 340.142 | 364.341 |
| Avelage exomse S | 347.379 | 38.744 | 118.359 | 317.661 | 914.750 |
| Average net drofis \$ | 24.619 | 8.230 | 18.942 | 22.181 | 49.591 |
| Businesces reporting loss (Mo.) | 17 |  |  |  |  |
| Average smles 9 g | 453.625 | 48.503 | 135.044 | 320.536 | 1.308.621 |
| Average exetrise \$ | 541.353 | 55.137 | 143.319 | 330.822 | 1.636.133 |
| Averape net !oss \$ | -87,927 | -5.634 | -7.275 | -10.286 | -327.51? |

1986

| Number of observetions in sample Averape sales | 82 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense ${ }^{\text {a }}$ | 331 ${ }^{\text {a }}$ | 33.179 | 147.023 | 356.161 | 865.740 |
| Average net profit (loss) \$ | 331.632 | 30.841 | 131.461 | 330.589 | 833.655 |
|  | 19.121 | 2.638 | 15. 192 | 25.572 | 32.085 |
| Businessen reporting aprofit (Mo.l | 74 |  |  |  |  |
| Average sales $\$$ | 350.219 | 33.479 | 149.224 | 356.161 | 862.012 |
| Aversge expense $\$$ | 327.447 | 30.881 | 128.666 | 330.589 | 819.893 |
| Averuge net protis ${ }^{\text {a }}$ | 22.772 | 2.638 | 20.758 | 25.572 | 42,119 |
| Susinesses reporting loss (Mo.) | 1 |  |  |  |  |
| Average sales \$ | 509.991 |  | 138.902 |  | 881.079 |
| Avorage expenses | 519.022 |  | 167.767 |  | 890.277 |
| Avorsge net loss \$ | -9.031 | - | -8.865 | - | -9.198 |

1987


Set iacle 1 for symools end motes

TABLE 1. Selected operating ratios, in percent of sales. 1987 Ontario. Television, Radio stereo Stores (SIC 6222)


## syebol:

- zero or no abserverions
- 100 smml 100 de expressed
not mpdicable
- confidentil


## footnotes

111 These escimates eresed on somple of businesses reporting sales detween $\$ 25.000$ enc $\$ 2.000 .000$
121 Value in tean cell $=\frac{\text { Total weighed expenditure on given item }}{\text { fotel wignted soles of businesses in the somple }} \times 100$ for each quartile
(3) Value in esen cel $\frac{\text { lotel weignted expenditure on given item }}{\text { iotel wignted seles of businesses reporting this item of expenditure }} \times 100$ for eech quartile.

Inis portion of the 1801 pertains only 10 the businesses reporting the specific mpense item. Therefore these istios are celculated individully and the total will not necessarily equal 100 x .

## Motes

Data ore showh by oustiles when ot lost 13 of the samplec pusinesses report the specific item.
 one querper of the lotal numoer of Dusinesses. Wi thin each quartilt. ine guerse patio is presenter. Por comperison purpos, the high and lom velues of seles ere shown

How to use the tebles

 10p 25\%
13 Dote pertining to the selected sales size renge will be in thet quattile

## standerd Indumeri Clestificesion Definition (SIC 1P80):

SIE 5222 - Televition. Redio eno sterto Stores
Businesses pi marily engaged in retail debling in tovisian and pedio receiving sers and souno equipment such stores may be secondarity engaged in selling recoids. lapes. musica: insiruments ane oarts for tetcision ond padio sets and stereo eouipnent as well as some copairing of such equipment lacluded er businesses engaged im retail home computers: perail loud speakers; peteil housahold redio

 and amplifies and ieisil video recorders

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Television. Racio s stereo stores (SIC 6222)

|  | isea.ti: | 50:70. 25: |  |  | : $=0$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \%! | 17 | 178 354 | $\begin{array}{r}354 \\ 79 \\ \hline\end{array}$ | "7 |
|  | sverage (9000 s) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cashty and notes cocoivabie | 27 | 1 | 12 | 21 | 71 |
| :nventory | 27 |  | 12 | 21 | - |
| Dener curfent assets | 120 | 52 | 60 | 128 | -39 |
| Total cupent assets | 146 | 53 | 73 | 149 | 301 |
| Fixed assets | 33 | 9 | 17 | 39 | 65 |
|  | 10 | ? | 11 | - | - |
| Oene: usets | 10 | 7 | 11 | 5 | 17 |
| Total usets | 190 | 69 | 100 | 194 | 383 |
|  |  |  |  |  |  |
| Curtent ioans | 20 | 2 | 7 | 22 | 48 |
| Other curient liabilitios | 87 | 31 | 31 | 85 | 195 |
| Totel cureent liabilities | 106 | 33 | 38 | 109 | 241 |
| Mortgages dayaole | - | - | - | - | - |
| Long term one | 2 | ${ }^{3}$ | ${ }^{3}$ | 3 | 4 |
| Ozter lisbitiotes | 36 | 25 | 20 | 49 | 49 |
| Total lisbilities | 145 | 59 | 80 | 159 | 293 |
| Total equity | 45 | 10 | 40 | 35 | 90 |

(1) These estimstes tre dased on sample of businesses reporting selts derween $\$ 25.000$ and $\$ 2.000 .000$

See tiole for symous anc nores

TABLE 3. Financial ratios(1) for incorporsted businesses only. 1987
Ontario. Television, Radie Stereo Stores (Sic 6222)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upoer <br> midde 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) Migh sales value $(\$ 000$ 's) | $\begin{aligned} & 138 \\ & \{1\} \\ & 11 \end{aligned}$ | 11 171 | 171 354 | 354 775 | $775$ |
|  | Average |  |  |  |  |
| biquidity ratio Current ratio 1 times | 1.4 | 1.6 | 1.9 | 1.4 | 1.3 |
| Leverage retios Debt/equity ratio (times) interest coverage ratio (times) Oebt retio (times) | 3.3 3.2 0.8 | 5.6 0.8 | 1.5 3.7 0.6 | 4.5 2.3 0.8 | 3.3 4.5 0.8 |

111 The ratios roprestht the sverage of ratios for each busingss in the group end connot be celculbed fron the figurss shown in teble 2.
121 These estimeter besed on semple of businesses reporting sales betwen 825.000 ond 8. 000.000 .
See Teble for symods and hotes.

Definitions:

1. Liquidity petio:

Guptent a Gurient osers $/$ gu? ent liabilities
2. Levertge etios:
a) Depifequiqy = qoitl liabiliqies / equiv
b) Deot isto a fotal ligbilities/ictal assets.
cl Interest coverage a net profit interest expense/ interest uxpense

TABLE 4. Statement of enanges in financial position for incorporated businesses only. igRt Oncario. Television, Radio stereo Stores (S1C 6222)

|  | To:3:141 | $\begin{array}{r} \text { Sot: } \mathrm{ym} \\ 25 \mathrm{~m} \end{array}$ |  |  | $59$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ? samole No. Low saies vaiue $\$ 000$ s) High sales vaiua $\$ 000^{\circ}$ s: | $51$ | $167$ | $\begin{aligned} & 37 \\ & 30 \end{aligned}$ | $\begin{array}{r} 370 \\ -78 \end{array}$ | $\cdots 5$ |
|  |  |  | Average $1 \$ 00 u^{\text {a }}$ s |  |  |
| Dpersting activisies Gasn fiom operations Deareciation Dthe? | $\begin{array}{r} 14 \\ 9 \\ 2 \end{array}$ | $\begin{array}{r} 31 \\ 3 \\ -8 \end{array}$ | $\begin{array}{r} -24 \\ 5 \\ 17 \end{array}$ | $\begin{array}{r} 15 \\ 9 \\ -6 \end{array}$ | $\begin{aligned} & 37 \\ & 21 \\ & i \end{aligned}$ |
| Dividende | -6 | -5 | $-3$ | -4 | -12 |
| Investment activities <br> Disposal of fixed assers <br> Puremase of fixed asseis <br> Incresse in nvestment <br> Decress in nvestment | $\begin{array}{r} 2 \\ -12 \\ -1 \\ -1 \end{array}$ | - | 6 -5 - | 1 -9 | $\begin{array}{r} 2 \\ -32 \\ -6 \end{array}$ |
| Financing ectivisies <br> lncrease in long term deb? <br> Redayment of long sepm oebr <br> Louns fiom sharenolders <br> Redarment of loens from shapholders <br> Advances \& loans 4 rom government <br> tncrease in eoul iy <br> Decrease in couty <br> Dine? | 7 -6 5 -17 - - 0 2 | $\begin{array}{r}-8 \\ 5 \\ -28 \\ \hline\end{array}$ | $\begin{array}{r} 16 \\ -6 \\ -16 \\ - \\ - \\ \hline \end{array}$ | $\begin{array}{r} 7 \\ -4 \\ 5 \\ -6 \end{array}$ | $\begin{array}{r}6 \\ -5 \\ 10 \\ -20 \\ \hline\end{array}$ |
| Incresse\{decrease) in cash g equivelents Cush s equivelenis-Beginning of the yes Cash E equivalents - End of the yeer | 1 5 | -9 15 5 | -11 -12 | 7 17 24 | 5 -3 3 |

Ill inese estimates er basec on a samo of incorporated ousinusses reporting soies between $\$ 25.000$ end $\$ 2.000 .000$. Sengle count includes
onty those businesses peporifing starement of chenges.
see Table 1 for symbols and noies

TABLE 5. Employment changes by stze of businesic. 1984-1987 besed on SIC clessification tn 1987
Onterlo. Television. Radio stereo Stores (SIC E222)

| Business size expressed in avorage labour units(1) | Number of businesses | Total oayroll ( $\$ 000 \mathrm{~s}$ ) | Average labour units(1) | Changes in number of businesses with Do emoloyens |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reoorting }(2) \end{array}$ | No ionger reoorting (3) |
| 1984 |  |  |  |  |  |
| Tots 1 | 1.234 | 103.292 | 7.178 | 320 | 183 |
| lest than 20 | 1.193 | 47,800 | 3.021 | 314 | 175 |
| $20-99$ |  | 17.770 | 1.126 | 5 | 5 |
| 100-499 | 6 | $x$ | 925 | 1 | 2 |
| 500 and ove? | 2 | X | 2.105 | - | - |

1987

| Total | 1.312 | 175.162 | 10.659 | 186 |
| :---: | :---: | :---: | :---: | :---: |
|  | 1.240 | 70.660 | 4.055 | 178 |
| $20=93$ | 57 | 28.066 | 1.615 | 5 |
| 100-499 | 11 | 27.039 | 1.565 | 2 |
| 500 and or | , | 50.397 | 3.424 |  |



full-time employe mote inst the Dusiness size groups used are determinec at the Canede level. Thus if ousiness has telest 500 emaloyets in Caneas as whol but ess then that number in eny given province is is shown in the 500 and over group
${ }_{21}$ Reiers to businesses reporting no peyroll deductions in the previous vear
Reters to businesses redorting no parioll deductions in the following ver.
"Mowty rtoopting" and "no longer reporting" businesses ore assumed to pe seen in activity for six months ond the information is adustec accoroingly

Soe Tisble ifor symots ond notes

TABLE 6．Selected operating characteristics of small businesses by sales quartila． $1985=1987$
Ontario．Television，Radio \＆Stereo stores（SIC 5222）

|  | （0：a｜\｛1） | Eot:0m :5: | Lowe Naさie こご | noce ecer |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Avoraga saies \＄ <br> Average expense $\$$ <br> averape nee profit ilossi $\$$ | $\begin{array}{r} 194 \\ 313.274 \\ 300.153 \\ 13.119 \end{array}$ | $\begin{array}{r} 42.199 \\ 33.577 \\ 2.522 \end{array}$ | $\begin{array}{r} 5 \Xi .425 \\ 93.856 \\ -430 \end{array}$ | $\begin{array}{r} 275.257 \\ 254.830 \\ 0.597 \end{array}$ | $\begin{array}{r} 842.445 \\ 302.787 \\ 39.658 \end{array}$ |
| Businesses reporting profit（Mo．） <br> Average sales \＄ <br> Averogt expense $\$$ <br> Average net profits | $\begin{array}{r} 152 \\ 325.939 \\ 300.272 \\ 25.867 \end{array}$ | $\begin{array}{r} 43.193 \\ 36.2 .3 \\ 6.980 \end{array}$ | $\begin{array}{r} 93 .: 72 \\ 83.683 \\ 9.489 \end{array}$ | $\begin{array}{r} 296.577 \\ 273.315 \\ 23.662 \end{array}$ | $\begin{array}{r} 870.412 \\ 807.875 \\ 62.537 \end{array}$ |
| Businesses reoorting loss（MO．） <br> Average sales 5 <br> Avorage exoenge $s$ <br> Average net loss \＄ | 42 280.919 297.895 -16.977 | $\begin{array}{r} 39.987 \\ 47.056 \\ -7.079 \end{array}$ | $\begin{array}{r} 93.823 \\ 109.786 \\ -15.963 \end{array}$ | $\begin{aligned} & 233.437 \\ & 247.595 \\ & -14.58 \end{aligned}$ | $\begin{array}{r} 756.427 \\ 787.136 \\ -30.109 \end{array}$ |
|  |  |  | 1988 |  |  |
| Mumber of sbservetions in semple <br> Average sales $\$$ <br> Average texpense $\$$ <br> Averspe net profit（loss）\＄ | $\begin{array}{r} 145 \\ 413.868 \\ 407.139 \\ 6.729 \end{array}$ | $\begin{aligned} & 58.196 \\ & 84.552 \\ & -6.456 \end{aligned}$ | $\begin{array}{r} 152.451 \\ 152.115 \\ 336 \end{array}$ | $\begin{array}{r} 395.932 \\ 394.485 \\ 1.247 \end{array}$ | $\begin{array}{r} 1.049 .094 \\ 1.017 .305 \\ 31.789 \end{array}$ |
| Gusinesses reporting oprofit（Mo．） <br> Average sales $\$$ <br> Averge exoenses <br> Aversge ne profits | $\begin{array}{r} 105 \\ 410.952 \\ 398.588 \\ 19.374 \end{array}$ | $\begin{array}{r} 47.881 \\ 44.505 \\ 3.375 \end{array}$ | $\begin{array}{r} 151.065 \\ 139.607 \\ 11.458 \end{array}$ | $\begin{array}{r} 418.117 \\ 404.094 \\ 14.023 \end{array}$ | $\begin{array}{r} 1.026 .785 \\ 978.147 \\ 48.838 \end{array}$ |
| Businesses reporting loss（Mo．） <br> Average saies \＄ <br> Aversge expense <br> Average net loss \＄ | $\begin{array}{r} 40 \\ 421.512 \\ 440.533 \\ -19.129 \end{array}$ | $\begin{aligned} & 61.553 \\ & 79.209 \\ & -9.556 \end{aligned}$ | $\begin{aligned} & 154.831 \\ & 171.79 ? \\ & -17,160 \end{aligned}$ | $\begin{aligned} & 349.619 \\ & 373.831 \\ & -28.212 \end{aligned}$ | $\begin{array}{r} 1,122.245 \\ 1,145.701 \\ -23.456 \end{array}$ |

1987


[^24]See iale ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Appliance. Television, Radio stereo Repair Shops (SIC 62:3)

|  | Toral ${ }^{\text {a }}$ |  | Bottom 25\% |  |  | -OV= <br> oc $\mathbf{c}$-5: | $\begin{array}{r} 2=0 \text { er } \\ - \text { oole } 25: \end{array}$ |  |  | T\%: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samoie No Low sales value $\$ 000 \mathrm{~s}$ High salas value soces | $\begin{aligned} & 03 \\ & i \\ & i 1 \end{aligned}$ |  | $\begin{array}{r} 1 \\ 34 \end{array}$ |  | $\begin{aligned} & 34 \\ & 58 \end{aligned}$ |  | $\begin{aligned} & 58 \\ & 35 \end{aligned}$ |  |  | 引 |  |
| Selected expense item | Industiy sverage(2) |  |  |  |  | $\begin{aligned} & \text { Dusi- } \\ & \text { nesses } \\ & \text { ioborting } \end{aligned}$ | Reporeing An : - -asses onlvi 3) |  |  |  |  |
|  | Total | $\begin{array}{r} 10+10 m \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | Usoer iddle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Fote | Botrom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Usoer } \\ \text { midale } \\ 25 \% \end{array}$ | $\begin{aligned} & 80 \\ & 25 \% \end{aligned}$ |
|  | Percent of salos |  |  |  |  |  |  |  | ent of | sales |  |
| Cost of seles | 35.2 | 42.7 | 33.1 | 25.7 | 38.6 | 92.2 | 38.2 | , | 34.0 | 32.0 | 40.1 |
| Oecupency expenses | 10.1 3.7 | 12.8 5.5 | 10.2 4.3 | 10.0 2.5 | 7.5 8.6 | 100.0 87.1 | 10.1 4.3 | 12.8 | 10.2 | 10.0 3.9 | 7.5 2.6 |
| decrecistion Redaits oneintenance | 1.0 | 5.5 0.7 | 1.3 1.2 | 2.5 1.4 | 2.6 0.8 | 87.1 44.5 | - $\frac{3}{5}$ | 7.6 2.8 | 1.6 2.9 | 3.1 2.5 | 2.6 1.5 |
| Heat. light 8 telephont | 2.1 | 2.1 | 2.2 | 2. 3 | 9.7 | 80.2 | $\therefore$ - 6 | 2.9 | 3.0 | 2.8 | 1.8 |
| Rent | 3.3 | 4.5 | 2.8 | 3.8 | 2.4 | 68.7 | 1.8 | 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 | 29.5 |
| Financial expenses | 1.9 | 1.3 | 2.6 | 2.1 | 1.9 | 93.8 | 2.1 | 1.5 | 2.5 |  |  |
| Interest 8 bank chargos Protessional fiees | 1.0 0.9 | 0.9 0.4 | 0.9 | 1.2 0.8 | 1.1 | 80.6 64.5 | 1. 3 | 1.1 2.0 | 1.4 | 1.4 | 1.2 0.9 |
| Other oxpenses | 19.3 | 20.0 | 20.0 | 22.0 | 15.5 | 100.0 | 19.3 | 20.0 | 20.0 | 22.0 | 15.5 |
| Ppotit (loss) | 18.5 | 15.5 | 27.2 | 25.4 | 6.3 | 99.3 | 19.0 | 15.5 | 27.2 | ? 5.4 | 7.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ | $\ldots$ | . . |

## Syebol

- 2ero or no ooservations
-     - 800 smell 100 on expiessed
not apolicable
x confident 8


## Footnates

(1) These estimetes ar besed on sample of Dusinesses poporiing sales between $\mathbf{1 2 5 . 0 0 0}$ and $\$ 2.000 .000$

Totsl weighied expenditure on given im


This poption of the tabl pertains only to the businesses reporting the specific exoense item. inetefore intere ietios ore calculatad incividubly and ine rotel will not necessapily equil $100 \%$.

## Motet

Dat ore shown by quariites when af least 13 of the samplod ousinesses report the specific ilem.

 high and low vilues of salies are snown

How to use the tables

 100252.
(1) Dete per taining to the selected setes size range will be in thet oustile.

## Stenderd Industrísl Clessificetion Definition (51C 1980):

SIC 5223 - mpplience. Television, Redio end Sereo Replir Shops
Businesses primepily engeged in the reosir and moiniensice of podios, tel gision sets, stere equipment. tape fecorders end householo el cificil apoliances. Such shops may be seconoarily engsged in seling such equipment bnd papis businesses ppimbrily engaged in reisil dealing in such equipment anc apoliznces erecissifiedin on of the precting classes of this industry group. Businesses engaged if the pepaip of householdappliances, repair of radios, repeir of stereo quipment end the repair of television sets are included in this industry.

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

(11) These es:rmates be based on sample of businesses reporting seles betwen \$25.000 snd $\$ 2.000,000$.

See iad i for symuols sind noies.

TARLE 3. Financial retios(1) for incorporated businesses only. 1987
Ontarlo. Appliance. Televiston, Redlo Stereo Repeir Shops (SIC 5223)

|  | Total(2) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { tower } \\ \text { midol } 25 \% \end{array}$ | Upoer $\text { midole } 25 \%$ | 100 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO. Lom sales value ( 5000 's) High sales value ( $\$ 000$ s) | $\{1\}$ |  |  |  | -- |
|  | Aversoge |  |  |  |  |
| biquidity retio Curtent ratio (times) | 1.4 | - | -* | -- | -- |
| beverage ratios <br> Debtlogity rotio (times) <br> Intersit coverage retio (times) <br> Debt retio (times) | 2.3 8.8 0.7 | -- | -- | -- | -- |

(1) The ratios represent the everge of resios for ench business in the proup and connot be celculted from the figurts shown in teole 2

See isole ifor symols and notes.

Definitiens:
9. biquidity retie:

Guprens a curreni osseis f currens riabidesies
2. Leverage retios:
w) Debifequiqy = cotal liabilities / equisy
ol Dedt ratio = soral lisbilitits fotal assets
c) lnieres coverage $z$ net profis interest moense/interest uxpenst

TABLE 4. Statement of changes in financial position for incorporited businesses on
Ontario, Apoliance, Television, Radio \& Stereo Repair Shops (SIC 6223)

|  | Totalit | シ2:?2m $\therefore \equiv \circ$ | -. 20 - - ine! | -cce: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nestes samo No. <br> Low sa:es value $\$ 00 \mathrm{~s}$ <br> H:gh saies va - SLOO 5 | $\because$ |  | -. | -- | -- |
|  | Average 18000 c |  |  |  |  |
| Operting activities Casn fam oderations Jedreciarion Other | $\begin{array}{r} 14 \\ -15 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Dividends | -5 | -* | -- | -- | -- |
| Investment activitios Disposal of fixed assets Purchase of fixed sssets Increase in investment Decrease in investment | $\begin{array}{r} 2 \\ -5 \\ -3 \\ 2 \end{array}$ | -- | -- | -- | -- |
| Financing activitits <br> Incresse in long term debt <br> Recaymeni of long ierm deot <br> Loans fiom sharenolders <br> Redayment of loans fiom shapeholders <br> devances 8 loans fiom government <br> tncresse in eduity <br> Decrease in equity <br> Other | $\begin{array}{r} 1 \\ -3 \\ 2 \\ -2 \\ -2 \\ 2 \\ \hline \end{array}$ | - - - - - - | - - - - - | -- | - |
| Incpesestdecrese) in cesh sequivelents Cash $s$ equivelonts-8eginning of the year Cash sequivelents. End of the year | -1 10 6 | -- | -- | -- | -- |

 only those bus nesses reoorting sisiement of changes.
See tabl ifor symbols and noses.

TABLE 5. Employment changes by size of business, 1984-1987 based on sic ciassification in i987 Ontarlo, Appllence. Television. Radio Stereo Repair Shops (SIC E223)

| Business size expressed in average loous units:1) |  | Totol parrol! | Aversge labour units(1) | Changes in number ar susinesses with Did empoyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses |  |  | $\underset{\text { repopling(2) }}{\mathrm{Newl}}$ | No longe? $\text { reooring } 3 \text { ) }$ |
| 1984 |  |  |  |  |  |
| Total | 733 | 27.463 | 1.801 | 119 | 58 |
| less than 20 | 726 7 | 23.741 3.722 | $\begin{array}{r} 1.55 ? \\ 244 \end{array}$ | 119 | $5 ?$ |
| 100-499 | - | - | - | - | - |
| 500 and ove |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 756 | 35.796 | 1.827 | 91 | $\ldots$ |
| less than 20 | 747 | 30.986 | 1.592 | 90 | . . |
| 20.99 | 9 | 4.810 | 245 | 1 | . . |
| 100 - 499 500 and over | - |  | - | - | $\cdots$ |
| 500 and over | - | - | - | - | $\cdots$ |

 Survey of Employment. Deyroll and mours. Statistics Canada. Celalogue 72-002. An average labour unip could be inierpieted es of
 500 empiovess in Ganco as owhole bur less than ther number in any given province it is shown in the 500 and over group
(2) Refers 10 ousinesses poopting no paypoll deductions in the previous yeer

131 heters to businesses eporting no paypoll deductions in the tolion acg veer
"Nowly feporing" and "no tonger reporting" ous inesses ore assumed to have been in activity for six monthe and the informetion is odusted accordingiy
see iable tor symools and nores

TABLE 6. Selected oberzting enaracteristies of small businesses Dy sales quartile. 1985-1989 ontario, Appliance. Television, Radio \& Stereo Repair Shops (SIC 6223)


1985

| Wumber of observations in sample | 96 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge sales ${ }^{\text {a }}$ | 26.116 | 33.938 | 49.256 | 70.088 | 231.173 |
| Averoge excenses | 81.137 | 21.912 | 33. 114 | 51.251 | 2:8,271 |
| Averege not profit (losg) \$ | 14.979 | 12.025 | 16. 35 | 18.837 | 12.902 |
| Susinusics reporting a profit (No.) | 90 |  |  |  |  |
| Average sales ${ }^{\text {d }}$ | 87.297 | 32.938 | 48.778 | 70.088 | 196.383 |
| Avecape expenses | 71.500 | 21.912 | 30.150 | 51.251 | 182.685 |
| Average net drofis \$ | 15.797 | 12.026 | 18.628 | 18.837 | 13.698 |
| Susinesses reporing loss (No.) | (54.09 |  |  |  |  |
| Average sales \$ | 454.098 | - | 54.378 |  | 853.778 |
| Averase exdense \$ | 459.617 | - | 64.31 |  | 855.103 |
| Averase net loss \$ | -5.539 | - | -9.753 | - | -1.325 |

1985

| Mumber of observesions in samole <br> Average sales $\$$ <br> average expenses <br>  | 58 93.305 83.001 10.304 | $\begin{array}{r} 37.003 \\ 28.339 \\ 8.664 \end{array}$ | $\begin{array}{r} 46.459 \\ 4.218 \\ 5.241 \end{array}$ | $\begin{aligned} & 71.408 \\ & 81.524 \\ & 9.878 \end{aligned}$ | $\begin{array}{r} 218.355 \\ 200.92 \\ 17.434 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susineses reparting oprofit (Mo.) | 52 |  |  |  |  |
| Average saies ${ }^{\text {d }}$ | 90.339 | 36.954 | 44.401 | 12.223 | 20,. 377 |
| Average exponses | 76,208 | 28.048 | 34.304 | 60,528 | 181.951 |
| Average the profits | 14.131 | 8.906 | 10.097 | 11.695 | 25.826 |
| Suginesses ceporiting a loss (No.) | 108 |  |  |  |  |
| Averoge sales \$ | 108.327 | 38.958 | 51.482 | 65.084 | 276.785 |
| Averase expenses | 119.965 | 40.085 | 58.093 | 67.976 | 305.709 |
| Averase net loss 5 | -9.638 | -1.127 | -6,611 | -1.892 | -28.82? |

1987


See lable ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario, Automobile (New) Dealers (SIC 6311)

|  | Torali' |  | 30: 70 ( 5 \% |  | midde 250 |  |  |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | ? |  | 280 |  | 29.9 |  | + ${ }^{234}$ |  |  |  |
| Selected expense item | Induspry averagelz |  |  |  |  | $\begin{aligned} & \because \text { busi- } \\ & \text { nesses } \\ & \text { repofing } \end{aligned}$ | Redorting businesses only ( 31 |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Udoer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tota | Sortom 2!. | $\begin{gathered} \text {.0we1 } \\ \text { d01 } \\ 25 \% \end{gathered}$ | $\begin{gathered} \text { Vooe } \\ \text { m100 } \\ ? 5 \% \end{gathered}$ | 700 |
|  | Percent of saies |  |  |  |  |  | Pe..ent of seles |  |  |  |  |
| Cost of sales | 69.0 | 76.5 | 79.5 | 62.9 | 59.6 | 94.7 | 72.1 | 16.4 | 19.5 | 64.3 | 65.0 |
| Occupancy expenses <br> Oeprec stion |  |  |  | 3.5 1.1 | 1.9 0.5 | 14.2 63.2 | 3.0 1.0 | 2.4 0.2 | 8.3 | 3.5 1.3 | 1.9 0.5 |
| Oedrection <br> Repaics of maintenance | 2.7 0.5 | 0.3 | 3.9 1.1 | 0.6 | 0.5 | 58.7 | 1.0 | 0.5 | 2.5 | 0.9 | 0.5 |
| heasi, lignt \& teleonione | 0.7 | 0.5 | 0.8 | 0.9 | 0.5 | 77.2 | 0.9 | 0.9 | 1.1 | ¢, 5 | 4.6 |
| Rent | 0.6 | 0.7 | 0.3 | 0.9 | 0.5 | 43.6 |  |  | 3.3 | 1.5 |  |
| Personnel expenses | 5.6 | 1.0 | 5.4 | 8.3 | 6.5 | 13.2 | 6.7 | 1.6 | 8.0 | 10.2 | 8.5 |
| Financial expenses | 1.6 | 0.7 | 1.7 | 2.3 | 1.4 | 89.2 | 1.8 1.8 | 1.2 | 1.8 2.5 | 2.3 |  |
| lneeles: 8 bank charges Prolessionat fees | 1.2 0.3 | 0.6 | 1.4 0.3 | 1.9 0.4 | 1.1 0.2 |  |  |  | 2.4 |  |  |
| Other expenses | 19.8 | 18.8 | 7.1 | 22.6 | 29.2 | 100.0 | 19.8 | 18.8 | 7.1 | 22.6 | 29.2 |
| Peorit (loss) | 1.6 | 1.6 | 3.2 | 0.4 | 1.5 | 100.0 | 1.8 | 1.6 | 3.2 | 0.4 | 1.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | $\ldots$ | $\cdots$ | ... |

## Symools

- zero or no observations
- too smali coo de expressed
nor spolicable
$\times$ confiountial


## fogtnotes

(1) These estimates are based on a sampl of Dusinesses peporping sales between 125.000 end 82.000 .000


 individually ano the total will not necessatily equal $100 z$

## Motes

Dets efe shown Dy quertiles when at less 13 of the semplad ousimesses foport the soecific item

 high and low values of seles ere shown

How to use the tebies

 100 25x


Stenderd Industrisl [Isesificetion onfinition (SIC 1880):

SIC 6311 - ©utomotile (New) Desieps

 18c!lies.

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Ontario. Automobile (New) Dealers (SIC 6319)

|  | To:al! 1 \} | $\begin{gathered} \text { Bot:2m } \\ 2=\% \\ \hline \end{gathered}$ | $\begin{array}{r} \text { ioner } \\ -105 \text { e } 25 \% \end{array}$ | $\begin{aligned} & \text { Jece. } \\ & \text { m.co } \mathrm{E} \end{aligned}$ | 00 -5. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busunesses a sample No. Low sales varue : 3000 's High salas ve:ue scor | 53 1 1 | 11 <br> $5 \%$ | 627 $\therefore \quad \therefore 9$ | $\begin{array}{r}170 \\ \hline 987 \\ \hline\end{array}$ | 1. 507 |
|  |  |  | querage 15000 |  |  |
| Assets |  |  |  |  |  |
| Cash mecounis and notes receivable | 21 | 3 | 12 | 29 | 40 |
| sccounts and notes receivable inventary | 21 | 3 | 1 | ? | 40 |
| other suprent asse:s | 230 | 86 | 205 | 259 | 350 |
| Total Eurrent assets | 251 | 88 | 217 | 288 | 399 |
| Fixed assets | 61 | 53 | 25 | 75 | 85 |
| Less: Accum. deo. on fixed ussets | 9 | - | 71 | 31 | 5 |
| Other assets | 29 | 2 | 71 | 31 | 6 |
| Totel aseme | 339 | 144 | 313 | 355 | 492 |
| Limbilitles and equity | 64 | 4 | 58 | 82 | 109 |
| Other cuprent liso lities | 126 | 31 | 114 | 152 | 203 |
| Total curien lioblicties | 190 | 35 | 171 | 234 | 311 |
| Mortgages Dayabie | - | - | - | - | - |
| Long term deb? | 3 | - | - | 12 | - |
| Other liabilitios | 74 | 62 | 66 | 75 | 92 |
| Total liobilities | 257 | 97 | 238 | 320 | 404 |
| Total eanity | 71 | 67 | 75 | 74 | 18 |

11) inese estimates are besec on sample of businesses ceporing 501 es oetwetn $\$ 25.000$ and $\$ 2.300 .000$

See taole for symols and notes.

TABLE 3. Financiai ratios (1) for incorporated businesses only. 1987
Dnterio, Automobile (Nem) Deslers (SIC 6311)




Sen isble 1 for symbols and notes.

## Definitions:

1. Liquicisy Potio:

Gurrent: eurront essetsicurren: ilamilities.
2. Leverege retios:

8 Dedtequity $=$ tote lisbilizies / equity.
0) Debe atio = iotal limolities fotal assets
c) laterest coverge z net profit interes: expense finterest expense

TABLE 4. Statement of enanges in financial position for incorporated busimesses only. 1987 Ontario. 能omobile (New) Dealers (51C 6319 )


III These estimetes are oased on sample of incorporated dusinesses reporting sales between $\$ 25,000$ and $\mathbf{8 2 . 0 0 0} \mathbf{0 0 0}$. Sample couns incluols
only those Dusinesses reporting atbitment of changes
see table i for symools and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Ontario. Automobile Deelers
(SIC


(1) average lobour units ar calculated by dividing total payroll by the average annual wage and salary rate as reported in the


500 employees in Canada as whol Du: ess gan that number in ony givan province it is shown in the 500 and over group
121 Reters io ousinesses reporting no payiol decuctions in. zevious year.
(3) Refers to ousinesses reporting no parioll deductions in $\mathrm{ma}^{2}$ '2llowing year
-Newly reporting" and "no longer peporting" businesses are ossumed to nave been in acpivity for six months ano the information is adjusted accordingiy.
see fable for symbals and notes

TABLE 6. Selacted oderating characteristtcs of small businesses by sales quartile. 1985-1987
Ontario, Automodile (New) Dealers (SIC 63!9)

- -etal111

9985


1988


|  | 1987 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in semple | 35 |  |  |  |  |
| Aversge sales \$ | 726.653 | 153.530 | 379.962 | 798.944 | 1.578 .179 |
| average exoense \$ | 719,190 | 161.688 | 370.379 | 788.156 | 1.556.535 |
| Average net arofit (loss) \$ | 7.463 | -8, 158 | 7.583 | 10.788 | 19.542 |
| Businesses recorting profit (Mo.) | 65 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 725.849 | 202.354 | 364.185 | 769.914 | 1.565 .944 |
| Average experse | 704. 123 | 188.319 | 346.775 | 750.205 | 1.531 .191 |
| Average not protits | 21.726 | 14.035 | 17.110 | 19.709 | 35,753 |
| Businesses reoorting lose (Mo.) | 30 |  |  |  |  |
| Average sales \$ | 741.383 | 68.838 | 123.338 | 878.938 | 1.596.822 |
| Average exoense 5 | 786.948 | 114.290 | 448.121 | 892.127 | 1.612 .652 |
| Aversge net lass | -25.565 | -6.7.654 | -24,783 | - 13.791 | -16.030 |

(!) These estimates ar dased on sample of Dusinesses reporting seles berween $\$ 25.000$ and $\$ 2.000 .000$
See tople f for symouls and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Automobile (Used) Dealers (SIC 6312)


## 5ymbol:

- zero op no odservarions
- 100 small 100 be expressed
not saplicat.
* confiontiol


## footnotes

111 These entimetes are besed on semple of businesses reporting sel es berween $\mathbf{3 2 5 , 0 0 0}$ and $\$ 2,000.000$
(2) Value in sach cell: Potsl wighted expenditur on given itt

 individually and the total will not necessatily equel $100 \%$.

Mores
Data bre shown oy Quartiles when be least i3 of the stmpled businesses repopt the specific item
 on querter of the total mumeer of Dusinesses. Within tach queriile. the guerge retio is presenter. Bor conpar ison purposes. the hign end low vilues of sales ore shown.

How to use the toblet

121 The selecied range will indichte the proper quertile. i. the botiom 2g\%. the tower midde 25t. the upper midode 25I or the $10025 \%$.
(3) Date pertaining to the selected soles sizt renge will be in thet quertile.

Stenderd Industrinl CIessificstion Definftion ISIE 18801:
S1E E312 - Automobilt IUsed Desiff
Businesses primerily engaged hereil dealing in used cers. Such businesses may be seconderily engaged in selling fem cars and equipment

TABLE 2. Balance sheet prof tle for incorporated businesses only, 1987
Ontario. Nutomobil (Used) Dealers (SIC 6312)

|  | Fe:al! 1 ! | $\begin{array}{r} 30 t \mathrm{tom} \\ 25: \end{array}$ | Lower <br> miocie AE: | Ticole Jezer | - 0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinasses in sample iNc. Low saies value. $\$ 0005$ तign saies value S 000 s, |  | 111 134 | $\begin{aligned} & 124 \\ & 303 \end{aligned}$ | $\begin{aligned} & 303 \\ & 326 \end{aligned}$ | 328 $1 i 1$ |
|  |  |  | Average 5000 |  |  |
| Assets |  |  |  |  | - |
| Casm Accounts and notes receivable | 7 | - | 10 | 5 | 14 |
| Inventory | 7 | - | 10 | - |  |
| Other curtont assess | 97 | 49 | 22 | 93 | 95 |
| iotal cuprent assers | 104 | 49 | 53 | 99 | 209 |
| Fixed issets | 44 | 2 | 28 | 38 | 103 |
| Less: Accum. deo. on fixed aszets | 9 | 9 | - |  | 25 |
| Other assets | 9 | 9 | 3 | - | 25 |
| Totel essets | 157 | 60 | 83 | 138 | 337 |
| Listilities and equity Current loans | 24 | - | 46 | 18 | 33 |
| Other current tomil : es | 64 | 20 | 33 | 43 | 158 |
| Total current lisoinities | 88 | 20 | 78 | 61 | 192 |
| Mortgages zarabie | - | - | - | - | - |
| Long term oed: | 1 | 6 | \% | ${ }_{2}^{2}$ | 4 |
| Other liabilities | 38 | 64 | 9 | 35 | 41 |
| Total lisbilities Total eauity | 127 30 | 84 -24 | 87 -4 | 47 | 236 101 |


See inole 1 for symbels ano motes

TABLE 3. Fimencial ratios(1) for incorporated businesses only. 1987
Oneario. Auromobile (Used) Dealers (SIC 6312)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | UoDe: $\text { midde } 25 \%$ | $\begin{aligned} & 700 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low saics value ( $\$ 000$ 's) High ssies value ( 8000 's) | $\begin{aligned} & 74 \\ & (1) \\ & 11) \end{aligned}$ | $\begin{array}{r} \{1\} \\ 134 \end{array}$ | 134 303 | 303 <br> 826 | 826 111 |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.2 | 2.5 | 0.7 | 1.6 | 1.1 |
| ```Leverage ratios Cebt/mavity retio {times) Interest coverage ratio (times) Debt ratio (times)``` | 4.2 1.8 0.8 | -3.5 0.7 1.4 | -24.2 $\% .0$ | 2.1 3.5 0.7 | 2.3 1.9 0.9 |


(2) Thest estimits ere besed on semple of Dusinesses peporting seles Detween $\mathbf{3 2 5 . 0 0 0} \mathbf{8 n 0} 32.000 .000$

Se ithel for symools and notes

Cufinitions:
f. Liquidity petio:

Current = cufremt assets / Cif: on P. liadilifies
2. Inverage petios:
a) Debt/equity sotal 11abilisies / ouity.
D) DeDt ratio s to \& liabilities fotal asse?
c) Interest coverage a net profit interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy, 1987 Onterio. Automovile (Used) Dealers (SIC 5312)

 oniy thos Dusinesses inporting stormen: of chenges.
Set Teble for symbois and notes.




[^25]TABLE 6. Selected operating characteristics of small businesses Dy saies quartile. 1985-i987
Ontario, Lutomobil* (Used) Dealers (Sic 6312)


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in samole | 281 |  |  |  |  |
| Aversoe sales ${ }^{\text {a }}$ | 337.291 | 75.479 | 156.589 | 296.440 | 822.E79 |
| Averoge expense | 328.435 | 75,152 | 142.439 | 290.385 | 205.55? |
| Average nee Droiit (loss) \$ | 8.856 | 315 | 12.130 | 5.857 | : 7.120 |
| Businesses reporting a pofit (Mo.) | ${ }^{2400}$ |  |  |  |  |
| Average sales $\$$ | 345.304 | 79.695 | 156.967 | 294.707 | 857.847 |
| Average expense \$ | 328.314 | 69.774 | 136.712 | 283.439 | 823.331 |
| Average net profit 5 | 17.990 | 7.921 | 18.255 | 11.268 | 34.518 |
| Businesses reporting loss (Mo.) | 81 |  |  |  |  |
| Aveimga sales | 318.586 | 73.638 | 153.454 | 302.819 | 744.434 |
| Averoge expense | 330.245 | 79.627 | 158, 451 | 316.888 | 766.012 |
| average net coss $\$$ | - 17.659 | -5.989 | -4.997 | -14.059 | -21.578 |

1986

| Number of observetions in sumple | 210 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aver ge saies \$ | 395.038 | 81.486 | 175.453 | 329.266 | 993.947 |
| Aversge expense \$ | 384.842 | 81.720 | 170.475 | 321.212 | 265.961 |
| Average ne: profit (loss) \$ | 10,196 | -234 | 4.978 | B.054 | 27.986 |
| Businesses reporting eprofit (Mo.) | 180 |  |  |  |  |
| 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 | 12.960 | 17.085 | 31.25 , |
| Ausinuser feporting loss (Mo.) | 50 |  |  |  |  |
| Average sales \$ | 342.934 | 73.803 | 163.389 | 275.854 | 858.709 |
| Aver age expenses | 353.938 | 85.590 | 170.704 | 288.000 | 871.357 |
| Average net loss $\$$ | -11.004 | -11.887 | -7.335 | $-12.145$ | -12.648 |

1987
Mumber of observations in stmole
Average seles $\$$
Averge expense $\$$
Averge net profit (loss) $\$$

| 201 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 359,189 | 78.067 | 169.262 | 293.063 | 856.365 |
| 359.834 | 79.536 | 142.388 | 281.783 | 935.627 |
| 9.355 | -1.469 | 6.874 | 11.280 | 20.738 |
| 150 |  |  |  |  |
| 360.652 | 82.093 | 150.859 | 305.846 | 903.800 |
| 343.284 | 73.723 | 138.267 | 286.415 | 874.768 |
| 17.388 | 8.370 | 12.622 | 19.430 | 29.052 |
| 51 |  |  |  |  |
| 431.840 | 75.948 | 142.825 | 253.825 | 1.244.755 |
| 445.593 | 82.597 | 158.956 | 271.186 | 1.263.633 |
| -13.753 | -6.549 | -16.127 | -7, 36 : | -24.877 |

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Gasoline Service Stations (Sic 6331)

|  | To:al:1: |  | 501:0m 25\% |  | Lowe.$\text { micole }=5: \text {. }$ |  | $\begin{aligned} & \text { UEDe! } \\ & \text { midole :5: } \end{aligned}$ |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bus resses n samole No. Low sales value $\$ 000$ s Hign sales vaive $\$ 000^{\circ} 5$ | $: 06$ |  | $\begin{aligned} & (1) \\ & 15: \end{aligned}$ |  |  |  | $386$ |  |  | 20¢ |  |
| Selected expense item | Induspry average (2) |  |  |  |  | $\begin{aligned} & \text { : bus - } \\ & \text { nesses } \\ & \text { roorting } \end{aligned}$ | Re_ - ramsinesser -nver |  |  |  |  |
|  | 10:01 | Sotram 25\% | $\begin{array}{r} \text { Lower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { uooer } \\ & \text { modi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Yoo } \\ & 25 \% \end{aligned}$ |  | To:a | $\begin{array}{r} \text { B०: } \% \text { Om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miod: } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uzeer } \\ \text { iogl } \\ 25 \% \end{array}$ | $\begin{array}{r} 700 \\ 25 \% \end{array}$ |
|  | Porcent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 59.3 | 32.9 | 61.9 | 69.7 | 72.5 | 19.8 | 86.0 | 41.3 | 58.6 | 74.0 | 76.2 |
| Occupaney expensus | 5.0 | 8.0 | 6.1 | 3.4 |  | 99.6 | 5.0 | 8.1 | 8.1 | 3.1 0.9 | 2.6 S. 6 |
| Depreciation | 0.9 | 1.3 | 1.0 | 0.8 | 0.6 | 77.3 | 1.2 | 2. 1.5 | 1.8 | 0.5 | 3.6 |
| Repars s muintensme | 0.6 | 2.9 | 1.4 | 0.9 | 0.6 | 96.6 | 1.5 | 3.1 | 1.4 | 1.0 | 0.6 |
| mest, light ${ }^{\text {Rent }}$ Releonone | 2.0 | 2.7 | 3.0 | 1.2 | 1.1 | 58.2 | 3.4 | 5.6 | 5.6 | 2.0 | 1.5 |
| Personnel expenses | 16.2 | 27.2 | 13.1 | 8.9 | 7.6 | 97.2 | 16.6 | 28.7 | 13.8 | 9.0 | 7.6 |
| Financisl expenses | 1.3 | 1.5 | 1.4 | 1.3 | 0.8 | 95.8 | 1.4 | 2.0 | 1. 4 | 1.3 | 0.8 |
| lnterest \& bank charges | 0.9 | 1.1 | 0.9 0.4 | 1.0 0.3 | 0.5 0.2 | 78.1 82.6 | 1. | 1.8 1.0 | 0.5 | 1.2 0.3 | 0.7 |
| Professionel tets |  | 0.7 |  |  |  |  |  |  | 0.5 |  | 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 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | $\ldots$ |  |  |

## sybolt

zero or no abservetions

- e eoo small roo on expresseo
not adolicable
- confidensial


## Footnotea

(1) These estinases sfe Dased on smol of businesses pepopting sties betwen $\mathbf{3 2 5 . 0 0 0}$ and $\mathbf{3 2 . 0 0 0 . 0 0 0}$
(2) Value in each cell $=\frac{\text { lotal weignted expendiqurt on aiven item }}{\text { foral weighted sales of all businesses in ene sompla }} \times 100$ for each quertile

This portion of the toble pertains only to the businesses reporting the spectic expense item. Therelorio these ratios wre celculoted individully and the colal will not necessarily equal $100 \%$

## Notes

Deta are shown by quertiles when al lose 13 of the sampled businesses report the specific ifum
 one quarter of the total number of Dusinesses. Witnin each quartile. the average fotio is oresenteo for comparison outse high sho low values of sales are thom

How 10 use the tables

(2) The selfcted range will indictite the proper quartile. i. C. The botion 25\%. the lower midde $25 \%$. the upper midde $25 \%$ of the $10025 \%$
(3) Dace pertaining to the selucted sales size ronge will be in that quarile.
stenderd Industrisl Clessificetion Definition (SIC 1880):
sit s331 - Gotoline Sepvice Stetions
 engaged in lubricating moior vehicies. This maus....group acluoes firms described as: resall diesel fuel. filling seations. gas obrs gasoline service stations. resail gasoline. ......-pe cles lubricet. sh services and self-serve gasoline stations

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

|  | io:a!(1) | $\begin{array}{r} \text { Bettom } \\ 25: \% \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { mode } 25 \% \end{aligned}$ | $\begin{aligned} & \text { LDoe: } \\ & \text { Tole 2E: } \end{aligned}$ | $\because$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 393 | 111 252 | 352 693 | $\begin{array}{r} 699 \\ . .572 \end{array}$ | $\because 3: ?$ |
|  | average ( 8000 ' 5 ) |  |  |  |  |
| Asmets |  |  | - |  | - |
| Accounts ano notes receivable | 13 | 5 | 14 | 15 | 8 |
| !nventopy |  | - | - | , | A |
| 3ther suerent assers | 85 | 45 | 58 | 70 | 88 |
| Total cuprent assots | 78 | 50 | 73 | 84 | 06 |
| Fixec assers | 70 | 28 | 84 | 70 | 98 |
| Less: Accum. deo. on tixed assets | - | - | - | - | - |
| Other assets | 12 | 6 | 9 | 14 | 16 |
| Total saseta | 160 | 84 | 156 | 189 | 219 |
| Lishipities and equityCuprent loans |  |  |  |  |  |
| Cuprent loans lisbilities | 41 | 21 | 37 | 41 | 61 |
| Total Euprent liabilities | 49 | 24 | 47 | 55 | 72 |
| Mcrigages Dayabie | - | - | - | - | - |
| Long ie ${ }^{\text {mi ceos }}$ | 4 | 3 | 6 | 1 | 6 |
| Other liobilitios | 54 | 18 | 75 | 55 | 66 |
| Totel limbilities | 107 | 45 | 127 | 111 | 144 |
| Total equity | 53 | 40 | 39 | 58 | 76 |

(1) inese esinmes sin Desed on a somple businesses reporting sal os duet $\$ 25.000$ and 53.000 .000

See iable for symools ano nates

TABLE 3. Financial ratios(1) for 1 neorporated businesses only. 1987
Ontario, Gasoline Service Stations (Sic s331)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { micd } 25 \% \end{array}$ | Upoer middl 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample (No. Low sales value $(\$ 000$ s) High sales value ( $\$ 000$ s) | 393 $(1)$ $(1)$ | 111 352 | 352 699 | 699 1.072 | $\begin{array}{r} 1.072 \\ (1) \end{array}$ |
|  | avernge |  |  |  |  |
| Liquidity Petio Current ratio (times) | 1.6 | 2.1 | 9.6 | 1.5 | 1.5 |
| Leverseg ratios Oedtequity ratio (times) Incerest coversge ratio (times) Oebt ratio (times) | 2.0 2.8 0.7 | 1.1 3.2 0.5 | 3.3 1.0 0.8 | 1.9 2.9 0.7 | 9.9 4.9 0.7 |


(2) These essimetes bered on semple of businesses feporing seles betwom $\$ 25,000$ ene 52,000,000.

See rable f for symols and notes.

## Ofinitions:

R. Liquidity retio:

2. Lever ege ration:

8 Debl/equity 10 tel liabisisies / aquity
of Deot retio = setal : isolitits/total assets
e) interest covermge net protif interest expense/ inetest expense

TABLE 4．Statement of changes in financial position for incorporated businesses only．ig87
Ontario．Gasoline Service Stations（S16 5331）

$\qquad$

| Businesses in same e idio． －ow sales vaiue：S⿹丁口 s） H．gh sales value S205 s） |  | $222$ | $\begin{aligned} & 122 \\ & 794 \end{aligned}$ | $\begin{array}{r} 794 \\ \therefore!10 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 5000 |  |  |
| Opersting activities Gasn feom soerai．ons Depreciation Other | $\begin{array}{r} 14 \\ 8 \\ -9 \end{array}$ | －40 | 6 6 -1 | $\begin{array}{r} 2! \\ 8 \\ -4 \end{array}$ | $\begin{gathered} 90 \\ 13 \\ 8 \end{gathered}$ |
| Dividends | －6． | －2 | －4 | －12 | －4 |
| Investment activities <br> Disposal of lixed assets Purchase of fixed asseis Incresse in invertment Oecrease in investment | $\begin{array}{r} 4 \\ -10 \\ -2 \\ 1 \end{array}$ | $\begin{array}{r} 6 \\ -5 \\ -2 \\ 3 \end{array}$ | $\begin{array}{r} 5 \\ -6 \\ -1 \end{array}$ | $\begin{array}{r} 9 \\ -3 \\ -1 \end{array}$ | $\begin{array}{r} 2 \\ -24 \\ -4 \end{array}$ |
| Financing activitits <br> Increase in long term dedt <br> Reoarment of long term deot <br> Lams from sharenolders <br> Redarment of loans fiom sharmoiders <br> adoances 8 loans from government <br> Increase in equily <br> Oecrease in cauify <br> Othe？ | $\begin{array}{r} 8 \\ -15 \\ 20 \\ -6 \end{array}$ | -22 62 -3 | $\begin{array}{r} 5 \\ -1! \\ 3 \\ -5 \end{array}$ | $\begin{array}{r} 13 \\ -11 \\ 7 \\ \vdots \\ \vdots \\ - \\ -1 \end{array}$ | 11 -15 8 -7 - -1 |
| Incroses（decremse）in cash equivelents Cash s equivalents－8eginning of the year Cash equivalents－End of the year | $\begin{array}{r} 9 \\ 13 \\ 20 \end{array}$ | $\begin{array}{r} 7 \\ 13 \\ 20 \end{array}$ | -1 2 1 | 9 24 33 | 11 15 28 |

 only those businesses reporiing siatement of changes
see ieble for symbols and notes

TABLE 5．Employment changes by size of business．1984－1987 based on SIC classification in 1987
Ontario．Gasoline Service Stations（S1C 6331）

| Business size expiessed in average labour uniss（＇） | Number of businesses | $\begin{array}{r} \text { Total osyroll } \\ (\$ 000 \text { s) } \end{array}$ | Average rabour units（i） | Chonges in number of businesses with da emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \mathrm{Newil}, \mathrm{y} \\ \text { ieporting(2) } \end{array}$ | No longer reoorting（3） |
| 1984 |  |  |  |  |  |
| Total | 3.522 | 230.457 | 22，373 | 461 | 331 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 3.410 \\ 101 \\ 6 \\ 5 \end{array}$ | $\begin{array}{r} 165.545 \\ 33.524 \\ 7,826 \\ 23.452 \end{array}$ | $\begin{array}{r} 16.109 \\ 3.209 \\ 764 \\ 2.291 \end{array}$ | 455 6 - | $\begin{array}{r} 327 \\ ? \\ ? \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 3.740 | 305.881 | 23.758 | 584 | ．． |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 3.599 \\ 127 \\ 11 \\ 3 \end{array}$ | $\begin{array}{r} 209.292 \\ 49.541 \\ 23.664 \\ 23.384 \end{array}$ | $\begin{array}{r} 16.212 \\ 3.882 \\ 1.842 \\ 1.820 \end{array}$ | 589 14 1 | $\cdots$ |



 500 employees in Canages a whol but less inan that numse in any given province it is showh in the guo and over group
（2）Reiers to Dusimesses peporbing no peyroll decuctions in the previous year
（3）Reters to Dusinesses reporing no payioll odeduitons in the following year
＂Mmiy reporting＂and＂no longer pepopting＂businesses are assumed to nove beer in activity for six months and the informetion is ajuste accordingly

See itable 1 for symools and noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1989-1987 Onterio, Gasoline Service stations (S16 6331)

|  | -0:a 1-1) | $90: 40 m$ | miocle -2wer |  | $\cdots 5$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 9985 |  |  |
| Numoer of observations in sample | 1.709 |  |  |  |  |
| Averog sales | 509.997 | 108.441 | 358.208 | 568.297 | 1.305.243 |
| Averoge expense $\$$ | 594.125 | 98.069 | 349.186 | 652.58? | 1.277.978 |
| Avorage net drotit (loss) \$ | 15.572 | 10.372 | 9.042 | 15.510 | 27,365 |
| Businesses peporting profit (No.) | 1.193 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | \%11.025 | 105.787 | 357.212 | 875.749 | 1.305 .373 |
| Average expense s | 589.566 | 91.648 | 341.527 | 652.130 | 1.272.959 |
| Average net profit \$ | 21.459 | 14.119 | 15.685 | 23.519 | 32.45 |
| Businesses reporiting loss (No.) | 216 |  |  |  |  |
| Average soles ${ }^{\text {a }}$ | 608.099 | 120.352 | 361.859 | 846.102 | 1.304 .086 |
| Average expense \$ | 619.839 | 128.674 | 377.173 | 653.900 | 1.321.507 |
| Average net loss 8 | -11.740 | -5.322 | -15.314 | -9,798 | -17.523 |

1986

```
Number of observetions in sample
    Average sales $
    Average sales $
    Average net piofiq (loss) $
Businesses renorting a profis(Mo.)
    Average sales$
    Average expense $
    Average net profit$
Businesees roporting lose (Mo.)
    Aversge sales S
    Average expense $
    Average not loss}
```

1.225
610.809


1987

1.033
565.692
550.239
91.888
550.239

Average soles $\$$
Average exoense
average nei diofit (loss) $\$$

Businesses reporting oprofit (Mo.)
Average sales $\$$
Average expenses
Average net profits
568.38
5

39
87
82.173
9.715
297.903
277.903
650.85
540.17
10.679

1. 227.826
2. 200.701

Average sales 5
545.3
90.94
76.206
289.983
267.323
563.607
1.229.013
23.07
14.738
22.650
95. 506
298.704
305.023
305.023
-10.315
632.82
1.221.200

Average net loss
194
556.707
589.804
105.230
-21.40 d
1.231 .542

See Tabl for symits and notes

TABLE 1. Selected operating ratios, in percent of sties. 1987
Ontario, Tire, Batery, Parts and Accessories Stores (SIC 6342)

|  | Tota: 1 ) |  |  | $\begin{array}{r} 30+: 0 \mathrm{~m} \\ 25 \% \end{array}$ | - oole : |  | $\begin{aligned} & \text { Vooe: } \\ & \text { mi aG: }-5 . \end{aligned}$ |  |  | Pe0 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jusinesses a sample No. bow sales vaiue \$?00 s Hign sales value 19000 s |  | 155 |  | 111 116 |  | 1.6 140 |  | $\begin{aligned} & 246 \\ & 5 \div 2 \end{aligned}$ |  | \#32 |  |
| Solected expense item | Inoustry average(?) |  |  |  |  | $\begin{aligned} & \text { Vousi- } \\ & \text { nesses } \\ & \text { peporting } \end{aligned}$ | Reporting sus nesses oniyi 3! |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Sot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { miod1 } \\ 25 \% \end{array}$ | Upper idale $25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bo::0m 2\%\% | $\begin{array}{r} \text { Lomer } \\ \text { middie } \\ 25 \% \end{array}$ | Ue0er 06: 25\% | TOD 25: |
|  | Percent of sales |  |  |  |  |  | Pereent of sales |  |  |  |  |
| Cost of seles | 56.9 | 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 | 4.5 | 29.8 | 7.3 2.3 | 10.7 | 7.5 1.8 | 6.0 | 4.9 |
| Deprecietion | 2.2 | 4.5 | 1.7 0.6 | 1.0 0.8 | 1.3 | 92. 6 | 2.3 | 5.4 $i .0$ | 1.8 | 1.1 | 0.3 |
| Reorits smeintenenct | 0.6 2.0 | 2.8 | 2.4 | 1.6 | 1.3 | 93. |  | 3.4 | ? 4 | $\bigcirc$ | -. 3 |
| Rent | 2.5 | $2 . ?$ | 2.7 | 2.8 | 1.9 | 58.3 |  | 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 |
| Financisl expenses | 2.2 | 3.1 | 2.2 | 1.3 | 1.7 |  | 2.3 | 3.4 |  |  |  |
| lnterest \& bank chorges | 1.7 0.6 | 2.4 0.7 | 1.6 0.5 | 1.3 0.6 | 1.4 | 79.7 86.6 | 2.1 0.7 | 3.8 | 2.0 0.6 | 1.6 0.7 | 1.3 0.4 |
| Other expenses | 18.6 | 18.0 | 21.0 | 14.7 | 12.8 | 100.0 | 16.6 | 18.0 | 21.0 | 16.7 | 12.8 |
| Profit (loss) | 4.7 | 1.2 | 9.4 | 4.7 | 3.4 | 98.9 | 6.7 | 1.2 | 9. 5 | 4.7 | 3.4 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | - $\cdot$ | . . | $\ldots$ |

Syebol:
zero or no observations
-- 100 smal too be mpriessed
hot adolicabl
$\times$ confidential

## Pootnotes




 individusly and the sotal wil! not necessefily equal $100 \%$

## Motex

Oat er shown by quartiles when ot least i3 of the sempled businesses report the specific item
 one quarter of the cotsl humoer of Dusinesses. within etch quetile. the overtge retio is ppesented. For comperison purposes. the high and lom vilues of soles ite shown

Mow 80 use ine tebles

(2) Phe selected range will indicate the proper quattile. i. the botton 25\%. the lower middle 25\%. he upger miode 25s of the top 25\%.
(3) Date pertaining to the stiected sbles size range will be in thet quartile.

Standerd Industris! Cleseificetion onfinition (516 1s80):
51c $634 \%$ Firt. Aertery. Perts and accetaorite sports
 of in combination. These businesses may De seconcarily engaged in pir installation ano rapoir as well as in auromodil rapair fhis

 motor venicle sape decks and retail tires and tubes

TABLE 2. Balance sheet orofile for incorported businesses oniy. 1987
Dnzario, Fire. Battery, Parts and Accessories Stores (SIE 6342)

|  | Pe:al(1) | $\begin{array}{r} \text { Bo:tom } \\ 25 \% \end{array}$ | micoie ? |  | -9c |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sus nesses : samol iNo. .ow saies value ( $\$ 000$ 's) Hign sales vaive 3000 s | $\begin{aligned} & : 09 \\ & (i) \\ & i \end{aligned}$ | $\begin{aligned} & 11 \\ & 285 \end{aligned}$ | 266 2063 | $\begin{aligned} & 469 \\ & 905 \end{aligned}$ | $3<5$ |
|  | average 1 $\$ 000$ 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Sash $\begin{aligned} & \text { Accounts and notes peceivabie }\end{aligned}$ | 50 | 17 | 27 | 50 | 103 |
| accounts shd notes fecervare inventory | 5 | 17 | 27 | - | - |
| Other current assets | 132 | 54 | 108 | 129 | $=27$ |
| Total current sssets | 182 | 70 | 135 | 171 | 345 |
| Fixed assets | 53 | 13 | 20 | 82 | 93 |
| Less: sceum. dep. on fixed assots | - | - | - | - | - |
| Other assets | 14 | 4 | 1 | 14 | 34 |
| Total msets | 248 | 87 | 158 | 267 | 472 |
|  |  |  |  |  |  |
| Cureent loans | 32 84 | $\begin{array}{r}5 \\ 32 \\ \hline\end{array}$ | 35 52 | 22 | 64 198 |
| Total curtent lisbilities | 195 | 38 | . 87 | 100 | 236 |
| Mor:gages dayale | - | - | - | - | - |
| Long term deot | 1 | - | 1 | 1 | 2 |
| Oeher lisoilisies | 47 | 18 | 21 | 53 | 92 |
| Totsl lisbilities | 164 | 56 | 108 | 154 | 331 |
| Totel equity | 84 | 31 | 47 | 113 | 142 |

(1) Phese escimeses are besed on sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See rable for symbols and notes

TABLE 3. Financial ratios(1) for incorporased businesses oniy, 1987
Onterlo. Firs, Bettery, Parts and Acesssorles stores (51C 5342)

|  | Total(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uooer $\text { middle } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value (\$000's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 109 \\ & (1) \\ & (1) \end{aligned}$ | 111 246 | 246 469 | 459 805 | 105 111 |
|  | Average |  |  |  |  |
| Liquidity petio Curpene retio (rimes) | 1.6 | 1.8 | 1.6 | 1.7 | 1.5 |
| Levarage patios <br> Debi/ouity ctio ftices? <br> Intersest coverage ratio (times) <br> Debt petio (times) | $\begin{aligned} & 2.0 \\ & 4.1 \\ & 0.7 \end{aligned}$ | $\begin{array}{r} 1.8 \\ 16.1 \\ 0.6 \end{array}$ | 2.3 3.3 0.7 | 1.4 3.5 0.6 | 2.3 3.9 0.7 |

111 The retios repesent the wersge op rasios for each business in the group and connot be culculated from the figures shown in toble 2
12) These sstimates bre one on smole of Dusinesses reporting seles betwen $\$ 25,000$ and $\mathbf{3 2}, 000.000$
set late i for syods and notes.

Definitions:

1. biquidisy retio:

Curfen: $=$ curfens assess / curren: lisbilities.
2. Leverage retion:

- D Deberequisy $=$ sotat liabilisies / equity
b) Deb: ratio s total liagilities / total assers.
el Interest coverage a not profis . inseres? oxpense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario. Tire, Battery, Parts and Aceessories Stores (Sic 6342)


111 These estimates or dased on samo of incoroorated ousinesses reporsing sales betwen 525.000 ono $\$ 2.000 .000$. Smple count incluces only those businesses recorting statement of changes
see ieble f for symbols and notes

TABLE 5. Employment changes by size of bustness. 1984-1987 based on SIC classification in is87 Ontario, TIre, sattery, Parts and Acesseories Stores (SIC 5342)

| Business size expressed in average labout unitsill |  |  | Avepage labour units(1) | Changes in number <br> uusinesses <br> w.fr $\mathrm{De}=\mathrm{s}^{-3}$ Eyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses | $\begin{array}{r} \text { Totel ogyrol\| } \\ \left(\$ 000^{\prime}:\right\} \end{array}$ |  | $\begin{array}{r} \text { Newly } \\ \text { feporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 528 | 43.509 | 3.283 | 104 | 64 |
| $\begin{aligned} & \text { 10ss then } 20 \\ & 20^{\circ}-99 \\ & 100-199 \end{aligned}$ | $\begin{array}{r}493 \\ 34 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 27.162 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.055 \\ 2 . \\ 08 \\ \hline \end{array}$ | $\begin{array}{r} 102 \\ 2 \\ = \\ = \end{array}$ | $\begin{array}{r} 5! \\ 1 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 845 | 67.972 | 5.019 | 114 | - . |
| $\begin{aligned} & \text { 1es: than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}585 \\ 57 \\ 3 \\ \hline\end{array}$ | $\begin{array}{r} 38.312 \\ 25.021 \\ 4.839 \end{array}$ | $\begin{array}{r} 2.835 \\ 1.830 \\ 354 \\ \hline \end{array}$ | 111 3 | $\cdots$ $\cdots$ $\cdots$ |


 full-time employe Note the the business size groups used are aetermined ot the canse iguel thus if business has at lest 500 employees in canade at whole out less inan that number in any give province it is show in the 500 and over group
12) Refers 10 businesses repapiting no payroth deductions in the previous vebr
(3) Refers to Dusinesses peporting no payroll deouctions in the fo. n.. eter
 -ojusted accordingiy.

See toble for symbols and notes

TABLE 6. Selected operting characteristics of small businesses by sales quartile. 1985-1987 Ontario. Fire. Battery. Parts and Aceassories stores (sic 5342)


1985


Businesses reporting orofit (Mo.) Average sales s
Average uxpense
averape net profits

Busineses reporting lost (No.)
Avercou sa!es 5
Avereg expense
Average net oss 3

### 344.950

 328.2845.906
+5.306

| 111 |  |
| :--- | :--- |
| 340.880 | 52.461 |
| 312.784 | 23.653 |

23.653
37.980
43.848
3.848
-5.868
36.228
$: 28.910$
7.18
127.69
115.96
11.733
157.264
159.098
159.098
-1.834
327.1
$\begin{array}{rr}327.17: & 965.389 \\ 230.274 & 924.87 \\ -3.203 & 40.852\end{array}$
840.324
785.389
325.13
15.306
310.556
996.769
. 329.110
$-32.341$

1985

Mumber of observations in sample
Averge sties 5
Average exoense s
Average net prolit (loss) $\$$

Gusinctses reporting orofit (Mo.)
average sales s
Averege expense $\$$
Averege ne? profits
135
360.753
345.142
80.218
52.116
3.5.6.1
8.102
43.628
140.47
385.918
653.251
814.674
38.577
$\begin{array}{rr}104 & \\ 357.567 & 62.105 \\ 333.969 & 51.528 \\ 23.598 & 10.579\end{array}$
131.34
366.490
343.429
863.331
10.579
131.655
23.06
809.262

Businesees roporting a loss (Mo.)
wvifege sates
Average expense $\$$
31
363.299
382.496
50.004
177.237
425.050
435.152
799.903
$-19.197$
55.295
195.220
-9.102
843.319
$-43.414$

1987
Mumber of observations in sample
Average sales $\$$
Average exoerse $\$$
Aver iege net profit llossis

\begin{tabular}{|c|c|c|c|c|}
\hline ${ }^{3} 160$ \& \& \& \& <br>
\hline 372.259 \& 72.978 \& 186.989

70.854 \& 395.949 \& 899.293 <br>
\hline 16.820 \& 1.101 \& 16.125 \& - ${ }^{\text {. }} 448$ \& 868.586 <br>
\hline \& \& \& \& <br>
\hline 125 \& \& \& \& <br>
\hline 399.069 \& 92.564 \& 187.920 \& 388.588 \& 927.205 <br>
\hline 372.644 \& 85.854 \& 164.528 \& 352.795 \& 877.398 <br>
\hline 26.425 \& 6,710 \& 23.392 \& 25.791 \& 49.807 <br>
\hline \& \& \& \& <br>
\hline 35 \& \& \& \& <br>
\hline 372.228 \& 55.930 \& 182.124 \& 423.424 \& 827.134 <br>
\hline 384.018 \& 60.335 \& 201.933 \& 487.639 \& 846.164 <br>
\hline -11.790 \& -4. 105 \& -19.509 \& -4.215 \& -19.030 <br>
\hline
\end{tabular}



Busineses reporting lose (Ma,)
Average sales S
Average expense $\$$
372.228
60.335
201.933
427. 539
846.164

Average net loss $\$$
255.000 and 82.000.000

See ital 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Garages (General Repairs) (SIE 6351)


| Businesses n samsie No. ow sales yalue $9000^{\circ}$ s Hign sales value $\mathbf{S O}_{5} 000$ s | $\begin{aligned} & 372 \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ | 59 | - 58 | 129 229 | 2:9 |
| :---: | :---: | :---: | :---: | :---: | :---: |


| Selected expense item | Industiy aveisgei2! |  |  |  |  | $\begin{aligned} & \text { \% bus:- } \\ & \text { reporting } \end{aligned}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tota | $\begin{aligned} & \text { Botiom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Cower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Sot 10 m 25\% | miodie 25\% | $\begin{array}{r} \text { jooer } \\ \text { mione } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Pereent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 42.7 | 37.4 | 43.1 | 41.1 | 49.1 | 89.4 |  | 52.5 | 45.2 | 43.0 | 50.6 |
| Oceupancy expenses | 11.3 | 15.1 | 12.7 | 10.5 | 6.7 | 95.8 | 11.3 | 5.1 | 12.7 |  | 8.7 |
| Deoreciation | 2.8 | 4.6 | 2.8 | 2.2 | 1.8 | 84.2 | 3.3 1.6 | 6.1 2.5 | 3.8 1.8 | 1.4 1.3 | 1.6 |
| Redaips o mainemance | 1.9 | 1.6 | 1.2 | 0.9 | 0.7 | 67.7 96.4 | 1.6 | 2.5 4.8 | 1.6 | 1.3 | 1.0 |
| Mest. light s elephone | 2.7 | 4.6 | 2.9 5.9 | 2.1 5.1 | 1.4 3.1 | 96.4 63.9 | ?. | 4.8 9.4 | 8.1 | 8.3 | 4.1 |
| Personnel expenses | 16.6 | 7.3 | 16.0 | 21.2 | 23.6 | 80.8 | 20.5 | 15.7 | 16.5 | 23.2 | 23.8 |
| Financisl expenses | 2.2 | 2.9 | 2.1 | 2.3 | 1.7 | 31.5 | 2.4 |  |  |  |  |
| interest \& bank eharges | 1.4 | 1.9 | 1.3 | 1.4 | 1.1 | 70.1 | 2.0 1.0 | 3.9 1.4 | 1.9 | 1.9 0.9 | 1.3 0.5 |
| Protessional teas | 0.8 | 1.1 | 0.8 | 0.9 | 0.5 | 86.2 | 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 | 14.5 |
| Profit (loss) | 8. 0 | 10.0 | 11.1 | 8.7 | 4.3 | 98.7 | 8. | 10.9 | 19.1 | 7.1 | 6. 3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . $\cdot$ | $\cdots$ | . $\cdot$ | - . |

## Symbols

zero op no observations

- 200 smell too be expressed
not sodlicad
$x$ confidenilal


## footnotes

11 These estimstes are based on s semple of businesses roporiing sales beqween \$25.000 and 82.000.000
(2) Value in each cell = loisi wighted mppenditure on given item

 indivioully and the lota! will not necesserily equel 100 z

## Motes

Data be shown by gutriles when at losi is of the sampled businesses peport the soucific ifom.
Records were ranked in ascending order sccording to swles tize. Each quertile li. © . Dottom 25s. Iower midde 25\%. eic. represents
 hign and low values of sales ar shown.

Mow to use the teble:

(2) The selected pange will indicete the proper quertilt. i. e. she doteon 25s. the lower midde 258 . the upper midde 252 or the 100 $25 \%$.
(31 Data pertsining to the selected sales size pange will be in that gutsile.

Stunderd Industrisl Clessifiestion Definition ISIC 9 80 :


TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Garages (General Repairs) (SiC 6351)

|  | cotalı | 30:00m | T. $02 \begin{array}{r}-0 w 0 \% \\ 25 \%\end{array}$ |  | -50, |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nerses ir samo: No. iom saies wiue $\$ 000$ s) Hign saies value \$000's) | $\begin{aligned} & 154 \\ & 1 \\ & 11 \end{aligned}$ | 11 <br> 152 | 152 233 | 323 | 3! ! |
|  |  |  | Average : $\$ 000$ |  |  |
| Arsets |  |  |  | - | - |
| Accounts and notes pecaivabia | 17 | 3 | 9 | 17 | 39 |
| Inventory | 17 | - | - |  |  |
| Cther surrent assets | 42 | 18 | 27 | 33 | 88 |
| Total cuptent asse:s | 59 | 22 | 36 | 50 | 27 |
| fixed ussets | 39 | 16 | 26 | 38 | 75 |
| Less: Accum. ded. on fixed assers | - | - | - | - | - |
| Other assets | 15 | 5 | 3 | 7 | 45 |
| Totel mseets | 113 | 43 | 63 | 94 | 247 |
| Lisbilities end maity |  |  |  |  |  |
|  | 7 40 | 22 | 26 | 38 | 13 75 |
| Total current liatilities | 47 | 24 | 30 | 44 | 89 |
| Mortoages oayable | - | - | - | - | - |
| Long term acos: | 2 | - | 3 | 2 | 2 |
| Othar liabilities | 34 | 18 | 22 | 19 | 76 |
| Total liabilities | 83 | 42 | 55 | 65 | 168 |
| Totel equity | 30 | 1 | 8 | 30 | 79 |

111 Thes estinates ar based on sample of Dusinesses peporting soivs berween $\$ 25.000$ end 52.000 .000
Soe iable i tof symols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Ontario. Garages (General Repoirs) (S|C E3B1)




See Table i for symbols mon motes

Definition:

1. Liquidity pleso:

Curient * current assets/ Curtent alatilifies.
2. Levertge ratios:
a) Debilequiry $\varepsilon$ sotel lisbilities / equity
bl Ondr resio totel fistilities / loial sseis
el fnterest coverage $=$ net profit interest expense $/$ interest expense

TABLE 4. Statement gf enanges in financial position for incorporated ousinesses only. 1987
Oneario. Garages (General Repairs) (SIC 5351)

|  | Potal! 11 | 50::0m :5: | $\text { - } \quad \text { cower }$ | jeser $\text { mode } 2 c:$ | 200 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No. <br>  High sales raiue $\$ 000$ s | $71$ | \% | $=2$ |  | \#! |
|  |  |  | Sverage \$ $0^{\prime} 00$ s) |  |  |
| Operting ectivities Casn from oderations Deorectation Other | 7 7 3 | $\begin{array}{r} -3 \\ 4 \\ 2 \end{array}$ | $\begin{array}{r} 3 \\ 7 \\ -3 \end{array}$ | $?$ | - 19 |
| Dividende | -6 | -11 | -1 | -11 | -3 |
| Investment ectivities <br> Disoosel of fixed assets <br> Pupenase of ?ixed assets <br> Increse in investment <br> Oecreese in investment | $\begin{array}{r} 1 \\ -10 \\ -1 \\ 1 \end{array}$ | -4 | $\begin{array}{r} 1 \\ -8 \\ -1 \end{array}$ | - ${ }^{2}$ | r -28 -4 1 |
| Finencing ectivities <br> lncease in long term debt <br> Reosrment of lang term debt <br> Loens trom sharenolders <br> Repaymen? of loons from sharehalders <br> Aovances \& loans from government <br> increase in equity <br> Oecresse in equity <br> Opter | 4 -5 7 -5 | $\begin{array}{r} 6 \\ -1 \\ 11 \\ -2 \end{array}$ | $\begin{array}{r} 2 \\ 3 \\ -8 \\ -8 \end{array}$ | $\begin{array}{r} -16 \\ 3 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r}8 \\ -5 \\ 13 \\ -6 \\ \hline\end{array}$ |
| Incresse(decrease) in cosh s equivalents Cash \& tquivelents-Beginning of the year Casn soquivalonts - End of the year | 3 4 | 1 1 2 | $\begin{gathered} 1 \\ i 0 \\ 6 \end{gathered}$ | $\begin{array}{r} 5 \\ -8 \\ -3 \end{array}$ | 13 9 28 |

 only those businesses reporiing statement of changes
See Insi 1 for symools and noses

TABLE 5. Employment changes by size of business. 1984-1987 bused on SIC classification in i987
Ontario, Gerages (General Repairs) (Sit s35i)

| Business size expressed in average lobour units(i) | Number of Dusinesses | Total payroll $\begin{array}{r}\text { ( } 8000^{\circ} \text { s) }\end{array}$ | Averege leoour ynits | Ehanges in numper of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reoorting(2) } \end{array}$ | No longer reorting (3) |
| 1984 |  |  |  |  |  |
| Totel | 3.034 | 141.886 | 8.584 | 506 | 277 |
| $\begin{aligned} & \text { less inan } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { end over } \end{aligned}$ | $3.009$ $24$ | $\begin{array}{r} 129.167 \\ x \\ x \\ - \end{array}$ | $\begin{array}{r} 7.850 \\ 625 \\ 109 \\ \hline \end{array}$ | 503 3 - | $\begin{array}{r}274 \\ 2 \\ 1 \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 3.110 | 195.736 | 5.898 | 2: | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{\circ}-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 2.78 \\ 39 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r} .536 \\ x \\ x \end{array}$ | $\begin{array}{r} 8.847 \\ 973 \\ 78 \\ \hline 8 \end{array}$ | 385 4 | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment. Payroll and hours. Statistics Canso. Catalogue 12-002. An average indour unit could de interpreteo as e fult-time emoloyee. Mote that the ousiness size groups useo tere ofermineo it the Conace level Thus if a ousiness has at leas 500 employees in Canada as a whole dut less than thas number in any given orovince it is show in the 500 and over group
(2) Refers to ousinesses reporsing no peyroll deductions in the previous vear.
(3) Refers 10 businesses reporing no payroll deductions in the following year.
"Hewly reporting" and "no longer peporting" Dusinesses ars assumed to have been in activity for six months and ine information is adiusted accordingiy

See iable for symbols and notes

TABLE 6 . Selected operating enaracteristics of small businesses by sales quartile, 1985-1987 Dnearlo. Garages (General Repairs) (Sic 5351)



| - 542 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 4 i i 1 | $\text { 50. } 100$ $42.152$ | $\begin{aligned} & 135.3 i 4 \\ & 35.985 \end{aligned}$ | 173.858 152.720 | 451.535 433.764 |
| 16.222 | 7.948 | 8.029 | 21. 138 | 27.791 |
| 487 |  |  |  |  |
| 199.84! | 50.088 | 105.547 | 172.402 | 470.226 |
| 178.197 | 38.984 | 92.809 | 148.167 | 434.627 |
| 21.344 | 11.904 | 13.838 | 24.636 | 36.199 |
| 55 |  |  |  |  |
| 188.779 | 50.142 | 99.255 | 188.563 | 417.053 |
| 199.328 | 54.158 | 111.710 | 199.028 | 432.414 |
| -10.550 | -4.016 | -12.455 | -10.365 | -15.36 |

1986


1987


(1) These escimates are based on sample of ousinesses reporting seles betwem 525.000 anc 82.000 .200

[^26]TABLE 1. Selected operating ratios. in percent of saies. 1987
Ontario. Paine \& Boay Repair Shops (SIC 6352)

|  | Fo:al\ 1 |  | 50::0m 25\% |  |  |  | $\text { n. ad e } 25 \%$ |  |  | Te: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ösinesses tomele mo. Low sales vaiue s00C s High salas value ( $\$ 000$ s) |  | $26^{\circ}$ |  | is |  | $\begin{array}{r} 73 \\ 14 \frac{5}{2} \end{array}$ |  | 145 284 |  |  |  |
| Selected exomse item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { : busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Redorting businesses or:u ? |  |  |  |  |
|  | Tot 1 | Bot+om 25\% | $\begin{gathered} \text { Lower } \\ \text { middi } \\ 25 \% \end{gathered}$ | uooer hode 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Toral | Sopiom 25\% |  | $\begin{gathered} \text { vooer } \\ \text { miod } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 100 \\ & 35 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Perent of sales |  |  |  |  |
| Cost of sales | 31.4 | 26.3 | 32.2 | 34.5 | 32.6 | 14.5 | 37.2 | 35.6 | 37.7 | 37.7 | 37.5 |
| 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 \& matinterance | 1.3 | 2.8 | 0.8 | 1.1 | 0.7 | 74.6 | ? | 4.2 | 1.1 | 1.1 | 0.8 |
| Heat, light s ielephone | 2.6 | 3.6 | 2.6 | 2.5 | 1.8 | 94.1 | $\therefore$ - | 3.8 | 3.0 | 2.7 | 1.8 |
| Aent | 3.5 | 2.3 | 4.8 | 4.4 | 2.7 | 58.2 | 6.1 | 5.4 | 7.8 | 6.8 | 1. 2 |
| Personnel expenses | 23.8 | 8.2 | 21.6 | 31.6 | 33.6 | 88.7 | 25.9 | 12.3 | 23.9 | 32.3 | 33.6 |
| Finencial expenses | 2.7 | 3.7 | 3.0 | 2.7 | 1.5 | 95.4 | 2.8 | 4.1 | 3.2 | 2.7 | 1.5 |
|  | 1.8 | 2.2 | 2.1 | 2.0 | 1.0 | 80.9 | 2.2 | 2.8 | 2.7 | 2.1 | 1.1 |
| Professionat iees | 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 | 25.3 | 11.0 | 4.1 | 4.2 | 39.3 | 11.4 | 26.3 | 11.0 | 4.1 | 4.3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | . . |  |  | . . |

## Syouol:

- zero or no observations
- too small too de expressed
not applicable
m confontil


## Footnoter

 rotel weighted expenditure on given item

131 value in eech cell $=\frac{\text { Yoza weighted expendipure on given item }}{\text { rota weighted soles of businesses reporing this item of expenditure }}$ for each quertile
 individully and the total will not necessarily equet $100 z$

## Motes


 one querter of the copsl humber of businesses. Within eech quapile, the average pitio is presented. for comparison aura- ine high and low values of seles are shown

## Mow to use the tsbles


 10p 255.
131 Osto pertsining so the selected selts size range will be in thet quertile

## Senderd Industricl Clessificetion Definition ISIC tesol:

S1C 6352 - Deine and Dody Repeirs
Busimesses primerily engaged in repairing andop popimting motor venici podies. fenders and doors. Businesses in this industry mey De secondarily engazed im mechanical pepirs. Mopor vehicle dody repars motor vohicte collision repairs, motor vahicle frame siraightening and the dointing of motor vehicles ar pusinesses also included in this industiy.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Paint \& Body Repair Shops (SIE 5352)

|  | 70.31.11 | $\begin{array}{r} \text { Boisom } \\ \text { I5\% } \end{array}$ |  | -rcoue uper | 河 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses . n samole ino. <br> Low saies value (\$000's) <br> High sales value $\left(\$ 000^{\circ}\right.$ s) | 154 11 $1!$ | $\begin{aligned} & (1) \\ & 155 \end{aligned}$ | $\begin{aligned} & 15 \% \\ & 257 \end{aligned}$ | $\begin{aligned} & 25 \% \\ & 487 \end{aligned}$ | $5:$ |
|  |  |  | Average 3000 |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  | 12 | 28 | $E 2$ |
| Accounts and notes eceivabie inventory | 27 | 4 | 12 | 28 | E2 |
| Other surpent assets | 53 | 13 | 25 | 56 | $\because: 6$ |
| Total cuirent assets | 80 | 17 | 37 | 82 | 178 |
| Fixed assets | 63 | 23 | 46 | 41 | :38 |
| Less: Accum. deo. on fixed assets | - | - | - | , | $=$ |
| Other assets | 10 | 3 | 6 | 6 | 28 |
| Total essets | 152 | 43 | 90 | 128 | 338 |
| Listilities and equity |  |  |  |  |  |
| Current loans | 11 59 | 7 15 | 9 36 | 12 | 17 140 |
| Totsa cutient liablictios | 70 | 22 | 44 | 54 | 155 |
| Morigages zayable | - |  | - | - | - |
| Long term debt | 3 | 6 | 2 | 1 | 6 |
| Other liabilities | 36 | 10 | 4 | 31 | 56 |
| Total litbilitiog | 110 | 39 | 90 | 85 | 217 |
| Total equity | 43 | 6 | - | 43 | 121 |

(111 ithese estimases are basec on semple of businesses reporting sales butween 325.000 anc $\$ 2.000 .000$.
Set Table i for symbols and notes

TABLE 3. Ftnancial ratios(1) for incorporated businesses only. 1987
Ontarlo. Palne sody Repair Shops (SIC 6352)

|  | Total(2) | $\begin{gathered} 80 t \% 0 m \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | miode $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Lowsales value ( $\$ 000$ s) Hign sales value $\left(\$ 000^{\prime}\right.$ ') | 156 11 11 | 11 155 | 155 267 | 267 487 | 487 $11)$ |
|  | Average |  |  |  |  |
| Liquidity ratio Curtent Patio \times! | 1.1 | 0.8 | 0.8 | 1.5 | 1.1 |
| ```Levermge ratios Oeot/equity ratio (:imes) Interest coverage ratio (times) Dedt ratio (times)``` | 2.6 4.3 0.7 | 8.8 1.5 0.9 | -256.6 0.1 1.0 | 2.0 3.8 0.7 | 1.8 8.1 0.6 |


(2) These espinstes tere besec on semple of Dusinesses reporting seles deimen $\$ 25.000$ end $\$ 2.000 .000$

See tabl for symols and notes

## Definitions:

1. Liquidity ratio:

Current $=$ current assers / curpen itanipies
2. Leverege racios:
a) Depy/equ: :y $=$ iotal liseiditiss $/$ touity
D) DeD: tetio = fosel hatilities / sosel assers
c) interes coverge a net profit inferest expense / incerest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario. Paint \& gody Repair Shops (Sic 6352)

|  | Totail: | $\begin{array}{r} 30: 40 \mathrm{~m} \\ =5 \% \end{array}$ | $\begin{array}{r} \text {-owe: } \\ -0.0-5 \% \end{array}$ | -180 - - - : | - 30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses n samsie No. Low sales value 5006s Hign sales value $1 \$ 00 C$ | $59$ | $5 i$ | $5$ | $\begin{array}{r} 67 \\ -87 \end{array}$ | $\therefore 5$ |
|  |  |  | Average 18000 s : |  |  |
| Operting activities Casn from joerations Depreciation Other | $\begin{array}{r} 10 \\ 8 \\ 1 \end{array}$ | 3 | $\begin{array}{r} -3 \\ 4 \\ -1 \end{array}$ | 3 4 | $\begin{array}{r} 21 \\ 17 \\ 2 \end{array}$ |
| Oividends | -4 | - | - | -3 | -11 |
| Investment activities <br> Disposel of dixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 3 \\ -16 \\ \hline \end{array}$ | -2 | -4 | -1 | 8 -49 -1 |
| Finsncing activities <br> increase in long term debt <br> Repaymen: of long term deb: <br> Loans from sharehoiders <br> Repaymen: of loans fiom sharenolders <br> Advances \& loans from government <br> increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 25 \\ -17 \\ 4 \\ -6 \\ - \\ -2 \\ -2 \end{array}$ | 15 -1 -16 | 53 -47 - | -3 - -5 - | 14 -11 12 -5 $\vdots$ -2 |
| Incrasse(decrease) in eash \& equivalents Cash \& quivalents-Beginning of the year Cash \& equivalents - End of the year | $\begin{array}{r} 5 \\ 20 \\ 25 \end{array}$ | 3 -3 | $\begin{array}{r} 3 \\ 10 \\ 13 \end{array}$ | $\begin{aligned} & 11 \\ & 20 \\ & 31 \end{aligned}$ | $\begin{array}{r} 3 \\ 46 \\ 50 \end{array}$ |

(1) These estimates are besed on a sample of incerporalec dusinesses feporting sales optwen \$25.000 and $\$ 2.000 .000$. Semple coun: incluous
anty those dusinesster -
Ser iade 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC clessification in 1987 Ontario, Paint Body Repalt Shops (SIC E352)


(1) Average boour units bre colculated by divicing sotol payroll by the overage annual wage and salary iste as reoor tad in the

fullotime employee. Note that the ousiness size groups usec se oftermined aq the canada level thus if a bus ress has at lest
500 emploven in Canada as a whole bu: less inan that number in any given province is is shown in the 500 and over group
121 Refers to businesses reporting no payrol secuc:ions in the previous yest
131 Reters to businesses reporting mo asyroll oeductions in the foltowing yes
-Ngwly feporting" and mo longer reporting" businesses are assumec to have been in activify for six momers and the intormation is adjusted accordingly

See rable for symbols and notes.

TABLE 6. Selected operating enaracteristics of small businesses by saies quartile. 1985-1987
Ontario. Pant sody Repair Shops (S1C 6352)


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in samole | 256 |  |  |  |  |
| average sales \$ | 190.628 | 42.685 | 84.972 | 152.312 | 881.741 |
| Average exdense 5 | 179.280 | 36.315 | 75.477 | 145.650 | 459.072 |
| Average net drotit \{lose\} \$ | 11.148 | 5.770 | 9.495 | 7.256 | 22.069 |
| Businesses ecoorting a profit (Mo.) | 214 |  |  |  |  |
| Average seles 5 | 194.724 | 44.058 | 81.734 | 160.195 | 492.910 |
| Average expense $\$$ | 176.012 | 35.208 | 65.716 | 143,728 | 459.395 |
| average net profit $\$$ | 18,712 | 8.850 | 16.018 | 16.457 | 33.515 |
| Businesses reporting loss (Mo.) | 42 |  |  |  |  |
| Average seles ${ }^{\text {d }}$ | 179.335 | 37.715 | 94.059 | 137.648 | 439.918 |
| Average expense \$ | 188.549 | 43.094 | 102.865 | 147.525 | 480.711 |
| Augrage nat cass | -11.214 | -5.379 | -8.805 | -9.878 | -20.73 |

1986

| Number of oteervations in sample | 1749 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 prolit (loss) \$ | 14.183 | 1.815 | 6, 886 | 8.168 | 39.853 |
| Businesses reporting profit (Mo.) | 121 |  |  |  |  |
| Average sales \$ | 253.308 | 47.047 | 99.967 | 211.327 | 654.890 |
| Average mxpense ${ }^{\text {d }}$ | 232.765 | 38.831 | 87.924 | 198.550 | 605, 753 |
| Average net profit \$ | 20.543 | 8.215 | 12.043 | 12.779 | 49.137 |
| Businesses reporting loss (No.) | 28 |  |  |  |  |
| Averoge soles ${ }^{\text {a }}$ | 207.345 | 43.387 | 111.763 | 203.854 | 470.367 |
| Average expense \$ | 219.069 | 48.378 | 118.917 | 221.456 | 488,324 |
| Averase net loss \$ | -11.724 | -4.991 | -6.354 | -17,582 | -17.957 |

1987

| Mumber of observetions in sample | 246 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average ssies | 237.313 | 46.741 | 101.049 | 212.190 | 589.273 |
| Averoge expense $\$$ | 223.622 | 34.689 | \$3.527 | 204.405 | 551.86 ? |
| Average net profit (loss) \$ | 13.691 | 12.052 | 7.522 | 7.785 | 27.406 |
| Businesses raporting profit (Mo.) | 197 |  |  |  |  |
| Average sales \$ | 239.488 | 47,372 | 101.078 | 205.345 | S04.156 |
| Average expense \$ | 215.620 | 33,816 | 88.031 | 181.794 | 562.829 |
| Average net profits | 22.868 | 13.556 | 13.047 | 23.559 | 41.31 ? |
| Businesses reperting lose (Mo.) | 49 |  |  |  |  |
| Average sales \$ | 224.976 | 39.833 | 100.858 | 222.854 | 536.559 |
| Average expense \$ | 242.946 | 44.237 | 130.158 | 238.956 | 558.423 |
| Averege net loss \$ | -79.870 | -4.404 | -29.300 | -16.312 | -21.884 |


See table i for symbols mo notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, General Stores (SIC 8412)

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

## Syools

zero or mo observations
to0 \$mill 100 De exprissed
not aDOI icsoly

- configentisl


## Foep notes




Toter wightec expenditure on given iten

This portion of she tate pertsins oniy 10 the businesses reporting the specific expense item inerefore these patios fer culated individutly and the cotal will hop necessarily equ⿻ 1002

Netes
Data are shown by quar fles whon af lase 13 of the sompled businesses poort she specific ifem.

 high and low values of sales are shown.

Now to ust the tablet

 100 258
131 Oeta pefteining to the selaced seles size penge will be in thet quertile.

Stenderd Industrisl Clsesifiemtion Onfinition 15:C IBeol:
516 6412 . General Stores
Businesses primarily engeged in reqsil gesiing in generai line of merchandise on monmopertmental oas.
 Businesses may de otscribed as. couniry general stores end genersi suores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontzrio. General Stores (\$1G 6412)


See Table 1 for symools and nores.

TABLE 3. Financtal ration(1) for incorporsted bustnesses only. 1987
Ontarlo, General Stores (SIC 6412)

|  | Total(2) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper midde 25\% | $\begin{aligned} & 100 \\ & 0.5 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samole (No.) Low sties velue (\$000's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 25 \\ & (1) \\ & 11) \end{aligned}$ | -- |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio <br> Cuprent iotio (times: | 2.2 | -- | -- | -- | .- |
| Leversge retios ```Omot/ecuity tetio (times) Interesi coverage ratio (times) Debt patio (times)``` | $\begin{aligned} & 2.3 \\ & 2.1 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |
| (1) The pesios represens the sverege of <br> (2) These etrimetes ort desed on semp | each bus nesses reper | groud <br> 0tiveen | De enlculot and 12.000 .0 | the figures |  |

5et Tele 1 for symbols and notes.

Definitions:
t. Liguidify retio:

Gurrenf = cuprent assets / emerent liabubzies
2. Leverage recies:

b) Dect rasic = Lotal lide il: (t. / / iotal esseis
c) Interest coverage s nit patit - interast expense / interest expense

TABLE 4. Stetement of changes in financial position for incorporated businesses only. 1987
Ontario, General Stores (SiC 5412)


TABLE 5. Employment changes by size of bustness. 1984-1987 based on sic ciasstfication in 1987 Ontario. General Merchandise Stores (SIC E4t)


[^27]TABLE 6. Selected operating characteristies of small businesses by sales quartile. 1985-1987 Ontario, General stores (SiC 6412)


1985


1987

| Wumber of observetions in stemple <br> Avarage sales $\$$ <br> Average expense I <br> Average net Drofit (ioss) \$ | $\begin{array}{r} 143 \\ 270.195 \\ 283.582 \\ 6.513 \end{array}$ | $\begin{aligned} & 47.450 \\ & 55.604 \\ & -8.144 \end{aligned}$ | $\begin{array}{r} 91.167 \\ 90.816 \\ 351 \end{array}$ | $\begin{array}{r} 263.990 \\ 255.702 \\ 8.288 \end{array}$ | $\begin{array}{r} 678.161 \\ 652.604 \\ 25.557 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausinesses reporting profit (Mo.) | 111 |  |  |  |  |
| Averoge sales \$ | 259.432 | 40.154 | 7. 8.875 | 251.416 | 540.280 |
| Averape exdense \$ | 245.169 | 38.063 | 85.030 | 248.288 | 609.295 |
| Average net profit \$ | 12.263 | 2.091 | 2.846 | 13.128 | 30.985 |
| Businesser reporting loss (Mo.) | 32 |  |  |  |  |
| Average simiss | 338.265 | 51.272 | 96.880 | 274.729 | 930.180 |
| Averege expenses | 348.248 | 64,756 | 100.853 | 286.638 | 940.733 |
| Average not loss \$ | -9.983 | -13.484 | -3.983 | -11.911 | -10.553 |

[^28]Sev Taol ifor symbols ans netes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario. Other General Merchandise Stores (51E 6413)


```
Symbol:
- zero or no observetions
* 200 smel! 100 be exprissed
... not mpplicavie
```

$\times$ condiounziol

## Footnotee

(1) Thest estimetes are based on s sampl of businesses reporting sales butween $\$ 25.000$ und $32.000,000$

21 Value in een ceil $=\underline{\text { lotal weighed expendizure on given item }}$
(3) Velue in each cell $=\frac{\text { lotal weignted expenditup on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }}$ foch guertile

This portion of the table pertains only to the businesses poporing the specific expense item. Therefore thest ratios ere calculatec indivioutly and the to: 10 will no: neessarily equal $100 \%$.

## Note

Deta are shown Dy Qubrtiles when et least 13 of the sompled businassims roport the specific iten.
Records wer ranked in ascending orop eccording to stiss size. Each quariil. li. botion 25\%, lower middte 25\%. a.c represents
 high and low values of sties are snown.

How to use the tables

 200 $25 \%$
13) Deta pertaining 10 the stecied sales lize renge will be in thet quartile.

## Standard Induttrisl Clatifiction Definition 1SIC is80):

SIC 5413 - Dther Generel merchendise Storet
Businesses orimarity engaged in retbi dealing in o general line of merchandise on o non-departmental Dasis including ready-to-werar apparel, foiletries, cosmetics, hapomar and houseweses. where fooc and housthold furnitur are not normally commodi ly lines ano wher one commodity line accounts for mor than 50 of toisi povanut. Generat merchandise stores lexcept department storms and generat storasl, mal order offices of depar frem: stores anc voritiy stores are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Dther General Merchandise 5tores (SiC 6413)

|  | Totall! | $\begin{array}{r} 30:: 0 m \\ 25: \end{array}$ | Lower <br> miade 25: | -0cta | ics |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessas - samele No. Low sales value 5000 s) High sales value $\$ 000^{\prime}$ s) | $93$ | i11 | $\begin{array}{r}24 \\ 304 \\ \hline\end{array}$ | $\begin{aligned} & 304 \\ & 390 \end{aligned}$ | 320 |
|  | Averago \$000's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  | 0 | - | , | \% |
| Accounts and notes receivable Inventory | 4 | 10 | - | 2 | 3 |
| Inventory Other zurrent assets | 63 | 18 | 24 | 76 | 129 |
| Total current assers | 57 | 28 | 24 | 78 | 135 |
| Fixed assets | 38 | 8 | 13 | 53 | 63 |
| Less: Accum. deo. on fixed desers | - | - | - | - | 18 |
| Oether asseis | 22 | 3 | 42 | 26 | 12 |
| Totel sests | 127 | 39 | 79 | 168 | 210 |
| Lisbilities and squity ${ }_{\text {current loans }}$ |  |  |  |  |  |
| Other cuprent lisollicies | 34 | 6 | 17 | 41 | 69 |
| Total gurren: ! abilities | 46 | 6 | 28 | 52 | 91 |
| Mortgages dayade | - | - | - | - | - |
| Long term deot | 2 | 1 | - | 3 | 3 |
| Other liabilities | 47 | 25 | 31 | 73 | 55 |
| Total lisbilities | 94 | 32 | 59 | 128 | 149 |
| Totel satity | 33 | 7 | 20 | 40 | 61 |

111 inse essimates are based on a sample of businesses repoping sales detwen $\$ 25,000$ ano $52,000,000$
See iable ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Onterio. Oeher General Merchandlse Stores (SIC 64i3)

|  | Total(2) | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\text { Middeder } 25 \%$ | T00 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 93 $(1)$ $(1)$ | $\begin{aligned} & (1) \\ & 124 \end{aligned}$ | 124 <br> 304 | $\begin{aligned} & 304 \\ & 590 \end{aligned}$ | 590 <br> 111 |
|  | Averoge |  |  |  |  |
| Liquidity petio <br> Current eatio times) | 1.5 | 4.4 | 0.8 | 1.5 | 1.5 |
| Leverage ratios <br> Debrisquity istio (times) <br> Interast coverage ratio (times) <br> Oebt ratio (times) | 2.9 2.0 0.7 | 4.7 0.9 0.8 | 3.0 0.8 0.8 | 3.2 1.6 0.8 | 2.5 3.3 0.7 |

(11) The ralios fopresen: the average of patios for each business in the groupand cannor be calculated from the figures shown in table 2.

121 These estimares are Dased on sample of businessen reporing soles betwem 535.000 and $\$ 2.000 .000$
5ee Tuble ifor symols and notes

Oefinitions:

1. Liquidiey retio:

Gurrent : current assers / cuppent litailisies
2. Leverage retios:

31 Debyleanity a total liabiligies ! equiey
D) Debi ratio $=$ total liabilities $f$ total assers
c) inserest coverage $=$ net profit . inserest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87 Ontario. Other General Merchandise Stores (SIC 5413)

 only those businesses reporting a stetment of changes
Set fole for symbols anc notes

TABLE S. Employmunt Enanges by size of business. 1984-1987 oated on 5 IC citisificition in 19:
Ontario, General Merchandse Stores (SIC E41)



 full-time emplove Note that the Dusiness size groups used ar oetermineo ot the Canco level. Thus if businges has at lenst 500 emplovees in Canada as a whole but less than inat number in ony given province is is shom in the 500 ond over group.
(2) Aefers to Dusinesses reporting no payrolt deducitons in the drevious pear
(3) Refers to Dusinesses teporting no parroll deductions in the following yeir.
*Newly reporting" and *no longer seporting" Dusinesses ort assumeo to have been in ectivily for six months and the information s -dusted accordingiv

Sef imole ifor symols and notes

TABLE 6. Selacted operating chartacteristics of smail businesses by sales quartile, 1985-1987 Ontario. Other General merchandise Stores (SIC 8493)

|  | -0331 ${ }^{\text {a }}$ | Bortom 25\% | $\begin{array}{r} \text { cowe? } \\ -=015 ? 2 \% \end{array}$ | Uecor $\text { n\|cel }=0$ | $\therefore$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Avelage saies | 236.33 |  |  |  |  |
| Aversge expenses | 223,538 | 51.683 | $27.974$ | 218.455 | $495 \cdot 39$ |
| Average net orofi: (loss) \$ | 12.595 | 1.526 |  | 14.972 | $25.284$ |
| gusinesses reporing profit (Mo.) Average sales \$ | 515 246.015 | 54.205 | 138.240 | 233.492 | 558.122 |
| Average exoense $s$ | 228,363 | 47.170 | 126.710 | 217.002 | 522.565 |
| Average net profit $\$$ | 17,652 | 7.035 | 11.530 | 15.490 | 35.553 |
| Susinesses reporting loss (Mo.) |  |  |  |  |  |
| Averege seles ${ }^{\text {average expense }}$ ( | 199.454 208.051 | $\begin{aligned} & 51.853 \\ & 57.832 \end{aligned}$ | $\begin{aligned} & 126.211 \\ & 131.768 \end{aligned}$ | $\begin{aligned} & 232.171 \\ & 246.300 \end{aligned}$ | $\begin{aligned} & 387.581 \\ & 396.305 \end{aligned}$ |
| Avarage expense ${ }^{\text {Avarage }}$ ( | 208.051 -8.597 | $\begin{aligned} & 57.832 \\ & -5.979 \end{aligned}$ | $\begin{array}{r} 131.768 \\ -5.557 \end{array}$ | $\begin{array}{r} 246.300 \\ -14.129 \end{array}$ | 386.305 -8.724 |

1986

| Mumber of observetions in sample | 470.589 | 74.418 | 148.798 | 245.713 | 6.2.417 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sties ${ }_{\text {average }}$ | 258.287 | 70.948 | 139.212 | 230.743 | 592.245 |
| Average net oiofit (loss) \$ | 12.300 | 3.470 | 9.586 | 15.970 | 20.172 |
| Businesses reporting profit (Mo.) | 004 |  |  |  |  |
| Aveisge seies ${ }^{\text {S }}$ | 265.112 | 76.134 | 150.180 | 246.940 | 591.193 |
| Average expense 5 | 249.054 | 68.549 | 137.351 | 228.055 | 562.250 |
| Average net profit \$ | 17.058 | 7.585 | 12.829 | 18.884 | 28.933 |
| Businesses reporting loss (Mo.) | 75 |  |  |  |  |
| Average seles 5 | 252.657 | 70.323 | 142,699 | 246.887 | 712.718 |
| Aversee exdense \$ | 302.588 | 75.674 | 147.420 | 252.308 | 733.951 |
| Aversge net loss \$ | -9.931 | -5.351 | -4.721 | -7.421 | -21.233 |

1987

| Number of chservetions in semple Aversen siles 5 | $\begin{array}{r} 531 \\ 253,422 \end{array}$ | 72.485 | 153.455 | 253.518 | 534.218 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average mpenses | 242.326 | 71.193 | 147.004 | 238.630 | 534.218 512.476 |
| Average net profit (loss) \$ | 11.096 | 1.292 | 6.461 | 14.888 | 21, 742 |
| Butinesses reporting epofit (Mo.) | 445 |  |  |  |  |
| hversge sties \$ | 254.185 | 73.973 | 159.353 | 254.129 | 528.986 |
| Average expense \$ | 236.955 | 65.956 | 144,375 | 236.345 | 500.144 |
| Average net profit | 17.230 | 7.017 | 14.977 | 18.084 | 28.842 |
| Ousinesses reporsing tose (Wo.) | 86 |  |  |  |  |
| Avelage sates 5 | 254.104 | 69.843 | 140.070 | 247.987 | 558.515 |
| Average expense 5 | 263.485 | 78.712 | ) 52.985 | 252.502 | 589.745 |
| Average net loss | -9.382 | -8.859 | -12.915 | -4.515 | -11.229 |


See fabl ifor symeels nod notes

TABLE 1. Selected operating rattos, in percent of sales. 1987
Ontario, florist Shops (5IE 5521)


## Syebol:

- zero or no observations
- too small too oe expressed
hot epoliceste
$x$ coníoutial


## footnotes



This portion of the stol pertoins only to the ousinesses reporting the specific expense item. inerefore these retios erateralated individully and the cotal will not necessapily equal 100 z

## Motes

Deta fe shown by guartiles when at least 13 of ths samplad businesses reort phe specific it tem


high ing iow values of seles wit shown.
How to ust the toles

121 The sel cted renge will indicst the proper quertile. i. t. the botton 25\%. the lower middl 25\%. the upper midde 252 or the top 25\%.
(3) Deta pertioning to the selecied seles size fang will be in thet queptile.

## Senderd Industriel Clastificetion Definition (SIC Ise01:

SiC 8521. Flarist Shoos

 retail fresi flowers and wreths ore also incluode in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Florist Shops (SIC E521)

|  | - =a : 11 | $\begin{array}{r} 8 c t \div 0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { miode } 2 \overline{0} \end{aligned}$ | $\begin{array}{r} \text { uege? } \\ m_{1} \text { ccie }=5 \% \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 92 1 $!$ | 11 51 | 20: | $\begin{array}{r}254 \\ 488 \\ \hline\end{array}$ | 688 |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
|  |  | 2 | B | 9 | 43 |
| fecounts and notes receivable Inventory | 15 | 2 | - | 9 | 43 |
| Other surfent assets | 46 | 12 | 27 | 42 | 39 |
| Total curcene assets | 51 | 14 | 31 | 51 | 162 |
| Fixed asseis | 56 | 20 | $\delta 2$ | 28 | 107 |
| Less: Accum. deo. on fixed assets | 20 | 3 | - | 16 | 54 |
| Dther essets | 20 | 3 | 4 | 16 | 54 |
| Totel sesets | 137 | 38 | 88 | 96 | 303 |
|  |  |  |  |  |  |
| Cureont loans | 9 | 1 | 3 | 4 | 27 |
| Dther cuprent lisbilities | 52 | 8 | 36 | 56 | 101 |
| Total curcert labjlities | 61 | 9 | 40 | 60 | 128 |
| Mor:qages oarable | - | - | - |  | - |
| Long eerm dedt | 10 | - | 13 | - | 25 |
| Other lisbilities | 35 | 42 | 36 | 11 | 53 |
| Totel liabilities | 105 | 52 | 88 | 71 | 205 |
| Total eauity | 31 | -14 | 10 | 25 | 98 |

Ill Phese estimeter pased on sampl of businesses reporiing salus derween \$25.000 anc 32.000.000
See iad: 1 for symols and nores

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987 Onterlo. Fiorlst Shops (S1C 5521)

|  | Tots) 12$\}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | middlower | Upper $\text { middle } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample (No Low sales value ( $\$ 000^{\circ}$ s Mign sales value ( 9000 's) | (1) | (1) | 51 264 | 264 488 | 488 |
|  | Aversee |  |  |  |  |
| biquidity petio <br> Current fatio (tmes) | 1.0 | 1.5 | 0.8 | 0.9 | 1.1 |
| ```Levernge retios Degticauity ratio \times) Interest coverege ratio (times) Beot retio (limes)``` | 3.4 2.4 0.8 | -3.8 $i .4$ | 9.1 0.8 0.9 | 2.9 4.5 0.7 | 2.1 3.1 0.7 |



Set Tell ifor symbols and notes.

Definitipns:

1. Liquidity petio.

Current = curcent sssets / currenq lisoilifles
2. Leverage retios:

1 Debt/equity = sois liabillies f Equity.
bl Det ratio soral hajiliqies / iosal assets
c) Initest coveroge s nef profit e incerest exoense/ interest expense.

TABLE 4. Statement of enanges in financial position for incorporated businesses only, 1987 Ontario, Fiorist Shops (S:C 6521)

|  | Total! 1 | $\begin{array}{r} \text { Bo:10 } \\ 25: \end{array}$ | $\begin{array}{r} \text { ower } \\ m, d c i \\ =5 \% \end{array}$ | UoDe micte | R? |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses a samole (No. Low sales value ! 5000 s) Mign saces value $\$ 000$ s | $\begin{array}{r} 69 \\ 1 \\ 11 \end{array}$ | $\begin{aligned} & 111 \\ & 233 \end{aligned}$ | $\begin{array}{r} 233 \\ 236 \\ \hline \end{array}$ | 285 | 3 1 |
|  |  |  | Sverage ( $\$ 000$ s) |  |  |
| Opersting activities Casn from odetatians Dedreciation Other | $\begin{array}{r} 18 \\ 8 \\ -5 \end{array}$ | $\begin{array}{r} -3 \\ 3 \\ 13 \end{array}$ | $\begin{array}{r} 8 \\ 6 \\ -5 \end{array}$ | 23 9 -12 | $\begin{array}{r} 27 \\ 15 \\ -14 \end{array}$ |
| Dividends | -6 | - | -4 | -6 | $-12$ |
| Investment ectivities Discossal of fixed assets Pupchase of fixed assets increase in investment Decremse in investment | 4 -8 -1 | -3 | -4 | -3 -1 | 15 -24 -2 1 |
| Financing activities <br> Increase in long term debt <br> Repayment of long ierm debt <br> Loans 'rom sharenolders <br> Redayment of loans from shareholders <br> advances s lasns from government <br> Increase in equily <br> Decress in aquity <br> Dthe? | $\begin{array}{r}1 \\ -11 \\ 5 \\ -3 \\ \hline\end{array}$ | $\begin{array}{r}1 \\ -16 \\ 7 \\ -1 \\ - \\ \hline \\ \hline 2\end{array}$ | -3 3 | -1 | -5 9 -13 - |
| Incresse(decresse) in cash equivalonts Cash equivalonts-Beginning of the year Cash equivalonts - End of the year | 2 8 10 | 4 | $\begin{aligned} & 2 \\ & 5 \\ & 7 \end{aligned}$ | -3 $i 0$ 7 | 8 14 20 |

(1) inese estimates are desec on semple of incorporated businesses reporting sales detween $\mathbf{3 2 5 . 0 0 0}$ end 52.000 .000 . Senple count includes only those busiftesses reporting sistemmt of enanges
Sen iable ifor symbols for notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on sic classification in is87 Ontarlo. Florist Shops (SIE 6521)



 500 employees in Canada os owhole out less then inst number in any given province it is show in the 500 end over group
21 Reiers to Dusinesses eporling no paytoll deouctions in the pievious year
3) Refers to businesses reporting no payroll deductions in the following year
"Newty repopting" and "no longer reporting" Dus nesses re assumed to neve oeen in activity for six months and the informetion is sojusied accoroingly

See faule for symools and notes.

TABLE S. Selected operating enaracteristics of small businesses by sales quartile. 1985-1987
Ontario, Florist Shops (S1C 6521)

|  | Total: | $30:: 0 m$ | Lower <br> nicele 25\% | $\text { ridole }=\Sigma$ | $\begin{aligned} & \text { Yop } \\ & \therefore \because \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales $\$$ | 154. 329 |  |  |  |  |
| Average expense 3 | 153.32\% | 51.348 | 108.393 | 161.715 | 293.041 |
| Average net orofit (loss) \$ | 5.205 | 1.0ิ54 | 5.538 | 6.081 | 7.344 |
| Businesses reparting a profit (Mo.) | 345 |  |  |  |  |
| Average sates \$ | 159.890 | 59.808 | 113.850 | 158.687 | 297.175 |
| Average expense | 150.495 | 51.930 | 103.874 | 181.965 | 284.211 |
| Average net profit \$ | 9.385 | 7.878 | 9.976 | 6.922 | 12.964 |
| Businesses reporting a loss (No.) | 79 |  |  |  |  |
| Average sales \$ | 153.164 | 43.853 | 105.636 | 149.957 | 313.208 |
| dverage 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 observetions in semple | 103 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {a }}$ | 186.300 | 57.829 | 104.205 | 177.520 | 405.544 |
| Average expanse \$ | 195.304 | 54,709 | 94.919 | 174.826 | 376.763 |
| Average net profit iloss) \$ | 10.996 | 3.120 | 9.287 | 2.794 | 28.78: |
| Businesses reportine profit (Mo.) | 15 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 184.849 | 58.293 | 102.106 | 195.449 | 383.548 |
| Average expenst \$ | 168.895 | 53.698 | 89.206 | 184.739 | 347.896 |
| Average net profits | 15.964 | 4.595 | 12.900 | 10.710 | 35.652 |
| Businesses reporting lose (No.) | 17 |  |  |  |  |
| Average sales $\$$ | 213.203 | 55.119 | 110.322 | 164.327 | 523.045 |
| Average expensa ${ }^{\text {a }}$ | 211, 64, | 60.613 | 111.563 | 167.435 | 530.964 |
| Average net loss \$ | -4,441 | -5.494 | -1.241 | -3. 108 | -7.919 |

1987

| Mumber of observetions in sample <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 165 \\ 190.556 \\ 183.492 \\ 7.054 \end{array}$ | $\begin{aligned} & 34.071 \\ & 40.059 \\ & -5.998 \end{aligned}$ | $\begin{aligned} & 72.625 \\ & 73.815 \\ & -1.190 \end{aligned}$ | $\begin{array}{r} 146.705 \\ 135.016 \\ 11.689 \end{array}$ | $\begin{array}{r} 508.821 \\ 485.076 \\ 23.745 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Butinesses reporting orofit (No.) | 128 |  |  |  |  |
| Average sales \$ | 193.113 | 35.749 | 77.218 | 139,406 | 518.359 |
| Average expense \$ | 178.882 | 37.670 | 70.773 | 121.608 | 485.477 |
| averoge net profit s | 14.308 | 2.079 | 6.445 | 15.798 | 32.882 |
| Businesaes reporting loss (Mo.) | 37 |  |  |  |  |
| Average sales | 185.465 | 31.924 | 67.258 | 183.962 | 458.719 |
| Average expense \$ | 197.509 | 40.952 | 77.370 | 188.730 | 482.972 |
| Average net loss | $-12.043$ | -9.038 | -10.112 | -4.768 | -24.253 |


See Table 1 for symbols ane moses

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Herdware Stores (SIC 6531)

|  | iosal: 9 ! |  | $\begin{array}{r} 80: 40 m \\ 25 \% \end{array}$ |  |  |  | micy ucoer |  | To5 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses o samere Mo. tow sales value 5.00 s 4 :gn salas value $\$ 000$ s | $236$ |  | $\begin{aligned} & 11 \\ & 107 \end{aligned}$ |  | $\begin{aligned} & 107 \\ & \therefore \therefore 6 \end{aligned}$ |  | $\begin{aligned} & 230 \\ & 545 \end{aligned}$ |  |  | 5 $\ddagger 9$ |  |
| Selected expense irem | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% susi- } \\ & \text { nessas } \\ & \text { ieporting } \end{aligned}$ | Redor: $=$ - sinesses ontri 3) |  |  |  |  |
|  | Iota | $\begin{aligned} & 80+10 m \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lowep } \\ \text { m+ddle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd I } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bot:om 25\% | $\begin{array}{r} \text {-ower } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { mioct } \\ 25 \% \end{array}$ | $25 \%$ |
|  | percent of sales |  |  |  |  |  | Percent of saies |  |  |  |  |
| Cost of seles | 64.0 | 51.3 | 64.4 | 85.4 | 64.9 | 96.6 | 66.3 | 63.9 | 67.5 | 3\% 0 | 65.5 |
| Oceupancy expenses | 5.5 |  | 5.7 1.2 | 5.2 |  |  | 5.5 1.4 | 6.5 2.2 | 5.7 1.5 | 5.2 | 4.8 9.0 |
| Dedreciation | 1.2 | 1.6 | 1.2 | 1.1 | 0.9 | 86.7 80.8 | 1.4 | 2.2 2.0 | 1.5 0.8 | 1.2 | 1.0 |
| Repairs 8 maintenance | 0.4 | 0.6 | 0.4 | 0.3 1.2 | 0.4 | 60.8 86.8 | 1.7 1.3 | 2.0 1.8 | 1.5 1.5 | 1.3 | 0. 0.5 |
| Heat. l ght s teleohone | 1.1 2.7 | 1.1 3.2 | 1.3 | 1.2 2.6 | 0.9 2.3 | 86.9 69.6 | 1.3 3.9 | 1.8 3.8 | 1. 5 | 1.3 | 3.1 |
| Personnel exomenses | 9.1 | 5.0 | 8.8 | 9.5 | 14.2 | 1.6 | 11.6 | 7.6 | 12.5 | 10.7 | 14.2 |
| Financial expensea | 2.6 | 2.6 | 2.1 | 2.9 | 2.0 | 96.9 | 2. 5 | 2.7 | 2.2 | 3.0 |  |
| Interest s bank chsiges | 1.9 | 1.9 | 1.7 | 2.4 | 1.6 | 85.4 | 3.2 | 2.1 | 2.1 | 2.8 | 1.8 |
| protess:onal fots | 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 (lose) | 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 | . | $\ldots$ | $\ldots$ | . ${ }^{\text {- }}$ | $\cdots$ |

## Symbole

- zero or na observetions
=- 200 smal! too be expressed
nop apolicoble
$\times$ confidentiol


## Footnotes

 Tolal weighted expendiqur on given ipem


This portion of the tabi pertins only to que businesses peopting the spocific expense item. Therefort these ratios ert calculated individually and the lotal will not necesserily equet 100 x .

## motes

Deia ort snown by quartiles when et least iJ of the semplad businesses report she specific item.
 one quarter of the cotal number of businesses. Within each suertile. the eversogetio is ofesunted. for comprem purpose -he high and low velues of soles oin shown.

How to use the toblet

(2) The selected renge will indicste the proper gustili. i. the botiom 25z. the lowit middie 25z. the upper miode 258 of the 100 $25 \%$
(3) Data pertuining to the selectec stidesize fang will be in thet quartil

## Stenderd indurtplal clastification Definttion (SIC 1980):

SIC 6531 - Mardwere Stores
Businesses primarily engaged in reidil dealing in any combination of the begic lines of hardware, such es hand and power tools. builders hardware. fasteners. lecticai and p:umbing supplies. These businesses mey pe secondarily engaged in perailing housewarts. fecirical apoliances. Doint. soopting goods. etc. Ihis industry includes repail Duilders' hardure. retail cerpenters" fools. fetait ulect icel



TABLE 2. Salance sheet profile for incorporated businesses only. 1987
Ontario. Hardware Stores (SiC 6531)

|  | iota:(:) | Bo:10m $35 \%$ | Lowe? nidole 25: | Jose mace ご. | O0\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samore iNo. Low sales value $\$ 000$ 's Hign sales value i 5000 s) | $\begin{aligned} & 205 \\ & 11 \\ & 11 \end{aligned}$ | (1) 231 | $\begin{aligned} & 231 \\ & \\ & \hline 14 \end{aligned}$ | 414 757 | $\cdots$ |
|  | 2verage ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| -ash accounts and notes receiveole | 28 | 5 | 17 | 23 | 58 |
| Inventory | 2 | 5 |  | , | - |
| Opher cuprent assets | - 5 | 45 | 90 | ;84 | $=90$ |
| Tois curtone assets | 179 | 51 | 107 | 207 | 348 |
| Fixec assets | 51 | 8 | 17 | 50 | 123 |
| Less: Accum. ded. on fixed assets | 58 | 5 | $2{ }^{2}$ | 4 | 78 |
| Other ussets | 58 | 86 | 24 | 11 | 78 |
| Total Essets | 288 | 145 | 148 | 307 | 549 |
|  |  |  |  |  |  |
| Other current liabulities | 72 | 11 | 34 | 95 | 146 |
| Tota current liabilitus | 104 | 20 | 53 | 127 | 213 |
| Mortgages dayable | - | - | - | - | - |
| Long term deo: | 12 | - | 12 | 16 | ${ }^{22}$ |
| Other liabilities | 69 | 38 | 34 |  | 127 |
| Total listilities Total equity | 185 103 | 58 17 | 99 49 | 218 90 | 363 186 |

11 Inese estimater are based on sampl of businesses feporting sales berween \$25.000 ano 52.000,000.
see Tabl i fof symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Ontario. Mardwere Stores (SIC 8531)

|  | Total(2) | $\begin{array}{r} 80 t 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Vooe? $\text { middle } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 s) Migh gales value ( $5000^{\circ}$ s) | $\begin{aligned} & 205 \\ & (1) \\ & 11) \end{aligned}$ | $11)$ 231 | 231 414 | $\begin{aligned} & 414 \\ & 757 \end{aligned}$ | $\begin{array}{r}757 \\ (1) \\ \hline\end{array}$ |
|  | Avereme |  |  |  |  |
| Liquidity extio Eurrent el: 0 \{times? | 1.7 | 2.6 | 2.0 | 1.6 | 1.8 |
| Leverege petios <br> Debt/equity retio :ines) <br> Ineorest coverage retio (times) <br> Oobt iatio limesi | 1.8 3.3 0.6 | 0.7 4.8 0.4 | 2.0 2.9 0.7 | 2.4 2.8 0.7 | 1.9 3.6 0.7 |


(2) These estimeter besec on semple of businesses reporting sales betmen 25.060 0nd 22, 000.000.

See Table 1 for symbols and notes.

## 0efinitions

1. Liquitity totio:

Curtent s curpens assers / curnens 1 asinilios
2. Leverige resios:

b) Oot ratio = lotel litalities tozal assets
cl Interest cover age a me: profis. interest exoense / interest moense.

TABLE 4. Statement of cnanges in financial position for incorporated businesses only, 1987 Ontario. Haraware Stores (SIC 5531)

|  | Total: 1 : |  | miocie sowe: | - - \% e 25. | - 30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value ( 3000 s ) High sales value ( 3000 's. | $47$ | 227 | $\begin{aligned} & 2: 7 \\ & 114 \end{aligned}$ | $\begin{aligned} & \therefore i 4 \\ & 75 \% \end{aligned}$ | E" |
|  |  |  | Sverage 1800 |  |  |
| Operating ectivities Cast fom operations Dedreciation Other | $\begin{array}{r} 20 \\ 6 \\ 2 \end{array}$ | 6 3 65 | -8 | $\begin{array}{r} 19 \\ 19 \\ -14 \end{array}$ | 47 12 -34 |
| Dividends | -6 | -6 | -7 | -5 | - 7 |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Oecrease in investment | $\begin{array}{r} 3 \\ -32 \\ -5 \\ -1 \end{array}$ | -65 -1 | 2 -4 | 2 $-i 6$ -8 1 | $\begin{array}{r}10 \\ -66 \\ -11 \\ \hline\end{array}$ |
| Financing activities <br> Increase in long term debt <br> Redarment of long term debt <br> Loans from starenolders <br> Reparment of toans from sharaholdefs <br> Advances \& loans from govarnment <br> Increase in equity <br> Decrease in equiry <br> Other | $\begin{array}{r} 16 \\ -1 \\ 7 \\ -5 \\ - \\ -2 \\ -2 \end{array}$ | 1 -1 -2 | 1 -6 -2 | $\begin{array}{r} 15 \\ -7 \\ 9 \\ -6 \\ -7 \\ -2 \end{array}$ | 68 -18 18 -11 - -6 |
| Increase(decrease) in cash sequivelents Cesh tequivalents-Beginning of the year Cosh \& equivalents - End of the year | $\begin{array}{r} -3 \\ 45 \\ 42 \end{array}$ | 18 184 | -9 11 2 | $\begin{array}{r} -6 \\ 7 \\ 1 \end{array}$ | -12 -11 |

11) Thase estimates are bsed on sampl of incorporated businesses reporing soles between $\$ 25.000$ ano $\$ 2.000 .000$. 5 ample count inciuoes
only inose businesses roporting storement of changus
see ieble tor symools ana notes
TABLE 5. Employment enanges by size of business. 1984-1987 baem on sic clussification in ig87 Onsario. Mardwere, Paint, Glass end Wellpeper Stores (SIC E53)



 full-time mployes mote that the business size groups used are dermined at the conodel fhus if ousiness has at leas? 500 mployess in Cancoda as owal but ess then that number in any given province it is show in the 500 and over groue
(2) Refers to businesses reporting oo payro!! dechetions in the previous vear
13) Refers to ousinesses peoopling no puyblt recuctions in the following veer
 ajusted accordingly

See isole for symols and nores

TABLE 6. Selected operating characteristics of smill businesses by sales quartile. 1985-1987 Onterio. Haroware Stores (SIC 6531)


Number of observations in sample
Average sales s
Average expense
Avepage net profit lloses $\$$

Susinceses reporting profit (Mo.)
Average sa! es $\$$
Average expense 5
Average net oiofit

Businesses peporting loss (Mo.)
Averge seles $\$$
Avergge exomse $\$$
Averige net loss

## )




## (10.)

| $\begin{array}{r} 250 \\ 391.268 \\ 374.188 \\ 17.080 \end{array}$ | $\begin{array}{r} 58.795 \\ 68.930 \\ 2.765 \end{array}$ | 185.497 179.956 5.511 | $\begin{array}{r} 389.472 \\ 377.903 \\ 11.569 \end{array}$ | $\begin{array}{r} 92 . .329 \\ 874.352 \\ 48.477 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 229 |  |  |  |  |
| 298.947 | 82.825 | 179.720 | 410.599 | 923.043 |
| 373.572 | 72.887 | 185.633 | 383.828 | 871.941 |
| 25.375 | 9.538 | 14.087 | 25.771 | 51.102 |
| 31 |  |  |  |  |
| $356.848$ | 37.173 | 213.428 | 344.558 | 872.234 |
| 390.991 | 50.121 | 249.560 | 385.307 | 898.974 |
| -24.143 | -12.948 | -36.132 | -20.749 | $-26.740$ |

1986

| Number of observetions in samole | 264 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales 5 | 367.913 | 92.500 | 197.903 | 351.509 | 829.560 |
| Average erdense $\$$ | 355.794 | 86.725 | 197.900 | 343.290 | 795.250 |
| Average net ciofit lloss) ${ }^{\text {S }}$ | 12.119 | 5.775 | 3 | 8.299 | 34.400 |
| Businesest reoorting prolit (Mo.) | 204 |  |  |  |  |
| Averoge sales \$ | 378.509 | 104.371 | 216.860 | 344,748 | 848.057 |
| Average expense $\$$ | 358.104 | 92.890 | 200.49? | 330,395 | 808.634 |
| Averepe net profit \$ | 20.105 | 11.481 | 15,363 | 14,353 | 39.623 |
| Susinesses ramorting loss (Mo.) | 60 |  |  |  |  |
| Avoroge sales 5 | 321.711 | 65.298 | 175.751 | 393.828 | 650.95? |
| Average expenses | 338.966 | 72.601 | 195.003 | 422.910 | 665.350 |
| Average net loss \$ | -17.255 | -7.303 | -18.242 | -29.082 | -14.393 |

1987

| Mumber of abservstions in sampleAverage soles ${ }^{\text {a }}$ ( |  |  |  |
| :---: | :---: | :---: | :---: |
| Average moense ${ }^{\text {a }}$ |  |  |  |
| Average net Drofit (loss) \$ |  |  |  |
| Businesses reporting profit (Mo.) |  |  |  |
| Averige sales $\$$ |  |  |  |
|  |  |  |  |
| Average net grofit |  |  |  |
| Businesses reporting loss (Mo.) |  |  |  |
| Average salos 8 |  |  |  |
| Average expense \$ |  |  |  |
| Average net loss \$ |  |  |  |


| 319 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 372.044 | 73.058 | 166.295 | 342.309 | 906.512 |
| 354.471 | 68.070 | 151.008 | 329.359 | 869.146 |
| 17.573 | 4.988 | 15.287 | 12.950 | 37.068 |
| 258 |  |  |  |  |
| 375.637 | 75.579 | 161.066 | 341.555 | 924.349 |
| 349.582 | 63,260 | 143.598 | 319.764 | 871,707 |
| 26.055 | 12.317 | 17.468 | 21.791 | 52.542 |
| 51 |  |  |  |  |
| 366.129 | 69.125 | 211,710 | 344,703 | 838.979 |
| 377.925 | 75.580 | 215,375 | 359.858 | 860.885 |
| -18.798 | -6.455 | -3.665 | -15.155 | -21.908 |


See iable, for rantols anc moses

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario. Sporting Goods storas (SIC 6541)

|  | Topal:1; |  | Sc::0m$25:$ |  | midel |  | $\begin{aligned} & \text { Uooe: } \\ & \text { m. of e } 5: \end{aligned}$ |  |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses in samo.e liz. Lom sales vaive Hign sales valua 5000 . |  |  |  | (1) |  | $25$ |  | 20 |  |  |  |
| Sulected exoense 1 tem | Industry averagel2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reoorting ousinesses en an : |  |  |  |  |
|  | Total | 80440 m 25\% | $\begin{array}{r} \text { comer } \\ \text { miodie } \\ 25 \% \end{array}$ | UoDer iddie 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Sortom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Loder } \\ m+0016 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { YOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of melos | 80.6 | 65.2 | 54.8 | 59.9 | 82.8 | 94.3 | 64.2 | 89.9 | 62.6 | 81.8 | 82.8 |
| Occupancy expenses |  |  |  |  |  | 100.0 86.5 | 8.4 |  | 8.8 | 8.7 | 5.5 1.1 |
| Dedrecistion | 1.5 0.7 | 3.2 1.2 | 1.3 0.5 | 0.8 0.7 | 1.0 0.6 | 86.5 67.5 | 1.8 | 1.4 | 1.0 | 1.0 | 1.1 |
| hedeit light s efelenone | 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 | 3.2 | 14.0 | 15.7 | 87.6 | 13.4 | 11.3 | 10.8 | 14.4 | 15.9 |
| Finencisl expenses |  |  |  |  |  |  |  |  |  | 2.5 |  |
| !nteres? \& osnk cherges profossional fees | 2.2 | 1.9 | 1.1 0.5 | 1.8 0.7 | 1.3 0.5 | 80.5 79.4 | 2.8 0.9 | 5.7 | 1.4 | 2.2 0.8 | 1.8 0.8 |
| 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 | B. 5 | 3.5 | 2.2 | 9: 9 | 0.8 | $-11.9$ | 8.5 | 3.5 | 2.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | . . | ... |  |  |

## Syebols

- rero or no observarions
- 100 smill \&o0 of expressed
... not aoplicol
* confiountiol



## Motes

Desa or shown by quartiles when ef last 13 of the smpled businesses poport the soecific item
 on quarter of the lotal mumber of businestes. Within each quertile. the overege petio is presented fop comem bon purposes. the high and lom values of seles ert shown

Now to ute the tebles

(2) The selected range will indicete the oroper quertile. i. the ootton 25s. the lower gidole 25z. the upper midole 25s op the $10025 \Sigma$
(3) Dets pertuining to the selected sales ize range will be in thet ouer qile.

## Stander Industriel Clese ificetion Definition (SIC 1480):

## SIt 654t - Sporting Goodt Storts

Businesses orimarily engage in retail geling in sporting goods. Dloyground ong gymesium euipment. Dusinosses ney be deseribed by





TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Sporting Goods Stores (SIC 5541)

|  | -otal(1) | $\begin{array}{r} \text { Bेot } \div 0 \pi \\ 25 \% \end{array}$ | Lawer $\text { nicole } 25^{\circ}$ | $\begin{array}{r} \text { Upoer } \\ \text { micule ? } \end{array}$ | S0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses - same No. Low sales vavis:ojs Hign sales value $\$ 00$; | 131 | $143$ | 143 $\therefore 17$ | 347 714 |  |
|  | huerage : 5000 s ) |  |  |  |  |
|  |  |  |  |  |  |
| Gasn ${ }_{\text {accounts }}$ and notes peceivable | 16 | - | 4 | 10 | 68 |
| Accoultis and notes peceivable Inventory | 16 | - | 4 | 1 | 6 |
| Other current assees | 176 | 49 | $\because 14$ | 189 | $36 E$ |
| Total current asse:s | 191 | 50 | 118 | 179 | 414 |
| Fixed assets | 35 | 3 | 17 | 46 | 71 |
| Less: Accum. deo. on fimed assets | 26 | 17 | - | , | 77 |
| Other asse: | 26 | 17 | 3 | 11 | 72 |
| Totel escete | 252 | 69 | 138 | 238 | 557 |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 30 | 3 | 11 | 38 | 65 |
| Other current liabilities | 100 | 54 | 40 | 101 | 200 |
| Total current lisoilities | 129 | 59 | 51 | 139 | 265 |
| Mortgages asyable | - | - | - | - | - |
| Long ierm der | 3 | 2 | 3 | 4 | 4 |
| Other liabilities | 53 | - | 24 | 48 | 139 |
| Total linbilities | 186 | 59 | 78 | 192 | 408 |
| Total eauity | 68 | 10 | 59 | 45 | 149 |

$(11$ These estimates are based on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$
See rable for symols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Ontarlo. Sporting Goods Stores (SIC 6541)

|  | Tots)(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miodl } 25 \% \end{aligned}$ | Upper $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales va've ( $\$ 000$ 's Hign sales value ( $8000^{\circ}$ s) | $131$ <br> (1) $(1)$ | $\begin{aligned} & (1) \\ & 143 \end{aligned}$ | $\begin{aligned} & 143 \\ & 347 \end{aligned}$ | $\begin{aligned} & 347 \\ & 714 \end{aligned}$ | $\begin{aligned} & 714 \\ & 111 \end{aligned}$ |
|  | Aversoge |  |  |  |  |
| biquidity ratio Current ratio (times) | 1.5 | 0.9 | 2.3 | 1.3 | 1.6 |
| Leverage fatios ```Deotiequity ratio (times) Interest coverage ratio (limes) Deot retio (times)``` | 2.8 2.7 0.7 | 5.8 0.3 0.9 | 1.3 1.3 0.6 | $\begin{aligned} & 4.3 \\ & 2.8 \\ & 0.8 \end{aligned}$ | 2.7 3.2 0.7 |



Set Table i for symols ind notes.

## Definisions:

1. biquidity petie:

Current = cupront dsestr / cuprent itabilities
2. Levertge ratiog:
8) Oebsfecu: वY $=$ 202s liabilities / equity
D) Oebt roilo = toral lizoilities / cotal assets
c Interest coverage $=$ net profit * interest expense / interest expense

TABLE 4. Statement of enanges in financial position for incorporated ousinesses only. ig87
Ontario. Sporting Goods stores (SIC 6541)


5ee ioble 1 for symbols and notes.
 Onterio. Sporting Goods Stores (SIC 6541)

| Business size exDessed in overag* labour unitsil\} | Number of Dusinesses | Total payroll $\begin{array}{r}\$ 000 \text { s }\end{array}$ | Average labour units | Changes in number of businesses with olla employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $8 \times \infty$ | No : $9=90$ ? reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 770 | 47.057 | 4.518 | 117 | 96 |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text {. } 99 \\ & 100 \text {. } 499 \\ & 500 \text { ond over } \end{aligned}$ | 736 30 3 1 | $\begin{array}{r} 27.389 \\ 9.199 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.626 \\ 883 \\ 361 \\ 646 \end{array}$ | $1!4$ | $93$ |
| 1387 |  |  |  |  |  |
| Totel | 195 | 74.140 | 5.533 | 132 | . |
| $\begin{aligned} & \text { less then } 20 \\ & 20 \text { - } 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 849 38 8 1 | $\begin{array}{r} 40.419 \\ 17.171 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.070 \\ 1.303 \\ 871 \\ 389 \end{array}$ | 128 3 1 - | $\because$ $\therefore$ $\therefore$ |

[^29]"mpwty reporting" and mo longer reporting" businesses are essumed so hove oten in ectivity for six months and the intormation is odustod accordingiy

See Table for symbols and notes

TABLE 6. Selected operating charactertstics of small businesses by saies quartile. $1985-1987$
Ontario, Sporting Goods Stores (SIC E541)


1985


1987

| Mumber of observetions in ssmple | 200 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {S }}$ | 334.789 | 50.225 | 137.145 | 300.154 | 851.631 |
| Average exponse ${ }^{\text {s }}$ | 325.529 | 55,971 | 127.650 | 290.643 | 827.850 |
| Aversge net profit (loss) \$ | 9.250 | -5.746 | 9.495 | 9.511 | 23.781 |
| Businesses resorting profit (Ma.) | 145 |  |  |  |  |
| Averege sales | 348.669 | 60, 630 | 130.587 | 295.305 | 908.153 |
| Average expense 9 | 325.756 | 50.344 | 111.420 | 278.199 | 863.061 |
| Average net profits | 22.913 | 10.285 | 19.167 | 17.106 | 45.092 |
| Businesses reporting loss (Wo.) | 55 |  |  |  |  |
| Average sales \$ | 307. 730 | 48.191 | 153.336 | 313.055 | 716.338 |
| Average expense 5 | 323.023 | 57.071 | 167.724 | 323.752 | 743.569 |
| Averege not loss \% | -15.25s | -8.880 | -14.388 | -10.697 | -27.231 |

I11 These estimazes ar sased on sample of businesses reporting sales dutween $\$ 25.000$ and $\$ 2.000 .000$.
et Table 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Onterio. Musical instrument and Record Stores (SiC 655)

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

## Symbels

- zero or no observetions
-     - too smell too be expresed
not sDOI icabie
$\times$ confiontia


## Pootnoten

(1) These estimates be besed on s sample of businesses reporting sai es between $\mathbf{8 2 5 . 0 0 0 \text { end } 3 2 . 0 0 0 . 0 0 0}$

Value in mecn cell $=$ lotal weighted expenditurs on given item
foral weighed sales of all businesses in the sanple for for fort austile
3) Velue in esen cell a Tors! weighted expenoitur on given item

This poption of the toble pertaing only zo the businesses peporting the specific expense item. Thernfore phese rapios are culculated individully and the totil will not necessarily equal $100 \%$

## Motes

Deto epe thown Dy quertiles when bt lest 13 of the sompled businesses report the specific iten
 ons querter of the soial number of businesses. dithin esch quertile, the guerge rotio is presenter for comporison purposats. the migh ond low vilues of sales ere shown.

How to une the teblet

(2) The selected range will indicase the proper quiptile. i. the Dotton 25\%. the lower middle 2s\%. the upper midde 25z or the 100 25\%.
(3) Deta pertuining to the sesperad salus size range will be in thet quertile.

Stander Industriel Clsssificstion Defimision (5IC 1Pso)
SiC 8550 - Musicel Instrutent and mecord Storts
gusinesses primerily engaged in resail desiing in musicsl instrumenss, sheet music. records and tapes

TABLE 2. Salance sheet profile for incorporated businesses only. 1987
Ontario. Musical Instrument and Record Stores (SIC 655)

|  | Tcial: | 5c:tom -5\% | - $201 e^{\text {- Owe. }}$ | -ccive | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses a samele iNo. com saies value 5000 s: High sales value 300 C s | $7 \widehat{3}$ | 19 37 | 97 076 | $\begin{aligned} & 296 \\ & \vdots \\ & \vdots \end{aligned}$ | 3. |
|  | Average soce's: |  |  |  |  |
| Assets |  |  |  |  |  |
| Assh Accounts and notes peceivable | 12 | 7 | $\bar{\square}$ | 9 | 30 |
| Inventory | 12 | - | - |  | - |
| opher current assets | 133 | 70 | 45 | 171 | 230 |
| Totel current assets | 145 | 77 | 46 | 180 | 270 |
| Fixed assets | 50 | 11 | 120 | 22 | 45 |
|  | - | - | $\overline{5}$ | - | \% |
| Dther asseis | 12 | 4 | 5 | 14 | 27 |
| Total sesers | 207 | 92 | 171 | 216 | 342 |
| Liebilities and equity |  |  |  |  |  |
| Current loans other current lotal | 28 56 | 16 | 417 | 37 50 | 30 139 |
| Total curtent liobilities | 84 | 17 | 57 | 87 | 169 |
| Mortgages osyable | - | - | - | - | - |
| Long term oeot | 1 | - | 17\% | 1 | 3 |
| Other lisbilities | 92 | 60 | 173 | 56 | 78 |
| Total liabilities | 179 | 77 | 230 | 144 | 250 |
| Total equity | 30 | 14 | -60 | 73 | 92 |


Set iable 1 for 5 ymools and mozes.

TABLE 3. Financial ratios(1) for incorporsted businesses only. 1987 Ontario, Musicsi Instrument and Record Stores (SiC Es5)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | UDDE 1 middle 25\% | Too |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 73 $(1)$ $(1)$ | 11 9 | $\begin{array}{r}97 \\ 276 \\ \hline\end{array}$ | 276 519 | 519 111 |
|  | Aversoe |  |  |  |  |
| Liquidity retio Curpent patio limest | 1.7 | 4.6 | 0.8 | 2.1 | 1.6 |
| Leversge ratios ```Debt/equity fetio (times) Interest coverage ratio (times) Oebt petio (times)``` | 5.9 1.6 0.9 | 5.3 0.8 | -3.9 1.3 | 2.0 2.0 0.7 | 2.7 4.7 0.7 |

(1) The retios represent the verege of retios for each ousiness in the groug end cannot be culculated from the figures shown in feble 2.

See foble 1 for symols and notes

## Definitions:

?. Liquidisy telio:

2. Lever eque retios:
a) Detelequity $x$ colei lisobilities / equity.
b) Debt ratio s tolal liabilisies / iotal assets
c) Intursst coverage anetprofit interest expense/interes? mpense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Onterio. Musical |nstrument ano Record Stores (SIC 555)

|  | icta 1! | $\begin{array}{r} 80: 10 m \\ =5 \% \end{array}$ | Lown $\cdots \cdots: \approx$ | $\begin{gathered} \text { Jope: } \\ \pi .001)^{2} \end{gathered}$ | Oe $=0$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses 9 samole No. Cow sales value $\$ C 00$ s) High sales value 5500 s | $45$ | $\begin{aligned} & 11\} \\ & 07 \end{aligned}$ | $\begin{array}{r} 97 \\ \vdots 40 \end{array}$ | $540$ | \# \% |
|  |  |  | verage 15000 |  |  |
| Operteting secivities Casn 'rem ooverions Despection Other | $\begin{array}{r} 4 \\ 9 \\ -10 \end{array}$ | - ${ }^{3}$ | -24 16 1 | $\begin{array}{r} 6 \\ 10 \\ -10 \end{array}$ | 38 $\vdots$ -28 |
| Dividends | -3 | - | - | -6 | -7 |
| Investment ectivities <br> Dispost of fixed assers <br> Purchase of fimed assets <br> incresse in investment <br> Decresse in inves?ment | -23 | - | -39 | -18 | 3 -35 -2 - |
| Financing ectivitios <br> increase in long term deot <br> Redayment of long term deb? <br> Loans 'rom sharenolders <br> Redayment of loans fiom sharenolders <br> sovances of loans from government <br> lincteese in equily <br> Decresse in equily <br> Othe: | $\begin{aligned} & 10 \\ & -8 \\ & 19 \\ & -3 \end{aligned}$ | - <br>  <br> - | -11 67 -5 | $\begin{array}{r} 14 \\ -19 \\ 19 \\ -1 \\ -1 \end{array}$ | $\begin{array}{r}27 \\ -5 \\ 9 \\ -8 \\ \hline\end{array}$ |
| Increase(decrease) in cash st quivalents Cest squivelents-beginning of the year Cash sequivalents . End of the year | -5 -9 -14 | - | -16 5 -10 | $\begin{array}{r} -1 \\ -43 \\ -44 \end{array}$ | -3 2 -1 |

 oniy inos Dusinesses reporing statement of changes.
See lobie i for sympols end notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classifleation in 1987
Ontario. Musical Instrument and Record Stores (SIC 555)

| Business size expressed in average labour units(1) | Number of businesses | Total $\begin{array}{r}\text { psyroll } \\ \left(\$ 0000^{\circ}\right)\end{array}$ | Average labour unies(1) | Changes in number of businesses with Deio emitorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { coporting(2) } \end{array}$ | No Ionger reoorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 439 | 23.728 | 2.259 | 69 | 43 |
| $\begin{aligned} & \text { 1ess ingn } 20 \\ & 20-99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 419 \\ 16 \\ 4 \end{array}$ | $\begin{array}{r} 15.417 \\ 1.472 \\ 3.837 \end{array}$ | $\begin{array}{r} 1.662 \\ 429 \\ 368 \end{array}$ | 68 | $\begin{array}{r} 1 \\ 2 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 451 | 36.878 | 2.783 | 62 | . . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100 \text { - } 49 \\ & 500 \text { and ove? } \end{aligned}$ | 429 18 4 |  | $\begin{array}{r} 1.511 \\ 588 \\ 684 \\ - \end{array}$ | 62 | $\cdots$ $\cdots$ $\cdots$ |

[^30]TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985=1987$ Ontario, Husicel instrumene and Record stores (S16 655)
Toral: Eor:om Lowe

1985

| Mumber of observetions in samole Average soles \$ Average exdense 5 <br> Average net ppotit \{loss) $\$$ | 2 201.859 187.129 16.536 | 33.590 30.955 2.635 | 54.079 59.829 4.258 | 126.526 111.576 16.958 | $\begin{array}{r} 582.132 \\ \sum 46.132 \\ 36.30 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses reporting profit (Mo.) | 65 |  |  |  |  |
| Aversge saies \$ | 234.691 | 34.498 | 64.104 | 125.660 | 713.703 |
| Average exoenses | 207,251 | 23.081 | 57.002 | 107.211 | 641.748 |
| Averoge nei diolits | 27.230 | 11.417 | 7.102 | 18.449 | 71.955 |
| Businesses repopinge lose (Mo.) | 19 |  |  |  |  |
| Average sales \$ | 150.127 | 32.741 | 64.004 | 134.208 | 369.555 |
| Average expense ${ }^{\text {S }}$ | 161.952 | 38, 319 | 68.137 | 150.277 | 391.074 |
| Average ner loss \$ | -11.825 | -5.578 | -4.133 | -16.06: | -21.519 |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observetions in sample | 51 |  |  |  |  |
| Average sales s | 232.734 | 34, 144 | 77.931 | 221.453 | 597.406 |
| Average expense 5 | 233.902 | 24.353 | 116.415 | 217.753 | 577.077 |
| Averoge net profit (loss) \$ | -1.168 | 9.799 | -38.484 | 3.690 | 20.329 |
| Businesses reporting oprofit (Wo.) | 41 |  |  |  |  |
| Average sales \$ | 263.390 | 35.115 | 95.639 | 257.853 | 564.951 |
| Averape expensa \$ | 242.698 | 20.801 | 77.004 | 245.755 | 527.625 |
| Average net Drofit \$ | 20.694 | 14.714 | 18.535 | 12.098 | 37.326 |
| Businesses rexorting lose (No.) | 10 |  |  |  |  |
| Average sales \$ | 169.218 | 31.215 | 69.030 | 157.350 | 419.235 |
| Average expenge \$ | 196.183 | 35.270 | 136.223 | 168.487 | 443.742 |
| Average net loss \$ | -26.965 | -5.055 | -67. 193 | -11.107 | -24.507 |

1987

| Number of observetions in sample | 105 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 5 | 249.927 | 37.044 | 72.256 | 196.411 | 693.988 |
| Average expense \$ | 239.48 | 29.199 | 63.025 | 200.159 | 865.528 |
| Average net profit (loss) s | 10.449 | 7.845 | 9.241 | -3.748 | 28.450 |
| Businesses peporting a profit (Mo.) | 18 |  |  |  |  |
| Aversge sales $\$$ | 253.882 | 35.336 | 64.757 | 203.533 | 711.803 |
| Average exdense \$ | 233.210 | 22.629 | 43.154 | 191.408 | 675.649 |
| Average net grolits | 20.672 | 12.707 | 21.803 | 12.225 | 36.154 |
| Businestes reporting los: (Mo.) | 17 |  |  |  |  |
| Average sales ${ }^{\text {d }}$ | 218.019 | 43.268 | 83.521 | 182.165 | 563.121 |
| Average expenses | 238.539 | 53.144 | 82.112 | 217.419 | 591,182 |
| Average net loss\$ | -20.820 | -5.878 | -9.251 | -35.252 | -28.061 |


Sex role ? for symools and notes

TABLE 1. Selected operating rotios, in percent of sales, 1987
Ontario, Jewellery Stores (SIC 6551)

|  | Cotal:1 |  | Bot:om 25: |  | Lowe:$m \cdot d 01=35^{\circ}$ |  | Uncerm, dole |  |  | -505 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samo e No Low soles value \$000'sl 4 gt sales value $\$ 000 \mathrm{~s}$ |  | 170 |  | $\begin{array}{r}11 \\ 43 \\ \hline\end{array}$ |  | $\begin{array}{r} 43 \\ : 26 \end{array}$ | $\begin{aligned} & 1: 0 \\ & 310 \end{aligned}$ |  |  | $3!$ |  |
| Selociod expense item | Industry ave: ajeis! |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { eporting } \end{aligned}$ | Reporting Du: aserer onivi ? |  |  |  |  |
|  | Total | $\begin{array}{r} 80+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { oper } \\ \text { mode } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Tota! | $\begin{array}{r} 80 i+0 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { Tidole } \\ 25 \% \end{array}$ | $\begin{aligned} & 000 \\ & 25 \% \end{aligned}$ |
|  | Perceni of sales |  |  |  |  |  | Percent of $\cdots$ |  |  |  |  |
| Cost of swiss | 47.2 | 37.4 | 41.7 | 56.0 | 53.4 | 87.0 | 54. 2 | 51.0 | 52.3 | 58.9 | 53.7 |
| Decupency expenses | 8.6 1.3 | 8.3 0.6 | 10.7 1.0 | 1.8 1.8 | 8.6 2.0 | 78.0 78.9 | 9.3 1.7 | 10.8 1.0 | 11.8 1.8 | 8.8 1.9 | 6.8 2.0 |
| dedrocistion | 0.6 | 0.1 | 0.9 | 0.7 | 0.5 | 48.9 | 1.2 | 1.0 | 1.7 | 1.2 | 0.7 |
| Hest. light \& telephone | 1.3 | 1.8 | 1.1 | 1.2 | 1.1 | 86.7 | 1.5 | 2.3 | 1.2 | 1.4 | 1.1 |
| Rent | 5.4 | 5.7 | 7.7 | 5.2 | 3.1 | 69.8 | 7.8 | 10.7 | 12.2 | 6.4 | 3.8 |
| Personnel expenses | 12.7 | 5.1 | 11.4 | 15. 1 | 19.2 | 81.2 | 15.7 | 7.1 | 16.8 | 17.5 | 19.3 |
| Financial expenses | 2.4 | 1.6 | 2.5 | 2.6 | 2.7 | 90.2 | 2.6 | 2.7 | 2.5 | 2.6 | 2.8 |
| Interest \& bank charges | 1.5 | 0.6 | 1.6 | 2.0 | 2.0 | 65.1 | 2.4 | 2.4 | 2.4 | 2.2 | 2.5 |
| Protessional fees | 0.8 | 1.1 | 1.0 | 0.6 | 0.7 | 80.2 | 1.1 | 2.2 | 1.0 | 0.8 | 0.7 |
| Other expenses | 15.6 | 13.8 | 23.8 | 12.8 | 12.1 | 100.0 | 15.6 | 13.8 | 23.8 | 12.8 | 12.1 |
| Profit (loss) | 13.5 | 33.8 | 9.8 | 4.8 | 5.9 | 94.9 | 14.2 | 37.2 | 11.1 | 4.8 | 5.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\ldots$ | $\ldots$ | $\ldots$ | . . |

## Symbols

zero of no abservetions
c 100 smell 100 be expressed
not spplicabl.
$x$ confidential

Footnotes
111 inese estimates art based on sampl of businesses reporting ssles beiwiten $\$ 25,000$ snd 52.000 .000
Totsl wignied expenditure on given item



> This poftion of the rable oertoins only to the businesses reporting the specific expense item. Therefore these eatios are calculated ingividulty sho the rotal will not necessarily equel loox.

## Notes

Dete are shown by quartiles when ar las: 13 of the sampled businesses report the specific ilitim
 on querter of the total number of ow: -asses. Within esch quartile. the average patio is presented. Far comparison purboses. the migh and low values of sales art shom


## Standerd Industrial Clessificstion Oefinition ISIF 1080):

Sit 6561 - dewellepy Stopes
Businesses or marily engoged in retail desing in new jewtitry. many such businesses hove ofertmens ongaged in watch. clock and jewellery redaip Businesses engagec in retail costume jmellery custom jewellery. retail precious me? flatware and hollow were. retsil jewellefy, perai precious metal jewellery. retal precious stone jewilery and retait watenes and clocks are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987 Ontario, Jewellery Stores (SIE 6551)

|  | Total:1] | $\begin{array}{r} 80:+0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midele ? } 5: \end{aligned}$ | $\begin{array}{r} \text { joper } \\ \text { miode } \end{array}$ | - 29 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampte ino. Sow sales va ue (5000's Higr sales alue $\$ 000$ s | 121 1 1 $i$ | (1) 80 | $\begin{array}{r}80 \\ 250 \\ \hline\end{array}$ | $\begin{aligned} & 297 \\ & -32 \end{aligned}$ | $\begin{array}{r}\square 33 \\ \therefore \quad \\ \hline\end{array}$ |
|  |  |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 11 | 3 | 5 | 9 | 26 |
| Aecounts and notes peceivable | 11 | 3 | 5 | 9 | 26 |
| lnventory | - | - | - | - | - |
| Other current assets |  | 43 |  | $2!8$ | 300 116 |
| Total currert assets Fiked assets | 198 32 | 46 | 119 13 | 227 48 | +62 |
| less: Accum. dep. on lixed essets | - | - | - | - |  |
| Other assets | 18 | 31 | 3 | 16 | 24 |
| Tatsl assets | 259 | 78 | 136 | 291 | 502 |
| Lisbibities and eavity - 64 |  |  |  |  |  |
| Current losms | 34 | , | 27 | 35 | 66 |
| Other current liabilities | 94 | 23 | 61 | 107 | 173 |
| Tosal curront biabilities | 128 | 23 | 88 | 142 | 239 |
| Mortgages dayable | - | - | - |  | 7 |
| Long term deot | 4 | ; | 17 | 7 | ? |
| Other liabilities | 31 | 7 | 17 | 25 | 70 |
| Total limbilities | 162 | 30 | 105 | 173 | 316 |
| Totel equity | 97 | 48 | 30 | 117 | 185 |


See ?ate for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 4987
Onterio. Jewellery Stores (SIC 5561)

|  | Total(2) | $\begin{array}{r} 80 t 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value (\$000's) High sales value ( $\$ 000$ 's) | 12 11 11 | 11 80 | 80 297 | 297 433 | 433 111 |
|  |  |  | Averege |  |  |
| Liquidity retio Curront ratio \{trmest | 1.6 | 2.0 | 1.4 | 1.6 | 1.7 |
| Leverege ratios <br> Dooticquity ratio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | 1.7 3.3 0.6 | $\begin{array}{r} 0.6 \\ 31.5 \\ 0.1 \end{array}$ | 3.5 0.2 0.8 | 9.5 3.3 0.6 | 1.7 4.5 0.6 |



Ste istal 1 for symools and notes

Definitions:

1. Liquidity retio:

Gurrent $=$ curcens ossers $i$ eurrenq ijoilities.
2. lever eqe retios:
al Debi/eauity = foidl liabilities / eauity
b) Oebt ratio = qoial lisbiliqies / solal assets
c) Inserest coverage = net orofit interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Oneario, Jewellery Stores (S|C 6561)

|  | Total11 | $\begin{array}{r} \text { है०t:om } \\ : 5 \% \end{array}$ | nidole is: | $\begin{array}{r} \text { Yooe? } \\ -0015: \end{array}$ | -0 2.:。 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Zusinesses samole No. Lom sales value 8000 s Hign sales value \$COO's | $79$ | 56 | $\begin{array}{r} 56 \\ 25 ? \end{array}$ | $\begin{aligned} & 397 \\ & -45 \end{aligned}$ | $d 45$ |
|  |  |  | Iverage $\$ 000 \mathrm{~s}$ ) |  |  |
| Operting activities Casn fom poe:at:ons Oedreciation Othe? | $\begin{array}{r} 10 \\ 8 \\ \hline \end{array}$ | $\begin{gathered} 12 \\ 4 \end{gathered}$ | $\begin{array}{r} -21 \\ 5 \\ 27 \end{array}$ | $\begin{aligned} & 19 \\ & 19 \\ & -6 \end{aligned}$ | 12 12 -21 |
| Dividends | -7 | -15 | - | -7 | -8 |
| lnvestment activities <br> Disposal of fixed asseis <br> Purchase of fixed assets <br> lncecose in investment <br> Decrese in investment | $\begin{array}{r}1 \\ -14 \\ - \\ \hline\end{array}$ | - | - 6 | -6 | -25 |
| Finencing ectivitios <br> Incresse in long term debt <br> Repayment of long term debt <br> Loans from sharenolders <br> Repayment of loans from sharaholders <br> Advances \& loans fyom government <br> Increase in equity <br> Oecress in equity <br> Dether | $\begin{array}{r}5 \\ -37 \\ 3 \\ -5 \\ \hline\end{array}$ | $\begin{array}{r}-139 \\ 3 \\ - \\ - \\ - \\ \hline\end{array}$ | $\begin{aligned} & -6 \\ & -2 \end{aligned}$ | 12 -13 1 $=$ $=$ - -1 | 7 -3 6 -15 - - -1 |
| Increses(decrese) in cash s equivalents Cash \& equivalents-Beginning of the rear Cash equivelents - End of the year | -36 38 1 | $\begin{array}{r} -133 \\ 202 \\ 59 \end{array}$ | $\begin{array}{r} -3 \\ -13 \\ -16 \end{array}$ | $\begin{array}{r} -10 \\ -1 \\ -14 \end{array}$ | $\begin{aligned} & -11 \\ & -12 \\ & -23 \end{aligned}$ |

 only thost Dusintsins icporting siatement of changes.
see isole " for sympols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC elassification in 1987
Onterlo, Jewellery Storst (S16 5561)

| Business size expressed in average labour units(i) | Number of Dusinesses | $\begin{array}{r} \text { Totel } 08 y \text { roll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with daid empioy:c. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | eoorting(2) | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Total | 192 | 84.253 | 7.489 | 124 | 85 |
| $\begin{aligned} & 10 s: \text { than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 848 \\ 36 \\ 6 \\ 2 \end{array}$ | $\begin{aligned} & 33.480 \\ & 12.779 \end{aligned}$ | $\begin{array}{r} 2.974 \\ 1.137 \\ 672 \\ 2.706 \end{array}$ | $\begin{array}{r} 21 \\ 2 \\ 1 \end{array}$ | 79 6 - - |
| 1987 |  |  |  |  |  |
| Totel | 1.002 | 111.362 | 9.184 | 136 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{\circ} \text {. } 99 \\ & 100.49 \\ & 500 \text { end over } \end{aligned}$ | 952 42 6 2 | $\begin{array}{r} 14.302 \\ 18.077 \\ x \\ x \end{array}$ | $\begin{aligned} & 3.650 \\ & 1.492 \\ & 1.025 \\ & 3.017 \end{aligned}$ | $\begin{array}{r}133 \\ 3 \\ \hline\end{array}$ | $\ldots$ $\ldots$ $\ldots$ |


 full-qine employee Note thbi the business size proves usec are derermined ot the conede iovel. Thus if business has ot leas 500 employes in canada as a whole out less fing that numper in any given province it is show in the 500 and over group
(2) Reters to businesses reporting no payroll decuctions in the provious year.
(3) Refers io businesses reporing no payroll oeductions in the following year
"Newly poporting" and "no longer reporting" businesses are assumed to have been in acpivity for six months and ine information es adusied accordingly
see foole for symols and notes

TABLE 6. Selected operating characteristies of smill businesses by sales quartile. 1985-1987
Oniario. Jewellery stores (SIC E551)

|  | 10:31:11 | $\begin{array}{r} 50:: 0 \mathrm{~m} \\ : \Xi \mathrm{E} \end{array}$ |  | - co uoce: | 这 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average saits S | 196.539 |  |  |  |  |
| Average expense 3 | 180.032 | 33.624 | 67.057 | 140.554 | $478.992$ |
| Avorage net diofit (loss) \$ | 16.507 |  |  | 11.560 |  |
| Businesses reoorting profit (Mo.l | 19. 252 |  |  |  |  |
| Aversge sales ${ }^{\text {a }}$ | 199.710 | 37.689 | 69.504 | 144.878 | 514.778 |
| Average expense \$ | 169.678 | 31.386 | 61.845 | 126.823 | 457.858 |
| Average ne: profits | 22.232 | 6.295 | 7.659 | 18.055 | 50.922 |
| Businesses reporti* a lose (Mo.) | 38 |  |  |  |  |
| Average sales $\$$ | 224.701 | 34.151 | 66. 413 | 171.544 | 626.595 |
| Average expenses | 231.948 | 11.528 | 79.372 | 176.422 | 630.471 |
| Average net loss \$ | -7.247 | -7.397 | -12.959 | -4.878 | -3.776 |

1988


1987


See Table i 'ar symbels anc notes

TABLE 1 . Selected operating ratios, in percent of sales. 1987
Ontario. Toy. Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Totall: |  | $\begin{array}{r} \text { So: } 10 \mathrm{om} \\ : 5 \% \end{array}$ |  | Lowe' <br> mad 25: |  | $\begin{array}{r} \text { veve } \\ \text { 7. od:e iss } \end{array}$ |  |  | ico |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole No Low sales value $\$ 000^{\circ}$ s) Hign satas value $\$\left(\$ 000^{\circ}\right.$ s | $\begin{array}{r} 172 \\ 11 \\ 11 \end{array}$ |  | $11)$ |  | $\begin{aligned} & 40 \\ & 80 \end{aligned}$ |  | $\begin{array}{r} 88 \\ 180 \end{array}$ |  |  | '60 |  |
| Solucted exonese item | Industre aversgel? |  |  |  |  | $\begin{aligned} & \text { H ousi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Reoop:ing businesses onlyi ? |  |  |  |  |
|  | Tozal | $\begin{array}{r} \text { Bot+om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uope } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & \text { 25\% } \end{aligned}$ |  | Totat | Sottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { m:od } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Looer } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Dercent of sales |  |  |  |  |  | -orcent of sales |  |  |  |  |
| Cost of sales | 56.4 | 58.3 | 52.7 | 58.8 | 55.0 | 34.1 | 59.7 | E1. | 62.5 | 58.8 | 56.8 |
| Occupency expenses | 12.8 | 20.7 | 13.1 | 9.8 | 8.8 | 100.0 | 12. | 20.7 |  |  |  |
| Depreciation | 2.3 | 1.8 | 1.9 | 1.7 | 9.3 | 77.5 | 2.9 | 4.9 | 2.9 | 2.8 0.5 | 1.4 |
| Redaics s maintenance | 0.4 | 0.2 | 0.8 | 0.1 | 0.3 | 52.5 | 0.8 | 1.0 | 1.6 | 0.5 | 0.5 |
| Met. Iignt of eleohone Rent | 2.5 | 3.6 12.3 | 2.9 7.6 | 2.3 5.4 | 1.3 5.8 | 93.2 74.2 | 2.6 10.3 | 13.4 | 3.0 10.0 | $1{ }^{2.3}$ | 1.3 7.6 |
| Pepsonnel expenses | 8.6 | 9.5 | 1.6 | 8. 6 | 19.9 | 77.2 | 11.1 | 15.3 | 6. 3 | 9.3 | 12.3 |
| Finmeial expenses | 3.1 | 2.6 | 2.5 | 5.1 | 2.2 | 93.6 | 3.3 | 2.6 | 3.0 | 5.1 | 2.4 |
| Interest 8 dank charges | 2.1 | 1.6 | 1.8 | 6.3 | 1.7 | 79.8 | 3.0 1.0 | $\because 8$ | 3.4 | 4.5 0.9 | 2.1 0.6 |
| Piofassional lees | 0.7 | 1.0 | 0.8 | 0.8 | 0.5 |  |  |  |  |  |  |
| Oeher expenses | 15.1 | 17.6 | 16.4 | 5.9 | 16.9 | 100.0 | 15.1 | 17.6 | 15.4 | 9.9 | 16.9 |
| Profit (loses) | 4.0 | -8. 8 | $10 . ?$ | 7.9 | 4.4 | 98.0 | 4.1 | -1. 1 | 10.7 | - 3 | 4.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | $\ldots$ | " $\cdot$ | -• |

## Syebels

- zero or no observarions
- 100 smatl 100 de expressed
not adplicable
- confidentiol


## Fotnotes


Totel weighted expenditure on given isem
lotel wighted seles of ait businesses in the semple $x$ foo fop foch gustile

 individuslly and the rozal will not necessarily equel 100\%

## Motes

Ontar shown by gutrtiles when at last 13 of the sompled ousinesses report the specific iten
 one quarier of the total number of Dusinesses. Within sach quapile. the average fatio is presented. for comarison = .arem: high and low values of sales ter shown.

How to use the tablat

(2) The selecied range will indicate the proper queftile. i. the ooptom 25\%. the lower midde 25\%. she upper midde 25\% or the top $25 \%$
131 Date pertaining to the selecsed sales size renge will be in thet quer ile.

Stender Induserisl Clateification Definition (516 1180):
S1C 6580 - Por. Mooby. Movelty ind Souvenir Stores
dusinesses primapily engaged in fail dealing in toys, hobby supplies. gifis, novel ites and souvenifs

TABLE 2. Balance sheet prof lle for incorporated businesses only. 1987
Ontario. Toy, Hobby, Noveley and Souvenir Stores (S!C 658)

|  | io:alli) | Bo:10m 2こ\% | - cele ${ }^{\text {dower }}$ | m. jule $\mathrm{e}^{0-5}$ | \%os |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses : a samele to. cow sales value sach: rign sales vaiue 5050 s: | (i) ${ }^{\text {a }}$ (1) | $\begin{aligned} & 111 \\ & 130 \end{aligned}$ | $\begin{array}{r} 30 \\ 29 \end{array}$ | 122 | $\therefore:$ |
|  |  | Average ( 8000 's) |  |  |  |
| Aseets |  |  |  |  |  |
| -asin |  | - |  | 8 | 93 |
| accounts and notes paceivable inventory | 9 | - | \# | 8 | 2 |
| Other =urcent assets | 123 | 38 | 56 | $\bigcirc 22$ | 252 |
| Toial curcent assets | 132 | 39 | 61 | 131 | 284 |
| Fixed assets | 58 | 77 | 41 | 40 | - 5 |
| Less: Accum. deo. on fixed assets | 17 | - | - | 37 | 25 |
| Othe' assets | 17 | - | 6 | 37 | 25 |
| Total essets | 208 | 116 | 108 | 207 | 388 |
| Lisbilities end eavitr 420 |  |  |  |  |  |
| Cureont losms Opher current liabilities | 22 86 | 42 | 16 32 | 27 57 | 42 130 |
| Total sutrent liabuites | 88 | 42 | 48 | 83 | 172 |
| Mor ₹gages peysol | - | - | - | - | - |
| Long term deat | 7 | $\therefore$ | ${ }_{4}^{4}$ | 4 | 7 |
| Other liabilities | 71 | 77 | 48 | 91 | 72 |
| Total liabilities | 153 | 119 | 99 | ;78 | 252 |
| Total eavity | 45 | -3 | 9 | 29 | 137 |

(1) These extimates ar dased on semple of busimesses reporing sales detween $\$ 25,000$ and $\$ 2.000 .000$.

Sen inte ifor symols the notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. ig87 Onezrio. Toy, Mobby, Novelity and Souvenir Stores (SIC 558)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upoep <br> middle 25\% | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 72 $(1)$ | $11)$ 130 | 130 217 | $\begin{array}{r}217 \\ 442 \\ \hline\end{array}$ | 442 111 |
|  | Average |  |  |  |  |
| Liquidity intio Current istio (tions) | 1.5 | 0.9 | 1.3 | 1.6 | 1.6 |
| Leverage citios <br> Deotleguity etio (times! <br> Interes? coverage petio (times) <br> Deot (erio (times) | 3.6 2.4 0.8 | -40.0 1.9 1.0 | 10.7 2.7 0.9 | 8.2 0.9 | 1.8 4.1 0.6 |



See isole i for symbols and notes.

## Definitions:

1. Liquidiey fetio:


## 2. Leversge fitios:

DeDifeauily $=$ total liabilifies fequity.
D) Dodt catio s lotal liabilities / toit asseis.
¢ $\quad$ Interest coverage $=$ nee profit $+i n t e r e s t$ expenst $/$ interess expense

TABLE 4. Statement of changes in financial position for incorporated Dusinesses only. igst
Oncario. Toy. Hoboy. Novelty and Souvenir stores (SIC 658)

|  | -otal: | $\begin{array}{r} 50:=0 \mathrm{~m} \\ 25 \% \end{array}$ | $-100 \text { e }=5$ | $\begin{aligned} & \text { joce: } \\ & \rightarrow \text { go e } \end{aligned}$ | icc $\therefore \equiv$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (NO. Lom sales value $\$ 500$ 3! Hign sales value soco's | $40$ | $\begin{array}{r} 11 \\ 105 \end{array}$ | $\because 9$ | $\begin{aligned} & 17 \\ & 3: 5 \end{aligned}$ | 525 |
|  |  |  | Average 1 \$000 |  |  |
| Operating activities Casn lrom operations Dedeciation Other | $\begin{array}{r} 5 \\ 7 \\ -8 \end{array}$ | 5 7 -3 | $\begin{array}{r} 5 \\ -15 \end{array}$ | -13 5 24 | 30 -3 -36 |
| Dividends | -4 | - | - | -5 | -10 |
| Investment activities <br> Dispossi of fixmd assets <br> Purchase of fixed assets <br> lncrease in investmens <br> Deciosse in investment | -20 | -1 | $\begin{array}{r}2 \\ -16 \\ \hline\end{array}$ | - ${ }_{-6}$ | 1 -55 -2 |
| Financing setivities <br> Increses in lang term deot <br> Recaymens of long term deot <br> Loens from shareholders <br> Reparment of loans fiom shaieholders <br> Advances \& loans from governmens <br> incresse in equity <br> Decrase in equity <br> Other | $\begin{array}{r} 5 \\ -5 \\ 9 \\ -4 \\ - \\ 1 \\ -1 \\ 1 \end{array}$ | -4 - - - $i$ | - <br> - <br> - <br> - | - | 21 $-i 5$ 34 -7 -7 5 -3 3 |
| Increne(decresse) in cssh s equivalents Cash o equivalents-Beginning of the year Cost equivalents - End of the yeef | $\begin{array}{r} -12 \\ -6 \\ -18 \end{array}$ | 6 6 12 | $\begin{array}{r} -24 \\ 2 \\ -23 \end{array}$ | $\begin{array}{r} -5 \\ -13 \\ -18 \end{array}$ | -20 -18 -38 |


only those businesses reporting a statentmi of changes.
Set Table 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on 5ic cimssification in is87 Onterlo, Toy. Hobby. Noveley and Souvenif Stores (Sic 858)

|  |  |  |  | Changes in numb with Da | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed im oversge bour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reoortingl2 } \end{array}$ | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 1.538 | 58.026 | 5.524 | 299 | 205 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=\$ 99 \end{aligned}$ | $\begin{array}{r} 1.491 \\ 35 \\ 12 \end{array}$ | 32.954 <br> 10.223 <br> 14.849 | $\begin{array}{r} 3.138 \\ 976 \\ 1.410 \end{array}$ | $\begin{array}{r} 295 \\ 3 \\ 1 \end{array}$ | $209$ |
| 1987 |  |  |  |  |  |
| Totel | 1.811 | 88.897 | 6.718 | 403 | - . |
| $\begin{aligned} & \text { lese than } 20 \\ & 20 \text {. } 99 \\ & 100 \text {. } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 1.763 \\ 36 \\ 10 \\ ? \end{array}$ | $\begin{array}{r} 47.157 \\ 15.457 \\ x \\ x \end{array}$ | $\begin{array}{r} 3.571 \\ 1.146 \\ 1.006 \end{array}$ | 738 3 2 | $\cdots$ $\cdots$ $\cdots$ |

[^31]TABLE 6. Selected operating cnaracteristics of small businesses by sales quartile. 1985-1987
Ontario, Toy, Hoboy, Novelty and Souvenir stores (SIC 658)

|  | Tora: 11 | $\begin{array}{r} 30 t: 0 m \\ : 5 \% \end{array}$ |  | $\begin{array}{r} \text { vozer } \\ -10 c i e \\ -5 \% \end{array}$ | $\pm \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in samole | 322 |  |  |  |  |
| Average saies 3 | 197. 320 | 35.934 | 53.150 | 111.020 | 240.175 |
| Average expense 3 | 131.279 | 34.598 | 65.788 | 109.72E | 323.005 |
| Average net profit (loss) \$ | 6.418 | 1.236 | -2.038 | 3.294 | 17.170 |
| Susinesses reporting profit (No.) | 241 |  |  |  |  |
| Average salies 5 | 143.523 | 37.090 | 60.736 | 110.629 | 365,637 |
| Avorage expense \$ | 129.102 | 31.664 | 51.802 | 99.589 | 333.353 |
| Average net prolits | 14.421 | 5.426 | 8.934 | 11.040 | 32.284 |
| Businesses reporting loss (Mo.) | 125.81 |  |  |  |  |
| Averspe sales \$ | 125.018 | 33.664 | 66.576 | 116.148 | 283.676 |
| Averase expense ${ }^{\text {a }}$ | 137,085 | 39.670 | 78.904 | 129.722 | 300.042 |
| Averape ne? loss \$ | -12.068 | -6.006 | -12.328 | -13.574 | -16.366 |

1985
Mumber of observations in semple
Averoge so es
2veroge expense
Averseg net protit (loss)
242
179.609
169.89

242
409
Averoge expense $\$$ (loss)
Average net Drolit (los)
169.891
41.854
9.518
40.390
1.464
77.103
74.989
4.989
2.414
157.434
440.943

Businesses rexorting profit (Mo.)
178
177.438
Average sales
Average expense $\$$
Average net profits
14.608

Susinesses reporting oloss (Mo.)
Aversge sales
81.184
181.189

Average expense 5
205.193
-14.002
37.577
77.657
66.928
137.38
13.96
409.45
4.571
41. 345

Averoge net loss $\$$
$\qquad$
$-3.927$
6.899
90.943
$-14.044$
177.830
181.023
-3.193
468.548
503.492

1987


| $\begin{array}{r} 184 \\ 157.410 \end{array}$ | 32.518 | 57.221 | 116.874 |
| :---: | :---: | :---: | :---: |
| 149.432 | 34.515 | 52.543 | 106.745 |
| 7.898 | -1.997 | 4.678 | 9.929 |
| 125 |  |  |  |
| 156.751 | 34.617 | 61.981 | 114.131 |
| 14.078 | 26.429 | 51.216 | 102.709 |
| 15.673 | 8.188 | 10.765 | 11.422 |
| 39 |  |  |  |
| 188.346 | 30.573 | 48.373 | 141.158 |
| 183.215 | 42.011 | 55.009 | 145.610 |
| -14.870 | -11.438 | -8.635 | -4.452 |

423.225
403.325
13.300

Businesses reporting a profit (Mo.) Average sales 5
Average expenses
Aversge net profits

Ausinesses reporting loss (Mo.)
Averoge soles \$
Averagn expense s
Aversge net loss

see tole for symools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, Gift. Novelty and Souvenir Stores (SIC 6582)

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

## Sy-tool:

- zepo op no odsepverions
-. \$00 smell 100 be expressed
not apolicabl
$\times$ confidenilal


## footnotes

11 These estimetes be based on semple of businesses reporting seles between $\$ 25.000$ end $\$ 2.000 .000$


Ihis portion of the tobl pertains only to the businasses reporting the specific expense item. thepefore these ratios are calculated individually and ihe sotal will not necessarily equal 100 \%

## Mores


Recores were ranked in ascending order accopding io sales size. Ench queriile (i. botiom 25\%. Iower miodie 25\%. etc.) represents one quarter of the sotel numper of husinesses. Within each quaptile, the guerage ratio is presented. Fop comperison purposer thr migh and low values of soles ar shown.

Mow to use the tebles

l2l the selicted fange will ingicate the proper qusptile. i. the botiom 25\%, the lower miodl 25\%, the upper midote 25\% or the top $25 \%$.
(3) Dsta pertaining to the selected sies size renge will be in thet oustile.

Stenderd Industriel CIessifiestion Definition (SIC 1980):
SIC E582 - Gift. Moveliy and Souvenir Storts
8usinesses primarily engaged in peiail dealing.a gifis. novelty mefchandise and souventrs such as: retail carvings and sptcraft. perail
handicraf? ceramics. repail seasonal and holiday decorations. retail handicraft decoupage. reisil eskimo carvings. rerail gift wfap
 metalwork. reisil noveliy merchandise. peiail handicraft pottery and petai souvenips.

TABLE 2. Balance sheft prof ile for incorporated businesses only, 1987
Ontario. Gift. Noveliy and Souvenip stores (Sic 6582)

|  | Popalli) | Bot 10 m 25:. | $\begin{array}{r} \text { somer } \\ \text { Slacte } \end{array}$ | joce: T16c1 ? 23: | -25 -5. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses a same a iNo. Low soles value 5500 s) High sales va ue $\$ 000$ s) | $\begin{array}{r} 57 \\ 19 \\ 191 \end{array}$ | $1:$ | $\begin{aligned} & 109 \\ & 102 \end{aligned}$ | $\begin{aligned} & 192 \\ & 430 \end{aligned}$ | 130 |
|  | Average ( 5000 's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Easm Aceunts and noies rec ivale | 11 | - | 8 | 8 | 24 |
| inventory | 1 | - | 0 | - | - |
| Other cupcent assets | -18 | 31 | 82 | - 03 | 356 |
| iotal current assets | 129 | 3 3: | 70 | ! ! 2 | 278 |
| fixed sssets | 57 | 85 | 17 | 68 | 82 |
| Less: Accum. oup. on fixed assets | 13 | - | 5 | 19 | 24 |
| Other essets | 13 | - | 5 | 19 | 24 |
| Totel assets | 195 | 117 | 92 | 178 | 385 |
|  |  |  |  |  |  |
| Current loang | 23 57 | 44 | 11 | 25 30 | 47 132 |
| Total current labilities | 80 | 44 | 32 | 55 |  |
| Moitgaces dayable | - | - | - | - | - |
| Long term oeot. | 4 | - | 5 | 4 | 5 |
| Other lisulities | 75 | 89 | 33 | 106 | 69 |
| Total limbilities | 159 | 125 | 70 | 165 | 254 |
| Total equity | 41 | -it | 22 | 12 | 131 |

(i) These estimates are besec on smple of businesses ceporsing ssles between $\mathbf{3 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$

See tiole i for symols and noses.

TABLE 3. Finameisi ratios(1) for incorporated businesses oniy. 1987
Ontarlo, Glft, Noveliy and Souvenip Stores (SIC 65s2)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\text { midd } 25 \%$ | UDper midde 25\% | 702 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low salss value ( $\$ 000$ 's) <br> High sales value (\$000's) | 57 19 11 | 11 109 | 109 192 | 192 430 | $\begin{aligned} & 430 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.6 | 0.7 | 2.2 | 2.0 | 1.6 |
| Leverege ratios <br> Debt/eaity iatio (times) <br> Interest coverage retio (times) <br> Debt (atio (times) | 3.9 3.0 0.8 | -15.3 1.5 1.1 | 3.1 7.8 0.8 | 13.9 0.6 0.9 | 1.9 4.6 0.7 |




Set Ieble i for symbols and notes.

Déinisions:

1. Liquidity petio:

Gurrent : curcent assets / current lomilis, es.
2. Lever age retioz:

```
Debr/equiry = rotal ilsbiliries / eowily
0esi ratio s lotal lisoilifies / toisl susers.
Interest coverage z mer profi% interest expense / iniefese expense
```

TABLE 4. Statement of enanges in financial position for incorporated businesses only. $19 B 7$
Ontario. Gifi. Novelty and Souvenir Stores (SiE 5582)

 oniy those businesses eporting a siorement of changes
See fol y for symols sho notes

TABLE 5. Employment enanges by size of business, 1984-1987 based on SIC ciassificetion in i987 Onterio. Gift, Novelty and Souvenir Stores (SIC 6582)


[^32] adjussed accordipgly

5et isble for symbols and notes

TABLE G. Selected operating characteristtcs of small businesses by sales quartile. 1985-1987 Ontario, Gift. Novelty and Souvenir stores (Sic 6582)


1985

| Mumber of ooservations in sample | 270 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sties ${ }^{\text {a }}$ | 122.302 | 33.750 | 59.800 | 103.360 | 29. ©9? |
| Average moense 3 | :16.397 | 32.312 | 62.172 | 94.79 | 27E.211 |
| Average net profit (loss) \$ | 5.905 | 1. 438 | -2.6.62 | ¢. 69 | 15.585 |
| Businesses reporting profit (Mo.) | 204 |  |  |  |  |
| Aversge sales $\$$ | 126.680 | 34.035 | 53.752 | 104.189 | 314.742 |
| Aversege expense s | 192.578 | 27.294 | 47.198 | 92.925 | 283.294 |
| Average net grofit | 14.002 | 8.741 | 6.554 | 11.253 | 31.448 |
| Ousinesses reportinge loss (Mo.) | 66 |  |  |  |  |
| Avoisge salus \$ | 112.713 | 33.354 | 65.411 | 101.525 | 249.551 |
| Average moense \$ | :23.936 | 39.274 | 79.168 | 114.510 | 252.693 |
| Average net loss s | -11.223 | -5.920 | $-12.757$ | -13.084 | -13.132 |


| Mumber of observations in sample <br> Average seics $\$$ <br> Average exoense $\$$ <br> Average ner Drofit (loss) \$ | $\begin{array}{r} 209 \\ 176.173 \\ 162.898 \\ 11.275 \end{array}$ | $\begin{array}{r} 38.358 \\ 38.17 \\ 187 \end{array}$ | $\begin{gathered} 70.860 \\ 84.796 \\ 5.684 \end{gathered}$ | $\begin{array}{r} 151.798 \\ 139.806 \\ 11.992 \end{array}$ | $\begin{array}{r} 46.074 \\ 408.819 \\ 27.255 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting profl( Mo.) <br> Average sales $\$$ <br> Average exoense $\$$ <br> Average net profits | $\begin{array}{r} 154 \\ 174.110 \\ 159.242 \\ 15.188 \end{array}$ | $\begin{array}{r} 36.347 \\ 32.349 \\ 3.998 \end{array}$ | $\begin{aligned} & 87.995 \\ & 55.750 \\ & 12.245 \end{aligned}$ | $\begin{aligned} & 153.502 \\ & 198.961 \\ & 14.541 \end{aligned}$ | $\begin{array}{r} 439.795 \\ 409.908 \\ 29.887 \end{array}$ |
| Susinesses reoorting loss (Mo.) <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average nei loss $\$$ | $\begin{array}{r} 55 \\ 151.661 \\ 185.200 \\ -13.539 \end{array}$ | $\begin{array}{r} 40.492 \\ 44.348 \\ -3.855 \end{array}$ | $\begin{array}{r} 76.878 \\ 87.811 \\ -10.933 \end{array}$ | $\begin{array}{r} 140.360 \\ 145.485 \\ -5.125 \end{array}$ | $\begin{aligned} & 349.115 \\ & 383.356 \\ & -34.241 \end{aligned}$ |


| Mumber of observations in sample <br> Average seics $\$$ <br> Average exoense $\$$ <br> Average ner Drofit (loss) \$ | $\begin{array}{r} 209 \\ 176.173 \\ 162.898 \\ 11.275 \end{array}$ | $\begin{array}{r} 38.358 \\ 38.17 \\ 187 \end{array}$ | $\begin{gathered} 70.860 \\ 84.796 \\ 5.684 \end{gathered}$ | $\begin{array}{r} 151.798 \\ 139.806 \\ 11.992 \end{array}$ | $\begin{array}{r} 46.074 \\ 408.819 \\ 27.255 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting profl( Mo.) <br> Average sales $\$$ <br> Average exoense $\$$ <br> Average net profits | $\begin{array}{r} 154 \\ 174.110 \\ 159.242 \\ 15.188 \end{array}$ | $\begin{array}{r} 36.347 \\ 32.349 \\ 3.998 \end{array}$ | $\begin{aligned} & 87.995 \\ & 55.750 \\ & 12.245 \end{aligned}$ | $\begin{aligned} & 153.502 \\ & 198.961 \\ & 14.541 \end{aligned}$ | $\begin{array}{r} 439.795 \\ 409.908 \\ 29.887 \end{array}$ |
| Susinesses reoorting loss (Mo.) <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average nei loss $\$$ | $\begin{array}{r} 55 \\ 151.661 \\ 185.200 \\ -13.539 \end{array}$ | $\begin{array}{r} 40.492 \\ 44.348 \\ -3.855 \end{array}$ | $\begin{array}{r} 76.878 \\ 87.811 \\ -10.933 \end{array}$ | $\begin{array}{r} 140.360 \\ 145.485 \\ -5.125 \end{array}$ | $\begin{aligned} & 349.115 \\ & 383.356 \\ & -34.241 \end{aligned}$ |

Average ne? Drofit (loss) \$

Businesses resorting profit (Mo.)
Average sales $\$$
Average expense $\$$
Average net profits

Susinesses reporting lose (Mo.)
Average salus $\$$
Aver ape Expense g
Average nep loss $\$$
11.275
38.358
38.171
70.66
64.79

| Mumber of observations in sample <br> Average seics $\$$ <br> Average exoense $\$$ <br> Average ner Drofit (loss) \$ | $\begin{array}{r} 209 \\ 176.173 \\ 162.898 \\ 11.275 \end{array}$ | $\begin{array}{r} 38.358 \\ 38.17 \\ 187 \end{array}$ | $\begin{gathered} 70.860 \\ 84.796 \\ 5.684 \end{gathered}$ | $\begin{array}{r} 151.798 \\ 139.806 \\ 11.992 \end{array}$ | $\begin{array}{r} 46.074 \\ 408.819 \\ 27.255 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses resorting profl( Mo.) <br> Average sales $\$$ <br> Average exoense $\$$ <br> Average net profits | $\begin{array}{r} 154 \\ 174.110 \\ 159.242 \\ 15.188 \end{array}$ | $\begin{array}{r} 36.347 \\ 32.349 \\ 3.998 \end{array}$ | $\begin{aligned} & 87.995 \\ & 55.750 \\ & 12.245 \end{aligned}$ | $\begin{aligned} & 153.502 \\ & 198.961 \\ & 14.541 \end{aligned}$ | $\begin{array}{r} 439.795 \\ 409.908 \\ 29.887 \end{array}$ |
| Susinesses reoorting loss (Mo.) <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average nei loss $\$$ | $\begin{array}{r} 55 \\ 151.661 \\ 185.200 \\ -13.539 \end{array}$ | $\begin{array}{r} 40.492 \\ 44.348 \\ -3.855 \end{array}$ | $\begin{array}{r} 76.878 \\ 87.811 \\ -10.933 \end{array}$ | $\begin{array}{r} 140.360 \\ 145.485 \\ -5.125 \end{array}$ | $\begin{aligned} & 349.115 \\ & 383.356 \\ & -34.241 \end{aligned}$ |

1986

1987
Mumber of observations in smmple
Average se:es $\$$
Average expense 5
Average net protit (lass) $\$$

| 135 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 150.505 | 35.889 | 59.213 | 109.580 | 397. 23 ? |
| 140.91 \% | 37.348 | 52.964 | 99.265 | 374.068 |
| 9.594 | -1.459 | 6.249 | 10.615 | 23.189 |
| 105 |  |  |  |  |
| 147.369 | 34.517 | 60.837 | 109.420 | 384.603 |
| 132.342 | 26. 429 | 50.454 | 97. 989 | 356.494 |
| 15.027 | 8.188 | 10.383 | 11.431 | 30.109 |
| 30 |  |  |  |  |
| 172.186 | 37.220 | 54.305 | 115.103 | 462.115 |
| 185.214 | 48.779 | 60.557 | 125.944 | 505.574 |
| -13.028 | -11.559 | -6.252 | -10.84 | -23.459 |

Businesses reoorting a profit (No.)
Average sales 5
Average Expenses
Average net prafits

Businesses peporting lose (Mo.)
Average sales 3
Aveinge exoens?
Averace net losss
.505
$0.91^{\circ}$

105
132.34
32.362
15.027
72.186
185.214
-13.028
$-13.028$
74.8
59.2
59.24
15.188

| 55 |  |
| ---: | ---: |
| 51.661 | 40.492 |
| 55.200 | 44.348 |
| -13.539 | -3.855 |

$-3.855$
87.819
$-5.125$
 Set lable for symools and noits

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, Second-Hand Marehandise Stores, n.e.e. (SIC 6591)

|  | iotal: 1 ) |  | 80ttom |  | $\begin{array}{r} \text { tciner } \\ \text { midole } \mathrm{ZE} \end{array}$ |  | $\begin{array}{r} \text { Jooer } \\ \pi \cdot v i e ~ \\ \hline \end{array}$ |  |  | PorOシ: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sus.nesses in samole iNo. -ow sales value 8000 s) High sales vatue $\$ \$ 000$ s) | $\begin{array}{r} 98 \\ 11) \\ (1) \end{array}$ |  | $\begin{aligned} & 1! \\ & 39 \end{aligned}$ |  | $\begin{aligned} & 39 \\ & 65 \end{aligned}$ |  | $\begin{gathered} 55 \\ 34 \end{gathered}$ |  |  | 941 |  |
| Selocied exponse item | Industey average(2) |  |  |  |  | $\begin{aligned} & \text { \%ous } \\ & \text { nesses } \\ & \text { recoring } \end{aligned}$ | Redoreing businessee only 3 |  |  |  |  |
|  | Toral | Bottom 25\% | $\begin{array}{r} \text { bower } \\ \text { midol } \\ 25 \% \end{array}$ | Uneer idde 25\% | $\begin{aligned} & 200 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot: } 2- \\ 2 \dot{\%} \end{array}$ | Ower <br> 2010 25\% | $\begin{aligned} & \mathrm{J} 00 \mathrm{r} \\ & 1001 \mathrm{l} \\ & 25 \% \end{aligned}$ | ise 25\% |
|  | Perce: - -s sales |  |  |  |  |  | Percena of sales |  |  |  |  |
| Cost of soles | 50.4 | 49.5 | 51.5 | 50.3 | 50.3 | 96.' | 53.5 | 54.1 | 55.0 | 52.2 | 53.2 |
| Oceupency expenses | 11.4 |  | 10.5 0.7 | 9.8 | 7.1 1.8 | 95.7 72.3 | 18.7 2.5 | 18.5 3.5 | 11.3 | 9.8 | 7.7 2.4 |
| Depreciation <br> Rooairs \& manterance | 1.8 1.3 | 2.0 2.2 | 0.7 1.3 | 2.2 | 0.8 | 72.3 56.6 | 2.5 2.3 | 7.7 | 1.0 | 2. 1 |  |
| Hest. light \& itephone | 1.4 | 0.9 | 0.9 | 2.1 | 1.6 | $75 \%$ | 1.8 | 2.0 | 1.1 | 2.3 | 1.8 |
| Rent | 6.9 | 13.4 | 7.6 | 4.0 | 3.1 | Ė.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 |
| jnieres: \& bank charges | 1.5 | 0.8 | 1.2 | 0.7 | 3.2 | 64.7 | 2. 3 | 2.2 | 1.6 0.6 | 1.3 | 3.4 |
| Professional fees | 0.6 | 0.4 | 0.4 | 0.6 | 0.9 |  |  |  |  |  |  |
| 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 | 11.1 | 5.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | - . | - |  |

## Sybole

```
zero or fo oDServerions
-= loo smell to0 be expressed
... not soDI icato
x conlidentisl
```


## Footnoter

(I) inese Estimeres ar based on samol of ousinesses reporting sales between \$25.000 and $\$ 2.000 .000$ Tots wighted expenditur on given item


 individually and the copal will not necesserily equal 100\%.

## motes:

Dais are shown oy quariles when ai least 13 of the sampled businesses roport the specific itum
Recopds ware ranked in ascending order according to sites size. Each quertile li. bottom 25z. Iower midde 25x. etc. represents one quarter of the toial aumoer of businesses. Within tach quartile, the average ratio is ppesented. For congerison high ano low valuss of sales are shown

Now to use the teblet

(2) The selocted fong will indicate the proper quartile. i. she botion 25\%. the tower middle 25\%. the uppe the ast or the top $25 \%$.
(3) Dett pertining io the selacied stus gize renge will be in thet quartile.

Stenderd industriel CIEsificetion Definition ISIC 1880):
SIE 659I - Second-Mand merchendise 5tores n.e.c

This industry includes retail antiques. retal used appliances elail used Dooks, petail used clothing, petail usez frocaery, retail usad turniture. reiail used glassmare and china, reiail usedjewellory. feisil used musicul instruments, pawshops ond reit secondhand merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Second-Hand Marchandisa Stores, n.e.e. (SIE 6531)

|  | Te:a: ' 1 | $\begin{array}{r} \text { ठ0: } \because 0 m \\ 25! \end{array}$ | $\begin{array}{r} \text { Lowe! } \\ \text { T. } 001 e^{25: ~} \end{array}$ | accee eoser | ioe <br>  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole ko. tom sales value 1000 si Hign salas value $\left(\$ 000^{\prime}\right.$ s) | $: 5$ | -- | -- | -- | -- |
|  | iverage 5020 s |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | - |  | -- | -- |  |
| Accounts and notes raceivaple | 19 | - | -- | -- | -- |
| fnventory $\begin{aligned} & \text { joner Earient usse:s }\end{aligned}$ | 134 | -- | -- | -- | -- |
| Total sufien essets | 154 | -- | - | -- | -- |
| Frec asseis | 40 | -- | -. | -- | -- |
| Less: Accum. deo. on lymeo esets | 2 | - | -- | - | -- |
| Other assers | 2 | - | -- | -- | -- |
| Total asets | 198 | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current lorms lisbilities | 65 | - | - | - | -* |
| Tois: surien: ab, tes | 77 | -- | -- | - | -- |
| Mortgages deradit | - | - | -- | -- | - |
| Long term debt | 1 | -- | -- | -- | *- |
| Other lisoilitios | 64 | - | -- | -- | - |
| Total liabilities | 142 | -- | - | - | - |
| Total equity | 54 | -- | -- | -- | -- |

111 These estimspes are Dased on semple of businestes reporting soles between $\$ 25.000$ anc $\$ 2.000 .000$
Set Inole for symbols and notes

TABLE 3. Finencial ratios(1) for incorporated businesses only, 1989
Onterio, Second-Hand Marehendise Stores, n.e.c. (SIC 5591)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uooer } \\ \text { midol } 25 \% \end{array}$ | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessas in samol (No. Low sales value ( $\$ 000$ 's) Hign sales value $19000^{\circ}$ s) | $\begin{aligned} & 26 \\ & (i) \\ & (i) \end{aligned}$ |  | -- | -- | $\ldots$ |
|  | Avepage |  |  |  |  |
| Liquidity ratio Cuprent atio formes) | 2.0 | -- | -- | -* | -- |
| Leverage ration <br> Deotreorisy etio (imes) <br> Interest coverege ritio (times) <br> Dabt ratio (times) | 2.6 3.6 0.7 | =- | -- | -- | -- |

(1) The ratios pepresent the merape of raties for ench business in the group and cennot be calculated from the figures shown in fate 2

sen iable for symols and notes
oefinitions:

1. Liquidity Patio:

2. Levertog ratios
b) Debs/equity $=$ soget gisbilisies / duipy

el Interest coverage s net profit inepest expense / inferest expense

TABLE 4．Statement of changes in financial position for incorporated businesses only． 1987
oncario．Second－Mand Marehandise Stores，n．e．c．（S1C 6591）

|  | Te：a ${ }^{\text {a }}$ | $\begin{array}{r} \exists= \pm: 0 \mathrm{~m} \\ : 5: ~ \end{array}$ | mice: | beoe <br> r．oc：e こご． | $\begin{aligned} & \because \because \\ & \because \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in samo NC． Low sales ralu 13000 s） Hign sales value（\＄COO＇s） | $5$ | － | －－ | －－ | $\cdots$ |
|  |  |  | Average \＄000＇s） |  |  |
| Operating activities Casn from oderations Oedeciation Other | $\begin{aligned} & 40 \\ & 14 \\ & 33 \end{aligned}$ | －－ | －－ | －－ | － |
| Dividends | －24 | － | －－ | －－ | －＊ |
| Lnvestment activities <br> Disposal of fixed assets <br> Pupchase of fixed assets <br> lncrease in investment <br> Decrease in investment | $\begin{array}{r} 8 \\ -149 \end{array}$ | －－ | $\begin{aligned} &-= \\ &=- \\ &-- \\ &=-\end{aligned}$ | －－ | － |
| finsncing setivities <br> Incresse in long term debt <br> Redayment of long term deot <br> Loans from sharenolders <br> Repayment of loans from sharenolders <br> Aovances \＆loans tram government <br> lnerease in aubty <br> Decrease in equity <br> Other | $\begin{array}{r} 85 \\ -6 \\ 5 \\ -11 \\ -1 \end{array}$ | －－ | －－ | －－ | －－ |
| Incresse（decpesse）in cash equivelents Cash sequivelents－Beginning of the yeer Cash oquivalenss．End of the rear | -5 7 2 | －－ | －－ | －－ | －－ |

 only those businesses repopting statement of chenges
sete lable for symoors and notis．

TABLE 5．Employment changes by size of business．1984－1987 based on SiC classification in i987 Ontario．Second－Hand Marchandise Scores．n．e．c．（SIC s591）


[^33]TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Ontario, Second-Mand Marchandise Stores, n.e.c. (S1C 5599)

|  | To:a! ! | 30t:0m 2E:" | sawer miodle 2ミ: | micote? | - $=2$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of sbservetions in samale | 150 |  |  |  |  |
| Average salas â | 195.438 | 29.575 | 87.288 | 94, 93 | 290.775 |
| average aroensa ${ }^{\text {a }}$ | 105.280 | 29.506 | 42.996 | 83.261 | 255.295 |
| average net prolit (loss) \$ | 10.158 | 9 | 4.292 | 10.852 | 25,480 |
| Businesses reporting profit (No.) | 123 |  |  |  |  |
| Average saies \$ | 114.887 | 30.189 | 48.170 | 96.202 |  |
| Averspe expense | 101.152 | 25.827 | 41.086 | 82.719 | 254.976 |
| Average net orotit \$ | 13.735 | 4.362 | 7.084 | 13.483 | 30.009 |
| 8usinesses reporting lose (No.) | 27 |  |  |  |  |
| Avorage sales \$ | 121.673 | 28.808 | 43.354 | 82.010 | 332.721 |
| Average experse | 128.352 | 35.454 | 51.508 | 85.397 | 346.050 |
| Averape net loss \$ | -6.679 | -5.845 | -8,154 | -6.387 | -7.329 |

1986


1987

| Mumber of otservations in sumple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average ne: profit (lost) \$ | $\begin{array}{r} 96 \\ 112.499 \\ 103.809 \\ 8.890 \end{array}$ | $\begin{array}{r} 32.231 \\ 32.248 \\ -17 \end{array}$ | $\begin{array}{r} 52.047 \\ 45.972 \\ 6.075 \end{array}$ | $\begin{array}{r} 76.615 \\ 88.922 \\ 7.693 \end{array}$ | $\begin{array}{r} 289.101 \\ 258.095 \\ 71.005 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 73 |  |  |  |  |
| average sales \$ | 119.849 | 35.090 | 53.179 | 75. 205 | 283.920 |
| Average expense \$ | 98.649 | 27.468 | 45.194 | 62.621 | 259.314 |
| Average net drolit \$ | 13.200 | 7.622 | 7.985 | 12.584 | 24.805 |
| Businesses reporting loss (Mo.) | 17 |  |  |  |  |
| Average sales | 125.372 | 30.405 | 45.685 | 79.693 | 344.902 |
| Average expense \$ | 132.490 | 35.300 | 49.655 | 82.682 | 362.321 |
| Average net loss $\$$ | -7.118 | -4.895 | -2.967 | -2.989 | -17.819 |

(1) inge estimates are Dased on sample of businesses reporting salus between $\$ 25.000$ and $\$ 2.000 .000$.

Soe table ifor symools and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Ontario. Vending machin Operators (51C 6911)

|  | Toqalid |  | Bo: 10 m 25: |  | Miod ? ower |  | mideverer. |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No. Low sales value $\$ 000^{\circ} \mathrm{s}$ High sales valua sones |  | $\begin{aligned} & 15 \\ & 1 \\ & 1 \end{aligned}$ |  | - |  | .. |  |  |  |  |  |
| Selected exoense item | industry average: 2 ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { fesses } \\ & \text { reoorting } \end{aligned}$ | Repor: - ; gusinesses oniy: 3i |  |  |  |  |
|  | Total | So::0m 25\% | $\begin{array}{r} \text { ower } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{gathered} \text { uope } \\ \text { miod } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 30+90 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { owe! } \\ \text { miogi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { uocer } \\ \text { miog } \\ 25 \% \end{array}$ | $\begin{aligned} & .00 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Pereens of sales |  |  |  |  |
| Cost of sales | 40.5 | -- | -- | -- | -- | 11.8 | 49.6 | =- | -- | -- | -- |
| Occupancy expenams | 13.5 | -- | -- | - | -* | 100.0 | 13.5 | -- | - | -- | -- |
| Deoreciation | 6.3 | - | -- | - | -- | 99.8 |  | -- | -- | -- | -- |
| Repaits \% maintenance | 2.9 | -* | -- | - | -* | 91.5 |  | -- | -- | - |  |
| Hest. I ignt \& teledmone Rent | 0.9 3.4 | -- | -- | -- | -- | 80.2 85.1 | 4.0 | -- | -- | -- | -- |
| Personnel expenses | 23.9 | -- | -- | -- | $\cdots$ | 87.4 | 29.4 | -- | -- | -- | -- |
| Financial expenses | 2.5 | -- | -- | -- | -- | 88.0 | 2.8 | - | -- | -- | - |
| interest \& Dank enarges | 1.5 | -- | -- | - | - | 80.9 | 1.9 | -* | -- | -- |  |
| Professionat fees | 1.0 | -- | -- | -- | -- | 75.0 | 1.3 | -- | -- | -- | -- |
| Other expenses | 15.1 | - | -- | - | -- | 100.0 | 15.8 | - | - | - | - |
| Profit (loss) | 3.6 | -- | -- | -- | - | 100.0 | 3.8 | - | - | - | -* |
| Toial | 100.0 | -- | -* | -* | -- | 100.0 | -. | -- | - | -- | - |

## Symbol:

zero or no odservalions

* 100 small too de expiessec
not soplicsole
$x$ confidentil
Footnotes



This portion of the table perisins only to the businesses reporting the specific expense item. Therafore these palios are colculated indivicuelly and the total wilt not necesserily equal $100 \%$


## Motes

Dato ore shown oy quartiles when at iest 13 of the sampled businosses report the specific item
 one quefter of the topal number of ousinesses. Within ach quartile, the oversge ratio is presentec. For asporison purposes. phe high and low values of sules are shown.

Now to use the tiotes

(2) The selectorenge will ingicite the proper quertile. 1. the botiom 25\%. the lower hiogle 25\%. the upper midde 25s or the $10025 \%$
(3) Date pertsining so the sulecteg stes size pengewill de in that guertile

## Stenderd Industrisl Ctestificstion Definition (SIC 1980):

## 31C B8il - Vending Mochine Operitors

gusinesses primarity engaged in retail dealing. using coin-opersted vending machines to dispenst vitiety of products. Jncluded are beverage vending macnine operators. cigarei:e vending machine operatars. confectionery vending menine operarors. food vengimg machine operators and ritail non spore vending machine mercnandise

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Oneario, Vending Machine Operators (SIC 6911 )

(1) Intse estingtes ort besed on sample of pusinesses reporqing sel bs betwen 825.000 and 82.000 .000 .

See Tol if for symods and notes

TABLE 3. Financial rathos(1) for incorporated businesses only. 1987
Onterio, Vending machine Operetors (SIC 5911)

|  | Toinl(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { bower } \\ & \text { middl } 25 \% \end{aligned}$ | Uooer $\text { midole } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in samol (No. Low selas value (\$000's) High soles velue ( 5000 's) | $\left\{\begin{array}{r} 8 \\ \{1\}^{8} \end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity plio Cuprent ratio (times) | 3.0 | -- | -- | -- | -- |
| Leverage istios <br> Deotlequity estio (times) <br> interest coverage ratio (times) <br> Debt ratio (times) | 0.1 5.2 0.3 | -- | -- | -- | -- |


121 These etimeses besed on sempl of businesses reporting ssies between 525.000 and 52.000 .000 .
Set rebl 1 for symbols and noies

Definitions:
B. Liquidity ritio:

Eurrent a curren: assets/ Eurrenz laserbities
2. Leverage patias:

di jept ricio $=$ cotel lisoilitios, toter sesets
cl Inieresi coverage $=$ not profit - interest expense/ inierest mxpense

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87 Ontario, Vending Machine Operstors (SIC 6911)

 only those Dusinesses idopting statement of changes.
See Tatel 1 for symbots anc notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassification in is87 Onterio. Yending Mechlne Operetors (SIC 6911)

| Business size expressed in average laboup units(1) | Number of Dusinesses | Total parroll | Average laboup units(1) | Chenges in number of Dusinesies with poid mpioyess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly rooorting(2) | No longer pedorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 216 | 23.879 | 2.453 | 25 | 15 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 189 \\ 23 \\ 4 \\ \hline \end{array}$ | $\begin{array}{r} 8.251 \\ 8.378 \\ 7.240 \end{array}$ | $\begin{aligned} & 791 \\ & 811 \\ & 859 \end{aligned}$ | 25 | 15 |
| 1987 |  |  |  |  |  |
| Totel | 199 | 29.145 | 2.243 | 16 | -.. |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20.99 \\ & 100-199 \\ & 500 \text { ond over } \end{aligned}$ | 174 22 3 | $\begin{array}{r} 11.205 \\ 10.465 \\ 7.475 \end{array}$ | $\begin{aligned} & 848 \\ & 806 \\ & 589 \end{aligned}$ | 14 2 - | $\cdots$ |


Surver of Employmen?, Payroli and hours. Stotistics Canada. Catalogue 72-002. An average tabour unin Es-a De interpreted as e full-qine employee. Noie thar the business size proups used spedetermined ot the Canads livel. Thus t a Dusiness has at litas 500 emploves in Canda as a whol but less tpen the? numoer in my given province it is shown in the 500 and over group
(2) Reters 10 businesses reoorting no payroll deducions in the previous year.
(3) Refers to businesses peoprting no paypoll obouctions in the fol'owing yeer.

Newly reporting" and no longer peporsing" businesses are assume to nove beef ia sctivity for six months and the informeton is adjusted accoiding!y

See iate 1 for symools and notes

TABLE 6. Seiected operating characteristics of small businesses by sales quartile. 1985-1987 Ontario, Vending Machine Operators (SIC 6911)


| Mumoer of observetions in samole Aversge sales 3 | 235.015 | -- | -- | - |
| :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 224.286 | -- | - | -- |
| Averoge net drofit (loss) \$ | 10.729 |  | - |  |
| Businesses reporting profis (Mo.) | 37 |  |  |  |
| Avatage salis \$ | 266.933 | - | - | -- |
| Average exponse\$ | 242.572 | -- | - |  |
| Average net profit \$ | 24.361 | - | -- | -- |
| Businesses peporting lost (Mo.) | 10 |  |  |  |
| Average sales | 199.226 | -- | - | -- |
| Aversge expense $\$$ | 210.229 | - | - |  |
| Average ne: ioss $\$$ | -11.003 | -- | - | - |

1986


1987

| Mumber of observations in semple <br> Average salos \$ <br> Average expense $\$$ <br> Average net profit lloss) | $\begin{array}{r} 50 \\ 190.827 \\ 186.434 \\ 4.193 \end{array}$ | $\begin{array}{r} 30.182 \\ 30.811 \\ -829 \end{array}$ | $\begin{array}{r} 59.308 \\ 57.570 \\ 1.738 \end{array}$ |
| :---: | :---: | :---: | :---: |
| gusineses repopting eprofit (Mo.) | 30 |  |  |
| Average sales \$ | 188.E43 | 28.032 | 53.520 |
| Average expense \$ | 179.880 | 19.095 | 43.072 |
| Average net orofit \$ | 8.783 | 8.937 | 10.448 |
| Businesses peporting lose (Mo.) | 20 |  |  |
| Average soles $\$$ | 50.290 | 35.047 | 65.532 |
| Average expenses | 65,234 | 57.308 | 73.159 |
| Averoge net losss | -14.914 | -22.25\% | -7. 627 |

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Direct Sellers (Sit 6921)

|  | Toial: |  | 80t:om 25\% |  | owe <br> 7. 601 : :-. |  | U20e: <br> mecie 25: |  |  | O20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a sams No. tow sares value \$OUCO Hign saies valuo \$000's | $: 2!$ |  | $\begin{array}{r} 11 \\ 38 \end{array}$ |  | $\begin{aligned} & 38 \\ & 5= \end{aligned}$ |  | $\begin{aligned} & 55 \\ & 39 \end{aligned}$ |  |  | $3 \%$ |  |
| Sulucted exaense item | Industry average 3 ) |  |  |  |  | $\begin{gathered} \text { \%ousi- } \\ \text { nesses } \\ \text { reoorting } \end{gathered}$ | a eoorting businesses on!ri j! |  |  |  |  |
|  | iotal | 80+ : om $25 \%$ | $\begin{gathered} \text { Lower } \\ \text { midale } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 x \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Toial | $\text { Bc: }: 2-$ | $\begin{array}{r} \text { Lower } \\ \text { miog. } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UoDer } \\ & \text { minci } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & -00 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of selus | 46.3 | 34.3 | 47.6 | 49.5 | 51.9 | 703 | 65. | 50.4 | 88.4 | 70.8 | 70.7 |
| Occupancy expenses | 7.3 |  |  |  |  |  | 7.8 | 9.0 |  |  | 3.8 |
| Depreciation <br> Repaips a maintenance | 2.1 | 1.3 1.6 | 2.7 2.6 | 2.6 2.1 | 1.5 0.6 | 71.2 41.3 | 2.9 .2 | 2.08 | 3.3 6.3 | 3.9 | 1.8 $\therefore .2$ |
| Heat. light s 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 | 5.9 | 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 |
| Financisl expenses | 1.4 | 0.3 | 2.0 | 1.7 | 1.5 | 90.0 | 1.6 | 0.5 | 2.0 | 1.7 | 1.7 |
| intores: 8 Dank charges Protessional foes | 1.1 0.3 | 0.2 | 1.7 0.3 | 1.6 0.3 | 0.9 0.6 | 74.9 53.7 | 1.4 | 0.4 0.3 | $\begin{aligned} & 2.4 \\ & 0.5 \end{aligned}$ | 1.5 | 1.2 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 | 4.5 | 5.8 | 100.0 | 12. | 23.2 | 18.4 | 4.9 | 5.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | . . | -•• |  |

## 5ymols

- zero or no ooserveitons
-- 100 small 100 de expressed
not applicsble
$\times$ contidential


## Footnotes



(3) Value in bach cell


Phis portion of the toble pertoins oniy to the businesses peporting the specific expense item, Therefope these ratios or celculated inoiviousliy and ine cotal will no: necessarily gaus $100 \%$.

## Motes

Oto ar shown oy guertiles when at least 13 of the sampled businesses ceport the specific iten
 one quarter of the total number of businesses. Within each quartile. the oversge pito is presented. for comperison purposes. the high and low values of sales are shown

## Mow to use the tebles


(2) The serected range wil indicate the proper quartil. i.e. the Dotion 25\%. the lower midde $25 \%$. the upper nidele $25 \%$ or the $10025 z$
(3) Otis pervaning to thesplucted selms sizerang will be in thet quartilt

Standerd Industrisl CImesificasion Definition ISIC 19801:
516 6821-Durect Sellers
Businesses primarily engaged in reiail dealing in a veriety of prooucts such as daipy producis, deverages, cosmetics and kitenenmere by

 4000 and bever age home delivery. mail order houses. home delivery newspoders. direct sales non-store reisiling oarty ol men merchendiging and riail teonone selling of merchandise ore included nere

TABLE 2. Balance sheet profile for incorporated bustnesses only, 1987
Ontario, giract Sellers (sic 6921)

(1) These essimetes are besed on sample of Dusinesses repoiting sales beimeen $\mathbf{3 2 5 . 0 0 0}$ and $\mathbf{5 2 . 0 0 0 , 0 0 0}$

See rable for symbots and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Onterio, Direct Sellers (SIC 6921)

|  | Tots)(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | lipoer midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ ' 3 ) Hign sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}21 \\ (1) \\ (1)\end{array}\right.$ |  | -- | -- | -- |
| Average |  |  |  |  |  |
| Liquidity ratio <br> Cu:ren? ratio \{times! | 1.1 | -- | -- | -- | -- |
| beverage retios <br> Ded:/eauity recio (times) <br> bnterest coverage ratio (times) <br> Deb: ratio (imes) | $\begin{aligned} & 5.0 \\ & 2.9 \\ & 0.8 \end{aligned}$ | -- | -- | -- | --- |
| (11) The pelios represent the overage of rotios for esch business in the group and esmnot de celculated from the figures shown in table 2 |  |  |  |  |  |
| (2) These estinates bre beswo on smole of busimestes reporsing seles betmen \$25,000 mo \$2,000.000 |  |  |  |  |  |
| Set isole i for symols and notes. |  |  |  |  |  |
| oefinitions: |  |  |  |  |  |
| 9. Liquidity petio: |  |  |  |  |  |
| Current = current asters / current liabibities |  |  |  |  |  |
| 2. Levernge rotios: |  |  |  |  |  |
| a) Deot equity = cotal lisbilifies/equity. <br> b) Oebt ratio = tosal liabilities / lota! assets <br> Gl Inserest coverage $z$ net profis - interes: expense / intertst expense. |  |  |  |  |  |

TABLE 4. Statement of enanges in finaneiai position for incorporated businesses oniy, 1987
Ontario. Direct Sellers (SIC 6921)

|  | Totali! | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | owe? $\text { T. } 601925:$ |  | :20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susianses n samo: No. -ow sales value $\$ 000$ si Hign sales value 3000 s | $11 i$ |  | -- | - | -- |
|  |  |  | Aver*is 3i09 s |  |  |
| Doerting activities Cash bom oderations Oepreciasion Other | $\begin{array}{r} -2 \\ 7 \\ -34 \end{array}$ | -- | -- | -- | -- |
| Oividends | - | -- | -- | - | -- |
| Investment mitivies <br> Disposel of lixed assers <br> Purchase of fixed asseis <br> Increase in investmen: <br> Decresse in invespment | $\begin{array}{r} 6 \\ -8 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Redoymen: of long term dedt <br> Loans from sharenoiders <br> Redarment of loans from shareholders <br> Adonces \& loans from governmen? <br> Incesse in equity <br> Decrease in eculty <br> Diner | $\begin{array}{r} 41 \\ -10 \\ 1 \\ - \\ - \end{array}$ | - <br> - <br> - <br> - <br> -- | - <br> - <br> - <br> - | - <br> - <br> - <br> - | -- <br> -- <br> - <br> - <br> - |
| Incresse(decresse) in cesh s equivalents Cash sequivalents-Beginning of the year Cesh 1 equivalents - End of the year | -2 -1 -3 | -- | -- | -- | -- |

(1) These estmates are olesed on a sampl of incorporated jusinesses reporting sales depmeen 525.000 and $\$ 2.000 .000$. Sanple count inciuges only those businesses poporing statenens of changes
Set isole 1 for symbols and noies.

TABLE 5. Employment enenges by size of bustness. 1984-1987 bited on Sic clatsificetion 1n 1987
Onterio. Direct Sellers (SIC 6921)


TABLE 6. Selected operating characteristics of smail businesses by sales quartile. 1985-1987 Ontario. Direct Sellers (SiC 5921)


1986


1987

| Number of observations in smole | 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 |
| Busimesses reporting aprofit (Mo.) | 66 |  |  |  |  |
| Averape sales \$ | 117.924 | 29.673 | 49.675 | 67.918 | 324.128 |
| Average expense 5 | 103.103 | 20.715 | 31.848 | 57.405 | 302.445 |
| Average net profit \$ | 14.821 | 8.958 | 17.828 | 10.513 | 21.903 |
| Businesses reporting loss (Wo.) | 27 |  |  |  |  |
| Aversge sales S | 104.258 | 30.723 | 47.399 | 65.423 | 273.485 |
| Average expense $s$ | 111.519 | 32.388 | 54.690 | 10.551 | 288.416 |
| average net loss S | -7.253 | -1. 565 | -7.291 | -5.128 | -14.930 |

[^34]```
TABLE :. Selected operating ratios, in pereent of sales, 1987
```

Ontario, Operators of Buildings and Owellings (SIC 751)

|  | Torall |  | $\begin{array}{r} \text { Bo: }: 0 \mathrm{Om} \\ 25 \% \end{array}$ |  | $\begin{gathered} \text { Lowe } \\ \text { m. cd } 35 \% \end{gathered}$ |  | Usoer$\text { midol }=5:$ |  |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| gusinesses ri samol iNo -.om sales value $\$ 000 \mathrm{~s}$ 41 gh sal as value 3000 s |  | 404 $1!$ 1 | 54 |  | $\begin{aligned} & 54 \\ & 99 \end{aligned}$ |  | $\begin{array}{r}99 \\ 279 \\ \hline\end{array}$ |  |  | $\therefore \%$ |  |
| Selocios exponse 1-0m | Industry average 2 2 |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businasses oniy 3 ) |  |  |  |  |
|  | T3:a | $\begin{aligned} & 90+90 \mathrm{~m} \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ -0.18 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $80+: 0 \mathrm{~m}$ | $\begin{array}{r} \text { dower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{gathered} \text { UDOer } \\ \text { midel } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Yog } \\ & 05 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of saies |  |  |  |  |
| Decupancy expenses | 25.5 | 24.9 | 23.2 | 27.8 | 26.3 | 97.4 | 26.2 | 28.0 |  |  |  |
| Dedreciation | 11.5 | 14.1 | 10.9 | 11.8 | 9. 4 | 80.5 | 14.3 | 18.3 |  | 13.7 | 11.2 8.3 |
| Reoairs a meintenance | 6.3 | 6. 2 | 5. 3 | 7.0 8.7 | 6.8 | 69.7 | 9.1 | 11.6 | 8.1 | 8.4 8.5 | 8.3 12.1 |
| Heat. light \& telonone Rent | 6.6 1.1 | 4.5 0.1 | 5.5 1.5 | 6.7 2.2 | 9.7 0.5 | 66. ${ }_{\text {B }}$ ! | 9.9 .3 .9 | 10.6 | 83.1 | 8.5 16.9 | 12.1 5.2 |
| Personnel expenses | 10.4 | 5.6 | 6.4 | 11.7 | 13.9 | 49.9 | 20.9 | 29.2 | 20.0 | 19.3 | 11.9 |
| 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 s obnk charges | 29.5 | 31.4 | 31.6 | 27.7 | 27.1 | 78.? | 31.4 | 43.4 | 40.1 | 35.7 | 31.4 |
| Profession l fees | 2.5 | 3.9 | 2.3 | 2.5 | 1.5 | 90.5 | 2.8 | 4.5 | 2.6 | $2 . ?$ | 1.6 |
| Cther expenses | 27.1 | 23.0 | 31.6 | 28.6 | 25.3 | 19.3 | 27.3 | 23.8 | 31.6 | 28.6 | 25.3 |
| Profit (losa) | 4.5 | 7.2 | 6.9 | 1.7 | 5.9 | 95.0 | 5.2 | 7.7 | 5.4 | 1.7 | f. 1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\ldots$ | $\ldots$ | . $\cdot$ |  |

## srmbols

zero or no aoservalions

- 100 smell 100 oe expiessed
*. not sodicapl
* configentis

Footnotes



This porition of the ioble pertains only to the businesses reporting the specific oxpense item. Therefore these fetios ere colculsed individually and the lotal will hot necessarily equel $100 \%$.

Motes
Dats ore shom by queptiles when of last 13 of the senpiec businesses report the soecific item.
 one queripr of the total number of busingsses. Within ench quertile. the wior age rotio is presented For comptisom
hign inc iom velues of salis art shown
Now to use the tebles

12 ! The selecied range will indicate the proper queftile, i. the bottom 25\%, the lower midole 25s, the upper midol 25z or the toD $25 \%$
13) Deto pertoining to ine selocted solss siztonge wilt be in thet quertile

Stenoard Industriel CIsesificstion Definition (SIC 19sol:
SIC 7510 . Dpertiors of Building: and Detlings
Businesses primatily engaged in oper ting. or in oming and operating builoings and owellings.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Operteors of Buildings and Dwilings (S1C 751)

|  | Toral(1) | $\begin{array}{r} 3 c t: 0 m \\ : 5 \% \end{array}$ | $\frac{\text { dowe }}{m \cdot \text { acle } 25 \%}$ | micclute | -c: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinoses in samoie iNo. tow sales vaive 5000 s/ Migh sales vaide 5000 si | $323$ (1) $(1)$ | $\begin{array}{r}1! \\ 54 \\ \hline\end{array}$ | 50 99 | 9 29 299 | 258 |
|  |  | Average (\$000's) |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | i |
| Accounts and notes receivable | 6 | 3 | 3 | 8 | 13 |
| laveniory | - | 53 | - | 1 |  |
| Oeher curfent asse:s | 117 | 53 | 59 | 81 | 218 |
| Total current assets | 124 | 508 | $\begin{array}{r}62 \\ \hline 77\end{array}$ | 87 558 | $\begin{array}{r}28 \\ \hline .729\end{array}$ |
| Fixeo asseis | 695 | 208 | 277 | 558. | 1.72\% |
| Less: Accum. dep. on fixed aseets Other assets | 99 | 45 | 25 | 42 | 280 |
| Total ussets | 917 | 306 | 355 | 648 | 2.288 |
| Liebilities and equity 3 3 ${ }^{\text {a }}$ a |  |  |  |  |  |
| Other cuprent liabilities | 182 | 8 | 122 | 101 | 415 |
| Total current I iabilitios | 199 | 85 | 126 | 105 |  |
| Mortgages payable | - | - | - | - |  |
| Long term deot | 1 | ! | 1 | ${ }_{5}$ ? | 54 |
| Other liabilities | 610 | 149 | 184 | 551 | 1.54: |
| Totel lisbilities | 810 | 236 | 311 | 560 | 2.015 |
| Totel equity | 107 | 70 | 54 | 28 | 273 |


iee taple ioc emecis mejucies

TABLE 3. Financill ratios(1) for incorporated businesses only. 1987
Ontario. Operters of Buildings and Dwellings (Sic 751)

|  | Total(2) | $80 t 10 \mathrm{~m}$ $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { UDDE: } \\ & \text { midd } 25 \% \end{aligned}$ | 700 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample No. Low sales value ! $\$ 000$ s) High seles value ( $\$ 000$ s) | $\begin{aligned} & 323 \\ & (1) \\ & 11) \end{aligned}$ | 11 54 | 54 99 | $\begin{array}{r}99 \\ 239 \\ \hline\end{array}$ | ? ? |
|  | Averse |  |  |  |  |
| Liquidity eatio Current retio (times) | 0.6 | 0.6 | 0.5 | 0.8 | C. ${ }^{\text {c }}$ |
| Leverage ratios <br> Destleauity ratio (times) <br> Interest coverage patio (times) <br> Debt ratio (times) | 7.8 1.1 0.9 | 3.1 1.1 0.8 | 5.8 1.1 0.9 | 23.8 1.1 1.0 | 7.4 0 0.3 |


(2) These estinates me besed on sample of businesses reporing soles betwen $\$ 25.000$ and $\$ 2.000 .000$
see iable ifor symools and nates.

Definitiont

1. Lienitity retio:

2. loverege retios:
1) Dect/equify = 20tsl lisoilities/equ:ir
D) Dedt rabio = rotal liobilitits / quat asseis
ci Inrerest coversge $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987 Ontario, Operators of Buildings and Dwellings (SIC i51)

lit inese estimates are dasec on a sampl of incopoorateo ousinasses peporing sales detween $\$ 25,000$ anc $\mathbf{8 2 . 0 0 0 , 0 0 0 \text { . Sample count incluops }}$ only those businesses reporing stotement of changes
See ital ifor symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 baged on SIC classification in ig87 Onterlo, Operators of Bulldings and owellings (SIC 751)

| Business size exoressec :n average labour units (l) | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses * ith paid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New y reporting(2) | No longer reorting(3) |
| 1984 |  |  |  |  |  |
| Total | 6.199 | 760.980 | 42,267 | 802 | 552 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and ovar } \end{aligned}$ | $\begin{array}{r} 5.856 \\ 254 \\ 55 \\ 14 \end{array}$ | 236.725 180.150 143.244 220.851 | $\begin{array}{r} 13.059 \\ 8.790 \\ 8.022 \\ 12.396 \end{array}$ | $\begin{array}{r} 770 \\ 25 \\ 6 \end{array}$ | $\begin{array}{r} 538 \\ 10 \\ 4 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 6.572 | 1.181 .423 | 51.837 | 512 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100^{-499} \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 6.199 \\ 293 \\ 58 \\ 12 \end{array}$ | $\begin{aligned} & 328.329 \\ & 245,151 \\ & 238,412 \\ & 369,531 \end{aligned}$ | $\begin{aligned} & 14.270 \\ & 10.683 \\ & 10.452 \\ & 16.432 \end{aligned}$ | 887 19 5 1 | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Emplapment paypoll and Mours. Siatistics Cansod. Casalogue 12-002. An average iabour unit covid to - blorted as a full-ime employee. Note that the business sizt groups usec aig determined at the Canada leval. Thus if ous aess has at least 500 emoloyees in canada as ahole bu: liss thon that mumer in any given province it is shown in the 500 and over gioup
121 Refers to businesses reporting no paypoll deductions in the previous yeer.
(31 Refers to businesses peporting no gaypoll oeductions in the following yesr
"Newly reporting" and "no longer pepopling" businesses are assumed to have been in ectivity for six months and ine information is solusted accoroingly

See table ifor symbols ano notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Ontario. Operators of Buildings and Owellings (Sic 751)

|  | -0:3119 | Bot:0m | 9, ode ewer | - dc uoper | COP |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of soservations in sample | 460 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 209.305 | 56. 284 | - 2.31 | $155.34 \%$ | 3こ. 5 5 |
| Average axdense \$ | 156.190 | 32.088 | 25.528 | 118.562 | $\square 47.880$ |
| Aversge net profit (loss) | 53.115 | 3.795 | 44.503 | 36.479 | 127.685 |
| Buginesses peporting a profit (Mo.) | ${ }^{346}$ |  |  |  |  |
| Averses sales | 209.048 | 35.798 | 70.747 | 152.753 | 575.993 |
| Averege expense | 123.534 | 22.987 | 1.575 | 90.315 | 382,409 |
| Aversee net profit \$ | 85.514 | 12.811 | 68.172 | 62.437 | 194.484 |
| Ausinozes reporting loss (No.) |  |  |  |  |  |
| Average sales $\$$ Average expense $\$$ | 209.260 249.504 | 37.628 48.855 | 88.129 83.123 | 159.882 178.320 | 570.698 887.716 |
| Average net loss \$ |  | -11.227 | -14.294 |  |  |

1986

| Number of observations in sample | 563 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 197.562 | 34.968 | 66.701 | 144.402 | 544.175 |
| Average exoense \$ | 172.941 | 36.890 | 58.226 | :25.877 | 472.771 |
| Average net protit (lossis | 24.621 | 78 | 8.495 | 18.525 | 11.40: |
| Businesses reporting a profit (No.) | 397 |  |  |  |  |
| Average sales \$ | 195.66? | 33.988 | 67.084 | 142.895 | 538.720 |
| Average expense $\$$ | 145,468 | 24.628 | 4.5.772 | 102,170 | 409.301 |
| Average net profit \$ | 50.199 | 9.360 | 21.292 | 40.725 | 129.419 |
| Cusinesses reporting loss (Mo.) | 166 |  |  |  |  |
| Avorage soles \$ | 202.413 | 36,202 | 65.818 | 148.258 | 559.375 |
| Average expense \$ | 24.124 | 47.810 | 88.545 | 185.544 | 649.597 |
| Average net loss 5 | -40.711 | -11.608 | -22.72? | -38.286 | -90.222 |

1987

| Mumber of observations it sumple <br> Average sales $\$$ <br> Average expense \$ <br> average net erof:t (loss) g | 527 187.020 182.128 4.892 | 40.203 35.281 4.922 | 73.815 77.334 -3.519 | $\begin{array}{r} 152.309 \\ 154.300 \\ -1.991 \end{array}$ | $\begin{array}{r} 481.753 \\ 451.597 \\ 20.156 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinesses reporting profit (Mo.) | 368 |  |  |  |  |
| Average sales \$ | 186.928 | 40.218 | 73.744 | 157.282 | 476.469 |
| Average expense \$ | 150.878 | 26.372 | 55.310 | 127.928 | 394.903 |
| Average net profit \$ | 35.050 | 15.846 | 17.434 | 29.354 | 81.565 |
| Businesses peporting lose (Mo.) | 159 |  |  |  |  |
| Average stes ${ }^{\text {S }}$ | 187.258 | 40.182 | 73.945 | 141.702 | 493.241 |
| Average expense \$ | 246.288 | 51.492 | 116.507 | 210.559 | 606.595 |
| Ave ge net loss \$ | -59.020 | -11.310 | -42.562 | -68.857 | -113.354 |

[^35]See fable i for symbols and notes

```
TABLE 1. Selected operating ratios. in pereent of sales. 1987
```

Ontario. Operators of Residential Suildings and Owellings (SIE 7511)

|  | Total(i) |  | Sotrom 25\% |  | Lower <br> midele 25: |  | Uove <br> - jule a゙ャ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusiaesses in samole iNo. Low sares value 3000 s: gh saies value 5000 's | $285$ |  | $\begin{array}{r} 11 \\ 58 \end{array}$ |  | $\begin{aligned} & 55 \\ & 06 \end{aligned}$ |  | $\begin{aligned} & 106 \\ & 264 \end{aligned}$ |  |  | 284 |  |
| Selecieo expenst item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting zus nesses oniy 3 i |  |  |  |  |
|  | Total | Sottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | upoer ode 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Sot:om } \\ : 55 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { midd1e } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { vozer } \\ \text { modief } \\ 25 \% \end{array}$ | $\begin{gathered} 00 \\ 55 \mathrm{n} \end{gathered}$ |
|  | Parcent of sales |  |  |  |  |  |  |  | reent of | 5ales |  |
| Cost of sules | 0.1 | $\ldots$ |  |  |  | 0.4 | 11.8 |  | - |  |  |
| Dceupency expenses |  | 28.3 | 21.9 11.3 | 28.7 | 28.7 | 98.4 78.3 | 27.3 |  |  | 28.8 12.8 |  |
| Depreciation <br> Repaifs stmanienance | 19.6 | 14.5 8.6 | 11.3 4.8 | 10.4 9.0 | 9.5 | 78.3 | 14.5 | 18.6 12.8 | 15.6. | 12.8 10.1 | 8. 8 |
| Repaifs of manienance Heat. light \& teleonone | 7.7 | 8.6 5.0 | 8.8 5.3 | 8.5 | 11.6 | 70.8 |  | 19.8 9.8 | 8.4 | 10.3 | 13.9 |
| Rent | 0.4 | 0.2 | 0.4 | 0.8 | 0.1 | 6.3 |  | 5.7 | 13.0 | 6.7 | 0.8 |
| Personnel expenses | 9.2 | 8.6 | 5.7 | 11.9 | 10.9 | 49.0 | 18.8 | 28.1 | 17.2 | 19.6 | 15.3 |
| Finencisl expenses | 32.2 | 32. | 37.4 | 27.3 | 31.5 | 57.5 | 33.1 | 34.2 | 38.3 | 28.1 | 31.6 |
| Interest \& jank enarges | 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 |  |  |  |  | 1.7 |
| Other expenses | 28.1 | 28.0 | 34.3 | 27.6 | 24.4 | 100.0 | 28.1 | 26.0 | 34.3 | 27.6 | 24.4 |
| Profis (lose) | 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 |  | $\cdots$ | $\ldots$ | $\cdots$ | . . |

## Syebols

- zero or no observerions
-. ioo smoli to0 de expresstod
not opD i Coble
$x$ confidentil


## Footnotes

(1) Thest estimates ere Desed on a sample of businesses reporting seles beiween $\$ 25,000$ and $\$ 2.000,000$.
lozal weignied expend qur on given izem
121 Value in asch ce! $=$ Totel wighted sales of all ousinesses in ino sample $x$ loo for each austile
(3) Value in atan ce:i $=\frac{\text { ioqul weignted expenditure on given timm }}{\text { ion }}$

This portion of the table pertains only to the businesses popiting ine specific expense item. Thernfore these ratios ort catculat indivioully and the sotal will not necesserily gous 100 z.

## Motes

Deta or shown by quoptiles when at least i3 of the sampled businesses report the specific ifem
Recoros whe ponked in ascending order according to sates size. Etach quartile fi e. Dopion 25\%, lower midde 25\%. etc. represenis one querter of the totsi numper of businesses. Wiphin each quertile. the gertog fatio is presented. fop conparison purposes. ithe high and low values of sales ar shown

Mow to use the tebles

 100 25\%.
(3) Dais periaining to the selgcied solts size range will be in thet quartile.

## Stenderd Indutsisl Clestificetion Definision 151c 19801:

Sic 75il - Operators of Residentit suildings und owellings
Businesses primarily engaged in operaping. or in owning and aperafing residential buildings and dwellings. This indusery includes apartment building oderaing. abartment hotel operating. condominium management. leasing of residential buildings and residential busldings real estate operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Operators of Residential Buildings and Dwellings (SIC 7511)

|  | -0:a,11) | $\begin{array}{r} 3 c t 10 m \\ 25 \% \end{array}$ | Lowe migele $25^{\circ}$ |  | - 20. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses . $n$ sample ino. Low sales value (S000's) Hign saies vaije 15000 s | $229$ <br> $1)$ | 3 | 20 06 | 2064 | 25 |
|  |  |  | crape 5000 |  |  |
| Assets | - | - | - | - | - |
| Accounts and notes ecmivatio | 5 | 1 | 4 | E | 10 |
| Inventary | - | - | - | - | - |
| Ofter curcent assets | 121 | 22 | 55 | 80 | 309 |
| Total current assets | 125 | 23 | 68 | 84 | 315 |
| Fixed assets | 791 | 207 | 341 | 553 | 2.心.3 |
| Less: Accum. dep. on fixed assets | 73 | 22 | 30 | - | 900 |
| Other asseis | 73 | 22 | 30 | 12 | 220 |
| Total essets | 988 | 252 | 440 | 849 | $2.55 ?$ |
| Litbilities end equity |  |  |  |  |  |
| Current loans liabilitios | 21 193 | 47 | 138 | 95 | $\begin{array}{r}73 \\ 482 \\ \hline\end{array}$ |
| Totai current isbilities | 214 | 50 | 141 | 99 | $\pm 50$ |
| Mortgages dayabie | - | - | - | - | - |
| Long term debt | 1 | 140 | 1 | 1 | - . ${ }^{\text {a }}$ |
| Other liabilitios | 683 | 146 | 282 | 522 | 1.745 |
| Total lisbilities | 898 | 195 | 424 | 622 | 2.303 |
| Totel equity | 90 | 55 | 16 | 27 | 254 |

(1) insse sstimates are based on sample businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

See iole ifor symbols and notes

TABLE 3. Financtal ratios(1) for incorporated bustnesses only. 1987
Ontarlo. Operators of Residentisl Bulidings and Owellings (Sic 7511)

|  | Total(2) | $\begin{array}{r} \text { Bot+om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upper $\text { middel } 25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.I Low sales value ( 8000 's) High sales value $(8000$ s) | $\begin{aligned} & 22\} \\ & (1) \\ & \{1\} \end{aligned}$ | $\begin{array}{r} 11 \\ 50 \end{array}$ | 60 106 | $\begin{aligned} & 106 \\ & 254 \end{aligned}$ | 254 |
|  |  |  | Averege |  |  |
| Liquidity petio Current fatio (timas) | 0.6 | 0.5 | 0.5 | 0.9 | 0.6 |
| Leverage ratios <br> Debeleauity retio (times) <br> Interes: coverage ratio (timas) <br> Debt ratio (times) | 10.0 1.1 0.9 | 3.5 1.2 0.8 | 26.4 1.0 1.0 | $\begin{array}{r} 22.7 \\ 1.2 \\ 1.0 \end{array}$ | 9.1 1.0 0.9 |


12) These matimates ap besed on stmpl of businesses repopting sates between $\$ 25.000$ and $\$ 2.000 .000$

See isble 1 for symocls and notes

## Definitions:

P. biquicity retio:

Eurren = current assets i current lisonfines
2. Levers.ge petios:
*! Deot/equity = lotal liabilipios / equity
th Deberario = total loollíles/total assets
cl Interes? coverage $=$ ne? 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 7591)

 only inose businesses reporting statenen of changes.
See Toble I for symbols and notes.
TABLE 5. Employment changes by size of bustness, 1984-1987 besed on sic ciassification in 1987 Ontario. Operators of Resldentlal Bulldings and Dwellings (SIC 7511)


- Newly reportingm and "no longer reporting" businesses are assumed to have deten in activity por six months and the information is acjusied secordingly

Ste Tabie ifor symbots and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$ Oncario, Operators of Residencial Buildings and Dwellings (S1C 9519)

|  | 70:a!:1; | $\text { Sot: } 0 \text {.n }$ | miocle -ower | mide e | $\begin{aligned} & E=? \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of onservations in samole | 242 |  |  |  |  |
| Average sales \$ | $=0.117$ | 25.248 | 58.452 | 67.781 | 612.883 |
| Average expense \$ | 59.198 | 32.372 | 31.872 | \%31.385 | 440.-54 |
| Average net profit (loss) \$ | 61.919 | 2.377 | 36,582 | 36.896 | 172.51 c |
| Businesses reporting aprofit (Mo.) Average stes $\$$ | 22:. 1829 | 36.540 |  |  |  |
| Averoge expense 5 | 128.199 | 26. 652 | 2.389 | 104.803 | 383.389 |
| Average net profit \$ | 92.826 | 9.878 | 68. 422 | 64,524 | 222.321 |
| Susinesses reporting loss (Ma.) | 50 |  |  |  |  |
| Averoge sales \$ | 227,043 | 33.42? | 65.689 | 165.050 | 644.006 |
| Average expense \$ | 258.56? | 43.150 | 71.917 | 186.618 | 772, 384 |
| Averoge net loss \$ | -41.624 | -9.723 | -6.228 | -21.568 | -128.378 |


| Number of observetions in sample <br> Average soles \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 237 \\ 196.457 \\ 178.601 \\ 17.856 \end{array}$ | $\begin{aligned} & 35.252 \\ & 39.419 \\ & -4.157 \end{aligned}$ | $\begin{array}{r} 72.454 \\ 64.251 \\ 8.213 \end{array}$ | $\begin{array}{r} 155.868 \\ 145.768 \\ 10.100 \end{array}$ | $\begin{array}{r} 522.245 \\ 464.954 \\ 57.28 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (Mo.) | 158 |  |  |  |  |
| Average sales \$ | 191.853 | 35.839 | 73.254 | 156.167 | 502.152 |
| dverage expense \$ | 151.514 | 28.891 | 50.695 | 120.891 | 405.598 |
| Average net profits | 40.339 | 6.988 | 22.559 | 35.276 | 96.556 |
| Businesses reporting loss (Mo.) | 213.69 |  |  |  |  |
| Average sales 5 | 213.619 | 34.945 | 70.395 | 155.137 | 593.99? |
| Averege expense 3 | 257.097 | 44.920 | 99,751 | 205,765 | 675.951 |
| Average net loss 5 | -43.478 | -9.975 | -29.355 | -51.629 | -82.954 |
|  |  |  | 1987 |  |  |
| Wumber of observetions in smmple | 347 |  |  |  |  |
| Averape sales \$ | 197.241 | 41.054 | 77.512 | 163.212 | 507.185 |
| Average expense $\$$ | 197.509 | 36.547 | 12.322 | 165.965 | 505.20: |
| Average net profit (loss) \$ | -288 | 4.507 | - 4.810 | -2.753 | 1.984 |
| Businesses reporting profit (Mo.) | 249 |  |  |  |  |
| Average sales \$ | 195.697 | 40.970 | 77.368 | 165.383 | 499.066 |
| Average expense ${ }^{\text {S }}$ | 154.059 | 27.030 | 60.102 | 134.053 | 435.051 |
| Averoge net protit \$ | 31.638 | 13.940 | 17.255 | 31.330 | 64.015 |
| Businesses reporting loss (Mo.) | 98 |  |  |  |  |
| Average sales \$ | 200.141 | 41.158 | 77.850 | 158.000 | 523.557 |
| Avaroge expense $\$$ | 258.041 | 48.380 | 134.515 | 242.600 | 646.667 |
| Average net loss \$ | -87.900 | -7.222 | -56.585 | -88.600 | -123.110 |

(1) These estimates are based on smmet of businesses eporting sios beiween $\$ 25,000$ and 52,000,000

See twole ifor sumbals and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, Operators of Non-Residentisl Buildings (SIC 7512)

|  | Toral: 11 |  | 30::0m |  | towe <br>  |  | $\text { مocl }-5 \circ$ |  |  | こ\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Zusinesses in sample: No. Low salos value ( $\$ 000$ 's) Hign saies vaiue $\$ 5000$ 's | $47$ |  |  |  | $\begin{aligned} & 97 \\ & 95 \end{aligned}$ |  | $\begin{array}{r} 85 \\ 198 \end{array}$ |  |  | 138 |  |
| Seiocted expense item | Inoustir average(z) |  |  |  |  | $\begin{aligned} & \text { 末 ousi- } \\ & \text { nisses } \\ & \text { cooting } \end{aligned}$ | Reporting businesses onlyi 3) |  |  |  |  |
|  | Total | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lomer } \\ \text { modd l } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} B 0: 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{gathered} \text { mowe } \\ \text { mol } \\ 25 \% \end{gathered}$ | $\begin{array}{r} \text { Jooer } \\ \text { mi } 00 \text { \% } \\ 25 \% \end{array}$ | iod <br>  |
|  | Percent of sales |  |  |  |  |  | percent of saces |  |  |  |  |
| Oceupsncy expenses | 23.0 12.0 | 19.2 13.2 | 26.2 13.9 | 25.8 12.1 | 18.6 9.1 | 95.4 86.2 | 24.1 14.0 | 21.2 | 26.8 16.9 | 26.8 12.1 | 21.2 10.5 |
| Reprirs o maintenance | 3.7 | 2.5 | 3.5 | 4.2 | 4.2 | 58.0 | 6.3 | 5.7 | 9.1 | 5.6 | 5.1 |
| Heat. light \& taluphone | 4.3 | 3.5 | 3.8 | 3.9 | 5.8 | 55.9 | 7.6 | 13.4 | 8.0 | 5.1 | 8.6 |
| Rent ${ }^{\text {a }}$ ( | 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 | 15.5 | 52.1 | 25.4 | 30. | 31.0 | 24.2 | 21.6 |
| Finencisl expenses | 31.4 | 36.6 | 34.1 | 32.1 | 23.2 | 95.4 | 32.9 | 40.3 | 34.9 | 32.1 | 25.0 |
| lnterest \& bank charges | 28.4 3.0 | 32.1 4.5 | 31.1 2.9 | 29.1 3.0 | 21.6 1.6 | 76.3 92.6 | 37.3 3.2 | 52.5 5.2 | 36.9 3.2 | 36.2 3.0 | 27.9 1.8 |
| protessions ress |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 23.1 | 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 | -1. 2 | 16.5 | 97.7 | E. 7 | 16.3 | 12.3 | -8.2 | 18.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  |  | $\ldots$ | . . |

## symbels

- 2ero or no odservations
-     - too small too be expiessed
not apolicabl.
$\times$ confidential
Footnetet

(2) Volue in each cill $=$ lotal weighted expenditure on given item

This oortion of the tzol pertains only to the businesses reporting the specific expense item. inerelope these ratios ere calculated individusly and the total will not nocessarily tausi $100 z$.

Motes
Der. are shown by quep?iles when at loast 13 of the sampled businesset peport the specific ipen.
 one Quester of the total numop of businesses. Within esch queptile. the erarage patio is presented. For comotison purposes. the high and lom velues of seles er shom.

How to use the tables

12) The selected conge mill indicete the proper quppile. i. the soiton 25\%. the lower midele 25s. the upper midde 25\% = the top $25 \%$
(3) Dets pertining to the selected seles siz ponge will be in thet quertile.

Stenderd Industris) CIEsificestion Definition (S1C 1BeO):
sit 7512 . Operstors of Hon-Residentiol viltings
Businesses primbrily engaged in opereting. or owning ond operating mon-pesidentisl ouildings. pmis industry inctudes arena opersing. conferencefconvention centr opersing. lessing non-residenital buildings. meeting hall operating. office building rentel, opersting mon-residential Duildings rest estate, shoping centre opersting. stadiut opersting and thetre building operting.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Operators of Non-fasidential Buildings (Sic 7512)

|  | Fotalil) | 30::0m $25 \%$ | bower micole ? ご: | $\begin{array}{r} \text { ugoer } \\ \text { micsie }=\Sigma \% \end{array}$ | Oe |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses a samole (No. Low sales value ( $\$ 000$ 's) Migh sales value (gocis) | 102 11 | $\begin{array}{r} 1! \\ 49 \end{array}$ | 49 50 | $\begin{array}{r} 70 \\ 98 \end{array}$ | $\begin{array}{r}198 \\ \hline 11\end{array}$ |
|  | Average (5000's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Cash | - | $\bar{\square}$ | $\cdots$ | - | 0 |
| Accounts and notes receivable | 9 | 6 | 1 | 10 | 9 |
| Inventory | - | - | - | - | - |
| Other current assets | 109 | 109 | 59 | 92 | -75 |
| Total curcent assets Fixed assets | 198 485 | 115 219 | 60 239 | 103 413 | 1.05 |
| Fixed assets. | - | - | - | - | , |
| Other assets | 161 | 88 | 23 | 102 | 425 |
| Total sasets | 754 | 422 | 323 | 518 | 1.672 |
|  |  |  |  |  |  |
| Current loans | 7 | $\stackrel{1}{4}$ | 5 | 10 | 10 |
| Other current limilities | 158 | 179 | 78 | 91 | 253 |
| Total curient liabilities | 168 | 175 | 83 | 101 | 304 |
| Mortgages payabie | - | - | - | - | - |
| Long term oebt | 2 | 4 | - | 2 | 1.070 |
| Other liabilities | 450 | 122 | 124 | 465 | 1.070 |
| Total lisbilities | 617 | 300 | 208 | 569 | 1.375 |
| Total equity | 147 | 122 | 115 | 49 | 298 |

(1) These esimetes to Desed on semple of Dusinesses ipporting sates detween 325.000 and 82.000 .000 .

See 7ab 1 for symools and no: is

TABLE 3. Fimenciai ratios(i) for incomporeted businesses only. 1987
Onterio. Operators of Mon-Residentiel Bulldinge (Sic 7512)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Hooer $\text { middle } 25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somple (No. Low seles value ( $\$ 000$ 's) High ssoles value ( $8000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 102 \\ & (11) \\ & 11) \end{aligned}$ | 111 | 49 90 | 90 198 | 198 $11)$ |
|  | Averse |  |  |  |  |
| Lianidity retio Current ratio (times\} | 0.7 | 0.7 | 0.7 | 1.0 | 0.5 |
| Leverage retios <br> Deot/oenity ratio (times) <br> Interst coverage patio (times) <br> Debt fetio (limes) | 4.2 1.3 0.8 | 2.5 0.9 0.7 | 1.8 1.4 0.6 | 11.5 0.7 0.9 | 4.6 1.6 0.8 |


121 Phese estimetes orn onsed on sumblo of businessm reporting seles ontwen 525.000 anc $52,000,000$
see fote 1 for zymols ano notes

Definitions:

1. Lituicity retio:

Gurtent $=$ cuprent assets / Ewteme bual. ine
2. lever ge petios:

- Deblequisy a colob lisoilities / equity.
ol Debi rafio = total habilities/ielal assels.
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)

 only those businesses poorqing sistement of changes.
See Tool i for ymools and notes

TABLE 5. Employment ehanges by bize of business. 1984-1987 besed on SIC elasaification in i987
Ontario. Operstors of Non-Residentlal Bulldings (S1C 7512)


TABLE 6. Selected operating eharacteristics of small businesses by sales quartile, 1985-1987 Ontario. Doepetors of Non-Residential Buildings (SIC 7512 )

|  | cotal! | 30::0m | tower 9: ode 25\% | mades ener | $\begin{array}{r} 500 \\ 250 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | $\begin{array}{r}161 \\ 204 \\ \hline 988\end{array}$ |  |  |  |  |
| Average sales 5 Average expense | 204.938 156.535 | 36.791 30.675 | 14.031 | 148.45 | S6i.02E |
| Average net profit (loss) \$ | 48,462 | 6.115 | 59.870 | 47.898 | 79.965 |
| Businesses reporting profit (Mo.) |  |  |  |  |  |
|  | 198.563 $1: 8.573$ |  | 75.816 | 140.662 |  |
| Aversge txpense ${ }_{\text {Average }}$ | $1: 8.573$ 79.950 | 20,178 15,120 | 23.074 | 58,530 82.132 | $397.550$ |
| Averege net profits |  |  | 73, 742 | 82.132 |  |
| Businesses reporting loss (No.) | 41 |  |  |  |  |
| Average sales \$ | 222.602 | 40.680 | 68, 135 | 162.977 | 620.616 |
| Averge expense \$ | 268.987 | 58.027 | 85.961 | 182.933 | 749.027 |
| Average net loss $\$$ | -46.385 | -17.347 | -19.825 | -19.956 | $-128.111$ |

1986

| Mumber of observetions in samole | 283 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge seles $\$$ | 210,475 | 34.51: | 84.870 | 143.690 | 598.830 |
| Aveiage expenses | 177.123 | 29.908 | 56, 787 | 113.751 | 508.045 |
| Average net profit (loss) \$ | 33.352 | 1,603 | 8. 083 | 29.939 | 90.785 |
| Businesses reporting e profit (Mo.) | 208 |  |  |  |  |
| Average sales | 218.451 | 33.923 | 64.197 | 142.453 | 833.269 |
| Aversge expense \$ | 151.321 | 24.369 | 42.706 | 92.554 | 445.656 |
| Average net profins | 67.140 | 9.554 | 21.491 | 49.895 | 187.613 |
| Businesses reporting loss (No.) | 75 |  |  |  |  |
| Average sties 8 | 195.783 | 37.126 | 68.183 | 147.228 |  |
| Average exdense $\$$ | 235.197 | 54.571 | 83.872 | 174.348 | 627.995 |
| Average not loss | -39.414 | -17.465 | -17.709 | $-27.120$ | -95.379 |

1987

| Mumber of observations in sample <br> Average sales <br> Average expense s <br> Average net profit ldoss) | 180 165.062 19.224 16.838 | $\begin{array}{r} 39.559 \\ 33.658 \\ 5.901 \end{array}$ | $\begin{array}{r} 55.811 \\ 88.008 \\ .197 \end{array}$ | $\begin{array}{r} 132.954 \\ 131.143 \\ 1.811 \end{array}$ | $\begin{array}{r} 425.923 \\ 365.088 \\ 59.835 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 112 |  |  |  |  |
| Average sales | 168.462 | 38.666 | 62.962 | 140.777 | 123.462 |
| Average expense \$ | 121.485 | 17.876 | 42.519 | 115.488 | 310.058 |
| Average net protit | 44.977 | 20.790 | 20.443 | 25.289 | 113.384 |
| Dusinestes redorting loss (Mo.) | 81 |  |  |  |  |
| Average sales 5 | 165.543 | 41.140 | 70.143 | 121.650 | 433.240 |
| Average expense 5 | 212.093 | 61.589 | 101.733 | 153.763 | 531.285 |
| Avernge net loss\$ | -15.550 | -20.649 | -31.590 | -32.113 | -98.045 |

11 these estimples bre based on sample of ousinesses reoorting sales betmen 825.000 and 82.000 .000 .
Set fable for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. i987
Ontarlo, Insurance and Real Estare Agencies (51C 7611)


Syebols

```
zEro of no observe:ions
- too smell too or expressed
    mop apoliceble
* confidentiol
```

footnotes
(1) These estimeqes spe besed on stmal of businesses reporting sales beimeen 825.000 . and 52.000 .000


 individually end the sotal ,ill not necesserily equl $100 \%$

## Motes

Dote ort shown by quertiles when bt least i3 of the sempled businesses report the spec: fic ipem.

 mign and low velues of sales bre shown

How to use the tables

121 ing selgcted ranpe will indicate the proper quarsile. i.e. the. iom 25\%. the lowit miode 25z. ine upper midgle 25\% or the sop 25\%


## Stmenderd Indumtriel CIsesificstion Defimition (SIC 18s0)

51C 7611 - Insurence ond Real Estete Agencies
Businesses primarily engaged in elster the selling of insurance and pension products as an independent agent or broker or desling in itel estata such as buying and selling for others, managing anc apprising rest esiate for others or whose activiries encompess boit fielos Busingsses engaged in rear ostare appraisal services. ingepengeni, inc.rance claim aojusiers. insurance ogenis and brokers. insur ance ding real estoie sgencies. insurance broker services ano real esitotogences are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Insurance and Real Estate Agencies (SIC 7511)

|  | -ota(:) | Sot:9m $2 \Xi \%$ | $\text { midale -awer } \sim 5 \%$ | miccle sev: | $\begin{aligned} & 40 \\ & 0 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample Mo. Low sales value : $\$ 00 \mathrm{C}$ s Hign saigs vaiue ' $\$ 000$ 's! | $\left\{\begin{array}{l} 02 \\ \vdots \\ 1 \end{array}\right.$ | 11 $\vdots 5$ | $\begin{array}{r} 99 \\ 18 i \end{array}$ | $\begin{aligned} & 181 \\ & 379 \end{aligned}$ | $379$ |
|  | Average $1 \$ 000$ s |  |  |  |  |
| Assets |  |  |  |  |  |
| Casm Accounts and notes receivabie | 44 | 6 | 20 | 27 | : 9 |
| Inventory | 4 | f | 20 | 2 | - |
| Other current assers | 12. | E8 | 60 | 122 | $\because: 1$ |
| Total current assets | 165 | 54 | 80 | 148 | 36 i |
| fixed assets | 33 | ¢ 5 | 26 | 27 | 52 |
|  |  | 22 | - | - | - |
| Other essets | 44 | 22 | 28 | 36 | 88 |
| Totel essets | 242 | 101 | 133 | 211 | 511 |
| Liebilities and equity |  |  |  |  |  |
| Other cursent liobilitios | 123 | 38 | 60 | 91 | 295 |
| Total curient liodilites | 131 | 49 | . 64 | 99 | 304 |
| Mortgages osyat | - | - | - | - | - |
| Long rerm deot | 3 | - | 6 | 3 | 5 |
| Other liabilities | 37 | 42 | 27 | 20 | 59 |
| Total limbilities | 171 | 11 | 97 | 122 | 368 |
| Totel equity | 70 | 10 | 36 | 90 | 143 |

111 iness estimates or based on a samp: ci Dusinesses reporting sales betweer $\$ 25.000$ and $\$ 2.000 .000$
See Table tor symols anc nozas

TABLE 3. Financiel ratios(1) for incopporated businesses only, 1987
Onterio, Insurance and Real Estate Agancles (SIC 7511)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { midule } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value (\$000's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 192 \\ & (1) \\ & (1) \end{aligned}$ | (1) | $\begin{array}{r} 99 \\ 181 \end{array}$ | $\begin{aligned} & 181 \\ & 379 \end{aligned}$ | $\begin{aligned} & 379 . \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Cuscent ratio (times) | 1.3 | 1.3 | 1.2 | 1.5 | 1.2 |
| ```Leverege fotios Debt/eavisy retio (times) Interest coverage rafio (times) Debt +atio (times)``` | $\begin{array}{r} 2.4 \\ 11.5 \\ 0.7 \end{array}$ | 9.0 0.9 | 2.7 8.2 0.7 | $\begin{array}{r} 1.4 \\ 18.8 \\ 0.6 \end{array}$ | $\begin{array}{r} 2.6 \\ 13.5 \\ 0.7 \end{array}$ |

(1) The ratios represent the suerage of ettios for emen ousiness in the group and eannot be calculated from the figures shown in fable 2

see tabl i for sumbois and notus.

## Definitions:

1. Liquidity ratio:

Eurcent = euprant assets ! currere hatilies
2. Leversge retiow:
a) DeDt/eauisy $=$ totar liatilities / equity
b) Debi ratio = torailiabilities/total assets.
c) Inerest coverage = nei profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated dusinesses only, 1987 Ontario. Insurance and Resl Estate Agencies (SIC 7511)

|  | Totai: $:$ | $\begin{array}{r} \text { 60t:0m } \\ =5 \% \end{array}$ | micdione: |  | 0. <br> $\therefore:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample No Low sales value isOC0 s Mign sales value iscよós | $33$ |  | -- | -- | -- |
|  |  |  | erage (\$000 |  |  |
| Opmeting setivities Easn fram oderat ons Dedreciation Dther | 33 9 -9 | -- | -- | -- | $\stackrel{-}{-}$ |
| Dividends | -12 | -- | -* | -- | -- |
| Investment ectivities <br> Disoossi of fixed ssseis <br> Purchase of fixed assers <br> Incresse in investment <br> Decrete in inves?ment | $\begin{array}{r} 16 \\ -16 \\ -7 \\ 2 \end{array}$ | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debe <br> Redayment of long tepm deb? <br> Loms from starenolders <br> Reparment of loans from sher aholders <br> Advences \& loans from government <br> Increase in equiqy <br> Decrease in equity <br> Other | 3 -1 -29 - -1 - | - - - - - - | -- -- -- -- -- | -- -- -- - - | -0 <br> $\therefore-$ <br> $\therefore-$ <br> - |
| Increaseldecrasel) in cesh s equivalents Cesh s equivelents-Beginaing of the yesr Cash i equivelenis - End of the year | $\begin{array}{r} -13 \\ 59 \\ 15 \end{array}$ | -- | -- | -- | -- |

111 Thuse estimates are based on sumpie of incorported businesses reporting salis between s25.000 sno s2.000.000. Samo sount inciwos only those Dusinesses reporting statment of changes.
set Toble 1 for symbols and notes.

TABLE S. Employment enanges by size of business. 1984-1987 bised on Sic ciassification in 1987 Onterio. Insurance and Real Estate Agencies (SIC 7511)

| Business size expressed in sverege labour units(l) | Number of businesses | $\begin{array}{r} \text { Total payrall } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Cranges in number of Businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 y \\ \text { peporting }(2) \end{array}$ | No longe? reporting(3) |
| 1884 |  |  |  |  |  |
| Total | 5.809 | 847.204 | 37.916 | 758 | 647 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 5.458 \\ 284 \\ 58 \\ 11 \end{array}$ | $\begin{aligned} & 344.010 \\ & 221.027 \\ & 170.009 \\ & 112.158 \end{aligned}$ | $\begin{array}{r} 15.398 \\ 9.028 \\ 7 . \\ 5.015 \\ 5.01 \end{array}$ | 747 7 3 1 | $\begin{array}{r} 619 \\ 28 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 6.815 | 1.784 .350 | 55.148 | 906 | . $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 6.334 \\ 441 \\ 94 \\ 16 \end{array}$ | $\begin{aligned} & 600.611 \\ & 512.005 \\ & 157.959 \\ & 214.375 \end{aligned}$ | $\begin{array}{r} 18.449 \\ 15.840 \\ 14.088 \\ 6.791 \end{array}$ | 87 30 8 | $\cdots$ $\cdots$ |

 Survey of Employment. Payroll ano hours. Statistics Cansoc, Catalogue 72-002. Mn over age labour unit could be inrerpeted as b full-time employee. Note inat ine business size groups used are ofierminto at the cencia level Thus if business has ap least 500 emplovees in canada as a whol but less than that number in onv given province it is shown in the 500 and over group.
(2) Refers 20 Dusinesses reporting no payroll geductions in the orguous yelr
(1) Aefers to businesses reporting no poypoli deductions in the following yaar
-Newty redorsing" and wo tonger poporing businesses ore essumed to move ben in os: ivi iy for six montins and the informetion is adjuster accordingly
see iable for symbols and notes

TABLE 6. Selected operating charactertstics of small businesses by sales guartile. 1985-1987
Ontario. Insurance and Real Estate Agencias (Sic 7591)


| Mumber of observations in smome <br> Averoge soles 5 <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 293 \\ 209.973 \\ 179.997 \\ 29.976 \end{array}$ | $\begin{aligned} & 40.970 \\ & 27.540 \\ & 13.430 \end{aligned}$ | $\begin{aligned} & 86.207 \\ & 30.59 \\ & 36.790 \end{aligned}$ | $\begin{aligned} & 199.004 \\ & 19.225 \\ & 14.758 \end{aligned}$ | $\begin{array}{r} 553.712 \\ 488 \\ 54.7 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 253 |  |  |  |  |
| Average sales 5 | 211.825 | 40.405 | 95.172 | 158.003 | 563.73 |
| Average exoense 5 | 170.730 | 21.590 | 64.759 | 121.957 | 474.813 |
| Average net profit \$ | 41.095 | 18.816 | 20.61 | 36,246 | 88.905 |
| Dusinestes pexorting lose (No.) | 40 |  |  |  |  |
| Average sales 5 | 201.497 | 43.47 | 93.568 | 161.906 | 507.060 |
| Average expense \$ | 219.914 | 53.958 | 102.578 | 163.140 | 553.98: |
| Average net loss \$ | $-18.437$ | -10.484 | -9.010 | -7.334 | -46.921 |

1986

| Wumber of observetions in smmple | 351 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales 3 | 250.252 | 44.949 | 98. 440 | 202.900 | 554.919 |
| Average expense 5 | 218.989 | 35.746 | 88.473 | 184.063 | 597.693 |
| Average net profit (ioss) \$ | 31.263 | 9.203 | 9.967 | 18.637 | 87.246 |
| Businesses reporting aprofit (mo.) | 335 |  |  |  |  |
| average sales $\$$ | 256.132 | 44.475 | 103.514 | 197.606 | 678.931 |
| Average expenses | 209.393 | 25.132 | 83.950 | 159.309 | 568.880 |
| Average net profits | 46.739 | 19.043 | 19.564 | 38.297 | :10.051 |
| Ausinesses reporting a lost (Mo.) | 55 |  |  |  |  |
| Average sales 5 | 224.576 | 46.224 | 90.741 | 217.780 | 543.557 |
| Average expense \$ | 244.557 | 63.454 | 95.335 | 257.349 | 562.078 |
| Average net loss s | -19.981 | $-17.240$ | -4,594 | -39.569 | -18.52 |

1987


see Teble ifor symours and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario. Computer Services (SIC i721)

|  | Tosar: 9 |  | 30:10m 25* |  | mucta bowe |  | - cale Uoce? |  |  | : |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie No. Low sales value 900 C s High sales value 500 C s |  | $234$ |  | $\begin{gathered} 11 \\ 33 \end{gathered}$ |  | $\frac{23}{5}$ |  |  |  |  |  |
| Selected expense iem | Inoustry averagel? |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | kecu y . . - esses . . . ? |  |  |  |  |
|  | Total | $\begin{array}{r} 30+40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} 30+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { m: odie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Jover } \\ & \text { mot } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} i o d \\ i 5 \% \end{array}$ |
|  | Peceent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Decupancy expensts | 6.8 | 8.9 | 4.5 | 5.8 | - 2 | 85.5 | 7.9 |  |  | 6.1 | 8.3 |
| Oedreciation | 3.0 | 5.4 | 1.9 | 2.1 | 2.8 | 77.5 | 9.9 | 3 | 2.5 | 2.5 | 3.0 |
| Repairs \& mointenance | 0.5 | 0.1 | 0.2 | 0.5 | 1.1 | 28.4 | 1.9 | 1. 3 | 0.7 | 1.4 | 3.2 |
| Mest, Iight 8 telephone | $0 . ?$ | 0.3 | 0.4 | 0.8 | 1.1 | 51.9 | 1.3 | 1.1 | 1.0 | 1.4 | 1.5 |
| Rent ${ }^{\text {a }}$ ( | 2.5 | 2.7 | 2.0 | 2.1 | 3.2 | 48.2 | 5.2 | 5.5 | 5.9 | 4.9 | 4. ${ }^{\text {P }}$ |
| Personnel expenses | 18.3 | 16.1 | 5.0 | 18.8 | 35.2 | 50.5 | 36.2 | 43. 1 | : : . | 29.1 | 40.5 |
| Financial expenses | 1.7 | 1.0 | 0.7 | 2.0 |  | 88.5 |  | 2.1 |  | 2.5 |  |
| Interest $\delta$ dank charges | 0.5 1.2 | 0.2 | 0.4 0.3 | 2.6 1.4 | 0.7 2.5 | 46.2 | 1.1 | 0.8 2.5 | $\begin{aligned} & 1.3 \\ & 0.8 \end{aligned}$ | 1.4 | 1.0 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 |
| Protit (loss) | 44.1 | 38.5 | 74.6 | 49.1 | 13.6 | 95.0 | 45.9 | 45.9 | 74.8 | 49.1 | 13.5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\ldots$ | . . | . . | . . |

Symbol

```
- zero or no observerions
-- lo0 smal! loo be exprossed
    MOQ applicable
* confidunqis
```


## Footnotes


Tors1 weignewo expendizure on given isen


individully and the lopal will not necasserily equel $100 \%$

## Motel

Dets ore shown by quertiles when at lasp i3 of the sangled businesses rooort the specithc item.
 one querter of the soist number of businesses. Within esch quertile. the everege retio is presented. For comper son purposes. the high and low vilues of sales are shown.

Mow to use the leblea

 $10025 \%$.
(3) Deti pertsining to the selected se es st ange will be in thet quartile.

## Stenderd Industrisl ciessificetion Definition 151C 18801:

S1C 9721 - Computer Servicte
 proge amming. Dlanning and systems work. This Adustry incluoes computer consulting services. compure? input preparalion services. computer processing sepices, computer programing services. computer ron ta or leasing services lexcept finence leasingl. computer services. compuser soflwar services. comoutef timesnaring services. comouter services sotimar packages. compuler services systems analysis and dest gn and computer services syblems oesign

TABLE 2. Ba?ance sheet profile for incorporated businesses only. 1987
Ontario. Computer Services (SIC 1721)

|  | To:a11: | $\begin{array}{r} 30: 10 m \\ 25 \% \end{array}$ | - ctie owe: |  | -20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No. Low sales value $(\$ 000$ s) High sales volue isu0̃'s |  | $\begin{aligned} & 11 \\ & 33 \end{aligned}$ | $\begin{array}{r} 59 \\ 100 \end{array}$ | $\begin{aligned} & 130 \\ & 251 \end{aligned}$ | $\therefore \subseteq$ |
|  |  |  | Luplage \$000 |  |  |
| Assets |  |  |  |  |  |
| -ash | 36 | i | 13 | 20 | :00 |
| Accounts and notes receivable | 36 | $!$ | 13 | 20 | : 05 |
| Other current assets | 41 | 9 | 9 | 27 | 108 |
| Total curront assets | 77 | 8 | 33 | 47 | 2: |
| Fixec ossets | 31 | 8 | 7 | 12 | 94 |
| Less: Accum. deo. On fixed ssets | 14 | - | 1 | 17 | 37 |
| Other ossets | 14 | - | i | 17 | $3)$ |
| Totel asets | 122 | 15 | 41 | 76 | 345 |
| Lisbilities and easity |  | - | 2 |  |  |
| bupher curtemt bietijicies | 58 | 9 | 23 | 39 | 150 |
| Total cur-ent lisoilites | 67 | - | 25 | 40 | 189 |
| Mortgages ofragic | - | - | - | - | - |
| Long tern ced? | , | $\bar{\square}$ | * | - | 5 |
| Other liabilipies | 14 | 1 | - | 2 | E 4 |
| Total liabilities | 82 | 10 | 25 | 42 | 247 |
| Total equity | 39 | 6 | 16 | 34 | 98 |


see Toble ifor symbols and noies

TABLE 3. Financial patios(1) for incorporated businesses only. 1987
Onterlo, Computer Services (SIC 7721)

|  | Total(2) | Botion 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | Upen midde 25\% | 700 $-5: 5$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $8000^{\circ}$ s) High sa!es valus (\$000's) | $\begin{aligned} & 187 \\ & (1) \\ & 11) \end{aligned}$ | 11 59 | $\begin{array}{r} 59 \\ 100 \end{array}$ | $\begin{aligned} & 100 \\ & 251 \end{aligned}$ | 25! |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | 0.9 | 1.3 | 1.2 | 1.1 |
| ```Leversge retios Oeot/agity petio (times) interest coverage ratio (tines) Dobi ratio (times)``` | 2.1 9.7 0.7 | $\begin{array}{r} 1.9 \\ 10.9 \\ 0.7 \end{array}$ | $\begin{array}{r} 1.5 \\ 81.1 \\ 0.6 \end{array}$ | 1.2 4.8 0.8 | 2.5 3.7 0.7 |



Set rabie i for symools end notes.

## Definitions:

1. Liquidiry perio:

Curremp = cuprent assets / Clemi diabltisies
2. Leverage retios:

b) Dedi fatio = total lisbitioties/ total essers
c) Inseresi coverage $=$ net protil - incerest expense/interes: expense

TABLE 4. Statement of changes in financial position for incorporated bustnesses only. 1987
Ontarlo. Computer Services (SIC 7721)

(1) These estimetes are pesed on sample of incopporated ousinesses fuporting sales between \$25.000 and \$2,000,000. 5ample count ineludes only those businesses ifporting a statment of changes.
Set iod. i for symouls and notes.
TABLE 5. Employment changes by size of business. 1984-1987 based on sic ciassification in 1987 Ontarlo. Computer Services (SIC 7721)


(1) average lobour units are calculated by dividing total payroll by the average onnual wage and salary pate as feported in the Surver of Emoloyment. Doyroll and Hours. Siatistics banace Catalogue 12-002. An average laboup unit could be interproted as a fuli-time employee. Note that the business size groups used ato de!ermined of the Canada level thus if business hes at leas? 500 employees in Canada as a whole but less than thet number in any given province is is show in the 500 and over group
121 Refers to businesses paporting no payroll decuctions in ine previous year
(3) Refers to businesses epporting no osyroll deductions in the following year
"Newly reporting" and "no longer seporing" ousinesses are assumed io move been in activity for six months and ine intormation is adjusteo accordingly
see itole 1 for symbols and notes

TABLE 6. Selected operating characteristies of small businesses by sales quartile. 1985-1987 Ontario. Computer Services (SIC 7721)

|  | -atalli | 50: 0 : 0 m | 7iocle 25 Lomer | - - لderer | 700 $-5 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 41 |  |  |  |  |
| Average sales $\$$ | -24.721 | -- | -- | -- | -- |
| Average exoense 3 | 201.538 | -- | -- |  | -- |
| Average net orofit (loss) \$ | 23.183 | -- | -- | -- | -- |
| Businesses reporting profit (Ma.) Average sales $\$$ | 218.331 |  |  |  |  |
| Average sales ${ }^{\text {average expense }}$ ( | 211.331 174.800 | -- | -- | -- | -- |
| Averses net piofit \$ | 43.431 | -- | -- | -- | -- |
| Susinesser reporting loss (Mo.) | g |  |  |  |  |
| Average sales $\$$ | 293.643 | -- | -- | -- | -- |
| Averoge expense $\$$ | 385.479 | - |  | -- | - |
| Average net losss | -91.836 | -- | -- | - | -- |

1986

| Mumber of observetions in sample Average sales \$ Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 152 \\ 203.798 \\ 164.135 \\ 19.663 \end{array}$ | $\begin{aligned} & 33.991 \\ & 19.924 \\ & 14.057 \end{aligned}$ | $\begin{aligned} & 56.443 \\ & 38.490 \\ & 17.953 \end{aligned}$ | $\begin{array}{r} 119.018 \\ 96.010 \\ 22.999 \end{array}$ | $\begin{array}{r} 605.740 \\ 582.25 \\ 23.635 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesser peporting profis (mo.) <br> Average sales $\$$ <br> Average expense <br> Average net prof $\ddagger \$$ | $\begin{array}{r} 127 \\ 192.652 \\ 158.806 \\ 33.846 \end{array}$ | $\begin{aligned} & 34.033 \\ & 16.572 \\ & 19.481 \end{aligned}$ | $\begin{aligned} & 57.841 \\ & 35.694 \\ & 21.147 \end{aligned}$ | $\begin{array}{r} 18.571 \\ 93.989 \\ 24.582 \end{array}$ | $\begin{array}{r} 560.162 \\ 487.969 \\ 72.193 \end{array}$ |
| Businusses paporting lose (Mo.) <br> Average sales $\$$ <br> Avorage expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 25 \\ 265.142 \\ 327.544 \\ -52.402 \end{array}$ | $\begin{array}{r} 33.779 \\ 37.335 \\ -3.554 \end{array}$ | $\begin{aligned} & 18.119 \\ & 49.186 \\ & -1.067 \end{aligned}$ | $\begin{array}{r} 127.536 \\ 134.710 \\ -7.174 \end{array}$ | $\begin{array}{r} 859.147 \\ 1.088 .946 \\ -237.805 \end{array}$ |

1987

| Mumber of observetions in semple <br> Average sales 5 <br> Average expense <br> Average net Diofi? (lose) \$ | 258 138.582 112.972 25.610 | $\begin{aligned} & 29.690 \\ & 17.958 \\ & 11.734 \end{aligned}$ | $\begin{aligned} & 42.971 \\ & 13.784 \\ & 29.167 \end{aligned}$ | $\begin{aligned} & 74.832 \\ & 40.498 \\ & 34.334 \end{aligned}$ | $\begin{array}{r} 406.834 \\ 379.550 \\ 27.184 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting prolit (Mo.) | 197 |  |  |  |  |
| Averspe sales ${ }^{\text {S }}$ | 132.049 | 29.659 | 42.023 | 74.928 | 381.584 |
| Average exoenses | 97. 293 | 14.766 | 10.127 | 34.025 | 330.276 |
| Average net profits | 34.750 | 14.893 | 31.895 | 10.903 | 51.300 |
| Businesses reporting elose (Mo.) | 61 |  |  |  |  |
| Average saies \$ | 188.135 | 29.480 | 54.326 | 74.304 | 514.028 |
| Averspe expense \$ | 190.055 | 37.296 | 57.801 | 76.065 | 589.259 |
| average net loss 5 | -21.321 | -7.415 | -3.275 | $=1.762$ | -75.231 |


See Table I for symals moles

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Advertising Agencies (SIC 7741)

|  | 10:3111 |  | $30: 10 \mathrm{~m}$$25 \%$ |  | - 00 -swe: |  | -. 0010.ED\% |  |  | - 50 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samo e No. Low sales value i $\$ 000$ s) 4ian sales value ( 8000 's) | $\begin{aligned} & !87 \\ & 11 \\ & 11 \end{aligned}$ |  | 37 |  | $\begin{aligned} & 27 \\ & 90 \end{aligned}$ |  | $\begin{array}{r} 80 \\ 235 \\ \hline \end{array}$ |  |  | 235 |  |
| Selectodexpense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \#bus: } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | $\frac{\text { Repor: }}{\text { Foral } 30 \text { tom }}$ |  | 3-s.aesses on:v 31 |  |  |
|  | Totol | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe? } \\ \text { midode } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cooer } \\ 2001 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  |  |  |  | $\begin{array}{r} \text { yooe } \\ \text { mool } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { iod } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | 2-coent of salies |  |  |  |  |
| Cost of sales | 5.2 | 0.4 | 1.8 | 9.0 | 9.2 | 17.- | 29.8 | 2. | 9.2 | 57.5 | 33.6 |
| Oceupency expensem | 8.8 | 11.2 | 14.4 | 6.1 | 4.2 | 89.5 | 10.0 | 12.8 7.8 |  | 6.1 | 4.2 |
| Deprec ation | 2.3 | 6.1 | 0.7 | 1.7 | 0.9 | 78.7 | 2.9 | 7.0 | 3. 3 | 1.9 | 9.8 |
| Repaits 8 meintenance | 0.4 | 0.8 | 0.3 | 0.5 | 0.2 | 27.9 | 1.6 | 1.4 | 3.3 | 1.9 | 0.8 |
| Heat. lighe \& it lephone | 1.0 | 1.1 | 0.4 | 1.4 | 1.1 | 65.9 | 1. 5 | 4.9 | 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 |
| Finencial expenses | 2.7 | 2.5 | 1.2 | 4.8 | 2.0 | 83.5 | 3.2 | 3.0 | 1.7 | 6.1 | 2.1 |
| Interest \% Donk chorges | 0.7 | 1.3 | 0.4 | 0.6 | 0.6 | 54.5 | 1.5 | 3.? | - ? | 1.0 | 0.8 |
| Professional fees | 1.9 | 1.3 | 0.8 | 4.2 | 1.4 | 72.6 | 2.6 | 1.4 |  | E. 0 | 1.6 |
| Other expenses | 46.4 | 21.7 | 81.1 | 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 | $5{ }^{\text {1 }}$ | 10.6 | 5.0 | 6.8 |
| Yotal | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  |  | $\ldots$ | ... | . . |

Symbol:

```
zero or no obstrvetions
-* io0 small :00 50 mepressed
    - nor adplicaolo
x confident!s
```


## Footnoter

Footnotes these estimetes bre besed on somple of businesses reporting soles between 525.000 end 82.000 .000 iotel weignted expenditurt on given irem


 individually and the cotel will nop necesserily equil $100 \%$.

## Mores

Dets are shown by quertiles when at least 13 of phe stmpleo businesses paport the specific item

 hign and low vilues of seles er shown

How to use the tebles

(2) The selected range will indicte the proper quartile. i. e. the Dottom 25z. the lower miode 25\%. the upper midde 25z or the $10025 \%$.
(3) Deta pertsining so the selected siliss size range mill be in thet quertila.

## Standerd Industriel CIssificetion Definition 151C 18801:

SIC 7749 - Advertising Apencies
Qusinessus pimarily engaged im ereating anolor placing bovertising with the publications, radio sind television media. this industry inciudes adverising olactent services. adertising services. advertising ond publicity agency consulifg services and sal promotion compoign services.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Advertising Agencies (5iG 7741)


See :atle 1 to smmools and notes

TABLE 3. Financial ratios(1) for incorporated bustmesses only. 1987
Ontario, Advertising Agencies (516 7741)

|  | Total(2) | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Uoo ${ }^{\circ}$ $\text { middle } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus, nesses in samole (No.) Low sal es value ( 8000 s) High se er value (\$000's) | $159$ <br> (1) <br> (1) | (1) | 80 231 | 231 509 | 609 |
|  |  |  | Averege |  |  |
| Liquidity ratio Cuprene petio (fimes) | 1.1 | 0.7 | 1.2 | 1.2 | 1.1 |
| Leverage patios <br> Debt/equity tatio (times) <br> Interest coverage entio (times) <br> Dett ratio (times) | 3.9 9.5 0.8 | -6.5 1.2 | 3.4 0.8 | 3.2 16.9 0.8 | 4.8 9.3 0.8 |

[^36]
See roble 1 for symools and notes

## Definitions:

1. Liquidity retio:

Curcen: = cupren asse:s/ current !aideim
2. Leveragi ratios
a) Debtleat:y : total litolities / equis
D) Debt iatio = total liatilities/toral assess
cl Interns? sowerege wit profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario. Advertising mgencies (SIC 7741)

|  | Totai! | $\begin{aligned} 50: t o m \\ 25: \end{aligned}$ | wido eow | = cole | : |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses a sample (No. Low sales value (\$000's) High sales value 3000 s) | $\begin{array}{r} 66 \\ (1) \\ (1) \end{array}$ | $\begin{aligned} & 11 \\ & 137 \end{aligned}$ | $\begin{aligned} & 37 \\ & \vdots \end{aligned}$ | $\begin{array}{r} 3 \\ 25 \\ i 52 \end{array}$ |  |
|  |  |  | versge $1 \$ 000$ |  |  |
| Operating activities <br> Casn from operations <br> Deprec ation <br> Other | $\begin{array}{r} 40 \\ 7 \\ 5 \end{array}$ | $\begin{array}{r} 6 \\ 3 \\ 34 \end{array}$ | $\begin{aligned} & 39 \\ & 35 \end{aligned}$ | $\begin{array}{r} 3 E \\ -16 \end{array}$ | 56 19 -79 |
| Dividends | -22 | $=$ | - | -38 | -49 |
| Investment activities <br> Disposal of fixed ossets <br> Purchase of fixed assets <br> lncresse in investment <br> Decresse in investment | 2 -8 -1 2 | -5 | -1 | - 5 | 5 -19 -6 7 |
| Finencing activities <br> Increase in long term debt <br> Roparment of long ierm deb? <br> Loans from shareholders <br> Recarment of loans from shareholders <br> advances 8 loans from government <br> lncrease in equity <br> Decrease in equitr <br> Dther | 1 -3 4 -6 - - -1 | $:$ <br>  | -4 -7 | 2 -2 5 -8 - - -3 | 2 -6 10 -8 -1 -2 |
| Increase(decrease) in cash s equivelents Cash squivolents-Beginning of the rear Cosht equivelents - End of the rear | 20 18 39 | 38 57 94 | 73 3 75 | -1 13 12 | -19 -15 |

 only those businesses iporting statement of changes
Set lable i for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in ig87 Dnterio. Advertising Agencles (5ic 7741)

| Business size expressed in average labour units!l! | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average iabour units(1) | Chenges in number of businesses with paid molorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\xrightarrow[\text { Reoorting }(2)]{ }$ | No longer (eportingi3) |
| 1984 |  |  |  |  |  |
| Potel | 801 | 179.013 | 7.961 | 194 | 130 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20^{\circ} \text { - } 99 \\ & 100 \text {. } 49 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 721 \\ 56 \\ 21 \\ 3 \end{array}$ | $\begin{aligned} & 40.815 \\ & 41.213 \\ & 67.900 \\ & 29.155 \end{aligned}$ | $\begin{aligned} & 1.818 \\ & 1.831 \\ & 3.017 \\ & 1.295 \end{aligned}$ | 184 9 1 | $\begin{array}{r} 123 \\ 8 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 1.017 | 271.864 | 13.227 | 178 | ... |
| $\begin{aligned} & \text { 1es: han } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { nd over } \end{aligned}$ | 898 88 27 6 | $\begin{array}{r} 04.420 \\ 63.743 \\ 104.907 \\ 38.794 \end{array}$ | $\begin{aligned} & 3.131 \\ & 3.107 \\ & 5.097 \\ & 1.892 \end{aligned}$ | 172 4 2 | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units are colculased by dividing total paypoll by the overage annual wage and salmpy pere in poorted in ing

full-time emoloyet. Note the: ine Dusiness size groups useo epe derermined ot the consod tevel. Thus it business me a: lees 500 employees in Cansda as a mhol but less than that number in any given province it is show in the 300 and over group
(2) heters to businesses reporting no payroll deductions in the previous yest
(3) hefers to businesses reporting no payrdil ouductions in the following year
*Newly redorting" and "no longer reporting" businesses are essumed to have deen in ectivity for six mon the end the information is adjusteo accoroingly.
see isole ' fop symbols ano notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-198i
Ontario, Advertising Agencies (\$16 9741)


1985


1986

| Mumber of observetions in sample <br> Average seles $\$$ <br> Average exoense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 94 \\ 337.022 \\ 315.324 \\ 21.698 \end{array}$ | $\begin{array}{r} 32.462 \\ 23.890 \\ 8.572 \end{array}$ | $\begin{array}{r} 57.913 \\ 49.279 \\ 8.634 \end{array}$ | $\begin{array}{r} 223.6 i 3 \\ 202.31 \\ 21.362 \end{array}$ | $\begin{array}{r} 1.034 .239 \\ 985.8 .5 \\ 48.2 .24 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessen reporting profit (No.) <br> Average sales $\$$ <br> Average expense s <br> Averoge net profits | $\begin{array}{r} 79 \\ 354.101 \\ 313.859 \\ 40.248 \end{array}$ | $\begin{array}{r} 32.462 \\ 23.890 \\ 8.572 \end{array}$ | $\begin{aligned} & 62.057 \\ & 51.084 \\ & 10.973 \end{aligned}$ | $\begin{array}{r} 250.921 \\ 201.823 \\ 49.098 \end{array}$ | $\begin{array}{r} 1.070 .965 \\ 978.639 \\ 92.326 \end{array}$ |
| Dusinesses reporting los: (Mo.) <br> Averape stes 5 <br> Avernge exoenso 5 <br> Averoge net loss $\$$ | $\begin{array}{r} 15 \\ 398.060 \\ 415.436 \\ -17.376 \end{array}$ | : | $\begin{array}{r} 42.577 \\ 42.598 \\ .21 \end{array}$ | $\begin{array}{r} 195.128 \\ 202.823 \\ -7.695 \end{array}$ | $\begin{array}{r} 956.474 \\ 1.000 .888 \\ .44 .114 \end{array}$ |

1987

| Mumber of observations in smple <br> Avernge soles $\$$ <br> Average expense $\$$ <br> Average net piofit (loss) \$ | 192 248.274 229.833 18.441 | 36.546 19.858 14.688 | 56.221 48.914 7.307 | $\begin{array}{r} 153.836 \\ 147.380 \\ 8.456 \end{array}$ | $\begin{array}{r} 748,194 \\ 703.181 \\ 45.319 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses peporting profit (Mo.) | 148 |  |  |  |  |
| Aversege sales \$ | 243.685 | 34.256 | 61.682 | 143.850 | 734.952 |
| Average exdense $\$$ | 213.617 | 17.818 | 43.957 | 121.385 | 671.308 |
| Average net diofits | 30.068 | 18.438 | 17.725 | 22.165 | 63.644 |
| Businesser feoortine - lost (mo.) | 44 |  |  |  |  |
| Average seles | 257.607 | 36.959 | 44.163 | 169.376 | 819.929 |
| Average expense 5 | 288.995 | 35.970 | 59.858 | 187.834 | 871.315 |
| Average net loss\$ | -21.388 | -11 | -15.695 | -18.458 | -51.387 |

 see iable i for smouls and ecies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario, Management Consuliting Services (Sic 7771 )

|  | Potal!? |  | Sotiom |  | $\begin{gathered} \text { Lowel } \\ \text { madie } 2 E:, ~ \end{gathered}$ |  | $\begin{array}{r} \text { Jooer } \\ \text { Tide ? } \end{array}$ |  |  | - 5. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nesses in sample (No Low sales vaive $(5000$ 's mign sales value $\$ 000$ s | $\begin{aligned} & 822 \\ & 111 \end{aligned}$ |  | jô |  | $\begin{aligned} & 35 \\ & 34 \end{aligned}$ |  | $\begin{array}{r} 54 \\ : 04 \end{array}$ |  |  | 104 |  |
| Selected expense irem | Industey aversoge 2 ) |  |  |  |  | $\begin{aligned} & \text { Yousi- } \\ & \text { resses } \\ & \text { reposting } \end{aligned}$ | Reoorting ousinesses anlut ji |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { uoper } \\ & \text { hidde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Botrom } \\ ? 5 \% \end{array}$ | $\begin{gathered} \text { Lowe i } \\ \text { middI } \\ 25 \% \end{gathered}$ | $\begin{gathered} \text { Uoder } \\ \text { miodl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Oecent of saies |  |  |  |  |
| Decupancy expenses | 5.9 | 4.1 | E. 4 | 5.3 | 7.9 | 6 | 8.5 | 2. 1 | 9.6 | 7.1 |  |
| Depreciation | 2.0 | 1.5 | 2.6 | 1.9 | 1.9 | 5. | 3.6 | 4. 3 | 5.3 | 3.4 | 2.4 |
| Reoairs \& maintenance | 0.2 | 0.4 | 0.1 | 0.1 | 0.3 | 15.6 | 1. 5 | 2.7 | 1.1 | 0.7 | - ${ }^{4}$ |
| Hest. light \& teleohone Rent | 1.0 | 0.6 1.6 | 0.9 2.8 | 1.1 2.1 | 1.6 4.2 | 47.2 | 2. 6.5 | 2.2 | 2.0 6.7 | $\begin{aligned} & 2.2 \\ & 6.6 \end{aligned}$ | $\begin{aligned} & 2.3 \\ & 5.4 \end{aligned}$ |
| Personnal expenses | 17.1 | 5.5 | 8.7 | 21.3 | 32.8 | 46.0 | 39.0 | 36.7 | 29.0 | 43.5 | 40.3 |
| Financial expenses | 3.2 | 1.0 | 3.6 | 3.5 |  | 58.5 | 5.5 | 3.3 |  |  |  |
| interes? \& oank charges professional fees | 0.9 2.3 | 0.4 | 1.3 2.3 | 0.7 2.9 | $3.6$ | 35.9 51.8 | 2.5 4.5 | 2.5 2.3 | 5.0 5.8 | 1.9 5.9 | 1. 4.8 |
| Other expenses | 21.5 | 15.2 | 20.5 | 22.5 | 27.7 | 75.9 | 26.9 | 25.9 | 28.0 | 27.2 | 28.1 |
| Profit (loss) | 52.2 | 74.2 | 80.5 | 67.3 | 25.9 | 58.0 | 53.3 | 75.1 | 80.8 | 50.2 | 27.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | . . | $\ldots$ | . . |

## Symbol

- zero or no odsepvetions
- to0 smell too de expresed
.. nor epplicsol
- configentiv।

Footnoter
(1) finese estinetes ere besed on sample of businesses pepopting seles between $\$ 25,000$ and $\$ 2,000,000$


This portion of the tobl perteins oniy so the businesses reporting the specific expense item. Therefore these retios erelculated individudly and the cotat will not necessarily quel i00\%.

Motes
Deta or shown by quartiles when ot lest 13 of the sempled businesses repors the specific item
 one querter of the total number of businesses. Wishin esth quertile. phe oversge rstio is prisenteg. for compg. high ang tom vilues of stiles are shown.

How to use the rabler

 $10025 \%$
(3) Date perteining to the selected stales size range will be in thet quertile

Stenderd Induserisl Clessificetion Definition 1515 10801:
sic 9971 - Managesent Consulting Services
Businesses primarity engaged in providing businass and managmen: consulting services such as: business management consul ing services,
 management consultants. personnet management consulitants ano tariff and customs consuliants.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Onterlo. Management Consulting Services (SIC 7771)

|  | -o:alil) | 3or:om $=5{ }^{\circ}$ | -.00 Lowe\% |  | ご, |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinasses in sample iNo. Low sales value $\$ 5000$ s. aigh sales ralue 13000 si | $358$ | $\left(\begin{array}{l} 1 \\ 57 \end{array}\right.$ | 57 32 |  | 22 |
|  |  |  | Average \$000 |  |  |
| Asset |  |  |  |  |  |
| Cash | \% | 5 | 11 | 10 | $\because 5$ |
| Accounis and notes ceceivable | 23 | 5 | 11 | 10 | 55 |
| Inventory $\begin{aligned} & \text { Other eupeont assers }\end{aligned}$ | $\bigcirc$ | - | - | - | - |
| Other eurcont assers | 56 | 18 | 21 | 55 | ! 1 |
| Toral curcent assets Fixed assess | 79 | 23 | 32 | 75 | - \% |
| Fixed assets Less: Accum. deo. on fixed assets | 26 | 6 | 14 | 11 | 72 |
| Less: accum. deo. on fixed assets | - | - | - | - | 5 |
| Other assets | 40 | 32 | 13 | 17 | 97 |
| Totsl essets | 148 | 60 | 59 | 103 | 353 |
| Lisbillities and eavity |  |  |  |  |  |
| Cuprent loens lisailities | 52 | 15 | 23 | 42 | 27 |
| Total current lisoilitues | 63 | 18 | 28 | 47 | 50 |
| Mortcages oayable | - | - | - | - | - |
| Long term debt | , | - | - | 2 | 75 |
| Other liabilitios | 32 | 14 | 14 | 22 | 75 |
| Total liabilities | 96 | 33 | 42 | 72 | 233 |
| Total equity | 45 | 27 | 17 | $3!$ | 120 |



Sei iabie i for symbois and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Onterlo. Management Consulting Services (Sic 7771)

|  | Totel(2) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midel } 25 \% \end{array}$ | Uper $\text { middele } 25 \%$ | 790 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom soles value ( $\$ 000$ s) Migh sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 368 \\ & 11) \end{aligned}$ (1) | (1) | 57 98 | 92 204 | 204 |
|  | Aversoe |  |  |  |  |
| Liquiditr ite Current itio (times) | 1.3 | 1.2 | 1.1 | 1.6 | 1.2 |
| ```Levermeg ratios Debt/equity ratio (times) interest coversge retio (times) Oeot fotio (times)``` | 1.9 15.5 0.7 | 1.2 10.7 0.5 | 2.6 12.2 0.7 | 2.3 18.3 0.7 | 4.9 15.9 0.9 |



See iatole 1 for symbols and notes.

## oefinitions:

1. Liquidity potio:

Curront a current assets/ durcent liagilits
2. bevertag relios:




TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario, Management Consulting Services (SIC T771)

|  | io:al! | $30: t o m$ | micale -ower | $\begin{array}{r} \text { Jooe? } \\ \text { miool } \\ \hline 5 \% \% \end{array}$ | S: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses it samole No. Low sales value 5200 's Hign salas vaiue $9000^{\prime}$ s | $\begin{aligned} & 147 \\ & (1) \\ & \{1\} \end{aligned}$ | (1) | $\begin{aligned} & 40 \\ & 94 \end{aligned}$ |  | +1 |
|  | Average ( $\$ 000{ }^{\circ}$ ) |  |  |  |  |
| Operating activifies Cast fom ooerations Depreciation Dther | 23 9 14 | 7 3 -1 | $\begin{aligned} & -9 \\ & 21 \\ & 16 \end{aligned}$ | 15 2 42 | $\begin{array}{r} 75 \\ 12 \\ -11 \end{array}$ |
| Dividends | -9 | -5 | - | -8 | $-20$ |
| Investment ectivities <br> Dispossi of fixed ansets <br> Purchase of fixed assets <br> lncrease in invespment <br> Decresse in investment | $\begin{array}{r} 2 \\ -45 \\ -14 \\ 4 \end{array}$ | -3 | -148 | 1 -2 -11 2 | $\begin{array}{r} 6 \\ -45 \\ -41 \\ 12 \end{array}$ |
| Financing activities <br> Incresse in long term debt <br> Repeyment of long erm oeb: <br> Loans from sharenolders <br> Reoument of loans from shareholders <br> Aovances of loans tom government <br> inciease in equity <br> Dec:ease in equity <br> Dther | 10 -3 11 -9 -9 -2 -2 | -1 | 18 -4 -2 -2 88 | -1 5 -8 - - -1 | $\begin{array}{r} 25 \\ -8 \\ 36 \\ -25 \\ 1 \\ 1 \\ 1 \\ -8 \\ 1 \end{array}$ |
| Increese(deceese) in cash \& equivalent: Cosh s equivelents-Beginning of the year Cash sequivelent: - End of the your | 11 11 23 | 5 5 | $\begin{aligned} & -16 \\ & -16 \end{aligned}$ | 38 10 48 | 27 39 |


only those businesses reporiing a statement of Changes
see Tsol i for symools ond notes.
TABLE 5. Employment changes by size of business, 1984-1987 based on SiC ciassification in ige7
Onterio. Management Consulting Services (Sic 777i)


TABLE 6. Selected operating characteristics of small businesses by sales duartile. $1985-1987$ Ontario, Management Consulting Services (SIC 7Tフ1)

| Totalil | 30ヶtom 25\% | $\begin{array}{r} \text { Lower } \\ \text { mocole }=5 \% \end{array}$ | $\text { miac:e } \begin{aligned} & -2 \overline{\%} \\ & =5 \% \end{aligned}$ | $2$ |
| :---: | :---: | :---: | :---: | :---: |



1988


| Mumber of observetions in samole Average sales \$ <br> Average exoenses <br> Average net profit (loss) \$ | $\begin{array}{r} 816 \\ 112.905 \\ 75.971 \\ 36.934 \end{array}$ | $\begin{array}{r} 29.336 \\ 8.834 \\ 20.502 \end{array}$ | $\begin{aligned} & 43.295 \\ & 18.050 \\ & 25.245 \end{aligned}$ | $\begin{aligned} & 73.327 \\ & 44.023 \\ & 29.304 \end{aligned}$ | $\begin{array}{r} 305.663 \\ 232.978 \\ 72.685 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Aversge expense s <br> Aversen nut profit \$ | $\begin{array}{r} 530 \\ 114.436 \\ 68.884 \\ 45.552 \end{array}$ | $\begin{array}{r} 29.319 \\ 6.474 \\ 22.845 \end{array}$ | $\begin{aligned} & 43.874 \\ & 14.581 \\ & 29.093 \end{aligned}$ | $\begin{aligned} & 73.816 \\ & 35.632 \\ & 38.254 \end{aligned}$ | $\begin{array}{r} 310.865 \\ 218.849 \\ 92.016 \end{array}$ |
| ```8usinesses reporting loss (No.) Aversoe sales $ Average exoenses Average net loss $``` | $\begin{array}{r} 88 \\ 105.295 \\ 118.317 \\ -13.022 \end{array}$ | $\begin{aligned} & 29,528 \\ & 35,437 \\ & -5.909 \end{aligned}$ | $\begin{array}{r} 40.337 \\ 45.102 \\ -6.765 \end{array}$ | $\begin{array}{r} 70.030 \\ 93.545 \\ -23.516 \end{array}$ | $\begin{array}{r} 281.283 \\ 299.182 \\ -17.899 \end{array}$ |

111 These estimates are basto on s samele of busimesses reparting soles betwen 525.000 and $\mathbf{2 0 . 0 0 0 . 0 0 0}$
See Table for symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario, Motels and Moior Motels (Sic gi11)

|  | Total': |  |  | Qe::om | m,odiowe: |  | upoe:$\pi \cdot 001.55 \%$ |  |  | $\begin{aligned} & 500 \\ & -5 \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low sales value is000 s Migh sales vaive $1 \$ 000$ s |  | $206$ |  | $\begin{array}{r} 1) \\ 36 \end{array}$ |  | $\begin{array}{r} 36 \\ =30 \end{array}$ |  | 238 |  |  |  |
| Sulectedexomsa lem | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \#yusi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Redoriting susinesses onlyi 3 |  |  |  |  |
|  | To:a | $\begin{array}{r} \text { Bo:40m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{gathered} \text { voper } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tolat | Botiom 25\% | $\begin{array}{r} \text {-ower } \\ \text { miadl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UsDer } \\ & \text { mıdie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Porcens of sales |  |  |  |  |  | Percent of saies |  |  |  |  |
| Occupancy expenses |  |  |  |  |  |  |  |  |  |  |  |
| Degreciation Rogsirs malntenance | 10.9 6.1 | 41.3 2.4 | 3.9 12.8 | 4.5 2.9 | 4.5 3.5 | 80.4 | 13.5 7.3 | 45.1 6.7 | $13.1$ | 3.9 | 1.9 4.0 |
| Heat. light steleohone | 8.1 | 22.0 | 6.7 | 4.8 | 4.5 | 99.3 | 8.5 | 22.0 | 6.7 | 4.8 | 4.6 |
| Rent ${ }^{\text {a }}$ ( | 7.2 | 30.9 | 1.0 | 3.1 | 2.1 | 42.1 | 17.1 | 48.4 | 6.4 | 6.9 | 3.8 |
| Personnel expenses | 23.1 | 41.2 | 13.8 | 22.4 | 25.3 | 99.7 | 23.9 | 41.2 | 13.8 | 22.4 | 25.6 |
| Finencial expenses | 7.8 | 4.4 | 11.8 | 5.5 | 9.6 | 97.8 | 1.0 | 4.8 | 11.7 | 5.7 | $? .7$ |
| Interest 6 asmk charges | 6.3 | 0.3 | 10.7 | 4.9 | 6.2 | 82. | ?. 6 | 0.6 | 13.1 | 5.8 | 6. 8 |
| Prolessional fees | 1.5 | 6.1 | 0.9 | 0.7 | 1.4 |  | 1.8 | 4. 5 |  |  | 1.5 |
| Other expenses | 64.7 | 109.2 | 57.2 | 54.5 | 52.5 | 100.0 | 54.7 | 109.2 | 57.2 | 56.5 | 52.5 |
| Profit (loss) | -29.0 | 151.4 | -7. 1 | 2.1 | -0.1 | 93. 2 | -29.2 | 151.4 | -7. 1 | 2.1 | -0.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | - $\cdot$ | ... |  |

Symols

- zero or no observetions
- too small too De expressad
... not soplicabl.
$\times$ confidentiol


## footnotes

Ill These estimetes are Dused on sample of businesses reporqing seles between 525,000 end 82.000 .000 Totol weigntec expenoiture on siven irem

$\{3\}$ Volue in ench cell $=\frac{\text { lotel wighted expondiqup on given item }}{\text { Total waghted soles of Dusinesses reporting tris item of expenditur }}$
This portion of the tobloperins only to the businesses reporting the specific axpense ifon. Thersfort these retios serelculated individully and the tol will not necesssrily equel 1008

## Notes

Oste re shown by quartiles when st loast i3 of the semplod businesses roport the specilic item
 one querter of the rotei number of businesses. Within ect quertile, the ever oge ratio is presented. for comperison purposes. the high and low vilues of siles ore shown.

How to use the teblen

12) The selected ronge will indicate the proper quertile. i. e. se bortom 25\%, the lower nidol 25s, the upper niddit 252 or she 100 25\%.
(3) Dete pertaining 80 the selected stids tige pange wil be in thet quertile

## Stencerd Industrim Clasaification Definition ISIC 18s01:

S1C 8111 - Motels and Motor Motels
Business primertly engaged in providing shorl iecm ecommodetion to the public with or without tood. Dever age and other services. h hotel-type room has access only from the inter:op of the building and a motel-hotel tyot coon mas access from doth the interiof and oxperior. Included are businesses hgeged in hostels. hotel accommoderion services lexcept opartment hotelsl. hofel lodging services


TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Hotels and Motor Hotels (S16 9191)

|  | Fc:zi:i) | 30t:0m $-5 \%$ | bower $\text { - cole }-\therefore$ | T/cala | ? 20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie :No. Low sales value $\$ 000$ 's High sales veive 3000 's | 134 12 | 120 | 326 | $\begin{array}{r} 359 \\ 510 \end{array}$ | ${ }^{1} 10$ |
|  |  |  | Average $\$ 000$ |  |  |
| Assets |  |  |  |  |  |
| Cash | 5 | - | ; | 4 | 13 |
| Accounts and notes peceivel Inventory | 2 | - | - | - | 1 |
| Oiher =uppert assets | 64 | 28 | 47 | 78 | 108 |
| Total current assets | 68 | 29 | 48 | 82 | $\because 6$ |
| Fixed essets | 359 | 276 | 140 | 333 | 679 |
| Less: Accum. dep. On fixed lesers | - | - | 120 | * | 12 |
| Othep assets | 77 | 10 | 126 | 48 | 123 |
| Total msent | 502 | 314 | 314 | 463 | 914 |
| Liebilities end easity Curcent lons |  |  | 1 | 97 | 18 |
| Other cupren : iseojiles | 101 | 10 | 54 | 91 | 246 |
| Total current iobilities | 111 | 15 | 55 | 108 | 264 |
| Mortgages parable | - | - | - | - | - |
| Long ierm det | 14 | 20 | - | 17 | 22 |
| Oeher liabilities | 228 | 85 | 98 | 249 | 477 |
| Totel limbilities | 353 | 120 | 154 | 373 | 781 |
| Total equity | 149 | 194 | 161 | 90 | 153 |

(1) These istimates are Daseo on somple of businesses repoiting sales perween $\$ 25.000$ and 52.000 .000

Set is5le for symbols and notes.

TABLE 3. Financtal ratios(1) for incorporated businesses oniy. 1987 Ontario. Hotels and Motor Moteis (SIC 9111)

|  | Totel(2) | 8ot:om 25\% | $\begin{aligned} & \text { Lowe? } \\ & \text { middl } 25 \% \end{aligned}$ | Upder $\text { midole } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value $(8000$ s) High sales value ( 8000 . ) | $\begin{aligned} & 134 \\ & (1) \\ & 11) \end{aligned}$ | $\begin{aligned} & 11 \\ & 220 \end{aligned}$ | 220 368 | 368 510 | $\begin{aligned} & 610 \\ & 111 \end{aligned}$ |
|  | Averege |  |  |  |  |
| Liquidity etio Current ratio (itmes) | 0.6 | 2.0 | 0.9 | 0.8 | 0.4 |
| Leverage retios <br> Deotleoyify ptio (times) <br> fonterest coverage petio (times) <br> Gebt ratio (imes) | 2.4 0.6 0.7 | $\begin{aligned} & 0.8 \\ & 0.4 \end{aligned}$ | 1.0 0.6 0.5 | 4.2 1.9 0.8 | 5.0 1.0 0.8 |

(1) The resios represent the gevege of retios for emen business in the group ond cmnor de calculted fiom the figures shown in table 2

121 these estimetes ar besed on semple of businesses pepprting seles betwem 525.000 mnd 82.000.000
set ieble ifor symols and nates.

## Definitions

1. Limidity fatio:

2. Leverage retics
deblequity = toial lisoilisies / equity
O) Det catio = total biobilities / iotal asseis
c) Interes: coverage z net profit - intarest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated bustnesses only. 1987 Ontario. Motels and Motor Hotels (SIC 9111)

|  | Cotali! | $\begin{array}{r} \text { got } 10 \mathrm{~m} \\ 25 \% \end{array}$ | 'owe <br> 同iodle 35: | Uoce: <br> m1001 $55^{\circ}$ | $\begin{aligned} & -00 \\ & =3: 8 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcic No. Low sales value ( 8000 s) H.gh sales velut' \$00C's | $\begin{aligned} & 85 \\ & i 1) \\ & (1) \end{aligned}$ | 181 | $\begin{aligned} & : 81 \\ & 350^{\circ} \end{aligned}$ | $\begin{aligned} & 256 \\ & 5 y 2 \end{aligned}$ |  |
|  | Average 18000 s |  |  |  |  |
| Opersting activities Casn from ooerations Oepresiation Other | 5 23 -12 | $\begin{array}{r} -23 \\ 11 \\ -15 \end{array}$ | $\begin{array}{r} 19 \\ 12 \\ -2 \end{array}$ | $\begin{array}{r} 18 \\ 21 \\ -21 \end{array}$ | 5 47 $-\quad 3$ |
| Oividends | -3 | - | - | -6 | -4 |
| Investment activities <br> Disposal of fixed assets <br> Purchese of fixed assets <br> incresse in investment <br> Oecronse in investment | $\begin{array}{r} 41 \\ -29 \\ -7 \\ 2 \end{array}$ | - 3 | 6 -14 | $\begin{array}{r} -30 \\ -5 \\ 8 \end{array}$ | $\begin{array}{r} 152 \\ -59 \\ -21 \end{array}$ |
| Finencing setivitios <br> lncresse in long term debt <br> Repayment of long term debt <br> Losns 4 rom sharenolders <br> Recayment of loans from shareholders <br> Advances \& loans from goveinmens <br> Increase in ecuity <br> Decrease in equity <br> Dther | 38 -43 10 -16 | 50 -9 -9 | $\begin{array}{r}2 \\ -4 \\ -15 \\ \hline\end{array}$ | $\begin{array}{r} 43 \\ -16 \\ 6 \\ -14 \end{array}$ | $\begin{array}{r} 59 \\ -149 \\ 35 \\ -24 \\ \hline \end{array}$ |
| Incrasse(decrease) in cash sequivelents Cash s equivalones-Beginning of the yeer Cash equivalents - End of the yemr | 11 26 39 | 5 -3 2 | $\begin{array}{r} 3 \\ 84 \\ 87 \end{array}$ | 4 -2 2 | 30 20 50 |

 onty those Dusinesses reporting sintement of chonges
see isbis ifor symbols and noies.

Onterio. Hotals and Motor Hotele (Sic 9111 )



 full-time employet Note that the business size groups used. - vee of the Conoos evel thus if obusiness has at enst 500 employees in canade as whol bul less then thet number in at. ; wen province it is shown in the 500 ond over group
(2) Refors to businesses reporting no payroll deouctions in the provioub yebr
(3) Refers io businesses reporting no payroll delouctions in the following year
"Wewly reporging" and "no conger reporting" businesses ore assumed to move been in activity for six months and the information is adjusied secordingly

See isole 1 for symools ind notes

TABLE 6. Salected operating characteristies of small businesses by sales quartile, $1985=1987$ Onterio. Motels and Motor Hotels (SIC 9111)

|  | To:al(1) | $\begin{array}{r} 3 c: 50 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { Ti } 05: ~ ? ~ \end{array}$ | $\begin{aligned} & \text { uecor } \\ & \text { - cu: } \end{aligned}$ | $\begin{aligned} & =2 \\ & =2 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 510.790 |  |  |  |  |
| Average sares \$ | 510.790 | 103.077 | 284. 510 | E:2.94 | : . 42.190 |
| Average exoenso ${ }^{\text {aver }}$ (loss) | $=07.468$ | 98. 4.0978 | 8, 171 | 507.586 $4.90 日$ | 194.303 -8.301 |
| Businesses reporting profit (Mo.) | 42 |  |  |  |  |
| Avorsge soles \$ | 490.189 | 108.979 | 293.134 | 499.571 | : 0.053 .969 |
| Averoge expense 5 | 451.535 | 98.054 | 249.228 | 465.738 | 993. 218 |
| Average net profits | 38.654 | 10.025 | 43.906 | 33.836 | 66.849 |
| Businessen recorting loss (Mo.) |  |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 554.135 | 91.658 | 272.977 | 524.160 | 1.327 .746 |
| Average expenst \$ | 611.366 | 101.087 | 317.349 | 544.121 | 1.482.906 |
| Averape net loss \$ | -57.231 | -9.429 | -44.372 | -19.961 | -155.160 |

1986

| Mumber of observetions in samol | 110 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average ssles \$ | 446.487 | 79.608 | 206.780 | 417.804 | 1.081.759 |
| Average exoense \$ | 431.056 | 74.699 | 156.592 | 425.871 | $1.057 .05 ?$ |
| Average fit profit (loss) 5 | 15.431 | 4.907 | 40.188 | -8.05 7 | 24.697 |
| Businesses reporting profit (Mo.) | 75 |  |  |  |  |
| Average soles ${ }^{\text {S }}$ | 439.690 | 81.137 | 206.043 | 454.350 | 1.017 .228 |
| Average expense 8 | 397.586 | 72,116 | 154,505 | 420.393 | 943.328 |
| Average net profit \$ | 42.104 | 9.021 | 51.537 | 33.957 | 72,900 |
| Businessen reporting loss (No.) | -959 |  |  |  |  |
| Average sales \$ | 479.533 | 74.219 | 209.747 | 401.382 | 1.232.804 |
| Average expense $\$$ | 512.652 | 83.787 | 215.255 | 428.335 | 1.323.271 |
| average net loss \$ | -33. 129 | -9.558 | -5.508 | -26.974 | -90.437 |

1987

| Number of observations in smple Avorige soles $\$$ <br> Average exoense $\$$ <br> Average net profit (loss) \$ | 205 325.228 333.805 -7.577 | 34.841 72.027 -37.188 | 124.222 122.054 2.168 | $\begin{array}{r} 334.609 \\ 330.279 \\ 4.330 \end{array}$ | $\begin{array}{r} 811.240 \\ 810.851 \\ 379 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susineses remorting e profit (Mo.l | 115 |  |  |  |  |
| Average saliss | 23.75\% | - | 110.353 | 332.356 | 828.523 |
| Average exoense \$ | 387.088 | - | 74.537 | 307.991 | 778.729 |
| Average net profit \$ | 36.665 | - | 35.126 | 24.375 | 49.794 |
| Businesses reportisg lers (mo.) | 4 |  |  |  |  |
| Average salos \$ | 322.807 | 34.841 | 134.371 | 340.042 | 781.974 |
| Aversge expense | 369,604 | 72.027 | 156.852 | 384.266 | 865.270 |
| Averode net loss | -45.737 | -37.186 | -22.489 | -44.224 | -83.296 |

11: inese estimeres ore based on sanol of Dusinesses reperting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 . 0 0 0}$.
see fode l for symools mad nores

TABLE 1. Selected oporating ratios. in percent of sales, 1987
Onterio, notels (SIC 9112)

|  | To:alit |  | $3 c t i o m$ 25\% |  | - dole $25 \%$ |  | vooer-1.0015. |  |  | Pec$=シ$ - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No. Low sales value ( $\$ 000$ 's) High saies value 9000 s) | $\left\{\begin{array}{l} \varepsilon 7 \\ 1 \\ 1 \\ 1 \end{array}\right.$ |  | $\begin{gathered} (1) \\ 65 \end{gathered}$ |  | $\begin{array}{r} 55 \\ 102 \end{array}$ |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \#Dusi- } \\ & \text { nessesing } \\ & \text { reporting } \end{aligned}$ | Reporting susinesses ontri y , |  |  |  |  |
|  | Tota | $\begin{array}{r} 30 ヶ \tau 5 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | j2001 <br> iodle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Tot: | $\begin{array}{r} 30+40 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { cower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{gathered} \text { vooer } \\ \text { miodl } \\ 25 \% \end{gathered}$ | $\begin{array}{r} 100 \\ 25 \% \end{array}$ |
|  | Porcent of sales |  |  |  |  |  |  |  | reent of | stes |  |
| Decupency expenses |  |  |  |  |  | 100.0 | 30.7 12.3 |  |  |  |  |
| Deprection | $10$ | 9.8 9.9 | 11.9 | 11.0 8.0 | 8.2 4.2 | 83.0 94.6 | 12.3 7.9 | 18.9 10.4 | 12.4 10.7 | 17.5 6.3 | 3. ${ }^{\text {a }}$. 5 |
| Redaics beintenance Hest. I ignt \& telephone | 11.2 | 17.0 | 10.3 11.2 | 8.0 9.5 | 9.4 | 94.8 | 1.3 | 17.0 | 11.2 | 9.5 | 7. 6 |
| Rent. | 1.8 | 4.2 | 11.2 | 0.9 | 2.1 | 26.2 | - ${ }^{\text {a }}$ | 12.6 | 0.4 | 4.4 | 4.9 |
| Personnel expenses | 15.1 | 8.3 | 13.2 | 17.0 | 21.4 | 90.5 | 15. | 11.0 | 15.5 | 17.0 | 21.4 |
| Financial expenses | 14.6 | 18.3 | 13.0 | 16.8 | 10.6 | 98. 3 |  |  |  |  |  |
| Interest 5 gans suarges | 13.5 9.2 | 17.6 0.7 | 11.5 1.6 | 15.9 1.1 | 9.3 1.3 | 86.8 86.5 | 15.5 1.3 | 21.2 1.2 | 13.2 1.7 | 17.8 1.1 | 10.6 10.4 1.3 |
| Other expenses | 32.3 | 28. 3 | 30.6 | 33.8 | 26.1 | 100.0 | 32.3 | 24.3 | 30.5 | 33.8 | 38.1 |
| Profit (loss) | 7.2 | 4.0 | 9.7 | 5.1 | 10.0 | 57.2 | 7.1 | 4.0 | 10.4 | 5.1 | 10.5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ |  | . . |  | - . |

## sytool:

```
- zero or no observations
- :00 smell $00 oe expressed
    not soplicaple
* confion+ial
```

Footnotes



 individualy and the total will not nofessarily equel 100\%.

## Motes

Dete se shown oy queptiles when et less 13 of the sampled businesses roport the specific itam

 high and low values of seles are shown.

Mow to ute the telat

 top $25 \%$.
(3) Dets perteining to the selected sules size range will be in thet guertile

Stenderd Industrisl Cleseification Definition (SIC 1180):
SIC 9112 - Motels
Businesses grimerity engeged in short tern accommodstion to the public with op without food. Deversog ond orher services. A motel-type poom has access from the exterior only and generaliy has orthing faculities in close proximity. fhese businesses include motel eccommodetion services. motel looging services and motels

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Motels (515 9112)

|  | -aral1! | Bottom $25 \%$ |  | 9,00:2EE! | -00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $72$ | $3 E$ | $\begin{array}{r}96 \\ 32 \\ \hline\end{array}$ | $33$ | $\because: ?$ |
|  | A*-10ge ( 8000 s ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cast | - | - | - | - | - |
| Accounts and notes rectivabie | 3 | - | - | 1 | 11 |
| inveniory | - | - | - | - | - |
| Oiner curient assers | 44 | 3 | 27 | E1 | 87 |
| Total curcent sssets | 67 | 3 | 27 | 52 | 37 |
| Fixed assets | 499 | 272 | 428 | 324 | 918 |
| Less: Accum. deo. on fixed issets Other eseses | 67 | - | 38 | 13 | 126 |
| Total assets | 593 | 275 | 493 | 389 | 1.142 |
| Lisbilisies and eauisy |  |  |  |  |  |
| Dener current liobilities | 94 | 9 | 42 | 124 | 188 |
| Total curient lisbilities | 132 | 13 | 48 | 139 | 256 |
| Motigages oursoia | - | - | - | - | - |
| Long term deot | 13 | - | - | 5 | 4 4 |
| Other i iabilities | 388 | 254 | 394 | 185 | 683 |
| Total lisbilities | 522 | 257 | 442 | 324 | 995 |
| Total equity | 71 | , | 51 | 65 | 146 |


Set Tatic for sumbols and nozes

TABLE 3. Financtal ratios(1) for incorporated bustnesses only. 1987
Onterlo, Motels (SIC 9112)


(1) The ratios represent the maroge of putios for sach business in the group ond cannot be celculated from the figures shown in table 2 .

Set Tele 1 for symbl end notes.

## Anfinitione:

1. Liquidisy retie:

2. Leverage retias:
```
*)DeDi/equity = lotel litilisits/ covity
Deperalio = cotal l.0bititiss/ totel essets.
c) Inqerest coverage s net profit * interes? expense/interest bxpense.
```

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario, Motels (SIC 9112)

|  | 10:a (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\text { mioo: e } 2=\frac{1}{c}$ | $-2710^{\text {Vope. }}=$ | Cos |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample tho. Low sales valua ( $\$ 000$ 's) tign sales value ( $\$ 000$ s) | $5$ | 11 74 | $\begin{array}{r} 72 \\ 134 \end{array}$ | $\begin{aligned} & 34 \\ & 381 \end{aligned}$ | $\begin{aligned} & 38: \\ & 11: \end{aligned}$ |
|  |  |  | Aversge 1 \$000 |  |  |
| Osereting ectivities Easn from operations Deoreciation Dther | $\begin{array}{r} 6 \\ 31 \\ 3 \end{array}$ | 19 | $\begin{array}{r} -1 \\ 22 \end{array}$ | 13 | $\begin{array}{r} 9 \\ 52 \end{array}$ |
| Dividends | -2 | - | - | -2 | -4 |
| Investment ectivisies <br> Disposel of fixed essers <br> Purenase of tixed assers <br> lncrease in investment <br> Decresese in investment | $\begin{array}{r} 3 \\ -66 \\ -6 \\ \hline \end{array}$ | -6 | - | -149 | $\begin{array}{r} 11 \\ -97 \\ -15 \\ 2 \end{array}$ |
| Finencing ectivities <br> Increase in long term debt <br> Reoaymert of long torm debt <br> Loans from sharemolours <br> Recayment of loans from shargholders <br> Advances of losns fiom sovernment <br> incrase in equity <br> Decrease in equity <br> 0ヶner | $\begin{array}{r} 51 \\ -25 \\ 19 \\ -12 \\ \hline 15 \\ -17 \\ \hline \end{array}$ | $-13$ | -5 | 77 -19 51 -11 -13 -48 -1 | $\begin{array}{r} 108 \\ -59 \\ 13 \\ -32 \\ 6 \\ 6 \\ -7 \end{array}$ |
| Increse (dacrease) in cash s auivelents Cash s equivalents-8eginning of the year Cash \& equivalents - End of the yeer | $\begin{gathered} 19 \\ 15 \end{gathered}$ | -3 3 - | 2 34 38 | 8 2 10 | 10 14 |

 only those busincsses poporting sitiement of changes
set igole 1 tor symols sno notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC clestification in 1987 Ontarlo. Motels (SIC 9112)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total peyroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses -ith poid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New }(y) \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 171 | 41.830 | 4.079 | 109 | 76 |
| $\begin{aligned} & \text { less inan } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 824 43 4 - | $\begin{array}{r} 24.042 \\ 12.819 \\ 1.769 \end{array}$ | $\begin{array}{r} 2.352 \\ 1.259 \\ 858 \end{array}$ | 105 4 $\square$ | $\begin{gathered} 70 \\ 5 \\ 1 \\ \hline \end{gathered}$ |
| 1987 |  |  |  |  |  |
| Totel | 943 | 60.790 | 5.052 | 136 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}881 \\ 57 \\ 5 \\ \hline\end{array}$ | 34.689 20.130 5.971 | 2.894 1.697 501 | $\begin{array}{r}129 \\ 4 \\ 3 \\ \hline\end{array}$ | $\ldots$ |

[^37]"Mowly reporting" and "no longer reporting" businesses are assumed to have been in betivity for six months and the info… ${ }^{\text {an }}$ is acjusted accordingiy.
see isole ifor symools and nores

TABLE 6. Selected operating cnaracteristies of small businesses by sales quartile. $1985-1987$ Onterio. Motels (SIC 9112)

|  | To: 0 : ! ! | $\begin{array}{r} \text { Eot:0m } \\ : 5 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { m.ode } 25 \% \end{array}$ | Tido e ${ }^{\text {mase. }}$ | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  | - 223 |  |  |  |  |
| Averape sales 8 | $=24.650$ | 13.346 | 95,22 | : 36.613 | 642.158 |
| Average expenses | 214.491 | 37.942 | 81.422 | 114.:25 | 524.576 |
| Aversog net profit (loss) \$ | 10.159 | 5.504 | -5.300 | 22.548 | 17.384 |
| Ousinesses reporting a profit (Ma.) | 178 |  |  |  |  |
| Average sties 3 | 231.422 | 43.124 | 79.956 | :36.258 | 666.238 |
| Average expense ${ }^{\text {a }}$ | 204.341 | 33.597 | 63.216 | 110.907 | 609.545 |
| Average not profits | 27.081 | 9.827 | 16.750 | 25.351 | 56.393 |
| Businesses reporting loss (No.) | 21.47 |  |  |  |  |
| Average sales \$ | 212.296 | 43.026 | 72.852 | 141.354 | 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 |

1988

Mumber of observations in sample
Luerage sales \$
Average expense s
Average nei profit (loss) $\$$

Businusses remorting a profit (Mo.)
Average sales
Avertge expense
Average net profits

Businuses remorting lose (No.)
Average sales $\$$
Average expense 9
Averago ne? loss $\$$
163
224.658
224.658
205.976
17.682
38.038
41.788
.3 .750
69.765
64.712
148.942
130.975
849.887
590.427
51.40

130
237.869
219.686
26.193
40.58
68.376
56.514
11.867
150.753
699.759
35.626
4.961

33
163.873
174.298
35.083
48.930
72.201
79.076
79.076
-6.875
138.879
148.947
-8.076
409.335
174.296
-10.423
$-13.847$

1987


| 165 |  |  |
| ---: | ---: | ---: |
| 168.926 | 41.789 | 85.824 |
| 157.711 | 39.256 | 79.460 |
| 11.215 | 2.533 | 6.354 |
|  |  |  |
| 116 |  |  |
| 163.790 | 44.717 | 81.061 |
| 140.106 | 10.251 | 65.710 |
| 23.684 |  |  |
|  |  |  |
|  | 45.351 |  |
| 186.175 | 39.602 |  |
| 205.850 | 46.107 | 94.528 |
| -19.675 | -6.505 | 104.587 |
|  |  |  |
|  |  |  |


| 126.299 | 421.793 |
| ---: | ---: |
| 120.016 | 392.110 |
| 6.283 | 29.683 |
|  |  |
|  |  |
| 128.895 | 400.488 |
| 112.639 | 347.608 |
| 16.256 | 52.880 |
|  |  |
|  |  |
| 129.045 | 491.523 |
| 134.942 | 537.762 |
| -13.897 | -46.229 |


Set table 1 for symods and noses

TABLE 1. Selected operating ratios, in percent of sales, i987
Ontario, Licensed restaurants (SIG 9211)

|  | Total(1) |  | 3ctiom$25 \%$ |  | Lower$\text { miode } 25 \%$ |  | U00 1$\text { T dd:e }=5 \%$ |  |  | $\begin{aligned} & 52 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Zus nesses in sample No. Low sales value (\$000's) High sales value 3000 's |  | $665$ |  | 116 |  | $1: 5$ 239 | $\begin{array}{r} 229 \\ 404 \end{array}$ |  |  | 2 S |  |
| Sulected exomse item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \%busi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Reporting dusinesses oniyl 3 |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { ower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { uooer } \\ & \text { mool } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot }+0 \mathrm{Om} \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-ower } \\ \text { miod } 10 \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Wooer } \\ \text { mioole } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of saios |  |  |  |  |
| Cost of stiss | 39.1 | 39.4 | 42.7 | 38.0 | 36.5 | 92.7 | 42.2 | 46.9 | 45.1 | 39.3 | 38.2 |
| Oceupmey expenses | 15.7 | 22.5 | 14.7 | 13.3 | 12.3 | 99.8 | 15.7 | 22.5 | 14.8 | 13.3 | 12.4 |
| Deorec ation | 3.2 | 3.5 | 3.4 | 2.9 | 3.1 | 80.5 | 4.0 | 5.4 | 4.4 | 3.3 | 3.4 |
| Repairs a maintenance | 1.9 | 2.3 | 1.8 | 1. 6 | 1.6 | 88.0 | 2.1 | 2.7 | 2.0 | 1.9 | 1.8 |
| Mest, light \& telephane | 1.3 | 5.9 | 4.5 | 3.9 | 2.8 | 97.5 | 4. 4 | 6.1 | 4.5 | 4.0 | 2. 8 |
| Rent |  | 10.7 | 5.1 | 4.9 |  |  |  |  | 7.1 | 6.4 | 6.8 |
| Personnel expenses | 23.2 | 14.3 | 22.7 | 25.9 | 28.2 | 96.4 | 24.1 | 17.0 | 22.8 | 26.9 | 28.7 |
| Financiml expenses | 4.2 | 5.9 | 4.0 | 3.9 | 3.0 | 96.5 | 1.1 |  | 4.1 |  |  |
| Interest 8 bank charges | 3.2 | 4.3 1.6 | 3.2 0.8 | 2.7 | 2.4 | 84.3 86.1 | 3.7 1.2 | 5.6 2.0 | 3.7 0.9 | 3.3 1.3 | 2.6 |
| Other expenses | 18.6 | 25.5 | 14.1 | 15.4 | 19.4 | 100.0 | 18.6 | 25.5 | 14.1 | 15.4 | 13.4 |
| Profit (loss) | -0. 8 | -8. 3 | 1.8 | 2.6 | 0.5 | 59.2 | -0.8 | -8. 4 | 1.8 | 2.6 | 0.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |  | $\cdots$ | $\ldots$ | $\ldots$ | ... |

## symbols

- zero or no obstrvations
- 100 small too de expressed
not apalicabl
$\times$ confidentio


## Foetnotes

(1) These estimtes mre besed on sampl of businesses roporting sales betwenn 325,000 snd $\$ 2.000,000$ Toss twighted expendisure on given itef

3) Value in tach cell $\%$ Total weighted expenditur on given item

This portion of the table pertains only to the businesses reporting the specific expense item. Therefor these retios afe ealculated individuslly and the cotsl will not necesserily equal 1008

## Notes

Oato bet shown Dy Quartiles when at less? 13 of the smpled businesses report the specific item
 one quarter of the sotal number of businesses. Within ach quartile, the overse tatio is presented. For comparison purposes. the high and low values of sales er shown

How te use the sables

 100 258
(3) Dete pertaining to the selected soles size renge will de in thet quertile.

## Standerd Industrimi Cleseificetion Definition (SIC 18s0):

S1C 9211 - Licensed Desteuranes
Businesses pr marily Engaged in preparing and serving mesls for consimpion on the premises with license po serve atconolic bever oges Licensed food and beverage service restaurants. licensed pestaurpers and licensed restaurant services are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, bicensed Restaurants (SIC 9219)

|  | Torall: | Sol:or: $25:$ | towe: $\text { Hivole } \hat{z}$ |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses = sample (Mo.) Lom sales vaiue 5000 'su High salas value $(\$ 000$ 's | $\therefore 91$ <br> (1) ! | 184 | 184 329 | $\begin{aligned} & 78 \\ & 582 \end{aligned}$ | $5: 2$ |
|  | Average : $\$ 000$ ' |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash $\begin{aligned} & \text { accounts and notes ceceivable }\end{aligned}$ | 4 | $\delta$ | $i$ | 2 | ; |
| Inventory | - | - | - | : | - |
| Opher eutront assets | 39 | 9 | 22 | 38 | - |
| Total curtent asseis | 41 | 5 | 24 | 40 | 85 |
| Fixed ssse:s | 142 | 58 | 121 | 150 | 236 |
| Less: Accum. dep. on fixed assets | - | - | - | - | $8{ }^{-}$ |
| Other assets | 31 | 5 | 9 | 24 | 88 |
| Total esaets | 214 | 78 | 153 | 213 | 406 |
| Liebilities end equity <br> Current ioans |  |  |  |  |  |
| Current ionns $\begin{gathered}\text { diabilitias } \\ \text { Other current }\end{gathered}$ | 21 55 | 45 | 10 35 | 53 | 128 |
| Total curcent liabitities | 88 | 53 | 45 | 59 | 178 |
| Mortgages parable | - | - |  | - | = |
| Long eerm deo? | 12 | - | 12 | $\bigcirc$ | 24 |
| Dther liabilities | 110 | 42 | 108 | 110 | 177 |
| Total liabilities | 208 | 45 | 155 | 190 | 375 |
| Total equity | 5 | -17 | -12 | 24 | 28 |


Set Tate ifor symbols and notes

TABLE 3. Financtal ratios(1) for incorporated businesses only, 1987
Ontario, Licensed mestzurants (51C 9211)

|  | Total(2) | $\begin{array}{r} \text { Botzom } \\ 25 \pm \end{array}$ | Lowe I $\text { middle } 25$ | Uoder miode $25 \%$ | T00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) Hign sales velue ( $\$ 000^{\circ}$ s) | $291$ <br> (1) <br> (i) | $\left\{\begin{array}{l} 1\} \\ i 84 \end{array}\right.$ | $\begin{array}{r} 184 \\ 329 \end{array}$ | $\begin{aligned} & 329 \\ & 582 \end{aligned}$ | 582 11 |
|  |  |  | Avorage |  |  |
| Liquidity patio Curfent patio (times) | 0.5 | 0.3 | 0.5 | 0.6 | 0.5 |
| Leverage ratios <br> Debt/ecuity resio (zimes) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} 35.6 \\ 0.4 \\ 1.0 \end{array}$ | -5.6 1.2 | $\begin{array}{r} -13.6 \\ i . i \end{array}$ | $\begin{aligned} & 8.0 \\ & 1.3 \\ & 0.9 \end{aligned}$ | 13.8 0.9 0.9 |

[^38]1. Liaridiy recie:

Cuprent $=$ cupsent assers / eurrent liobiripies.
2. Leverege rtios:
a) Debr/equity $=$ soral liabilifies / equity.
bl Depr istio = solal liabilities / total assets.
c) Interest coverage $z$ net protit interest expense/ inferest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, ig87 Ontario, bicensed Restaupants (S|C 9291)

|  | Totall 11 | $\begin{array}{r} 30 t r o m \\ 2 S \% \end{array}$ | Sowe <br> mode :Es. | m, ociccer | 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Эेusinesses - $53 \mathrm{mple} \mathrm{No}$. .ow sales value 5000 s ) - jr sates vaiue 5000 s। | $145$ $(1)$ | 210 | $\begin{aligned} & 11 \\ & 3: 5 \end{aligned}$ | $\begin{aligned} & 225 \\ & 512 \end{aligned}$ | $\vdots: \rightrightarrows$ |
|  | average (\$000's ${ }^{\text {a }}$ |  |  |  |  |
| Operting activities Casn from oderations Depreciation Other | $\begin{array}{r} 6 \\ 18 \\ -4 \end{array}$ | $\begin{array}{r} 5 \\ 8 \\ 2 \\ 8 \end{array}$ | $\begin{array}{r} 2 \\ 10 \\ -6 \end{array}$ | 18 | 22 33 -10 |
| Dividends | -4 | - | -4 | -5 | -5 |
| investment setivitics Disposai ol flxeo asseis Pupchase of fixed asseis Increase in investment Decresse in investment | $\begin{array}{r} 2 \\ -18 \\ -1 \\ -1 \end{array}$ | - 5 | 5 -7 -1 | 1 -29 | $\begin{array}{r} 2 \\ -30 \\ -1 \\ 2 \end{array}$ |
| Financing setivities <br> lncrease in long term deot <br> Redaymen: of iong term debt <br> Loars from snarenoldes <br> Redaymen of loans fiom sharaholders <br> advances 8 loans fiom government <br> inc:ease in cquipy <br> Oeciease in ecu ty <br> Otnet | $\begin{array}{r} 9 \\ -8 \\ 8 \\ -9 \\ \hline 2 \\ -2 \\ \hline \end{array}$ | $\begin{array}{r} 1 \\ -1 \\ -11 \end{array}$ | 8 -7 4 -8 | 9 -9 8 -5 -6 | $\begin{array}{r}17 \\ -17 \\ 19 \\ -18 \\ \hline\end{array}$ |
| Incresseldecresel in cash s equivalents Cash s equivalents-Beginning of the year Cash s equivalents - End of the yeer | -2 3 2 | -7 9 2 | 3 -1 2 | -2 6 4 | -9 -9 |

(1) These estinates or based on sampl of incorporated businesses reporting sales oetwen $\$ 25,000$ and $\$ 2.000,000$. Somple count includes only those businesses feporiing statemmt of changes
5et Tole 1 for swmols and notes

TABLE 5. Employment changes by size of business. 1984-1987 bista on 5 ic citssification in 1987 Ontarlo. Licensed Restaupants (SIC 9211)

|  |  |  |  | Chenges in number with pel | of bus:nesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overgeg labouf units(1) | Number of businesses | Total parroll | Average labour units(l) | $\begin{array}{r} \text { New }(y) \\ \text { reoorting } \\ \hline \end{array}$ | No longer reporting 3 ) |
| 1984 |  |  |  |  |  |
| Total | 5,195 | 687.038 | 10.781 | 830 | 500 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 4.004 \\ 1.098 \\ 92 \\ 11 \end{array}$ | $\begin{array}{r} 196.295 \\ 282.092 \\ 91.218 \\ 118.336 \end{array}$ | $\begin{array}{r} 25.912 \\ 37.219 \\ 17.016 \\ 5.536 \end{array}$ | $\begin{array}{r} 641 \\ 172 \\ 15 \\ 2 \end{array}$ | $\begin{array}{r} 374 \\ 118 \\ 9 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 6.182 | 358.907 | 104.485 | 1.08 | . $\cdot$ |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 4.746 \\ 1.332 \\ 91 \\ 13 \end{array}$ | $\begin{aligned} & 273.999 \\ & 412.371 \\ & 129.811 \\ & 140.726 \end{aligned}$ | $\begin{aligned} & 29.924 \\ & 44.998 \\ & 14.190 \\ & 15.38 \end{aligned}$ | 848 223 16 2 | $\cdots$ $\cdots$ $\cdots$ |

 Survey of Employment fayroll and kours, Statistics Canact. Catalogue 12-002 an Bveroge lobouf unit could be interpipled bs a full-1ime employme mole that the business size groups usto or deternined st the Centoct level. Thus if ousiness has al teas? 500 empioyess in Canaco os s whol Du? 'ess than that mumper in any given province it is shown in the 500 end over group
13) Refers to pusinesses reporting so payroli secections in the previous yeer
(3) Refers to businesses ieporting no payroi: oecuctions in :he following rear
 sojusteo accordingly

Sen isble 1 for symools ono notes.

TABLE 6. Selected operating enaracteristics of small bustnesses by sales quartile. 1985-1987
Ontario. Licemsed Restumponts (SIC 9211)
Torar,11
3et:om
95.
 28
$\therefore=?$

1985

noer of observetions in sumple
average saies 3
Average expense $\$$
Average net profit (loss) $\$$

Qusinesses reporting a profit (Mo.)
Average expense 5

Jueinesses peporting loge (Mo.)
average exomse 5
average net loss $\$$

-     - 

$$
n: s c \mid \leq: 5:
$$

:


1985


1987

| Mumber of observetions im sumple <br> Average sales \$ <br> Average expense 5 <br> Average net profit (loss) \$ | $\begin{array}{r} 719 \\ 325.821 \\ 324.108 \\ 1.213 \end{array}$ | $79.429$ $-5.457$ | $\begin{array}{r} 172.153 \\ 169.728 \\ 2.425 \end{array}$ | $\begin{array}{r} 309.118 \\ 301.227 \\ 7.899 \end{array}$ | $\begin{array}{r} 747.249 \\ 747.248 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reperting a prof it (Mo.) | 501 |  |  |  |  |
| Average sales | 329.422 | 79.278 | 159.668 | 309.695 | 759.045 |
| Sveroge expense \$ | 307.416 | 70.987 | 152.659 | 288.335 | 717.684 |
| Average net profits | 22.006 | 1. 291 | 17.009 | 21.360 | 41.36i |
| Businasses reperting loss (Mo.) | 211 |  |  |  |  |
| Average sules \$ | 318.113 | 67.117 | 175.237 | 307.742 | 722.356 |
| Aversotexpensas | 355.718 | 90.302 | 190.912 | 332.024 | 809.635 |
| Averoge net loss | -37.605 | -23.185 | -15.575 | -24.282 | -87.279 |


See facel 1 for symools mo nozes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Unlicensed Restauranes (Including Orive-Ins) (S1c 9212)


## Symool:

zero or no observilions

- too smell too be empressec
nop apolicsole
- configentiol


## Footnotes

111 These estimetes se besud on somple of businusses peporting seles between 325.000 shd $\mathbf{3 2} .000 .000$

(3) Velue in each cell $=\frac{\text { poral wighred sales of businesses reporting this item of expenditure for ent querile }}{}$

This portion of the qabe perimins only to the businesses reporting the specific expense item. Therefore these pitios are calculsteg individuslly and the tot will not necesserily equil 1008.
motes
Oet ere shown oy quartiles when of lest 13 of phe senpled businesses report the specific ittem
 one quarter of the totel number of Dusinesses. Within est quertile. she overge peio is presented. for high and low velues of seles ert shown

How to ust the leble

 100 25\%


## Stenderd Inductrisl CImstificetion Definition (SIt ifsel:

5169212 - Unlicensed Restayrents Uncluding Orivelns)
Businesses primarily engaged in preparing and serving mesls for consumption om the premises but withou: cense to serve alcoholic bevermges !ncluded are businesses commoniv refered to as "driverins" wher food is consumed ither ". steners' motor vehicles or at tables in or bbout the promises. Jrino-in pes? in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Onterio. Unlicensmd Restaurants (Including Drive-Ins) (S1c 9212)

|  | Torei: ${ }^{\text {a }}$ | $30:=0 m$ |  |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses sanc e is. Luw sales value $5000^{\circ} \mathrm{s}$ : High sales value 5000 s) | 119 | $11!$ | $\begin{aligned} & 121 \\ & -=0 \end{aligned}$ | $3: 4$ | 17\% |
|  | Average \$000's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 1 |  | - |  | \% |
| Accounts and notes receiveble Inventory | 1 | - | - | : | ? |
| Other curfent asse:s | 34 | 11 | 38 | 26 | 59 |
| Total cupront assets | 35 | 11 | 38 | 29 | E: |
| Fixed assets | 83 | 25 | 37 | 99 | 54 |
| Less: Accum, deo. on fixed assets | - | - | - | - | - |
| Other assers | 25 | 11 | 32 | 13 | 46 |
| Totel -seets | 143 | 48 | 107 | 140 | 271 |
| Listilities and eavier 12018 |  |  |  |  |  |
|  | 17 42 | 14 27 | 12 21 | 18 41 | 24 78 |
| Total cuerent liobilities | 59 | 40 | 33 | 58 | 03 |
| Mortgages Daybble | - | - | - | - | - |
| Long term oebt | 10 | - | 4 | 4 | -9 |
| Other lieollities | 64 | 25 | 71 | 63 | 94 |
| Total lisbilities | 133 | 65 | 108 | 125 | 228 |
| Total equity | 11 | -17 | -1 | 15 | 48 |

111 these estimates pased on sample of busingses reporting $\$ 81$ es detween $\$ 25.000$ sno $\$ 2.000 .000$
See iable for symools ano noies

TABLE 3. Finselel ratios(1) for incorporated businesses only. 1987
Onterio, Unlicenced Restaupants (Including Orive-Ins) (Sic 9212)

|  | Tots1(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { midol } 25 \% \end{array}$ | $\begin{aligned} & \text { Toc } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole (No. Low sales value ( $8000^{\circ}$ s) Migh sales value ( $\$ 000$ s) | 99 $(1)$ $(1)$ | 11 181 | 121 220 | 220 394 | 374 $1:$ |
|  | Aversoe |  |  |  |  |
| Liquidity retie <br> Curcent ratio (times) | 0.6 | 0.3 | 1.2 | 0.5 | 0.6 |
| Leverage parios <br> Debt/eauity retio ! times) <br> Interest coverage retio (fimes) <br> Deot tetio \{times) | 12.3 2.1 0.9 | -3.9 1.3 | -92.6 0.3 1.0 | 8.5 3.8 0.9 | 5.1 3.3 0.8 |

111 ine resio represens the everge of retios for eech ousiness in the grovo sond emnor be celculated from ing figures shown in isole 3

see iatel for symools and notes

Definitions:

1. biquidity retio:

Current a cuprent osseqs / carremz ipatitities
2. bivernge retios:


cl Interst coverage : net profit inter est expense / interest exponse

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario. Unilcenseo Restaurants (Inciuding Drive-ins) (sic 92:2)

|  | Totalill | $\begin{array}{r} 50:: 0 m \\ 25 \% \end{array}$ | m:dase ${ }_{\text {ame }}$ | - y UROE! | $\begin{aligned} & 02 \\ & \therefore:-8 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eus,nesses in samele No. - ow sales value 5000 s Hign soles value $\$ 000$ s | $4 E$ | 164 | $\begin{aligned} & -4 \\ & -0 \end{aligned}$ | 240 | :E6 |
|  | Average ( $\$ 000{ }^{\prime} 5$ |  |  |  |  |
| Operating setivities Eash from operasions Jeprection Diner | $\begin{array}{r} 5 \\ 14 \end{array}$ | $\begin{array}{r} -2 \\ 8 \\ 6 \end{array}$ | $\begin{array}{r} -16 \\ 11 \\ 9 \end{array}$ | 20 9 -4 | 1 $j$ |
| Dividends | -5 | - | - | -4 | $-14$ |
| Investment ectivities Disposal of fixed asseis Purchase of fixec assers Increase in investment Oecresse in investment | $\begin{array}{r} 1 \\ -21 \\ \vdots \end{array}$ | - 4 | - 11 | -6 | $-60^{2}$ |
| Finencing ectivities <br> increase in long term debt <br> Redeymen: of long term debt <br> Loons from smarenolders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equi:y <br> Decrease in equily <br> Oiner | $\begin{array}{r}10 \\ -7 \\ 4 \\ -10 \\ 0 \\ 3 \\ \hline\end{array}$ | -3 | 5 -12 -5 - 6 | -3 3 -16 | $\begin{array}{r}34 \\ -10 \\ 10 \\ -13 \\ \hline\end{array}$ |
| Incresse(decrese) in eash \& equivalents Cash sequivelents-Beginning of the yeer Cash \& equivalents - End of the year | $\begin{gathered} -2 \\ 11 \\ 10 \end{gathered}$ | -1 -1 | -14 13 -1 | $-1$ | 8 18 26 |

111 These stimes spe based on a sampl of incorporated businesses reporting saves between s25, 000 and $\$ 2,000,000$. Semol couns inctuaes only those Dusinesses reporting a statement of changes.
Set idel i for symools anc notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in ig87
Oneario. Unlicensed Restaurents (Including Orive-ins) (Sic 9212)


 Survey of Employment. Payroll and Mours. Sistisics Cansos. Cetologue 72-002. An overspe labour unit could oe interpreted as e
 500 mployees in canada as a whole Dut iss inan ing numper in ony given province it is shown in the 500 end over group.
$\$ 21$ Reters to businesses reporting no payroll deductions in the previous veer
(3) Refers 10 Dusinesses peporting mo payroll deductions in the following yeer.
"Newiy reporting" ano "no longer reportingo businesses wre assumed to neve deen in activity for six aonths and the information is -dusted accorgingiv

See iable 1 for symbols and notes.

TABLE 6. Selected operating enaracterlstics of small businesses by sales guartile. 1985-1987 Ontario. Unilcensed Restaurants (Including Drive-ins) (51c 92:2)

| -0:al(1) | 80t:5m | bower $\pi \text { cuse = 三i: }$ | $\begin{array}{r} \text { veeg: } \\ \text { m cole : } \end{array}$ |
| :---: | :---: | :---: | :---: |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ```Number of observetions in sampl. Average sules $ Average expense g dversge att profit (loss) $``` | $\begin{array}{r} 483 \\ 169.707 \\ 159.457 \\ 10.250 \end{array}$ |  | $\begin{array}{r} 58.336 \\ 58.794 \\ 3.542 \end{array}$ | $\begin{array}{r} 22 .+31 \\ 114.856 \\ i .575 \end{array}$ | $\begin{array}{r} 449.515 \\ 424.45 \\ 25.058 \end{array}$ |
| Businesses reporting orofit (Ma.) <br> Average sales \$ <br> Average expense $\$$ <br> Average ner profit $\$$ | $\begin{array}{r} 388 \\ 178.875 \\ 160.031 \\ 18.844 \end{array}$ | $\begin{array}{r} 39.351 \\ 31.770 \\ 7.581 \end{array}$ | $\begin{aligned} & 67.278 \\ & 50.238 \\ & 15.840 \end{aligned}$ | $\begin{array}{r} 115.877 \\ 101.018 \\ 15.859 \end{array}$ | $\begin{array}{r} 492.94 \\ 45 \% .099 \\ 35.095 \end{array}$ |
| ```Businesses reporting loss (Mo.) Average soles Average expense$ average net loss $``` | $\begin{array}{r} 95 \\ 133.348 \\ 144.041 \\ -10.593 \end{array}$ | $\begin{array}{r} 37.627 \\ 48.752 \\ -11.125 \end{array}$ | $\begin{aligned} & 71.119 \\ & 79.759 \\ & -8.340 \end{aligned}$ | $\begin{aligned} & 134.721 \\ & 145.489 \\ & -10.760 \end{aligned}$ | $\begin{aligned} & 289.623 \\ & 302.172 \\ & -12.549 \end{aligned}$ |
|  |  |  | 1985 |  |  |
| Mumber of observetions in samole <br> Querage sales $\$$ <br> Average expense \$ <br> Average net profit (loss)s | $\begin{array}{r} 379 \\ 198.773 \\ 194.169 \\ 4.604 \end{array}$ | $\begin{aligned} & 45.715 \\ & 50.490 \\ & -3.745 \end{aligned}$ | $\begin{array}{r} 93.719 \\ 89.929 \\ 3.790 \end{array}$ | $\begin{array}{r} 174.805 \\ 168.010 \\ 6.795 \end{array}$ | $\begin{array}{r} 479.823 \\ 468.246 \\ 17.577 \end{array}$ |
| ```Businesses reporting profit (Mo.) Aversge seles $ Average expenge $ Average net Drofit $``` | $\begin{array}{r} 278 \\ 208.037 \\ 192.088 \\ 15.849 \end{array}$ | $\begin{array}{r} 50.357 \\ 43.759 \\ 5.606 \end{array}$ | $\begin{aligned} & 95.117 \\ & 81.630 \\ & 13.487 \end{aligned}$ | $\begin{array}{r} 171.951 \\ 158.443 \\ 13.518 \end{array}$ | $\begin{array}{r} 514.712 \\ 484.528 \\ 30.184 \end{array}$ |
| Busineses reporting loss (Mo.) <br> Average saies $\$$ <br> Average expense $\$$ <br> average net loss $\$$ | $\begin{array}{r} 100 \\ 184.189 \\ 201.338 \\ -17.145 \end{array}$ | $\begin{array}{r} 43.561 \\ 56.429 \\ -12.868 \end{array}$ | $\begin{array}{r} 90.939 \\ 108.48 \\ -15.499 \end{array}$ | $\begin{array}{r} 185.390 \\ 203.803 \\ -18.213 \end{array}$ | $\begin{aligned} & 415.865 \\ & 438.865 \\ & -22.000 \end{aligned}$ |

1987

| Mumber of observations in sample | 308 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 194.770 | 51.357 | 100.997 | 168.930 | 457.795 |
| Average exomse \$ | 188.674 | 48.012 | 37.074 | 963.185 | 438.425 |
| Sverage net profit (loss) \$ | 8.096 | 3.345 | 3.923 | 5.745 | 19.370 |
| Eusinesees reporting profit (Mo.) | 231 |  |  |  |  |
| Average sales \$ | 198.926 | 53.846 | 99,759 | 168.830 | 473.271 |
| Average expense \$ | 180.949 | 45.547 | 86.425 | 152.514 | 439.310 |
| Average not profits | 17.977 | 8.299 | 13.331 | 15.318 | 33.95 ! |
| Businesses fexorting loss (Mo.) | 75 |  |  |  |  |
| Aversoe seles ${ }^{\text {S }}$ | 183.273 | 46.681 | 103.728 | 169.152 | 413.521 |
| Average expenses | 198.942 | 52.534 | 120.533 | 186.710 | 435.892 |
| Averape net loss 5 | -15.665 | -5. 343 | -16.805 | -17.55 | -22.371 |

191 These estimetes ar basto on smple of businesses reporting stics oetmem 575,000 and 52.000 .000 .
See inole 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario. Take-Out Food Services (SIC 9213)


## Symbols

```
    zero or no observations
    $00 sma|l too be expressed
    nop app:\cabl
* eonfiomenla
```

Footnetes
(1) These estimetes ore bosed on sempl of businesses peporting sales between 525.000 and 82.000 .000
2) Value in sach cell $=$ iotal wigheod expenditure on given item
3) velue in esen cell a $\frac{\text { lopal weighted expenditur on given iten }}{\text { fotal weighted seles of ousinesses reporting this iqem of expenciqure }}$ for gursile

This portion of the tabl Dertains only to the ous inesses roportimp the specilic mpense item. inerefore these retios ere celculated individubly and the total will not necesstrily equs! 100 s .

Motes
Ott ere shown by quertiles when at leest 13 of the sampled businesses report the specific iqum.

 high onc iom velues of sties ar showm

How to unt the tebles

 top $25 \%$
(31 Otat perteining to the selected sales size ringe will of in that quartile

Stenoerd Industrisl Classifiestion Definition ls/t 18s0):
SIE 8213 - Ieke Que Food Services
Businesses primertiy engagec in proparing and seling sackeged or wrapoed food bo the public for consumption amey from the premises such as lake-out chinese fooes. doughnu? shops. tokeout fish and chios. takerout fritod chicken. hot cog stanos. ice criban stance takeout pizzeris. refreshment pooihs and prepared food takeout services iexcept ceter ors ang mooila food servicest.

TABLE 2．Balance sheet profile for incorporated businesses only．1987
Ontario．Take－Out Food Services（SIG 9213）

|  | Total： | $\begin{aligned} 50:: 0 m \\ : 5 \% \end{aligned}$ | －awer $\text { micd:e } 55 \%$ | sere <br> －－de こご。 | Po： ここ． |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole Me． jow saies value s：00 High sales valo 3530 s | $\begin{aligned} & 17 \\ & 111 \\ & 1! \end{aligned}$ | $\begin{array}{ll} 111 \\ 162 \end{array}$ | $\begin{aligned} & 52 \\ & 251 \end{aligned}$ | $\begin{gathered} 5 \\ 23 \end{gathered}$ | 3 |
|  | Sverse ： 8000 ＇s |  |  |  |  |
| Assets |  |  |  |  |  |
| －ash ${ }_{\text {Accounes }}$ and notes recelvade | 3 | 2 | i | － | E |
| inventory | 3 | 2 | － | － | － |
| Oiner curtont sasees | 31 | 28 | 18 | 29 | $\pm 5$ |
| Total current assets | 34 | 30 | 22 | 20 | 34 |
| Fixed sssets | 70 | 25 | 43 | 6\％ | ：38 |
| Less：Accum．deo．on fixed assets | － | － | － | － | － |
| Oiner assets | 40 | 13 | 67 | 36 | 41 |
| Total usets | 145 | 72 | 132 | 134 | 233 |
| Liebilities and equity |  |  |  |  |  |
| Other current liabilisies | 39 | 45 | 25 | 24 | 52 |
| Total cu－pent liabilities | 48 | 48 | 31 | 40 | 75 |
| Mortgages darable | － | － | － | － | － |
| Long term deb | 18 | $?$ | 7 | 13 | ： 3 |
| Other lasilities | 65 | 15 | 75 | 80 | 83 |
| Total listilities | 123 | 69 | 113 | 133 | 173 |
| Totel equity | 22 | ， | 15 | 2 | 61 |


See Table for smbois and no：es．

TABLE 3．Financial ratios（1）for incorporated businezses only， 1987 Ontario，Take－Out food Services（SIE 9213）

|  | Total（2） | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower midel 25\％ | UDOer middle $25 \%$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample（NO．） Low seles value（ 5000 ＇s） High ssies value（ 8000 s） | $\begin{aligned} & 117 \\ & 11\} \\ & (1) \end{aligned}$ | 11 162 | 162 251 | $\begin{array}{r}251 \\ 333 \\ \hline\end{array}$ | 333 |
|  |  |  | Averoge |  |  |
| biquidity etio Cuprent itio（times） | 0.7 | 0.6 | 0.7 | 0.7 | 0.7 |
| ```Leverege reties Debt/equity estio (times) lnterest coverage fetia (times) Oebt petio (times)``` | 5.7 3.1 0.9 | 25.3 0.8 1.0 | 5.8 3.1 0.9 | 75.2 3.2 1.0 | 2.8 3.3 0.7 |


（2）These stimetes ere besed on senple of Dusinesses reperting seles detween 825,000 and 82，000．000．
Set ioble for symols and notes．

## Definitions：

1．Liquidity retio：
Gurront a current asseis／Eurrent tivollifies

2．Leverege retios：
a）Deblequiey a poial lisoilistes／equity
D）Deber ratio＝total liabilites／total assets．
cl Interest coverge z net profit－interest expense／intertse expense

TABLE 4. Statement of cnanges in financial position for incorporated businesses only. 1987
Ontario. Take-Dut Food Services (S1C 92i3)

|  | Tota ! ! ! | $30: 40 \mathrm{~m}$ | $\begin{aligned} & \text { lowe } \\ & - \text { dole } 25: \text {. } \end{aligned}$ | Jece mincla : | -90 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample No. now sales vaiue (5000's! Hign saies value \{S000's | $46$ | $31$ | $\begin{array}{r} 31 \\ 240 \\ \hline \end{array}$ | $\begin{aligned} & 246 \\ & 32= \end{aligned}$ | 引: |
|  | querage ( 8000 s ) |  |  |  |  |
| Operating activities Casn irom obetations Cenreciat:on Other | 5 13 -2 | $\begin{array}{r} -18 \\ 10 \\ 5 \end{array}$ | $\begin{array}{r} -1 \\ 4 \\ -9 \end{array}$ | $\begin{array}{r} 14 \\ 17 \\ -8 \end{array}$ | 92 18 5 |
| Dividends | -5 | - | -1 | -6 | -12 |
| Investment activities <br> Dispossi of fixed assets <br> Puechase of fixed assers <br> Incresse in investment <br> Oecrease in investment | $\begin{array}{r} 3 \\ -24 \\ -8 \\ 3 \end{array}$ | $\begin{array}{r} -93 \\ -16 \\ \hline \end{array}$ | $\begin{array}{r} 9 \\ -1 \\ -9 \\ 13 \end{array}$ | $\begin{array}{r} 2 \\ -5 \\ -1 \end{array}$ | 2 -19 -9 |
| Financing activities <br> fincresse in long term debt <br> Repsyment of long term deot <br> Loans from shareholders <br> Reosyment of loans ipom sharemolders <br> Advances s loans from government <br> increase in equity <br> Oecrease in equity <br> Other | $\begin{array}{r}18 \\ -14 \\ 14 \\ -5 \\ \hline\end{array}$ | 73 41 -1 | $\begin{array}{r} 11 \\ -24 \\ 15 \\ -3 \end{array}$ | -9 2 -6 | 9 -17 8 -9 - -1 |
| Increase(decrease) in cash s equivalents Cash sequivalents-Beginning of the year Cash sequivalents - End of the year | $\frac{1}{7}$ | 4 5 | -1 1 1 | 2 8 10 | 14 |

 on ly those businesses reporting stetement of changes
see labl i fap symbols and nates

TABLE 5. Enployment changes by size of business. 1984-1987 based on SIC ciassification in 1987
Onterio. Take-Out food Services (SIC 9213)

|  |  |  |  | Changes in mt wif $=0$ | $\begin{aligned} & \text { of ou: esses } \\ & \text { Dioy } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in sverege lobour unies (1) | Number of businesses | Total paypo $(\$ 000 \text { s) }$ | Average isbous units(1) | reporting(2) | No longer reorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 2.156 | 124.678 | 16.343 | 473 | 332 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-}-99 \\ & 100-199 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 2.050 \\ 98 \\ 9 \\ 1 \end{array}$ | $\begin{array}{r} 64.030 \\ 24.117 \\ x \\ x \end{array}$ | $\begin{aligned} & 8.399 \\ & 3.118 \\ & 1.546 \\ & 3.280 \end{aligned}$ | $\begin{array}{r} 463 \\ 9 \end{array}$ | $\begin{array}{r} 317 \\ 15 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 3.304 | 218.391 | 23.724 | 197 | $\ldots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20 \text { - } 99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | 3.140 151 10 3 | $\begin{array}{r} 112.967 \\ 46.126 \\ 14.299 \\ 45.001 \end{array}$ | $\begin{array}{r} 12.302 \\ 4.940 \\ 1.563 \\ 4.919 \end{array}$ | 854 30 2 1 | $\cdots$ $\cdots$ $\cdots$ |



 500 molorees in Canade as whol du: iess ingh inat numow in ony given province if is shown in ine soo bno over group
121 Refers 10 ousinesses peopting no porroll geguctions in ing previous rear.
13) Refers to ousinesses reporting no payroll deductions in the following yemp
 adusted accordingly

See isple 1 for symools and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Ontario. Take-Out food Services (S16 9213)
-0ヶ*1!
301:0m lower


1985


1986

| Mumber of observetions in sample | 488 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 200.991 | 48.991 | 95.458 | 167.427 | 492.291 |
| Average expense 5 | 194.928 | 50.214 | 99.672 | 162.755 | 487.07i |
| Average net orofit \{loss) 5 | 6.053 | -9.223 | -4.2:5 | 4.672 | 25.020 |
| Businesses remorting profit (Wo.) | 376 |  |  |  |  |
| Average saies ${ }^{\text {a }}$ | 211.084 | 47.890 | 97.477 | 170.079 | 528.908 |
| Avorage expenses | 194.258 | 40.268 | 88,861 | 157.400 | 490.526 |
| Average net arofits | 15.825 | 7.602 | 8.636 | 12.578 | 38.382 |
| Susinesses repopting boss (Mo.) | 92 |  |  |  |  |
| Average salos $\$$ | 167.725 | 49.861 | 92.429 | 159.890 | 368.919 |
| Average expense \$ | 185.205 | 57.539 | 115.903 | 178.378 | 388.600 |
| Average ner loss | -17.480 | -8.078 | -23.474 | -18.588 | -15.68. |

1987

| Mumber of observations in semple Average sales 5 <br> Average expense $\$$ <br> Avorage net profit (loss) \$ | 318 202.750 19.308 11.448 | $\begin{array}{r} 50.649 \\ 48.671 \\ 1.978 \end{array}$ | $\begin{array}{r} 114.582 \\ 107.513 \\ 7.069 \end{array}$ | $\begin{array}{r} 191.544 \\ 179.675 \\ 11.869 \end{array}$ | $\begin{array}{r} 454.247 \\ 429.372 \\ 24.875 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 241 |  |  |  |  |
| Average sales 5 | 197.316 | 50.517 | 114.352 | 191.956 | 432.429 |
| Average experse $\$$ | 178.068 | 40.992 | \$9.901 | 174,507 | 398.871 |
| Average net profit \$ | 19.248 | 9.525 | 16.151 | 17.459 | 33.558 |
| Businusses reporting loss (No.) | 78 |  |  |  |  |
| Average sales \$ | 231.177 | 50.815 | 115.150 | 190.063 | 568.679 |
| Aversge expense 5 | 244.162 | 58.315 | 131.159 | 197.831 | 589.343 |
| Average not loss\$ | -12.985 | -7.500 | -16.009 | -7.768 | -20.664 |

[^39]TABLE 1. Selected operating ratios. in percent of sales, 1987
Ontario. Caterers isic 9214)

|  | Tota |  | 30ttom 25\% |  | $\operatorname{made} ? 5 \%$ |  | - Jo. 6 URE: |  |  | O\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eus nesses in sample Ne. Low sa es value $3000^{\circ}$ s. migh sales value iscoos | $112$ |  | 38 |  | $\begin{aligned} & 68 \\ & 93 \end{aligned}$ |  | 9349 |  |  | +! |  |
| Selected expense tem | Industry average: 2 ) |  |  |  |  | $\begin{gathered} \text { Eousi- } \\ \text { nesses } \\ \text { roporting } \end{gathered}$ | Redoriting dusinesses ontra 3) |  |  |  |  |
|  | Total | 80:10m 25\% | $\begin{array}{r} \text { Lower } \\ \text { miog } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { miod!e } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Yoo } \\ & 25 \% \end{aligned}$ |  | To:al | $\begin{array}{r} 30: \div 0 m \\ 25 \% \end{array}$ |  | $\begin{aligned} & \text { uoder } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & \hline 0 \end{aligned}$ |
|  | Purcent of sales |  |  |  |  |  | Percent of saims |  |  |  |  |
| Cost of sales | 50.7 | 47.3 | 54.6 | 53.7 | 47.0 | 87.8 | 57.7 | 55.0 | 59.9 | 62.8 | 53.0 |
| Dccupency exoenses | 7.5 | 7.8 | 6.5 | ? 8 | 8.0 | 87.8 | 8.8 | 8.9 | 8.1 | 9.4 | 8.0 |
| Depreciation | 1.9 | 1.5 | 2.0 | 2.8 | 1.5 | 62.7 | 3.9 | 3.4 | 3.2 3.0 | 5.2 | $\therefore .6$ |
| Redairs \& maintenance | 1.6 | 2.1 | 1.3 | 1.8 | 1.2 | 52.1 | 2.6 | 4.3 | 3.0 | 2.6 | - 5 |
| Hest, tignt \& telephone | 1.2 | 1.6 | 0.5 | 0.9 | 1.7 | 45.6 | 2.5 | $4 . ?$ | 1.6 | 3.0 | 2.0 |
| Rent | 2.8 | 2.6 | 2.7 | 2.3 | 3.6 | 51.8 | 5.4 | 8.8 | 8.5 | 4.1 | 4.3 |
| Personnel expenses | 11.7 | 11.5 | 8.7 | 7.2 | 19.8 | 66.7 | 17.5 | 15.6 | 22.9 | 11.8 | 21.1 |
| Finencial expenses | 1.9 | 2.1 | 1.7 | 1.9 | 1.7 | 3. 1 | 2.2 | 3.3 | 2.0 |  |  |
| interest \& bank enarges | 1.3 | 1.5 0.5 | 9.2 0.5 | 1.5 0.5 | 1.2 0.5 | 56.5 86.8 | 2.6 | 4.3 | 2.3 0.9 | 3.1 0.8 | 1.3 0.7 |
| Other expenses | 18.8 | 14.5 | 15.5 | 18.8 | 18.1 | 100.0 | 16.8 | 14.6 | 15.5 | 18. | 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 | $\ldots$ | . $\cdot$ | $\ldots$ | . . | . . |

## Sywbols

```
- zero or no abservarions
-- $00 small $00 D Expressud
    not applicsale
* confidentisl
```

Footnoten


(3) Veiue in esch celi $=$ lopal woignted expenditurs on given item

This porqion of the table Deptains only to the businesses repring the specific expense isem. iner for thest rios ore colculsted individublly and the totel wilf not necessefily equel $100 \%$

Motes
Det are shown by quartiles when at least 13 of the sampled businesses report ehe specific item
 on quarier of the totil number of busintsses. Within cech quertile. the gerege papio is presented. for comperison purposes. ithe high ano lom vilues of sales are ghom

How to use the teblet

(2) The sotected ange with indicate the proper cuertile. . the botion 25\%. the lower middio 25\%. the upper middi 25\% or : 7 $10025 \%$.
(3) Deto pertaining to she selected sales side range will be in thet guartile

Stenderd Industrisl Elsssificetion Definition (5IE 1280):

## SIC 5214 - Ceterers


 in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Caterers (516 9214)

(11) these stimetes are based on sample of businesses peporing ssles detween $\$ 25.000$ and 82.000 .000 .

See tide i for symols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Onterlo. Caterer: (Sic g214)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lown } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{array}{r} \text { UpDer } \\ \text { middie } 25 \% \end{array}$ | 100 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in ssmole iNo. Low seles value ( 5000 c ) High sales vilue ( 5000 s) | ( ${ }^{23} 1$ |  | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity ratio Cuprent retio (times) | 0.9 | - | -- | -- | -- |
| Leverege retios <br> Debt/equicy ratio (times j <br> Interest covernge retio (times) <br> Ont perio (times) | $\begin{aligned} & 7.7 \\ & 2.9 \\ & 0.9 \end{aligned}$ | -- | -- | -- | -- |

(1) The ratios represent the overage of retios for eech ousiness in the groug ond cannot be calculatec from ine figures shown in toble 2 .
(2) These es imates ore besed on smple of businesses reporting \$810s detmeen \$25.000 anc \$2.000.000.

See rable 1 for symols and notes

## Definitions:

1. Liquidity retio:

Cuprent a cuprent assers / cur:er lindil: es
2. beverage potios:
8) Debp/equity = potel liabilifies / equity

c) Inserest goverage = net profit - interest expense/interest expense

TABLE 4. Statement of ehanges in financial position for incorporated businesses only. 1987
Ontario. Caterers (S1C 9214)

|  | *0:31: | $\begin{array}{r} 30+10 m \\ 25 \% \end{array}$ | m. do awe: | $-01:-5$ | 08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole ino. Low sales value $\$ 000$ s) mign sales value 500 st |  |  | -- |  | -- |
|  |  |  | average \$ $\$ 000$ |  |  |
| Opersting activities Casn fiom oderations Qubrection Other | 8 8 5 | -- | -- | -- | -- |
| Dividends | -9 | -- | -- | -- | -- |
| Investment ectivitics <br> Disposal of fixed asyets <br> Pupchase of fixed assets <br> Increese in investment <br> Decpesese in investment | -10 | -- | -- | -- | -- <br> -- <br> - |
| Flnancing activities <br> Incresse in long term ceot <br> Reosymen: of lang term dedt <br> Loans from sharenolders <br> Redayment of loans from sharenolders <br> Advances \& loans from yovernment <br> Increase in equity <br> Decrease in auliy <br> Other | 1 -2 1 -2 - - 1 | -- <br> - <br> - <br> - <br> -- | -- -- -- -- -- | - - - - - -- | $-=$ -- -- - - |
| Incfesse(decrease) in cash equivelents Cash equivelents-beginning of the yeer Cesh equivelents - End of the yeer | 9 | -- | -- | -- | -- |

111 Inese estimes er desed on semple of incorporated businesses reporting seles ontween 525.000 and $\$ 2.000 .000$. Sample count inciudes only those Dusinesses reporting stetement of changes
see rible ifor symbols and nores

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic classification in ig87
Ontario, Caterers (S1E 9214)




 500 moloyees in Canade os whol but less than thay umber in any given piovince it is shown in the 500 and over groug.
2) Reters to businesses reporting no payroll deductions 1 : the pr gious year
(3) Refers to businesses ieporting no perroll ouductions in the following vear
 adusteo accordingly

Set iable f for symbols and noves

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$ Ontario. Cazerers (Sic 9214)

|  | Toraill | $\begin{array}{r} 3 c!: 0 m \\ 25 \% \end{array}$ | modede OWE | midecese | ? |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 22 |  |  |  |  |
| average sales 5 | 52.-57 | 38.523 | 73.279 | 108.519 | 430.729 |
| average exoense 5 | 152.396 | 34.321 | 52.359 | 102. 339 | 41:.245 |
| Aversge net profit (loss) \$ | 9.771 | 3.601 | 10.510 | 5.371 | 19.500 |
| Businesses reoorting a profit (No.) | 205 |  |  |  |  |
| Average saies \$ | 155.431 | 37.871 | 73.279 | 106.566 | 404.008 |
| Average exoense \$ | 139.941 | 32.562 | 62.669 | 91.191 | 373.341 |
| Average net orofits | 15.490 | 5.309 | 10.510 | 15.375 | 30.667 |
| Busincsses peporting a loss (Mo.) | 17 |  |  |  |  |
| Average sales | 241.494 | 41.782 | - | 116.550 | 566.150 |
| Averape expense $\$$ | 267.456 | 46.621 | - | 152.551 | 603.195 |
| Average net loss \$ | -25.952 | -4.839 | - | -36.00 | -37.045 |

1988


1987

| Number of observations in smmple | 128 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles \$ | 139.299 | 43.694 | 83.652 | 117.44d | 312.406 |
| Average expense \$ | 127.811 | 35.787 | 74.874 | 102.993 | 297.591 |
| Average net oratit lloss) \$ | 11.488 | 7.907 | 8.778 | $16.45 \%$ | 14.815 |
| Businesses enporting profit (Mo.) | 105 |  |  |  |  |
| Average sales \$ | 140.499 | 42.726 | 84.223 | 195.127 | 318.887 |
| Aversge expense \$ | 125.032 | 33.299 | 69.982 | 99.018 | 297.829 |
| Average not profit | 15.459 | 9.427 | 14.249 | 17.111 | 21.058 |
| Businesses reporting loss (Mo.) | 23 |  |  |  |  |
| Avorage sales 5 | 138.102 | 51.526 | 81.975 | 127.488 | 291.42: |
| 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 |

[^40]TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario. Taverns, Bars and Nignt Ciubs (SiC 922l)

|  | Total: |  |  |  | micole -5mer |  | Vooer$\text { miade } 25 \%$ |  |  | 5 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eusinesses a samele No. Low sales value $\$ 000$ : Migh saies value $\$ 000$ 's! |  | 134 $1!$ | 11) |  |  | $\begin{aligned} & 121 \\ & 314 \end{aligned}$ | $\begin{array}{r} 314 \\ 592 \end{array}$ |  |  | 552 |  |
| Selocted expense , tem | Industic average: 2 ! |  |  |  |  | $\begin{aligned} & \text { gousi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting businesses saivi ?l |  |  |  |  |
|  | Total | 80t+0m | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | yoder del 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Toral | $\begin{array}{r} \text { Sor rom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Gower } \\ \text { miodie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text {-aper } \\ \text { midal } \\ 25 \% \end{array}$ | $\begin{aligned} & 500 \\ & 25 \% \end{aligned}$ |
|  | 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 |
| Occupency expenses | 13.9 |  |  |  | 12.1 2.0 | 99.9 | 13.5 | 18.1 | 15.1 5.0 | 10.4 2.6 | 12.1 |
| Depreciation | 2.6 | 2.1 | 4.0 2.8 | 2.2 2.1 | 2.0 2.2 | 77.2 92.9 | - | 5.0 | 5.0 2.9 | 2. 6 | 2.5 |
| Redairs s mainzenance | 3.8 | 8.2 5.0 | 2.8 3.8 | 2.1 3.0 | 2.2 2.6 | 92.9 96.4 | 4. | - | 2.9 4.1 | 2.6 3.0 | 2. 2.6 |
| Reat. Rent | 3.7 | 1.8 | 4.3 | 3.1 | 5.3 | 62.2 | 5.9 | - | 9.1 | 7.6 | 6.0 |
| Personnel expenses | 23.4 | 25.8 | 17.8 | 26.4 | 23.6 | 99.6 | 23.5 | 25.9 | 18.0 | 26.1 | 23.6 |
| Financial expenses | 4.1 | 4.6 | 4.7 | 3.2 | 3.9 | 99.0 | 6.1 | 4.8 | 4.8 | 3.2 |  |
| Interes? \& bank charges | 3.1 1.0 | 3.2 | 4.1 | 2.3 0.3 | 2.7 | 90.2 87.9 | 3.1 1.2 | 3.8 2.2 | 4.0 | 2.7 0.9 | 2.7 |
| Profossional fees |  |  | 0.7 | 0.9 | 1.1 |  |  | 2.2 |  |  |  |
| Other expenses | 25.1 | 34.5 | 16.1 | 28.2 | 25.4 | 100.0 | 26.1 | 34.5 | 16.1 | 28.2 | 25.4 |
| Prolit (loss $\}$ | -1.8 | -12.9 | 4.8 | 1.2 | 0.3 | 99.8 | -1. 5 | -12.3 | 4.8 | 1.2 | 0.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | -•• | $\cdots$ | -•• | . $\cdot$ |

Symools

- zero or no opserverions
-     - 100 snell too be expressed
... not epolicedio
$x$ conficuntiol



## Motes

Osta st shown by qust iles when let lest 13 of the sampled businesses report the specific item
 one quarter of the totsi number of businesses. Within eech guspilm, the overge patio is presented. For comerison purposes. the high and 1 cm viliues of seles are shown

Mow to use the tobles

l21 The selected renge will, indicut the proper gutitili. i.e. the botion $25 \%$. the tower midde $25 \%$. the upper midd $25 \%$ of the $10025 \%$.
(3) Dete perteining to qhe selected seles size ronge will be in that queptile.

Stenderd Industrisl clessificetion Definieion ISIE 10801:
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 in phis inoustry

TABLE 2. Balance sheet profile for incorporated Dusinesses only. 1987
Ontario, Taverns, Bars and Night Clubs (S16 9221)

|  | Total(1) | Bo:som $35 \%$ | Lower $\text { micdie }=5 \%$ | upoer misjle 25: | O2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in samole (Mo.1 Lowsales value $\$ 000 \mathrm{sj}$ High sales valua $\$ 000$ s) | $59$ | (1) | 186 410 | 410 726 | ? 11 |
|  | Average (9,000's: |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn | - | - | - | - |  |
| Accounts and notes receivable | 2 | 1 | 4 | - | \% |
| inventory | - | - | - | - |  |
| Other current assets | 54 | 28 | 53 | 36 | 97 |
| Toral current assets | 56 | 29 | 57 | 36 | 37 |
| Fixed assets | 144 | 45 | 87 | 225 | 2! |
| Less: Accum. dep. on fixed assets | - | - | - | - | - |
| Other assets | 47 | 25 | 34 | 32 | 94 |
| Total ussets | 246 | 99 | 179 | 293 | 403 |
| Lisbilities and equity $\begin{array}{lll}\text { Cupront louns }\end{array}$ |  |  |  |  |  |
| Other current liabilities | 79 | 58 | 64 | 76 | 120 |
| Total cuprent liabilities | 92 | 58 | 66 | 83 | 158 |
| Mortgages perso | - | - | - |  | - |
| Long term debt | 10 | - | - | 5 | 34 |
| Other lisbilities | 116 | 51 | 79 | 132 | 198 |
| Total liabilities | 218 | 110 | 145 | 220 | 389 |
| Totel equity | 29 | -11 | 33 | 73 | 13 |

(1) These estimates are besed on a sample of businesses reporting sales betmeen 825,000 and $82.000,000$

Set isble 1 for symbols and nores.

TABLE 3. Financtal ratios(1) for incorporated bustnesses only, 1987
Ontario. Taverns, Bars and Night Clubs (S|C 9221)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middl. 25\% | $\begin{array}{r} \text { UDDer } \\ \text { midol } 25 \% \end{array}$ | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businusses in semple ( NO .) Low sales velue ( $5000^{\prime}$ s) High seles vilue ( $5000^{\prime} \mathrm{s}$ ) | (1) | $11)$ 186 | 185 410 | $\begin{array}{r}110 \\ 724 \\ \hline\end{array}$ | 726 111 |
|  | Average |  |  |  |  |
| Liquiditr petio Current fatio (tiones) | 0.8 | 0.5 | 0.9 | 0.4 | 0.8 |
| Laverege ration <br> Detiloquity fatio (times) <br> interest coverage ratio (times) <br> Debt ratio (times) | 7.6 1.2 0.9 | -10.0 $\vdots i$ | 1.1 1.0 0.8 | 3.0 1.1 0.7 | 29.2 1.5 1.0 |

(1) ine resios coresent the evernge of retios for soch business in the group ond connot be calculated from the figures shown in imble


5et ingle 1 for smbols and noies

Definition:

1. Liquidity retio

Gurfent = curper assers / corpent lisotites
2. Leverege revios:

0 DeDt ratio s totel lisilities / total assets.
c) Inserest coverage $=$ net profit - interass expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Ontario, Taverns. Bars and Night Clubs (SiC 9221)

|  | -0:31111 | $\begin{array}{r} 5 c+20 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { lower } \\ -.00: 25 \% \end{array}$ | $\begin{array}{r} \text { moser } \\ \text { micale İ: } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gus:nesses a samaie No. Lom sales value $\$ 20 \mathrm{C}$ 's <br>  | $\begin{array}{r} 25 \\ \vdots 1 \\ 1 \end{array}$ | 215 | $\begin{aligned} & 275 \\ & 465 \end{aligned}$ | $\begin{array}{r} \because 54 \\ 523 \end{array}$ | \% \% |
|  |  |  | -rage $\$ 000$ |  |  |
| Operating activities <br> Cash from oderations <br> Desiec ation Other | $\begin{array}{r} 18 \\ 14 \\ -8 \end{array}$ | $\begin{array}{r} -20 \\ 10 \\ 19 \end{array}$ | $\begin{array}{r} 40 \\ 4 \\ 33 \end{array}$ | $\begin{array}{r} -10 \\ 18 \\ -17 \end{array}$ | 24 20 -46 |
| Dividends | $-17$ | - | $-24$ | -7 | -34 |
| lnvestment ectivitios <br> Disposal of fixeo assets <br> Purchase of fixeo assers <br> Increase in investment <br> Decresese in investment | $\begin{array}{r} 29 \\ -29 \\ -9 \end{array}$ | - | -1 | $\begin{array}{r}\text {-3? } \\ -11 \\ \hline\end{array}$ | $\begin{array}{r}75 \\ -30 \\ -19 \\ \hline\end{array}$ |
| Finencing ectivities <br> increase in long term onet <br> Recarment of long term debt <br> Loans fiom shareholders <br> Repayment of loans fiom sharenolders <br> Advances 8 loans fiom government <br> Increase in eouity <br> Decrease in equity <br> Other | 7 -18 4 -4 | -8 | 7 -13 6 -4 | $\begin{array}{r}11 \\ -12 \\ 9 \\ \hline\end{array}$ | 5 -37 -10 -10 |
| Incpesse(decrease) in cesh equivelents Cosh \& equivalents-Beginning of the year Cash equivelents . End of the yewr | $\begin{array}{r} -13 \\ -7 \\ -19 \end{array}$ | $\begin{array}{r} 1 \\ -12 \\ -11 \end{array}$ | 49 | -57 -27 -84 | -20 15 -5 |

 oniy ihose ousinesses reporiting staremmi of changes.
see Table for syrools and noses.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC citisificetion in tes7 Ontarlo. Taverns, Bars and Night Clubs (SIC 9221)

| Business size expressed in everse loour unips(1) | Number of businesses | Tots $\begin{gathered}\text { payrol } \\ (\$ 000 \text { s) }\end{gathered}$ | Average labour units (1) | Changes in number of businusses with ou id mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reoorting(2) } \end{array}$ | No longer - 0 oorting(3) |
| 1984 |  |  |  |  |  |
| Total | 752 | 53.259 | 7.009 | 13 | 53 |
| $\begin{aligned} & \text { les enan } 20 \\ & 20.99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}659 \\ 90 \\ 3 \\ \hline\end{array}$ | 30.995 <br> 20.232 <br> 2.072 | $\begin{array}{r} 4.082 \\ 2.654 \\ 273 \end{array}$ | 74 9 9 | $\begin{array}{r}44 \\ 9 \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 742 | 81.148 | 6.654 | 114 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { nd over } \end{aligned}$ | 650 91 1 | $36.013$ $\begin{aligned} & x \\ & x \end{aligned}$ | 3.915 2.598 140 | $\begin{array}{r}103 \\ 11 \\ \hline\end{array}$ | $\ldots$ $\ldots$ $\ldots$ |

 surver of Employmene, Payroll and hours. Statistics Canads. Cotalogu 72-002. Wh overoge labour unit could ot intepreted as a
 500 eroloyees in consoas as whole but less than that number in ony given province it is shown in the 500 and over groud
121 Refers io ousinesses reopring mo perroll deductions in the piovious year
131 Refers io businesses reporting no peypoll deductions in the following yen
Newly reoorting" and "no tonger redorting" Dusinesses or a assumed to have oeen in activity for six months and the informition is adusted accoroingir
see iable 1 for symbols and notes.

TABLE 6. Selected operating characteristies of smell businesses by sales quartile. 1985-1987
Ontario. Taverns, gars and Night ciubs (S15 9221)

|  | -c:al(1) | $\begin{array}{r} \text { Bot:0m } \\ 25 \% \end{array}$ | Lowe? $m 100105 \%$ | m.ocie ejo | $\begin{aligned} & 505 \\ & : 8 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample | 110 |  |  |  |  |
| Average sales 5 | 372.974 | 70.640 | 229.350 | 385.958 |  |
| cuerage exoense \$ | $352.3 ¢ 3$ | 55.310 | 223.3:2 | 77.257 | 748.253 |
| Average net profit (loss) s | 20.181 | 5.000 | 5. 40 | 4.721 |  |
| 8usinesses reporting profit (Mo.) | 88 |  |  |  |  |
| Average sales $\$$ | 35\%.306 |  |  |  |  |
| Average expense $\$$ | 331.169 | 43.938 | 208.209 | 364.637 | $307.290$ |
| Averaga net piofit \$ |  |  | 13.764 | 20.020 | 58.018 |
| Businsses reporting lost (Mo.) | 22 |  |  |  |  |
| Average seles 3 | 432.171 |  | 250.297 | 390.72 | 1.027.385 |
| Average expense ${ }^{\text {a }}$ | 458.979 | 93.835 | 285.747 | 395.37 | 1.080.962 |
| Average nei lass \$ | -26.808 | -33.635 | -15.450 | -4.659 | -53.4.5 |

1986

| Mumber of observations in smolo | 152 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales \$ | 4.74.463 | 134.217 | 270.729 | 529.823 | 963.284 |
| 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 remorting eprofit (Mo.) | 110 |  |  |  |  |
| Average salos \$ | 678.082 | 137.831 | 277.049 | 535.834 | 951.615 |
| Average exomens \$ | 44.029 | 123.091 | 252.342 | 513.372 | 887.312 |
| Average nei drofit \$ | 34.053 | 14.740 | 24.707 | 22.462 | 74.303 |
| Businesses raporting loss (Mo.) | 42 |  |  |  |  |
| Average sains \$ | 467.253 | 120.834 | 281.321 | 513.424 | 973.432 |
| Average expense \$ | 498.052 | 131.772 | 288.179 | 543.436 | 1.028 .829 |
| Average nei loss ${ }^{\text {a }}$ | -30.799 | -10.938 | -25.858 | -30.012 | -55.389 |

1987

| Number of coservetions in samole | 107 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aver ta sales \$ | 395.182 | 68.753 | 200.906 | 422.813 | 888.255 |
| Average exoense S | 387.348 | 79.489 | 190.404 | 418.745 | 860.752 |
| Average net piofit (loss) \$ | 7.834 | -10.736 | 10.502 | 4.068 | 27.504 |
| Businesses reporting profit (Mo.) | 70 |  |  |  |  |
| Aversge sales $\$$ | 410.704 | 92.900 | 190.453 | 429.383 | 930.078 |
| Average expenst \$ | 382.995 | 87.071 | 176.107 | 404.633 | 864.170 |
| Average net opolit \$ | 27.709 | 5.829 | 14.346 | 24.750 | 65.908 |
| Susinesses raporing e lose (Me.) | 37 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 381.729 | 59.270 | 296.347 | 408.385 | 782.914 |
| Averape expense | 417.985 | 76.512 | 293.589 | 449.733 | 852.146 |
| Avarage net loss $\$$ | -36.266 | -17.262 | $-17.242$ | -41.347 | -69.230 |

(1) These estimates are pesed on sample of businesses reporing sales betweer $\$ 25.000$ and $\$ 2.000 .000$

See iable for symols and notes

TABLE 1 . Selected operating ratios, in percent of sales, 1987
Ontario, Entertainment Production Compenies and Artists (SIC 9639)

|  | Tcal: ${ }^{\text {a }}$ |  | Bottom$25 \%$ |  | m:cole ${ }^{\text {ame! }}$ |  | Jeor$-1 \text {-1e } 5 .$ |  |  | -5: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eus aesses in samole No. Lom sales value 18000 s) M.gn salas value $\$ 000^{\prime}$ s) | $\begin{aligned} & 103 \\ & 1 i) \\ & !1! \end{aligned}$ |  | $34$ |  | $\begin{aligned} & 34 \\ & 4.4 \end{aligned}$ |  | $\begin{aligned} & 12 \\ & \vdots \end{aligned}$ |  |  | $\vdots$ |  |
| Selecteo exoense item | Industey average 3 ? |  |  |  |  | $\left\{\begin{array}{l} \text { \% susi- } \\ \text { nesses } \\ \text { ieoorting } \end{array}\right.$ | Reporting businesses onlvi 3: |  |  |  |  |
|  | Total | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { bower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { midel } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bo::om 25\% | $\begin{array}{r} \text {-over } \\ \text { miodl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Jooer } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25{ }^{2} \end{aligned}$ |
|  | Pereent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 1.5 | $\ldots$ |  | $\cdots$ | -.. | 5.2 | 29.6 | - |  | - | -.. |
| Occuoser expenses | 11.5 | 14.1 | 13.7 | 9.3 | 9.0 | 88.1 | 11.8 | 14.4 | 14.1 |  | 9.4 |
| Oeorecietion | 4. ${ }^{4}$ | 6.5 | 6.2 | 4.6 | 2.6 | 87.1 | 5.6 | 8.4 | 6.6 | 4.7 | 3.2 |
| Repairs - mainsenance | 1.7 | 2.6 | $1 . ?$ | 1.6 | 1.0 | 59.3 | 2.9 | 4.8 | 3.0 | 2.1 | 1.8 |
| Heat. light \& telephone | 1.3 | 0.9 | 1.1 | 1.1 | 1.9 | 64.5 | 2.1 5.8 | 1.6 | 1.6 6.3 | 2.2 | 2.9 |
| Rene | 3.6 |  |  |  |  |  | 5.8 | 7.8 | 6.3 |  |  |
| 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 2.6 |  | 5.8 7.8 |
| Inierest \& Dank charges Professional lees | 2.1 | 0.1 2.2 | 0.9 1.5 | 3.6 | 3.7 1.2 | 44.2 73.1 | 4.8 | 0.3 2.8 | 2.6 2.5 | 5.7 0.5 | 7.8 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 | 25.3 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... |  | $\ldots$ | -•• | - . |

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Symbels
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- zero or no observesions
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- zero or no observesions
-- too small ioo be txpressed
-- too small ioo be txpressed
... mot moolicable
... mot moolicable
* confidentisl

```

\section*{Feotnotes}

111 These estimetes tre baseo on sampl of businesses pepoping sel bseswem 825.000 and 32.000 .000
21 Value in each cell \(=\frac{\text { Total weighed expendieur on given item }}{\text { Total weighed seles of oll businesses in the sample }} \times 100\) for eoch guertile
(3) Yalue in bich cell s lotsl weighted expendiur on given item for foch quertile

This gortion of the tabl pertains only to the businesses reporting the specific expense item. Therefore these retios ert celculated individubly and the sotal will not necessiefily equal 100 z .

\section*{Not}


 high end low values of sales ore shown

How 10 use the tebles
11) Lecate the bopropriate seles range thet is displayed on the two lines ansitled blow seles velue" and wigh stios vilue"
12) The selected ronge will indicete the oroper quartile, i. the bottom 25\%. the lower midde 25t. the upper miode 258 or the top 25\%.


\section*{Stenderd Industris: CIsesificetion Definition (SIC 18s0):}

\section*{SiC s5j1. Entertsinment Production Compenist and Artiste}

8usinesses primerily engaged in promoting. producing ond oerforming in elive theaticat productions and staged entertinnent. Dromotion agencis primarily engaged in arranging ine advertising. location. ticket sales. elc. of such producpions be incluced here own-accoune sciors, bstlet ong other dince comosies, Dond op opchestras. own-account entertainers. om-account musicians, oper companis. orchestras. own-account performers lentertsinert, Dop grouos, road companies. omeaccount singers. siaged enteriainment, stock l\&hetticsll companies. theatre componies. there production ogencies. thestricst promotion ogencies and own-becoung vacetists ere inciuded in this industry.

TABLE 2．Balance sheet profila for incorporated businesses oniy． 1987
Ontario，Entertainment Production Companies and Artists（S1C 9631）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Torai： 1 & 90：：0m 25＊ & Micolorer & \[
\begin{aligned}
& \text { Uここミ: } \\
& \text { Nu: }
\end{aligned}
\] & \[
\begin{aligned}
& \because=0 \\
& \therefore:
\end{aligned}
\] \\
\hline Susinesses in samole No． Low sales ralue（ \(\$ 000^{\circ}\) s） High sales value（ 8000 s） & \[
\begin{aligned}
& 20 \\
& (1) \\
& 111
\end{aligned}
\] & －－ & －－ & －－ & －－ \\
\hline & \multicolumn{5}{|c|}{Averoge（\＄000 s} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & － & \(\because\) & － & －－ & －－ \\
\hline Accounts and notes receivable Invenzory & 4 & －－ & －－ & －－ & －－ \\
\hline opher eurrent assets & 112 & －－ & －－ & －－ & －－ \\
\hline Total cureent assets & 116 & －－ & －－ & －－ & －－ \\
\hline Fixed assets & 43 & － & － & －－ & －－ \\
\hline Less：Accum．deo．on lixed ossets & & －－ & －－ & －－ & －－ \\
\hline Other ossets & 9 & － & － & －－ & －－ \\
\hline Total sesets & 187 & －－ & － & －－ & －－ \\
\hline \multicolumn{6}{|l|}{Lietilities and equity} \\
\hline Other current liabilities & 59 & －－ & －－ & －－ & －－ \\
\hline Total curcent liabilities & 86 & －－ & －－ & －－ & －－ \\
\hline Mortgages payable & － & －－ & －－ & －－ & －－ \\
\hline Long term debt & i & －－ & －－ & －－ & －－ \\
\hline Other lisoilities & 11 & －－ & － & －－ & －－ \\
\hline Total liebilities & 97 & －－ & －－ & －－ & －－ \\
\hline Totel eavity & 70 & ＝－ & －－ & －－ & －－ \\
\hline
\end{tabular}

See Tadie for symbols and notes

TABLE 3．F4nanciel ratios（1）for fneorporated businesses only．1987
Ontarlo，Entertainment Production Compenles end Artists（Sic 9631）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{aligned}
& \text { Bottom } \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { midd } 25 \%
\end{array}
\] & Upper middele 25\％ & 700
\(25 \%\) \\
\hline Qusinesses in samole（No． Low seles value（ \(\$ 000\)＇s） High sales value \(15000^{\circ}\) s） & （1） & & －－ & －－ & －－ \\
\hline & & & Averse & & \\
\hline Liquidity patio Curpent potio（times） & 1.4 & －－ & －－ & －－ & －－ \\
\hline \begin{tabular}{l}
Leverage retios Oebilequity ratio（times） \\
Interast coversge patio ltimes！ \\
Debt patio（times）
\end{tabular} & \[
\begin{aligned}
& 1.4 \\
& 7.5 \\
& 0.6
\end{aligned}
\] & －－ & －－ & －－ & －－ \\
\hline
\end{tabular}
（i）The retias peresens the gerege of ratios for each dusiness in the group sno cennot de calculateo from she figures shown in lable 2 ．

Set itel for symbols and noqes

\section*{Definitions：}

1．Liquidity retio：
Gurrent a current assets／curfens lisoilisies

2．Leverage retios：
o Deot／equity＝total 1 ，obilicies／pauity
\(\Rightarrow\) Det pasio＝rotal liabilicies f cotal assass
c）interes：coverge \(x\) nes proil －inierest expense／inenerst expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario, Enteriainment Production Companies and Ariists (SIC 9631)

 only those Dusinasses recoring stintent of enanges.
see ioble 1 for symbols and motes

TABLE 5. Employment changes by size of business. 4984-1987 besed on Sic elessification in Ig87 Onterlo. Theatrical Other Staged Entertainment Servicas (SIE 963)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size exoressed in average laboup units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with peidemployees} \\
\hline & & & & \[
\begin{array}{r}
\text { New } 1 y \\
\text { eporting }(2)
\end{array}
\] & No ionger reportingỉl \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 502 & 47.303 & 2.951 & 109 & 60 \\
\hline \[
\begin{aligned}
& \text { less then } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and ove? }
\end{aligned}
\] & \[
\begin{array}{r}
485 \\
12 \\
4 \\
1
\end{array}
\] & \[
\begin{array}{r}
17.728 \\
6.069 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
1.065 \\
389 \\
835 \\
662
\end{array}
\] & 107
2
- & \[
\begin{array}{r}
57 \\
2 \\
1 \\
-
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 536 & 63.723 & 3.038 & 111 & . . \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & 514
16
5
1 & \[
\begin{array}{r}
26.779 \\
10.793 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
1.116 \\
508 \\
818 \\
530
\end{array}
\] & 108
2
1 & . \\
\hline
\end{tabular}

\footnotetext{

 full-time employea. Mote thet the business size groups used er determined it the conade level. inus if business has al leas? 500 employess in Canbot as o whole but less then thet number in any given province it is shown in the soo and over group
(2) Befers io businesses eporiting no dayroll deductions in ithe pievious year

131 Refers to businesses peporting no paypoll dequetions in the following year
}
- Newly reoorting" and *no longer reporting* ousinessas ore assumed to have bean in activity for six months and ine information is adjusted accoroingly

Set Tati i for sumbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Ontario, Entertainment Ppoduction Companies and Artists (SiC 9631)


1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of obsurvations in sample \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net profiq (loss) \$
\end{tabular} & \[
\begin{array}{r}
50 \\
86.192 \\
70.223 \\
15.969
\end{array}
\] & \[
\begin{array}{r}
28.703 \\
29.172 \\
-469
\end{array}
\] & \[
\begin{array}{r}
44.577 \\
42.629 \\
2.050
\end{array}
\] & \[
\begin{aligned}
& 78.775 \\
& 64.064 \\
& 14.711
\end{aligned}
\] & \[
\begin{array}{r}
152.611 \\
145.030 \\
47.581
\end{array}
\] \\
\hline Susinesses reporting eprofit (Wo.) & 44 & & & & \\
\hline Aveiage sales 3 & 81.402 & 29.306 & 48.386 & 78,775 & 169.140 \\
\hline Average expense 3 & 58.422 & 13.399 & 40.529 & 64.054 & 115.697 \\
\hline Average net Drofips & 22.980 & 15.907 & 7.857 & 14,711 & 53,443 \\
\hline Ousinesses peporting loss (Mo.) & 6 & & & & \\
\hline averoge sales 5 & 164.516 & 28.534 & 39.652 & - & 425.361 \\
\hline Average expense \({ }^{\text {S }}\) & 171.656 & 33.591 & 45.469 & & 435.908 \\
\hline Average net loss \$ & -7. 140 & -5.05? & \(-5.817\) & - & -10.547 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sample \\
Average sales 3 \\
Average expense \$ \\
Average net profit lloss) \$
\end{tabular} & 97
62.038
43.377
18.661 & \[
\begin{aligned}
& 29.515 \\
& 17.463 \\
& 12.052
\end{aligned}
\] & \[
\begin{aligned}
& 37.392 \\
& 21.223 \\
& 16.169
\end{aligned}
\] & \[
\begin{aligned}
& 49.237 \\
& 31.282 \\
& 17.955
\end{aligned}
\] & \[
\begin{array}{r}
132.008 \\
103.538 \\
28.470
\end{array}
\] \\
\hline Businesses roporting profit (No.) & 18 & & & & \\
\hline Average sules 5 & \(6: .660\) & 29.515 & 37.584 & 49.267 & 130.273 \\
\hline Averoge expense 5 & 38.859 & 17.463 & 19.626 & 28.794 & 88.752 \\
\hline Average net orofit \$ & 23.001 & 12.052 & 17.958 & 20.473 & 41.521 \\
\hline Businesses reporting lose (Mo.) & 9 & & & & \\
\hline Average sales \(\$\) & 75.265 & - & 35.378 & 48.533 & 141.885 \\
\hline Average expense \$ & 105.180 & - & 38.020 & 89.803 & 189.718 \\
\hline Average net loss \$ & -29.915 & - & -2.642 & -41.290 & -45.833 \\
\hline
\end{tabular}

\footnotetext{
111 These estimetes are dased on sample of businesses reporting sales between \(\$ 25,000\) and 82.000 .000 .
}

Set tate : for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario, Sports and Recreation Clubs and Survices (S1C 965)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Total: 1} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
50+\div \mathrm{am} \\
25 \%
\end{array}
\]} & \multicolumn{2}{|r|}{miade ?} & \multicolumn{3}{|c|}{VOD:
\[
\text { accie } 25 \%
\]} & \multicolumn{2}{|c|}{ico} \\
\hline Sus nesses in samole No. Low saies value \(\$ 000\) s Mign saies vaiu! \(\$ 000\) s & \multicolumn{2}{|r|}{\[
\begin{aligned}
& !33 \\
& \vdots! \\
& \vdots 1!
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& i 1 \\
& 5 j
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
53 \\
113
\end{array}
\]} & \multicolumn{3}{|c|}{\[
\begin{aligned}
& \prime 3 \\
& 312
\end{aligned}
\]} & \multicolumn{2}{|c|}{\(3!2\)} \\
\hline \multirow{3}{*}{Selecteo expense :em} & \multicolumn{5}{|c|}{Industry avarage(2)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { yousi- } \\
& \text { resses } \\
& \text { reporing }
\end{aligned}
\]} & \multicolumn{5}{|c|}{2epor:ing businesses ontrl 3} \\
\hline & Totai & 0170m
25\% & \[
\begin{aligned}
& \text { Lower } \\
& \text { miodi } \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
\text { Jooer } \\
1001 \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] & & Tota 1 & 30t\%om :5\% & \[
\begin{array}{r}
\text { cower } \\
\text { mıd } 81 \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { yober } \\
\text { micol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{Pereent of sales} \\
\hline Cost of seles & 14.5 & 9.4 & 5.8 & 20.4 & 21.4 & 52.7 & 27.5 & 38.6 & 13.8 & 32.4 & 27.1 \\
\hline Decupancy expensen & 21.8 & 25.8 & 22.6
5.5 & 20.3
6.0 & 18.7
6.6 & 100.0
79.8 & 21.8
8.0 & & & & 18.7 \\
\hline Ouprecistion & 6. \({ }^{1} .4\) & 7.3 & 5. 4 & 6.0
7.7 & 6.6
4.5 & 79.8
71.5 & 8.0
7.7 & 9.6
7.7 & 9.7
8.6 & 6.6
9.4 & 7. 5 \\
\hline Repars s mointenance & 5. 4 & 5.2 & 4.6 & 7.7 & 4.5 & 71.5
92.1 & 7.7
4.4 & 7.7
5.5 & 8.6
5.7 & 3.4 & 5.3 \\
\hline Meat. light a telohone Rent & 5.8 & 8.8 & 7.5 & 3.1 & 4. 5 & 51.0 & 11.4 & 17.9 & 13.3 & 7.1 & 8.0 \\
\hline Personnel expenses & 20.2 & 8.8 & 18.9 & 27.3 & 25.6 & 89.7 & 22.6 & 10.4 & 25.4 & 27.3 & 25.9 \\
\hline Finencisl expenses & 5.6 & 3.5 & 5.5 & 7.7 & 5.3 & & & & 5.5 & & \\
\hline interest \& bank charges Protessicnal fess & 3.8
1.8 & 1.0
2.9 & 3.6
1.9 & 6.0
1.7 & 6.5
0.8 & 67.9
80.5 & 5.6
2.8 & 1.9
5.3 & 9.0
1.9 & 6.9
1.8 & 5. 1.0 \\
\hline Other expenses & 27.8 & 29.7 & 27.8 & 24.4 & 29.1 & 100.0 & 27.8 & 29.7 & 27.8 & 24.4 & 29.1 \\
\hline Prolit (loss) & 10.1 & 22.4 & 19.4 & -0.1 & -0.1 & 97.6 & 10.4 & 22.4 & 21.6 & -0.1 & -0. 1 \\
\hline Tots! & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & & & -•• & - . \\
\hline
\end{tabular}

\section*{Symools}
zero or no observetions
-A too smajl too oe expressed
not spolicate
\(x\) confiontil

\section*{Footnotet}
(1) These estimeter pre besed on sample of businesses peporting sales between 825.000 and 32.000 .000

21 4 etol weighsed expenditur on biven iten



This portion of the sabie pertains only to the businesses reporting ine specific expense iten. Therefore these ratios ore catculated individully the the catsi will not necesterily equel \(100 \%\).
motes
Dete tre shown Dy quertiles when de lest 13 of the sampled businesses report the specific iten
 one querter of the cozal number of businesses. Within each quartile. the everage cotio is presented. for comperison purposes, ine high and low values of seles are shomm

How to use the tedies

(2) The selected ronge will indicste the proper quertile. i. t. the bottom 25\%. the lower midel 25z. the upper midele 25\% or the top 25\%.
(3) Deta perteining to the setected seles gize range will be in that quertile

Stenderd Induseriel Elageificetion Definition (SIC 1980):
SIC 9550 - Sports end Recruation Elubs and Servicest
Businesses primarily engaged in operating golf courses. curling clubs. stiing facilitias, boat rentals. merinas and ofrer soorta anc pecreation c!ubs sind services

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Spopts and Recrestion Ciubs and Services (SIC 955)


111 insse estimates are based on a sampl of businesses reporting soles between 525,000 and 52.000 .000 .
See isole 1 for symools ane motes.

TABLE 3. Financtal ratios(1) for incorporated businesaes only. 1987
Onearlo, Spores and Recreation Clubs and Services (SiC 965)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Potal(2) & \[
\begin{array}{r}
\text { Bot tom } \\
25 \%
\end{array}
\] & Lower midde \(25 \%\) & Uoder
\[
\text { middle } 25 \%
\] & \[
\begin{aligned}
& 100 \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in samole (No Low sales value ( \(\$ 000^{\circ}\) :) High sales value \(1 \$ 000\) 's & \[
\begin{aligned}
& 93 \\
& (1) \\
& 11
\end{aligned}
\] & (1) 57 & 59
131 & \[
\begin{aligned}
& 131 \\
& 439
\end{aligned}
\] & (1) \\
\hline & \multicolumn{5}{|c|}{Averse} \\
\hline Liquidity petio Cupent istio (times) & 0.8 & 2.3 & 0.8 & 0.5 & 0.9 \\
\hline \begin{tabular}{l}
Leverase petion \\
Debsiequity ratio (times) \\
Interest coverage ratio (times) \\
Deot ratio (times)
\end{tabular} & 2.2
1.9
0.9 & 2.2
8.0
0.7 & 1.8
2.1
0.6 & 8.9
1.1
0.9 & 1.6
2.1
0.6 \\
\hline
\end{tabular}

\footnotetext{
(1) The racios represent the average of ratios for each business in the groud and connot be calculated from the figures shown in tabie 2
}
(2) These estimetes bre besed on o sample of businesses reporting ssles between \(\$ 25.000\) ono \(\$ 2.000 .000\)
set tave 1 for ymbois ano noses

Definitions:
1. biquidity retio:

Current a currens assets / current liabilities

\section*{2. Leverage petios:}
- Debr/equiry = sora 1,abilisies / equiry.

01 Debt ratio = tosal liabitities/ toial sssets.
el Interest coverage : net profit inserest expense / ineerest expense

TABLE 4. Statement of ehanges in financial position for incorporated businesses only. ig87
Ontario. Spores and Recpescion Clubs and Serviees (S1C 955)

 only those businesses reporting statement of changes
5* itble for symols and notes

TABLE 5. Employment chenges by size of business, 1984-1987 besed on SIC classification in 1987
Oneario. Sports and Recreation Clubs and Servicos (Sic 985)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with pei & at businesses ployees \\
\hline Business size expressed in overage labous units(1) & Number of businesses & Total parroll (\$000 s: & Aversge labour units(1) & \begin{tabular}{l}
Newly \\
redorting:
\end{tabular} & No ionge: reportingis \\
\hline \multicolumn{6}{|l|}{1584} \\
\hline Tots 1 & 1.589 & 140.081 & 12.356 & 164 & 120 \\
\hline \[
\begin{aligned}
& \text { 1ess then } 20 \\
& 20^{\circ}-99 \\
& 100^{\circ}-499
\end{aligned}
\] & \[
\begin{array}{r}
1.456 \\
119 \\
14
\end{array}
\] & \[
\begin{aligned}
& 60.986 \\
& 55.311 \\
& 23.784
\end{aligned}
\] & \[
\begin{aligned}
& 5.370 \\
& 4.897 \\
& 2.089
\end{aligned}
\] & \[
\begin{array}{r}
160 \\
3 \\
1 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
116 \\
3 \\
1
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 1.639 & 192.253 & 13.502 & 194 & . . \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
1.483 \\
139 \\
17 \\
\hline
\end{array}
\] & \[
\begin{aligned}
& 79.525 \\
& 81.272 \\
& 31.458
\end{aligned}
\] & \[
\begin{aligned}
& 5.591 \\
& 5.702 \\
& 2.209
\end{aligned}
\] & \[
\begin{array}{r}
181 \\
11 \\
2
\end{array}
\] & \(\ldots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
fll average laboup units are colculted oy dividing totel poypoll by the ovorage mnull wege and salary pate as reported in the Surver of Emplovment. Poyroll and Hours. Stasissics Conoo. Catalogue 12-002. An overoge labour unit could be interpreted as a futl-time emoloyet Mote that the business she groups used are deteined et the canoe level inus if business has at least 500 emplayees in Eanada as whole Dut less then inot number in any given province if is snown in the 500 and over groug.
(2) Refers 10 businessen reporting no oayrall deauctions in the grevious year
(3) Refers so businesses reporting no payroll deductions in the tollowing year
"mewly reporing" and "no longer peporting" businesses se assumed to nave been in activity for six months and the information is cojusied accorgingiy

See toble 1 for sumbels ano notes

TABLE 6. Selected operating eharacteristics of small businesses by sales quartile. 1985-1987 Ontario, Sports and Recreation Clubs and Services (SIC 965)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 10:0,111 & \[
\begin{array}{r}
\text { 90::0m } \\
25 \%
\end{array}
\] & n. dele \({ }^{-2 w e r}\) & - coce ece: & 580
-50 \\
\hline & & & 1985 & & \\
\hline Number of otservations in sample & 122 & & & & \\
\hline Avarage sales \(\delta\) & 248.793 & 36.002 & 59.205 & 211.120 & 678.844 \\
\hline Averoge expense \(\$\) & 217.865 & 31.864 & 56. 292 & 127.759 & 645.555 \\
\hline Guerage net profit iloss) \$ & 30.928 & 4.158 & 2.914 & 83.353 & 33.289 \\
\hline Businesses reporting a profit (No.) Average sales \$ & 282.437 & 35.947 & 72.384 & 204.038 & 739.377 \\
\hline Avorage expense 5 & 218.924 & 30.547 & 63.876 & 101.930 & 679.344 \\
\hline Average net profis & 43.513 & 5.400 & 8.508 & 102.108 & 58.033 \\
\hline Businesses peporting loss (Mo.) & 27 & & & & \\
\hline Avorage sates \$ & 221.698 & 36.495 & 62.360 & 256.382 & 531.553 \\
\hline Average exdense & 242.147 & 43.562 & 71.495 & 292.904 & 560.528 \\
\hline Average net loss\$ & -20.449 & -7.167 & -9.135 & -36.522 & -28.975 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in smole \\
Average sules \$ \\
Average experse \$ \\
Average ne: prolit (loss)
\end{tabular} & \[
\begin{array}{r}
133 \\
335.160 \\
321.839 \\
13.321
\end{array}
\] & \[
\begin{aligned}
& 48.193 \\
& 57.772 \\
& -9.579
\end{aligned}
\] & \[
\begin{aligned}
& 151.799 \\
& 166.334 \\
& =14.535
\end{aligned}
\] & \[
\begin{array}{r}
306.717 \\
293.103 \\
13.814
\end{array}
\] & \[
\begin{array}{r}
833.932 \\
770.148 \\
63.784
\end{array}
\] \\
\hline Susinesses reporting aprofit (No.) & 97 & & & & \\
\hline Aveiage salos \$ & 342.167 & 50.487 & 153.384 & 311.703 & 843.094 \\
\hline Average expense & 306.826 & 42.150 & 150.519 & 291.838 & 741.989 \\
\hline Average net oroftig & 35.543 & 8.337 & 12.865 & 19.865 & 101.105 \\
\hline Businesses reporting loss (No.) & 36 & & & & \\
\hline Averoge sales \$ & 317.464 & 47.817 & 137.432 & 288.081 & 796.425 \\
\hline Average expense \$ & 357.215 & 59.651 & 185.947 & 297.831 & 885.629 \\
\hline Average net loss \$ & -39.751 & -11.734 & -48.515 & -9.750 & -89,004 \\
\hline
\end{tabular}

1987

(11) Phese es inates are dased on somple of businesses reporting setes between \(\mathbf{\$ 2 5 , 0 0 0}\) and \(\mathbf{5 2 . 0 0 0 . 0 0 0 .}\)

Set isble ifor symbois and notes

TABLE A. Selected operating ratios, in percent of sales, 1987
Ontario, Barber shops (S1C 9711)


\section*{Symala}
```

zero ar ma abserverions
-- :00 smell too de expressed
not applicable

* conficenti*l

```



This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios ar catculated individually and the total will no: necessarily equel 100\%.

\section*{motes}

Deta are shown by quertiles when st least 13 of the 1 moled businesses popop: the specific item.
 one quarter of the cozel number of businesses. Within esch quartile. the verse ratio is prested. For comparison purposes. the migh and low values of sales ar shown

How to use the tables

(2) The selected renge will indicet ine proper quartile. i.t. the ootiom 25\%. the lower midde 25z. the upper midele 25y of the top 25\%.
(3) Dett pertaining so the selected seles size ponge will be in thet quartile.

Stenderd lndustriel Cleesifictetion Oefinition (SIE 1980):
S1C 9711 - Berber Shops
Businesses primar ily engaged in providing men's barbering and naip styling services guch as barber shops and man's hai stylist shops

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Barber shops (SIC 9711)


See 98ble 1 for symols and motes

TABLE 3. Financial retios(1) for incorporated businesses only. 1987
Onterio. Barber Shops (515 9791)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & Bottom 25\% & midel \({ }^{\text {Lower }}\) 25\% & Uoon r
midele 25\% & TOD
25\% \\
\hline Businesses in samole (No. Low sales value ( \(\$ 000\) 's) High sales value \((\$ 000\) 's) & 6
\((1)\)
\((1)\) & & & -- & -- \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity retio Current retio (times) & 0.5 & -- & -- & -- & -- \\
\hline Leverage retios
```

    Debticouity ratio (times)
    Interest coverage ratio (times)
    Geot ratio {times}
    ``` & 2.5
2.4
0.7 & -- & -- & -- & -- \\
\hline
\end{tabular}
(1) The rofios pepresent the suyage of ratios for ench ousiness in the group and connot be calculated trom the figuras shown in fable 2

Set Table far smools and notes.

Definisions:
1. Liquidity ratio:

Gurren = current assers / current liobilities
2. Leverage retion:

Dede/equity \(=\) pois 1 isobilities / equity
D) Dedi rafio = topal liabilipies / topal asseis
c) Interest coverage net protit e interest expense / interspp expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. igs7 Ontario. Barber Shops (S1C 9711)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{2}{|r|}{Total! :} & \[
\begin{array}{r}
30+: 0 m \\
=5 \%
\end{array}
\] & \[
\begin{array}{r}
\text { ower } \\
\pi, z o l e \\
=5 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Jooe: } \\
& \text { Ticale } 25:
\end{aligned}
\] & \[
\begin{aligned}
& -20 \\
& 2=:
\end{aligned}
\] \\
\hline Bustnesses n samole (NC. Low sales vaiue \(\$ 000\) s: High salos vaive \(\$ 000\) s: & \[
\left(\begin{array}{l}
3 \\
1!
\end{array}\right.
\] & & -- & & \\
\hline & & & verage : \(\$ 000\) & & \\
\hline Opersting activities Casn 6rom oderations Dedreciation Other & \[
\begin{aligned}
& x \\
& x \\
& x
\end{aligned}
\] & -- & -- & -- & -- \\
\hline Dividerds & \(x\) & - & -- & -- & -- \\
\hline \begin{tabular}{l}
Investment ectivitimes \\
Disposal of fixed assats \\
Purchase of fixed assets \\
Increase in investment \\
Decresse in investment
\end{tabular} & \(x\)
\(x\)
\(x\)
\(x\) & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
Finencing activities \\
Incresse in long term deot \\
fedarment of long term aebi \\
Loans from sharenolders \\
Repayment of loans from shareholders \\
Aovances \& ioans fiom government \\
Incresse in souity \\
Decrease in equity \\
Otner
\end{tabular} & \(x\)
\(x\)
\(x\)
\(x\)
\(x\)
\(x\)
\(x\)
\(x\)
\(x\) & \begin{tabular}{l}
- \\
\hline- \\
-- \\
\hline- \\
\hline-
\end{tabular} & --
--
--
--
-- & --
--
--
--
-- & -
-
-
-
-
- \\
\hline Incresendecresse) in cash \& equivalents Cash t equivalents-Beginning of the year Cash equivalents - End of the year & \(x\)
\(\times\)
\(\times\) & -- & -- & -- & -- \\
\hline
\end{tabular}

111 These estimates or based on sample of incorporated dusinesses reporting sales detween \(\$ 25.000\) and \(\$ 2.000 .000\). Sample count includes
only thas ausinesses reporting statement of chonges.
see isole 1 for symbols and noies
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciastification in 1987
Ontario. Barber and Beauty Shops (SIC 971)
\begin{tabular}{lll}
\hline
\end{tabular}
 Survey of Employment. Payrall and mours. Stafisics Canada. Caialogue 72-002. An everage labour unit could be inierpreted as a

500 employes in cancalas a mole dut less than that number in any given province it is shown in the 500 and over gioup
(2) Refers to businesses reporsing no payroll deductions in the previous year
(1]) Refers to businesses peporsing no payroll deductions in the following yesr
- Mewly reporting" and "no longer reporfing" businesses are assumed to have been in activity for six months and the information is adusied accordingly

See taple 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Ontarlo, Barber shops (SIC 9711)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Cotal111 & \[
\begin{gathered}
\text { Bottom } \\
\text { ?5:. }
\end{gathered}
\] & \[
\begin{array}{r}
\text {-ower } \\
\operatorname{mig}:
\end{array}
\] &  & - \\
\hline & & & 1985 & & \\
\hline Number of coservations in samole Average sacs 3 & 54 107 & & & & \\
\hline \begin{tabular}{l}
Average sates \\
Average expense \(\$\)
\end{tabular} & 54.343 & 26.90? & 34.180 & 55.489 & 36.803 \\
\hline Average expense \({ }^{\text {average net profit (loss) }}\) \$ & 46.308
18.035 & 12.595 & 15.313
17.257 & 37.010 & '12.71' \\
\hline average net Diorit hoss) \(\$\) & 18.035 & 16.305 & 17.257 & 22.479 & 18.CE \\
\hline Businesses reporting a profit (Mo.) & 103 & & & & \\
\hline Quarage sales 5 & 57.831 & 25.768 & 34.180 & & \\
\hline Aversge expense & 37.613 & +9.396 & 18.913 & 35.925 & 85.222 \\
\hline Average not profit \$ & 20.217 & 15.373 & & 22.515 & 25.612 \\
\hline Susinesses reporting loss (Mo.) & 4 & & & & \\
\hline Average sales & 97.534 & 28.712 & - & 43.891 & 220.000 \\
\hline Average exdenses & 105.996 & 29.110 & - & 62.871 & 225.000 \\
\hline Average net loss \$ & -8.460 & -398 & - & -18.980 & - 5.000 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{5}{|c|}{1986} \\
\hline \begin{tabular}{l}
Number of observations in sample \\
Average sales \$ \\
Average expense s \\
average ne: protit !loss! s
\end{tabular} & \[
\begin{array}{r}
82 \\
72.102 \\
50.180 \\
21.922
\end{array}
\] & \[
\begin{array}{r}
28.354 \\
7.232 \\
21.132
\end{array}
\] & \[
\begin{aligned}
& 38.718 \\
& 21.505 \\
& 15.213
\end{aligned}
\] & \[
\begin{aligned}
& 50.402 \\
& 35.422 \\
& 22.980
\end{aligned}
\] & \[
\begin{array}{r}
162.920 \\
135.5 \\
27.363
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting profit (Mo.) \\
Average sales \$ \\
Average exoense \(\$\) \\
Average net profit \(\$\)
\end{tabular} & \[
\begin{array}{r}
10 \\
72.254 \\
50.206 \\
22.048
\end{array}
\] & \[
\begin{array}{r}
28.364 \\
7.232 \\
21.132
\end{array}
\] & \[
\begin{aligned}
& 36.718 \\
& 21.505 \\
& 15.213
\end{aligned}
\] & \[
\begin{aligned}
& 60.402 \\
& 36.422 \\
& 23.980
\end{aligned}
\] & \[
\begin{array}{r}
163.532 \\
135.663 \\
27.869
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss (Mo.) \\
Average sales \(\$\) \\
Average expense \(\$\) \\
Average net loss \(\$\)
\end{tabular} & \[
\begin{array}{r}
2 \\
127.168 \\
129.469 \\
-2.301
\end{array}
\] & - & \(:\) & - & \[
\begin{array}{r}
127.168 \\
129.469 \\
-2,301
\end{array}
\] \\
\hline
\end{tabular}

1987
Number of observations in samole
Average sales \(\$\)
Average Expense
Average not prof (loss) \(\$\)

Businesses reporting profit (No.) Averoge sales s Average expense 5 Average net profis \(s\)

Businesses reporting lose (Mo.)
Averoge sales \(\$\)
Aversge expense \(\$\)
Average net loss
6. 53
62.147
40.256
40.266
\(2 i .18\)
59.988

48
59.994
35.795
24.199
137.397
140.458
-3.061
29.609
5.765
23.844
\(\begin{array}{rl}29.509 & 37.975 \\ 5.755 & 23.554 \\ 23.844 & 14.429\end{array}\)
i-
37.975
23.554
14.421

37.975
23.554
14.429
58.09
39.444
98.63
60.24
35.854
24.38?
49.792
53.189
\(-3.397\)
122.929
92.301
92.301
30.626
112.152
78.006
34.145
225.00
227.726
\(-2.925\)
(11) These estimetes ore based on sample of businesses roporting seles between 525,000 ano 52,000,000

See table for symols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario. Beauty Shoos (SIC 9792)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{-0:a 1: ! ;} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
90: t 0 m \\
: 5 \%
\end{array}
\]} & \multicolumn{2}{|r|}{midc:e : owe:} & \multicolumn{3}{|c|}{Jooer
\[
m: 001 e 25:
\]} & \multicolumn{2}{|c|}{5\%} \\
\hline a.sinesses in samole lac. cow sales vaiue 5000 s N. \(\hat{\mathrm{H}} \mathrm{H}\) sales value \(\$ 00 \mathrm{C}^{\prime} \mathrm{s}\) & \multicolumn{2}{|r|}{\[
\begin{gathered}
79 \\
i \\
i \\
i
\end{gathered}
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
11 \\
39
\end{array}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 39 \\
& \vdots 3
\end{aligned}
\]} & \multicolumn{3}{|c|}{53} & \multicolumn{2}{|c|}{1} \\
\hline \multirow{3}{*}{Solecteo expense i:em} & \multicolumn{5}{|c|}{indusiry sveragei2)} & \multirow{3}{*}{\[
\begin{aligned}
& \because \text { yusi- } \\
& \text { nesses } \\
& \text { Coporting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Reoor:ing Jusinesses onivi ?} \\
\hline & Toial & \[
\begin{array}{r}
30: 0 \mathrm{om} \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& m: 001 \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Uooer } \\
& \text { middle } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Too } \\
& 25 \%
\end{aligned}
\] & & Cota & \[
\begin{array}{r}
\text { Sot } \% \text { om } \\
25 \%
\end{array}
\] &  & \[
\begin{array}{r}
\text { Joper } \\
\text { midel } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \mathrm{OOC} \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Perent of sales} & & \multicolumn{5}{|c|}{Percent of sales} \\
\hline Dceupency expenses & 20.2 & 23.7 & 24.6 & 17.6 & 15.0 & 99.9 & 20.2 & 23.7 & 24.6 & 17.6 & 15.0 \\
\hline Deorec:ation & 3.0 & 2.3 & 4. 2 & 2. 3 & 3.1 & 84.1 & 3.5 & 2.8 & 5.0 & 2.5 & 3. 2 \\
\hline Reosits s maintenance & 1.3 & 1.0 & 1.6 & 1.5
3.3 & 1.2 & 68.6
98.0 & 1.9
3.9 & 1.7
5.0 & 2.5 & 1.3
3.5 & 1.6
2.8 \\
\hline Hest. lighe 8 ielephone & 3.7
12.2 & 15.5 & 4.3
14.6 & 3.3
10.4 & 2.8
8.0 & 96.0
81.4 & 3.9
15.0 & 17.8 & 18.0 & 3.5
13.1 & 1.8
10.4 \\
\hline Personnel expenses & 32.2 & 15.8 & 25.6 & 37.0 & 49.1 & 92.6 & 34.7 & 18.7 & 29.0 & 35.3 & 49.7 \\
\hline Finenciel expenses & & & & & & & & & 4. 5 & & \\
\hline interest \(\&\) bank cherges Protessional fees & 1.8
0.9 & 1.1
0.5 & 2.7
1.2 & 1.8
0.8 & 1.7 & 68.4 & 2.7
1.3 & 2.0 & 4.6 & 2. 3 & 2.2 \\
\hline Other expenses & 25.4 & 25.3 & 25.1 & 24.9 & 24.4 & 100.0 & 25.4 & 26.3 & 26.1 & 26.9 & 26.4 \\
\hline Profit (loss) & 19.4 & 31.7 & 19.7 & 17.8 & 8.7 & 99.9 & 19.4 & 31.7 & 19.7 & 17.8 & 8.7 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & ** & ... & \(\ldots\) & \(\ldots\) & -. \\
\hline
\end{tabular}

\section*{speolt}
- 2ero or no ooservetions
-- io0 small too de expressec
not molicole
\(\times\) confidential

\section*{Footnotes}
(1) Thest estimates ar puseo on sample of businesses cepopting sales between \$25.000 and \$2.000.000
(2) value in each cell s lotal waghtec expenditur on given item
(3) Volue in each cell \(=\frac{\text { lotal weighted expengiture on given item }}{\text { lotal weighted soles of ousinesses reporing inis item of expenditure }} \times\) for sach auertile
this portion of the col pertains only to the businesses reporing she specific expense ifem. Therefore these retios are calculated indivaually and the total will hat necessarily sulal \(100 \%\).

\section*{motes}

Dete ar shown by gustiles when of least 13 of the sumplab businesses report the specilic iten
 one auarter of the total number of businnsses. Within ench quartile. the everage patio is presented. for comperison purdoses. the high and low values of soles are shown.

Mow to ust the saoles

(2) The selected range will indicete the proper quertile. i. the bottom 25\%. the lower miode 25\%. the upper midde 25\% or the \(t 0025 \%\)
(31 Deto pertaining to the selected selss size renge will on in thet quartile

Stenderd Industriol Elatificetion otinitlon (SIC 1980\}:
SIC 9712 - Besuty Shoos
Businesses primarity engaged in providing momen's hairdessing and deaty services such ss oesuly parlours, betaty salons. beaty shops women's on y y menicuring and women's hair stylist shops

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario, Beauty Shops (SIC 9712)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -083111 & So: & -accie i5! &  & \% \\
\hline Businesses : a samale No. Low sales value \(\$ 000^{\prime} \mathrm{s}\) ) High saies value (\$000's: & \[
\left.\begin{array}{l}
9 \\
1 \\
1 \\
1
\end{array}\right\}
\] & \[
\begin{aligned}
& 11 \\
& 101
\end{aligned}
\] & \[
\begin{array}{r}
101 \\
39
\end{array}
\] & \[
29
\] & 253 \\
\hline & & & Average \(\$ 8000\) & & \\
\hline Assets & & & & & \\
\hline Casn & - & B & - & - & \\
\hline Accounts ang notes recevade & 1 & 2 & 1 & - & 三 \\
\hline !nventory & - & - & - & - & - \\
\hline Other curpent assets & 22 & 9 & & 17 & 5 \\
\hline Total current assets & 23 & 13 & 9 & 17 & 53 \\
\hline Fixed assets & 43 & 10 & 32 & 42 & 35 \\
\hline bess: Accum. dep. on lixed essets & - & - & - & 19 & 29 \\
\hline Other ossets & 12 & 6 & 4 & 19 & ?? \\
\hline Total mestets & 78 & 27 & 45 & 79 & 159 \\
\hline Lisbilities and equity Current loans & 7 & 1 & \(1!\) & 8 & 8 \\
\hline Dther current liabilities & 31 & 9 & 23 & 23 & 56 \\
\hline Total current liabilities & 38 & 9 & 33 & 31 & 75 \\
\hline Mortgages dayable & - & - & - & - & - \\
\hline Long serm dent & 1 & 10 & 15 & 43 & -3 \\
\hline Other iisoilitics & 30 & 10 & 15 & 43 & \\
\hline Total liabilities & 69 & 19 & 50 & 74 & 128 \\
\hline Total cauity & 10 & 8 & -5 & 5 & 32 \\
\hline
\end{tabular}

111 these espimstes are ossed on samplo of businesses reporting sales detween 825.000 anc 82.000 .000
Sae Toble ifor sympols and notes.

TABLE 3. Financial rettos(1) for incomporated businasses only, 1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tots1 21 & \[
\begin{array}{r}
\text { Bottom } \\
25 x
\end{array}
\] & \[
{ }_{\text {midol }}^{\text {Lower }} 25 \%
\] & Uper middle \(25 \%\) & \[
\begin{aligned}
& \text { TOO } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in sample (No.) Low sales value ( 8000 's) Migh sales value ( 8000 's) & \[
\begin{aligned}
& 51 \\
& (1) \\
& (1)
\end{aligned}
\] & \[
\begin{aligned}
& \{1 \\
& 101
\end{aligned}
\] & 109
139 & 135
269 & 265
\(\vdots!\) \\
\hline & \multicolumn{5}{|c|}{Aversoe} \\
\hline biquidity ratio Current ratio (times) & 0.6 & 1.4 & 0.3 & 0.6 & 0.7 \\
\hline Leverage ratios Dedtlequity ratio (times) Interest coverage ratio (times) Debt ratio (times) & \[
\begin{aligned}
& 7.1 \\
& 3.0 \\
& 0.9
\end{aligned}
\] & 2.4
9.4
0.7 & \[
\begin{array}{r}
-10.2 \\
1.9 \\
1.1
\end{array}
\] & \[
\begin{array}{r}
16.1 \\
3.4 \\
0.9
\end{array}
\] & 4.0
2.9
0.8 \\
\hline
\end{tabular}

(2) These estimetes ere besed on thamie of bus nesses reporting seles between \(\$ 25,000\) and \(\$ 2,000,000\)

See table I for symools and notes.

Definitions:
\(\therefore\) Liquidisy retio
Current s current assets / current liabilities
2. leverspe titios:
a) Debe/equipy \(=\) poral liabilipies / equity
bl Dedr ratio = ioial liabilities/ topal assets.
cl Interest coverage \(=\) net profit . inserest expense/interes? expense

TABLE 4. Statement of ehanges in financiai position for incorporated businesses only. 1987
Onzario. Beauty Shops (S1C 9712)


TABLE 5. Employment eninges by size of business. 1984-1987 based on SIC claselfication tn ig87 Ontarlo, Barber and Beauey Shops (S1C 971)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in average lobour units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Total Dayrall
\[
(\$ 000 \text { ) }
\]} & \multirow[b]{2}{*}{Average labour units?} & \multicolumn{2}{|l|}{Changes in number of businesses with pald employees} \\
\hline & & & & \[
\begin{array}{r}
\text { Newiy } \\
\text { eoporting }
\end{array}
\] & No longer penorting (3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 4.753 & 169.676 & 15.370 & 819 & 470 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.656 \\
84 \\
3 \\
6
\end{array}
\] & \[
\begin{array}{r}
131.866 \\
30.531 \\
7.279
\end{array}
\] & \[
\begin{array}{r}
11.949 \\
2.762 \\
659
\end{array}
\] & 615 & \[
\begin{array}{r}
466 \\
2 \\
1 \\
1
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1918} \\
\hline Totel & 5.102 & 231.648 & 18.005 & 721 & . . \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100 \text { - } 49 \\
& 500 \text { ind over }
\end{aligned}
\] & \[
\begin{array}{r}
495 \\
99 \\
6 \\
2
\end{array}
\] & \[
\begin{array}{r}
172.380 \\
37.715 \\
\mathrm{x} \\
\mathrm{x}
\end{array}
\] & \[
\begin{array}{r}
13.400 \\
2.931 \\
548 \\
1.128
\end{array}
\] & 712
8
1
- & . \(\quad\). \\
\hline
\end{tabular}
(1) Average laboup units are calculated by divioing posal payroll by the overage annual mege and solery rate os reoorted in the

 500 moloyecs in Canada as shol Dut less then inat numper in any given piovinee it is show in the 500 and over group.
(2) Refers to Dusinesses peporting no parrolt deductions in the previous year
(3) Refers 10 businesses reporting no payroll deductions in the following year
- Mewry repopting" ana mo longer peporting" businesses are assumed to hove been in activity for six months and the informaston is acjusted accordingly.

See fable 1 for symols and nates

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Oncario, Beauty Shaps (SIC 9712)


1985


1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in smmple & 242 & & & & \\
\hline Average sales S & 89.529 & 30.507 & 43.112 & 75.823 & 208.374 \\
\hline Average endense \$ & 76.920 & 22.572 & 29.310 & 65.807 & 190.290 \\
\hline Average net profit (loss) \$ & 12.609 & 7.935 & 14.102 & 10.316 & 18.084 \\
\hline 8usinesses reporting profit (No.) & 222 & & & & \\
\hline Average sales \$ & 89.117 & 30.608 & 43.474 & 75.006 & 207.380 \\
\hline Average exomse \$ & 74.852 & 21.711 & 28.994 & 61.244 & 185.857 \\
\hline averoge net Drofit \$ & 14.655 & 8.897 & 14.480 & 13.762 & 21.523 \\
\hline Businesaes reporting loss (Mo.) & 20 & & & & \\
\hline Averoge sales \({ }^{\text {S }}\) & 90.895 & 29.334 & 39.827 & 79.375 & 215.046 \\
\hline Averoge expense \$ & 96.046 & 32.547 & 47.555 & 84.036 & 220.045 \\
\hline Average net loss \(\$\) & -5.150 & -3.213 & -7. 728 & -4.551 & -5.000 \\
\hline
\end{tabular}

1987
Mumber of observitions in smmple
Average saless
Aver age expense \(\$\)
Average net profit (loss)

231
92.33
80.57
231
average sales 3
Average not profit (loss) s

Businesees reporting eprofit (Mo.)
Average sties s
Average expense \(\$\)
Average net orofits
194
92.407
75.94
194
407
949
75,949
16,466
21.192
9.933
46.115
36.678
31.125
21.192
.192
.933
36.672
9.443
72.5
59.7
219.512
.578
12.787
204.655
\(14.85 ?\)

Susineseses reporting loss (Mo.l
Average sales 5
37
112.990
135.807
-22.897
Average expenst \(\$\)
Average net loss \% -22.897
-
-
-
46.179
91.369
46.074
30.548
15.525
72.169
55.882
220. 258

111 These estimetes are based on sample of businesses reporting swies beqwem 825.000 ano \(\$ 2,000.000\)
Sit iable 1 for symoals and nores

TABLE 1. Selected operating ratios, in percent of sales, 1987
Ontario. Combination garber and beauty shops (SIC 9713)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{iotal(!)} & \multicolumn{2}{|r|}{30t:5m} & \multicolumn{2}{|r|}{} & \multicolumn{3}{|c|}{Joder
\(-: 00.5\).} & \multicolumn{2}{|c|}{To\%} \\
\hline Zusinesses in samol No. Low sales value (SOOC 5 ) High sales value \(\$ 000\) s) & & 0.06
\(\vdots\) & & \[
\begin{array}{r}
41 \\
41
\end{array}
\] & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 41 \\
& 64
\end{aligned}
\]} & \multicolumn{3}{|c|}{\[
34
\]} & \multicolumn{2}{|c|}{i 11} \\
\hline \multirow{3}{*}{Selected expense item} & \multicolumn{5}{|c|}{indust:y average(?)} & \multirow{3}{*}{\[
\begin{gathered}
\text { \% ousi- } \\
\text { nosses } \\
\text { roorting }
\end{gathered}
\]} & \multicolumn{5}{|c|}{Reporing susinesses only 31} \\
\hline & Total & \[
\begin{array}{r}
\text { Bot } 10 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { cowe ? } \\
& \text { middi } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Upoer } \\
& \text { miodie } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] & & Tots & \(30 \div 40 \mathrm{~m}\) 25\% & \[
\begin{array}{r}
\text { Lower } \\
\text { mod } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { uoe } \\
\text { m. } 0010 \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 100 \\
& =5 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Papcent ot sales} & & \multicolumn{5}{|c|}{Percent oi saims} \\
\hline & 23.4 & 30.3 & 27.9 & 20.0 & 15.9 & 100.0 & 23.1 & 30.3 & 27.9 & 20.0 & \\
\hline Dedecistion & 2.9 & 2.3 & 3.9 & 2.6 & 2.6 & 80.7 & 3.6 & 4. 4 & 4.2 & 3.0 & 3.0
1.9 \\
\hline Repaips s meintenance & 1.6
3 & 0.7 & 2.8 & 1.2 & 1.6 & \(70 . ?\) & 2.3 & 2.5
4.7 & 3.5
3.7 & 1.6
1.0 & 1.9
3.0 \\
\hline Hest, light s teleohone
Rent & 3.7
15.3 & 4.1
23.2 & 17.6 & 1.0
12.2 & 2.9
3.8 & 96.8
88.0 & 17.4 & 23.7 & 3.7
18.9 & 15.0 & 3.0
10.9 \\
\hline Personnel expenses & 35.8 & 23.3 & 34.8 & 38.0 & 49.7 & 90.8 & 40.6 & 30.8 & 37.5 & 61.4 & 69.7 \\
\hline Finencisl expenses & & & & & & & & & & & \\
\hline lnterss: \& zank charges Professional fees & 1.5
1.1 & 1.5 & 2.5
1.1 & 1.3
0.7 & 2.0 & 59.8
82.0 & 2.5
\(i .3\) & 2.0 & 3.5
1.3 & 2.1
1.0 & 2. 1.0 \\
\hline Other mexpenses & 25.5 & 31.7 & 25.9 & 20.4 & 23.5 & 100.0 & 25.5 & 31.9 & 25.9 & 20.4 & 23.5 \\
\hline Profit (loss) & 11.8 & 13.1 & 6.8 & 19.8 & 7.9 & 100.0 & 11.8 & 13.1 & 6.8 & 19.8 & 7.9 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\cdots\) & . & . . & . . & . . \\
\hline
\end{tabular}

\section*{Symools \\ Ebro or no observelions \\ - 100 smill loo oe expressed \\ not applicool \\ \(\times\) confidentill}

\section*{Footnotes}


\[
\begin{aligned}
& \text { This oortion of the tabl pertins only to the businessms poporing the specific expenst item therefore phese resios ore calculated } \\
& \text { individusly and the totol will not necessarily squil } 100 \% \text {. }
\end{aligned}
\]

\section*{Motes}

Deta se shown oy quartiles when at lest 13 of the sonoled businesses report the sonecific item
 on quarter of the rotel numor of businestes. Within each quertile. the everage pgio is presented. for comparison purposes. the high and low volues of sal es bre shown

New to use the tebles

(2) The selected range will indicate she proper quertile. i. the botton 25t. the tower midd 25\%. the upper midele 25t or the top 258
(3) Deto pertuining to the selgcted sates size pange will be in thet gutrtile.

Stenderd Induseriel Clessifiction Definition 1516 19801:
516 5113 - Condinetion derber sid betuty Shope
Busintsses primarity engaged in providing men's parbering of haip siyling and women's haipdessing andfor beaviy services on the same premises such as tarder and deaty shop combinations ano unisex noip sivist shops.

TABLE 2. Balance smeet profile for incorporated businasses oniy. 1987
Ontario, Combination Barber and Beauty Shops (S1C 9713)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To:al:1; & So::om & Tidy -owe: & 6.04le & 2\% \\
\hline Businesses in sample iNo. Low salgs value \(\$ 000\) s; High ssies value ( 9900 s) & \[
\begin{aligned}
& 29 \\
& 11 j \\
& 11
\end{aligned}
\] & -- & .- & -- & -- \\
\hline & & & Sverage 1\$000 & & \\
\hline Assuts & & & & & \\
\hline Cash Accounts and notes receivabie & - & - & -- & - & -- \\
\hline invencory & - & . & -- & -- & -. \\
\hline Other current assets & 18 & -- & - & -- & -- \\
\hline Total cuprent assers & 19 & -- & - & -- & - \\
\hline Fixed assers & 24 & -- & -- & - & -- \\
\hline Less: Accum. ded. on fixed assets & 19 & -- & -- & - & - \\
\hline Other assets & 11 & - & - & - & -- \\
\hline Total asets & 53 & ** & -* & - & -- \\
\hline Lisbilities and equity Current loans & 2 & -- & -- & -- & -- \\
\hline Other cuprent lisoulities & 25 & -- & -- & = & -- \\
\hline Total current liabilities & 27 & -- & -- & - & -- \\
\hline Mortgages payable & - & -- & - & -- & - \\
\hline Long term deot & 2 & -- & - & -. & -- \\
\hline Other liabilities & 19 & -- & -* & - & -* \\
\hline Total liabilitios & 48 & -- & -- & -- & -- \\
\hline Total equity & 5 & - & -- & -- & -- \\
\hline
\end{tabular}

see Tapre for symols and notes.

TABLE 3. Financiai retios(1) for incorporated bustnesses only. 1987
Ontario, Combinetion Burber and Beauty Shops (S1C 9913)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To:al(2) & \[
\begin{array}{r}
\text { Bot tom } \\
25 \%
\end{array}
\] & Lower midde 25\% & Upder middle 25\% & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in sample (No. Low sales value ( \(\$ 000\) 's) Migh sal es value ( \(\$ 000\) 's) & (19) & -- & & -- & -- \\
\hline & & & Averege & & \\
\hline biquidity retio Current ratio (times) & 0.7 & -- & -* & -- & - \\
\hline \begin{tabular}{l}
Leverso patios \\
Doot/equity retio (times) \\
Interest coverage retio (times) \\
Oebt ratio (times)
\end{tabular} & 9.3
0.7
0.9 & -- & =- & -- & -- \\
\hline
\end{tabular}

(2) Fhese istimets ore besed on semple of businesses reporting sal es between 25,000 and 32.000 .000 .

See iable 1 for symols and notes

\section*{Definitions:}
1. Liquidity ratio:
furtent \(=\) curfent esseis, current \(1 /\) obilities
2. Leversoge ritios:
```

a) Debt/equily = toral liabilisies/ equity.
b) DeDt Patio s cotal liabi,ities/ cotal assers
cl Interest coverage s net profit (intermst expense/finturest monense.

```

TABLE 4. Statement of enanges in financial position for incorporatad businesses only. igs7 Ontario. Combination garber and Beauty Shops (SIC 9713)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Toval! & \[
\begin{array}{r}
\text { Ee:? } 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \begin{tabular}{l}
Lowe. \\
n 10 原 \(5 \%\)
\end{tabular} & user
\[
\text { -ocie } 55
\] & \[
8
\] \\
\hline Eusinesses n samole ino. Low sales value \(\$ \$ 000 \mathrm{~s}\), Hian sales value 3000 's) & \[
\left.\begin{array}{r}
12 \\
\{1 \\
\vdots 1
\end{array}\right\}
\] & -- & & & \\
\hline & & & verage : 1000 & & \\
\hline Opersting activities Casn from oberations Dedrectation Diner & 3
8 & -- & -- & -- & -- \\
\hline Dividends & -9 & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
Investment activities \\
Oisposal of fixec assets \\
Purghase of fixeco assets \\
Increse in invesement \\
Decrease in invos?ment
\end{tabular} & 3
-4
-2 & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
Finencing activitios \\
Increase in tong term debe \\
Reosyment of long term oeot \\
Loens from sharenoloers \\
Rederment of losis from sharenolders \\
aduances \& loans from government \\
incresse in equity \\
Decrease in equity \\
Other
\end{tabular} & \[
\begin{array}{r}
2 \\
-2 \\
2 \\
-3 \\
- \\
- \\
-1 \\
-1
\end{array}
\] & \begin{tabular}{l}
- \\
- \\
- \\
- \\
-- \\
\hline-
\end{tabular} & -
-
-
-
-
-
- & -
-
-
--
--
-- & -
-
-
-
-
- \\
\hline Inciease(decrease) in cash \& equivalents Cash \& equiveionts-Beginning of the rear Cash \& equivelents . End of the yeer & 2
9
11 & -- & -- & -- & -- \\
\hline
\end{tabular}
 only those businesses repoiting o statement of changes.
see isole i for symols and notes.
TABLE 5. Employment changes by size of business. 1984-1987 based on sic classification in i987 Onterio, Berber and Bemuty Shops (SIC 971)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expiessed in avepage laboup units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{aligned}
\text { Tot to } \\
\\
\text { ( } \$ 000 \text { yoll }
\end{aligned}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with os emoloyees} \\
\hline & & & & Newly
reporting(2) & No longer coorting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 4.753 & 169.575 & 15.370 & 619 & 470 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
4.665 \\
84 \\
3 \\
\hline
\end{array}
\] & \[
\begin{array}{r}
139.866 \\
30.531 \\
7.279
\end{array}
\] & \[
\begin{array}{r}
11.949 \\
2.762 \\
659
\end{array}
\] & \(\begin{array}{r}615 \\ 4 \\ \hline\end{array}\) & \[
\begin{array}{r}
466 \\
2 \\
1 \\
1
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 5.102 & 231.668 & 18.005 & 721 & \(\cdots\) \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-199 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
4.995 \\
99 \\
6 \\
2
\end{array}
\] & \[
\begin{array}{r}
172.380 \\
37.715 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
13.400 \\
2.931 \\
546 \\
1.128
\end{array}
\] & \(\begin{array}{r}712 \\ 8 \\ 1 \\ \hline\end{array}\) & \(\because\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}


full-time employet. Noie that the business size groups used are otermined of she conode level thus if business has at least
500 employes in consede os whole but less than that number in eny given province is is show in the 500 and over group
(2) Reters 10 Dusinesses repopling no payroll duductions in the previous year.
(3) Refers so Dusinesses mporting no payroll deductions in the following yes
*Newly repopting* and "no longer reporting" businesses ar ossumed to have been in sctivity for six months and the information is adjusied accordingly.

Set iable ifor symbols and notes.

TABLE 6．Selected operating characteristics of small businesses by sales duttile． \(1985-1987\)
Ontario．Combination Barber and Beauty Shops（SIC 9713）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －0：3i11 & soticm
\[
25 \%
\] & －Twe？ & -ucerese: & － 5 \\
\hline & & & 1985 & & \\
\hline Number of observations in samole & 15 ？ & & & & \\
\hline Average saies 5 ． & 1．4．195 & 32.559 & 3゙． 259 & 95.301 & 275．77e \\
\hline Average exoenss \＄ & 38.579 & 24.050 & 29．2：5 & 26． 188 & 255．：2］ \\
\hline Average net prof：fioss \＄ & 15.455 & 8.509 & 13.044 & 13．5：3 & 20． \\
\hline Qusinesses reporting a profit imo．） & 137 & & & & \\
\hline Average sales \(\$\) & 113．370 & 33.269 & ごことう！ & 25．394 & 29＊．304 \\
\hline Aveisge exoense s & 97．858 & 23.035 & 37.943 & 75.018 & 255． 437 \\
\hline Average ne：profi：\＄ & 19.512 & 10.214 & 14.888 & 21.375 & －31．767 \\
\hline Businesses reporting loss（Mo．） & 14 & & & & \\
\hline Averoge sales 5 & 103.614 & 28.583 & 47.412 & 86.223 & 252.258 \\
\hline Averige exdense 5 & 109．180 & 31.107 & 55.756 & 95.061 & 254．795 \\
\hline Averoge \(n\) t loss \＄ & －5．566 & \(-2.514\) & －8．34 & －8．838 & －2． 53 ？ \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 120 & & & & \\
\hline Average sales \({ }^{\text {S }}\) & 104，489 & 35.356 & 56.575 & 103.227 & 212.796 \\
\hline Average exomse \(\frac{1}{}\) & \＄4．478 & 29.059 & 50.437 & 87.154 & 205．262 \\
\hline Average ne：profit（loss）\＄ & 10.011 & 6.297 & 10.139 & 18.073 & 7.534 \\
\hline Businesses reporting profit（Mo．） & 108 & & & & \\
\hline Average sales \＄ & 102.294 & 35.567 & 67.285 & 100.444 & 205．081 \\
\hline Average expense \＄ & 88.033 & 28.387 & 55.677 & 76.496 & 191．573 \\
\hline Average net profit \＄ & 14，061 & ？．180 & 11.608 & 23.948 & 13.508 \\
\hline Businesses repopting lost（Mo．） & 12 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & 113.913 & 31.579 & 58.347 & 109．317 & 256.410 \\
\hline Average expense \(\$\) & 124．87？ & 41．058 & 65.246 & 110.482 & 282.558 \\
\hline Average net loss \＄ & －10．958 & －9．519 & －6．899 & －1．165 & －26．246 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observations in smmple \\
Average sales \＄ \\
Average expense \(\$\) \\
Average net profit（loss）\＄
\end{tabular} & \[
\begin{array}{r}
95 \\
98.125 \\
90.497 \\
7.628
\end{array}
\] & \[
\begin{array}{r}
32.803 \\
31,811 \\
792
\end{array}
\] & \[
\begin{array}{r}
54.125 \\
51.730 \\
2.395
\end{array}
\] & \[
\begin{aligned}
& 82.573 \\
& 69.868 \\
& 12.805
\end{aligned}
\] & \[
\begin{array}{r}
223.097 \\
208.579 \\
14.518
\end{array}
\] \\
\hline \begin{tabular}{l}
Susinesses peporting profit（Mo．） \\
Average sales？ \\
Average exoense s \\
Average net profits
\end{tabular} & \[
\begin{array}{r}
72 \\
96.162 \\
81.684 \\
14.478
\end{array}
\] & \[
\begin{array}{r}
30.247 \\
21.088 \\
9.159
\end{array}
\] & \[
\begin{array}{r}
53.715 \\
46.233 \\
7.483
\end{array}
\] & \[
\begin{aligned}
& 79.429 \\
& 61.768 \\
& 17.661
\end{aligned}
\] & \[
\begin{array}{r}
221.255 \\
197.846 \\
23.609
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses icperting loss（Mo．） \\
Aversog sales \(\$\) \\
Average expense \(\$\) \\
Average net loss \(\$\)
\end{tabular} & \[
\begin{array}{r}
23 \\
103.400 \\
111.505 \\
-8.105
\end{array}
\] & \[
\begin{aligned}
& 34.742 \\
& 41.543 \\
& -6.809
\end{aligned}
\] & \[
\begin{array}{r}
54.913 \\
62.325 \\
-7.412
\end{array}
\] & \[
\begin{array}{r}
95.518 \\
101.944 \\
-5.425
\end{array}
\] & \[
\begin{aligned}
& 228.628 \\
& 240.209 \\
& -11.781
\end{aligned}
\] \\
\hline
\end{tabular}
\｛11 These estimates are Dasto on sample of businesses reporting seles between \(\$ 25.000\) and \(\mathbf{3 2 . 0 0 0 . 0 0 0 .}\)
See Table ；for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario, baundry and Cleaners (SiC 972)
\begin{tabular}{llllllll}
\hline
\end{tabular}

\section*{Syebo I:}
```

    zero or no observmpions
    -a to0 smell to0 on Expressed
not SDPlicate

* confidensial

```

\section*{Footnotet}



 individuelty and the total will not necesserily eavel 100\%.

\section*{motes}

Dera fer shown by quartiles when at lest 13 of the sampled Dusinesses report the specific item
 ons quarter of the totel mumber of ousinesses. Within each quartite. the average fetio is prestented. for comperison purposes. the high and low velues of sales ar shown

Now to ust the rebles

 top 258.
(3) Date pertsining to the telecteo seles size range will be in the: quitile.

Stenterd Industrimi CIEsificetion Definition (SIC Is
S1C 9720 - bundries and Cleseners
Businesses arimerily engaged in providing laundering. dry cloaning. valet, carpet cloming and linen supgly services

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, taundry and Eleaners (SIG 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To:alil &  & - \(20-\) ower & secer
\[
\text { T. } a c: \in \text { IE: }
\] & 208 \\
\hline Businessas ir samel ino. Low sales value ( 5000 s) High sales value \(\$ 5000\) 's & \[
\begin{aligned}
& 94 \\
& (1) \\
& (i)
\end{aligned}
\] & 11) & \[
\begin{array}{r}
65 \\
i 55
\end{array}
\] & \[
\begin{aligned}
& 155 \\
& 286
\end{aligned}
\] & -88 \\
\hline & \multicolumn{5}{|c|}{Average (\$000's)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn
Accounts and notes pectivable & 10 & - & 4 & 6 & 19 \\
\hline !nventory & 10 & - & - & - & \\
\hline Other curcme assets & 22 & 4 & 8 & 24 & \(3!\) \\
\hline Total curront assets & 32 & 4 & 12 & 30 & 8. \\
\hline rixed assets & 79 & 56 & 42 & 51 & 56 \\
\hline & 0 & 13 & 11 & 7 & 30 \\
\hline Other assets & 20 & 13 & 11 & 27 & 30 \\
\hline Total mests & 129 & 73 & 55 & 109 & 267 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Current losns
Dther current iabil: fles & 10
28 & 9 & 17 & 10
30 & 25
56 \\
\hline Total current liao, lites & 38 & \% & 20 & 40 & 81 \\
\hline Morigages jayabl & - & - & - & - & 5 \\
\hline Long term oedt & 8 & " & 10 & 5 & 16 \\
\hline Other limolitios & 53 & 54 & 24 & 53 & 72 \\
\hline Total liobilities & 98 & 73 & 54 & 97 & 159 \\
\hline Totel equity & 30 & - & 11 & 11 & 99 \\
\hline
\end{tabular}
(1) These estimates se bosed on sample of businesses reporting soles oerween \(\$ 25,000\) ano \(\$ 2.000,000\)

Set isole ifor symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Onterlo, Lsundry and Cleaners (Sic 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bot } 80 \mathrm{~m} \\
25 \%
\end{array}
\] & Lower & Uoper
middl. 25x & Top
25\% \\
\hline Businesses in samole (No.) Low sales value ( \(\$ 000\) 's? High gales value ( \(\$ 000\) s) & (1) 9 & (1) 45 & 45
155 & \[
\begin{aligned}
& 155 \\
& 284
\end{aligned}
\] & \begin{tabular}{l}
284 \\
111 \\
\hline
\end{tabular} \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline \begin{tabular}{l}
biquidity retio \\
Cuppent ratio (times \}
\end{tabular} & 0.8 & 0.4 & 0.6 & 0.8 & 1.0 \\
\hline \begin{tabular}{l}
Leverege iatios \\
Debt/equity patio (times) \\
Interest coverage iatio (times) \\
Deot ratio (times)
\end{tabular} & 3.2
1.7
0.8 & 158.3
1.0
1.0 & 5.0
1.3
0.8 & 8.7
0.4
0.9 & 1.7
2.7
0.6 \\
\hline
\end{tabular}

 Set Table 1 for symbals and notes.
- Ifnitions:
1. Liquidiky estio:

Surreng zeurent asse:s i currenq 1ioctities
2. Levercge potias:
e) Debr/equiqy \(=10\) zal litabilisies / equity
D) Debr ratio = iotal lisbilifies / ioqul assets
ch Intepest coverage = net profit interest expense \(/\) interest uxpense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Ontario. Laundry and Cleaners (Sic 972)

(1) These estimstes br peseg on sample of incorporated pusinesses reporting salds petween s25, 000 and 82.000 .000 . Sempte count incluces only those Dusinesses feorting a statement of changes.
Set Tede f for symbols and notes.

TABLE S. Employment changes by size of business. 1984-1987 bisad on Sic elsssificition tn 1987
Ontarlo, baundry and Cleaners (SIC 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Gusiness size expressed in average labour units(1)} & \multirow[b]{2}{*}{Number of Businesses} & \multirow[b]{2}{*}{\[
\text { Total oayroli } \begin{array}{r}
\left(\$ 000^{\circ} \mathrm{s}\right)
\end{array}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with par mplayees} \\
\hline & & & & Newly
reporting(2) & No longer reportingi3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 1.580 & 183.235 & 17.683 & 254 & 150 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.448 \\
111 \\
18 \\
5
\end{array}
\] & \[
\begin{aligned}
& 53.570 \\
& 44.408 \\
& 32.290 \\
& 52.967
\end{aligned}
\] & \[
\begin{aligned}
& 5.341 \\
& 4.262 \\
& 3.060 \\
& 5.020
\end{aligned}
\] & \[
\begin{array}{r}
242 \\
10 \\
1 \\
1
\end{array}
\] & \[
\begin{array}{r}
48 \\
3 \\
1 \\
\hline
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 1.685 & 243.097 & 17.201 & 292 & - \(\cdot\) \\
\hline \begin{tabular}{l}
less then 20 \\
20-99 \\
100-499 \\
500 and over
\end{tabular} & 1.558
903
18
6 & \[
\begin{aligned}
& 72.088 \\
& 58.206 \\
& 41.121 \\
& 71.682
\end{aligned}
\] & \[
\begin{aligned}
& 5.159 \\
& 4.091 \\
& 2.898 \\
& 5.053
\end{aligned}
\] & \(\begin{array}{r}282 \\ 7 \\ 3 \\ \hline\end{array}\) & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
 Survey of Employment. Payroll and Hours. Siat sics Canada, Catalogue 72-002. An average labour unit could be inierpre:ed as a tull-time employee. Note thet the ousiness size proups used are deiermined at the tenada level. Thus if a business has ai leas b 500 employees in Canada as a whole but loss thon that number in any given provinct if is shown in the 500 ang over groue
(2) Reters to ousinesses reporting no payroll deductions in the previous year
(3) hefers to businesses reporting no payroll deductions in the following year
*Newly reporting" and no longer reporiing" ousinesses are assume to nave been in activity for six monits ano the information is adjusted accopdingly.
see Table 1 for symbols and motes

TABLE 6. Selected operating cheracteristics of small businesses by sales quaptile. ig85-1987 Ontario. Laundry and Cleaners (SIC 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & - =0a! ! ! & \[
301: 0 m
\] & +1 cc:ower & m. Hel Ueze: & ご \\
\hline & & & 1985 & & \\
\hline Number of observetions in sample & 256 & & & & \\
\hline Averaga saies \({ }^{\text {a }}\) & 25. 378 & 31.572 & +6.378 & 83.322 & 341.7? \\
\hline Averape expense 5 & :14.053 & 2 E .051 & 4\%.369 & 70.346 & 317.667 \\
\hline Average net opofit (loss) \$ & 11.925 & 5.021 & 4.209 & -3.379 & 24.080 \\
\hline Bueinesses reporting profit (Mo.) & 129210 & & & & \\
\hline Average sales \$ & 129.043 & 31.870 & 47.220 & 84.066 & 353.014 \\
\hline Average expense \({ }^{\text {Average }}\) ( & 111.134 & 24.079 & 37.882 & 67.750 & 314.813 \\
\hline Average nut profit \$ & 17.909 & 7.791 & 9.338 & 16.306 & 38.201 \\
\hline Businesses reporting loss (Mo.) & 16. 36 & & & & \\
\hline Averoge sales 5 & 116.903 & 30.558 & 44.494 & 82.844 & 309.716 \\
\hline Average expense \$ & 127.180 & 34.509 & 55.919 & 91.597 & 325.695 \\
\hline Average net loss \$ & -10.277 & -3.953 & \(-12.425\) & -8.753 & -15.979 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of otservations in smmele & 183 & & & & \\
\hline Average saies 5 & 132.996 & 35.815 & 65.812 & 105.454 & 324.892 \\
\hline Average expense \$ & 119.732 & 3!.508 & 53.635 & 92.173 & 30:.5:2 \\
\hline Average net profis llossi \$ & 13.264 & 4.30? & 12.176 & 12.291 & \(23.28{ }^{2}\) \\
\hline Businaszes reporting aprofit (Mo.) & 160 & & & & \\
\hline Average seles & 127.007 & 38.147 & 65.905 & 102.461 & 301. 5:6 \\
\hline Avorage expense & 110.101 & 29.581 & 52. 426 & 85.812 & 273.785 \\
\hline Average net profit \(\$\) & 18.806 & 8.566 & 13.479 & 15.549 & 27.731 \\
\hline Businesses reparting lose (Mo.) & 23 & & & & \\
\hline Average smies & 178.989 & 30.875 & 63.647 & 118.613 & 502.819 \\
\hline Average expense \(\$\) & 187.703 & 35.591 & 81.775 & 120.025 & 513.418 \\
\hline Average ner loss \$ & -8. 914 & -4.716 & \(-18.128\) & -1.413 & -10.599 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observations in semple & 198 & & & & \\
\hline Average sales \$ & 144.232 & 36.217 & 57.850 & 115.123 & 387.739 \\
\hline Average expenses & 135.410 & 35.316 & 48.899 & 102.298 & 355.128 \\
\hline Average net profit lloss. S & 8.822 & 90i & 8.951 & 12.825 & 12.61 \\
\hline Ousinesser reporting eprofit (No.) & 150 & & & & \\
\hline Average sales \$ & 151.836 & 37,011 & 59.801 & 113.272 & 397.26! \\
\hline Average expense \({ }^{\text {a }}\) & 134,998 & 29,747 & 44.202 & 95.948 & 366.885 \\
\hline Averoge net piofit & 17.640 & 7.264 & 15.599 & 17.324 & 30.376 \\
\hline Businestes roporting loss (Mo.) & 48 & & & & \\
\hline Average saiss \$ & 130.538 & 35.017 & 53.824 & 122.637 & 310.574 \\
\hline Average experise f & 140.700 & 43.731 & 58.592 & 128.074 & 332.4C2 \\
\hline Average net loss \$ & -10.162 & -8.716 & -4.758 & -5.437 & -21.728 \\
\hline
\end{tabular}
(11) These estimetes are based on sample of Dusinesses reporting sales between 325.000 ond 32.000 .000 .

See Table 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Oneario. Power Laundries anafor Ory Cleaners (SIC 9721)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{To:al:} & \multicolumn{2}{|r|}{\[
30140 \pi
\]
\[
: 5:
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
\text { lower } \\
\text { m, } 0010
\end{array}
\]} & \multicolumn{3}{|c|}{Unoe. Tigote ご:} & \multicolumn{2}{|c|}{CE} \\
\hline Businesses a samole No Low sales value \({ }^{5000}\) s. Hign sales value soje's! & \multicolumn{2}{|r|}{\[
97
\]} & \multicolumn{2}{|r|}{\[
5 \text { \% }
\]} & \multicolumn{2}{|r|}{\[
\begin{gathered}
58 \\
: \hat{55}
\end{gathered}
\]} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
109 \\
637 \\
\hline
\end{array}
\]} & \multicolumn{2}{|c|}{\(\because 37\)} \\
\hline \multirow{3}{*}{Selected exomse i:em} & \multicolumn{4}{|r|}{Industry average 2 ?} & & \multirow{3}{*}{\[
\begin{aligned}
& \text { \% susi- } \\
& \text { nesses } \\
& \text { coorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Reoorting businesses snipi 3)} \\
\hline & Total & \[
\begin{array}{r}
30+t 0 \mathrm{om} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { miod } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Uoper } \\
& \text { Idde } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Top } \\
& 25 \%
\end{aligned}
\] & & Total & \[
\begin{array}{r}
30+10 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { miodi } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { voot } \\
\text { mict } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{Pereent of salus} \\
\hline Cost of saiss & 4.4 & 1.9 & 2.4 & 6.2 & 6.5 & 46.1 & 9.5 & 7.1 & 6.3 & 10.1 & 12.0 \\
\hline Occupancy expenses & 24.3 & 30.8 & 29.6 & 20.4 & 17.4 & 99.5 & 24.5 & 30.8 & 29.8 & 20.4 & 17.7 \\
\hline Depies stion & 4.8 & 5.8 & 6.8 & 3.4 & 3.4 & 94.7 & 5.0 & 7.0
3.8 & 8.8 & 3.4 & 3.6
3.3 \\
\hline Repsips meineonsme & 2.9 & 2.2 & 4.0 & 2.4 & 3.0 & 85.4 & 3.4 & 3.2 & 4.2 & 2.8 & 3.3 \\
\hline Meat. light \& teleonone & 7.1 & 9.1 & 7.9 & 6.3 & 5.4 & 95.9 & 7.4 & 10.8 & 7.9 & 6.3 & 5.5 \\
\hline Rent \({ }^{\text {Reat }}\) & 9.5 & 13.7 & 10.9 & 8.2 & 5.6 & 76.2 & 12.5 & 18.5 & 12.5 & 11.4 & 7.8 \\
\hline Personnel exomses & 32.9 & 12.2 & 23.1 & 46.4 & 47.5 & 90.5 & 36.4 & 20.5 & 23.1 & 45.4 & 47.5 \\
\hline Financisl expenses & 3.6 & 4.3 & 3.7 & 2.6 & 3.7 & 94.3 & 3.8 & 5.4 & 3.9 & & 3.7 \\
\hline Interest \% bank charges & 2.7
0.8 & 3.5
0.8 & 3.1
0.7 & 1.8
0.8 & 2.7
1.0 & 84.9
79.3 & 3.2
1.0 & \$.8 1.0 & 3.2
1.1 & 2.2
1.0 & 3.8
1.1 \\
\hline Other expenses & 24.1 & 32.6 & 26.7 & 18.6 & 19.6 & 100.0 & 24.1 & 32.6 & 26.7 & 18.6 & 19.6 \\
\hline Profit (loss) & 10.7 & 18.2 & 14.4 & 5.8 & 5.2 & 97.2 & 11.0 & 18.2 & 14.4 & 6.3 & 5.3 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\cdots\) & & . . & ... \\
\hline
\end{tabular}

\section*{Sy=bols}
- zero or no obsecvations
- too smell 100 de expressed
not soolicable
- configentis

\section*{Footnotes}



13) Value in esch cell \(=\frac{\text { Total weighted expendiqure on given itom }}{\text { lotal weighted setes of pusinesses roporiing this item of expenditure }}\) for quertile

This portion of the table pertains only to pho busingsses peporing the specific expense item. ingefore these retios are celculated indiviquelly and the sotst will not mecessarily equl \(100 \%\).

\section*{Motes}

Deti bre shown by quertiles when et lats 13 of the semplad businesses roport the specific iten
 one quarter of the rots number of busimesses. Hithin each quertile. the suepage ratio is presented. For compsiton purposes. the high and low vilues of sales are shown.

Mow to use the tables

(2) The selected range will indicete the proper quartile. i.e. the dottom 25z, the lower midde 25z. the . oper hidel 258 of the \(10025 \%\)
(3) Desa peftining to the selpcted selts size ronge will de in thel queptile.

Stenderd Industrist CIsenificstion Oefinition (SIE 1880):
\$16 1721 - Power laundries endfor Dry Clemnert
Businesses primerity engaged in operating mechanical landries and plents which dry ciest anolor dye apparti and household fabics fhese businesses include dfy cieaners lexcep: self-servicel, power landry services lexcep; salf-servicel and power landry and dry cleaning olants

TAELE 2. Balance sheet profile for incorporated businesses only, 1997
Ontario. Power Laundries and/or Ory Cleaners (Sic 9721)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Topal!1) & \[
\begin{array}{r}
3 c:: 9 m \\
25:
\end{array}
\] & -15コ: - - =\%e\% & - 1 ce: 25 & -85 \\
\hline Susinesses in samole (No.i
low sales value \(\$ 000\) '
Hign sales value \(\$ 000\) s) & E2
\(\vdots\)
\(\vdots\)
\(i\) & \[
\begin{aligned}
& 11 \\
& 13
\end{aligned}
\] & \[
\begin{array}{r}
33 \\
205
\end{array}
\] & -05 & \(3: 17\) \\
\hline & \multicolumn{5}{|c|}{Sve:age (5000's)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Cash an notes raceivable & & & 2 & , & 0 \\
\hline Accounts and notes receivable
Inventory & 1 & 2 & 2 & 3 & \(2 ?\) \\
\hline Otner currant assets & 35 & 4 & 32 & 41 & 42 \\
\hline Total curpent assets & 44 & 6 & 34 & 45 & 85 \\
\hline Fixed assets & 79 & 31 & 30 & 80 & 135 \\
\hline Less: Accum, deo. on lixed sesets & 9 & , & - & - & \(\cdots\) \\
\hline Other sssers & 27 & 12 & 40 & 25 & 02 \\
\hline Total eseest & 150 & 49 & 103 & 151 & 281 \\
\hline \multicolumn{6}{|l|}{Lisbilities and equity} \\
\hline Curfent lonns & 14 & 2 & 14 & 7 & \(3:\) \\
\hline Other current lisbilities & 35 & 13 & 18 & 45 & E! \\
\hline Total current limbilitos & 49 & 15 & 32 & 53 & 92 \\
\hline Mortgages oayable & - & - & - & - & - \\
\hline Long term debt & \({ }^{9}\) & 18 & 38 & 10 & , \({ }^{\frac{7}{4}}\) \\
\hline Other liabilities & 53 & 14 & 38 & 42 & 113 \\
\hline Total lisbilities & 118 & 46 & 70 & 104 & 214 \\
\hline Total equity & 39 & 2 & 33 & 47 & 67 \\
\hline
\end{tabular}
(11) These estimetes are based on sample of businesses reporting sales detwen \(\$ 25,000\) and \(82,000,000\).
see iable i for symols and notes

TABLE 3. Fimaneial ratios(1) for incorporsted businesses only. 1989
Onterlo. Fower Laundrise and/or Dry Cleaners (51C 9721)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
80+10 m \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lower } \\
& \text { middi } 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Upoer } \\
& \text { middle } 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in samole (No.) Low sales value ( \(\$ 000^{\circ}\) y) High sales value ( \(\$ 0000^{\prime}\) s) & \[
\begin{aligned}
& 52 \\
& (1) \\
& 11)
\end{aligned}
\] & 11
13 & \begin{tabular}{l}
133 \\
205 \\
\hline
\end{tabular} & \(\begin{array}{r}205 \\ 322 \\ \hline\end{array}\) & 322
111 \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity ratio Eurent ratio (times) & 0.9 & 0.4 & 1.1 & 0.9 & 0.9 \\
\hline \begin{tabular}{l}
Leverage cetios \\
Debt/equity fatio (times) \\
Interest coverage ratio (times) \\
Deter retio (times)
\end{tabular} & 2.9
1.9
0.7 & 21.0
0.8
1.0 & 2.1
2.3
0.7 & 2.2
2.2
0.7 & 3.2
1.9
0.8 \\
\hline
\end{tabular}

121 These estinatus are buseo on sumple of businsses reporting soles between 525, 000 and 52.000,000.
See inde 1 for symols anc noies.

Definltions:
1. Liquidity retio:

Gurtent = current sssets / current lisoilizies
2. Levertge forios:
al Dedi/equitr \(=\) total biabilisies / touity
D) Debtretio = total liabililies/total asse?s
c) Interest coversge \({ }^{2}\) net profit . interest expense/ inserest expense

TABLE 4. Statement of changes in financial position for incorporated ousinesses only, ig87
Ontario. Power Laundries andfor Dry Cleaners (SIC 9721)

 only those Dusinesses : PDotzing estsinemi of changes.
ser itate 1 for symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in 1987 Onterio. Laundry and Ciesners (S|C 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in everage labour unitg(l)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Tots \(\left.\begin{array}{r}\text { garroll } \\ (\$ 000 \\ 5\end{array}\right)\)} & \multirow[b]{2}{*}{Average labour unizs(1)} & \multicolumn{2}{|l|}{Changes in number of businceses with paid molorees} \\
\hline & & & & \[
\begin{array}{r}
\mathrm{Newly} \\
\text { reporting(2) }
\end{array}
\] & No : enger
\[
p=e^{\prime}+n g(3)
\] \\
\hline \multicolumn{6}{|l|}{1584} \\
\hline Totel & 1.580 & 183.235 & 17.883 & 254 & : 5 C \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{\circ} \text {. } 99 \\
& 109^{\circ} \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.648 \\
111 \\
18 \\
5
\end{array}
\] & \[
\begin{aligned}
& 53.570 \\
& 44.408 \\
& 32.290 \\
& 52.967
\end{aligned}
\] & \[
\begin{aligned}
& 5.349 \\
& 4.262 \\
& 3.060 \\
& 5.020
\end{aligned}
\] & \[
\begin{array}{r}
242 \\
10 \\
!
\end{array}
\] & \[
\begin{array}{r}
148 \\
3 \\
1 \\
\hline
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 1.685 & 243.097 & 17.201 & 292 & . . \\
\hline \[
\begin{aligned}
& 1 \text { as than } 20 \\
& 20^{-} 99 \\
& 100 \text {. } 499 \\
& 500 \text { and over }
\end{aligned}
\] & 1.558
103
18
6 & \[
\begin{aligned}
& 72.088 \\
& 58.206 \\
& 41.121 \\
& 71.682
\end{aligned}
\] & \[
\begin{aligned}
& 5.159 \\
& 4.091 \\
& 2.898 \\
& 5.053
\end{aligned}
\] & 282
7
3 & ". \\
\hline
\end{tabular}

\footnotetext{



500 employees in Canada as a whol Dut less phan thet number in any given province it is shown in the soo and over group
12 ) Reters to businessts reporting mo payroll deductions in the previous yeat
(3) Refers to businesses reporiing no parroll deluctions in the folloming rear
}
 adiusted accordingly

See rable 1 for symbols ano notes

TABLE 6. Selected oderating characteristics of small businesses by sales quartile. 1985-1987
Oneario, Power Laundries andfor Dry Cleaners (S1E 9721)
\begin{tabular}{lll}
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Wumber of observetions in sample & 98 & & & & \\
\hline Average soles \$ & 139.878 & 64.512 & 78.252 & 113.542 & 323. 206 \\
\hline Average experse \(\$\) & 123.472 & 37.638 & 67.329 & 95.732 & 293.188 \\
\hline Average net profit iloss) \$ & 16.406 & 6.874 & 10.923 & 17.8:0 & 30.018 \\
\hline Susinesses reporting e profits (Mo.) & 15 & & & & \\
\hline Average sales & 132.360 & 44.736 & 77.943 & 106.779 & 299.982 \\
\hline Aversge expense \$ & 112.221 & 35.25 ? & 65.696 & 79.593 & 267.327 \\
\hline Average net profit \$ & 20.139 & 9.469 & 11.247 & 27.185 & 32.655 \\
\hline Businesses reporting loss (Mo.) & & & & & \\
\hline Average saies \({ }^{\text {s }}\) & 212.123 & 43.484 & 88.714 & 127.133 & 589.159 \\
\hline Average expense \(\$\) & 213.704 & 48.514 & 88.799 & 128.;62 & 589.341 \\
\hline Average net loss \$ & -1.58: & -5.030 & -85 & \(-1.029\) & -182 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observetions in sample \\
Average sales \(\$\) \\
Average expense s \\
Average net profit lloss\} \(\$\)
\end{tabular} & \[
\begin{array}{r}
113 \\
189.972 \\
179.260 \\
10.712
\end{array}
\] & \[
\begin{aligned}
& 65.048 \\
& 36.380 \\
& 10.668
\end{aligned}
\] & \[
\begin{aligned}
& 93.188 \\
& 85.004 \\
& 7.184
\end{aligned}
\] & \[
\begin{array}{r}
182.039 \\
173.613 \\
8.426
\end{array}
\] & \[
\begin{array}{r}
439.619 \\
423.046 \\
18.567
\end{array}
\] \\
\hline Businesses reporting profit (Mo.) & 86 & & & & \\
\hline Average sales \(\$\) & 180.974 & 46.271 & 93.630 & 174.488 & 409.506 \\
\hline Average expense \({ }^{\text {S }}\) & 153.281 & 23.355 & 80.396 & 156.380 & 382.993 \\
\hline Average net profit \$ & 17.693 & 12.916 & 13.234 & 18.108 & 26.513 \\
\hline Busimesses reporting loss (No.) & 27 & & & & \\
\hline Average sales \$ & 219.868 & 31.572 & 91.983 & 202.023 & 553.798 \\
\hline Average expense \(\$\) & 235.268 & 45.586 & 101.318 & 219.215 & 574.948 \\
\hline Average net loss \$ & -15.400 & -13.914 & -9.335 & -17.195 & -21.154 \\
\hline
\end{tabular}
(11) These estimates are based on sampl of businesses reporting sales betwem 825.000 and 32,000.000.

Set iabl for smools and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Ontario. Self-Serve Launaries and/or Ory Cleaners (SIC \$723)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Tetal:} & \multicolumn{2}{|r|}{\[
\begin{gathered}
\text { Sot:om } \\
i 5: m
\end{gathered}
\]} & \multicolumn{2}{|r|}{miode - - - ¢:} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
\text { Ucoe: } \\
-1 \approx \vdots \in E \%
\end{array}
\]} & \multicolumn{3}{|c|}{-} \\
\hline Eusinesses ir samo (No. Low saies wave sico s) tigh sales va:u 9600 s & & \[
\left.\begin{array}{l}
32 \\
1 \\
1 \\
i
\end{array}\right)
\] & & .- & & -- & & & & & \\
\hline \multirow{3}{*}{Solected expense, tem} & \multicolumn{5}{|c|}{(ndustry aversgeiz)} & \multirow{3}{*}{\[
\left|\begin{array}{c}
\text { Yousi- } \\
\text { nesses } \\
\text { reoorting }
\end{array}\right|
\]} & \multicolumn{5}{|c|}{Reoorting Dusinesses on: y 3 3)} \\
\hline & Tota & \[
\begin{array}{r}
\text { Sortom } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { micole } \\
25 \%
\end{array}
\] & Uooer miod
\(25 \%\) & TOD 25\% & & iotal & \[
\begin{array}{r}
\text { Bot:om } \\
: 5 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Lowe? } \\
& \text { miot } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Uooer } \\
& \text { miod } \\
& 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
7.00 \\
65 \%
\end{array}
\] \\
\hline & \multicolumn{5}{|c|}{Percent ot sales} & & \multicolumn{5}{|c|}{Percent of sats} \\
\hline Cost of sales & 0.9 & -- & -- & -- & - & 10.9 & 7.9 & -- & -- & -- & -* \\
\hline Deeupancy exponses & 38.4 & -- & -- & -- & -- & 100.0 & 38.4 & -- & - & -- & - \\
\hline Deoreciotion & 12.0
4.6 & -- & - & -- & \(\therefore\) & 91.3
90.7 & 13.1
5.0 & -- & & -- & - \\
\hline  & 1.6
13.0 & -- & -- & -- & -- & 90.7
91.3 & 5.0
14.2 & -- & -- & -- & -- \\
\hline Reni & 8.9 & -- & -- & -- & -- & 73.2 & 12.1 & -- & -- & -- & -- \\
\hline Persannel expenses & 19.7 & -- & -- & - & - & 75.0 & 26.2 & -- & -- & -- & =- \\
\hline Financiel expenses & 12.9 & -- & -- & -- & - & 99.8 & 12.9 & -- & -- & -- & -- \\
\hline Interest \& Dank chorges & 11.8 & -- & -- & -- & -- & 93.9
67.9 & 12.3
2.0 & -- & -- & -- & \(\cdots\) \\
\hline Other expenses & 28.5 & -- & -- & -- & -- & 100.0 & 28.5 & -- & -- & -- & -* \\
\hline Profit (loss) & -0.3 & =- & -- & -- & -- & 100.0 & -0.3 & -- & -* & -- & -- \\
\hline Total & 100.0 & -- & -- & -- & - & 100.0 & & -- & -- & -- & -- \\
\hline
\end{tabular}

\section*{5 yebole}
- zero or no observetions
- - \(t 00\) small 100 de expressed
not applicabl
x confidential

\section*{Foot noter}

111 These esximetes er based on sempl of businesses poporting sates between \(\$ 25.000\) end 82.000 .000
lotal weighted expendizure on given item


 incivicuslly and the cotsl witl not necesserily equal \(100 \%\).

\section*{Motes}

Dot ore shown by quarilies when at lest th of zhe sompled businesses report the specific item.
fecords mere ranked in ascending ordep sccopding to sales gize. Esch quaptil (i e. botiom 25\%. lower mioule 25\%. elc.l represenis on quartes of the tois humper of ousinesses. Within esth guertile, ine average retio is presented. por comparison purposes. the nigh anc low velues of sates ere shown

How to use the teblet

(2) The selecied range will indicat the proper quaptile. i.e. the betton 25\%, the rower widole 25\%. the upper midde 25z or the \(10025 \%\)
(3) Data pertaining to ine selected stas size range will be in that quertile.

\section*{Stenderd Industritel CIBsificetion Dofinition 151 C Is801}

S16 9723 - Self-Serve beundries endor Dry Cleaners
Businesses primarily engaged in oroviding coin-opersped auromatic laundry andlor dry cleaning facilities lop the use of the public. Included in this industryare businesses engaged in coin-operated ory cieaneps. coin-operapeo laundries, setf-serve dry cleaners and self-serve loundries.

TABLE 2. Balance sneet profile for incorporated businesses only. 1987
Ontario. Self-Serve Laundries and/or Dry Cleaners (S1C 9723)


(11) These estitmes are based on smple of Dusinesses reporting sales jetween \(\$ 25.000\) and \(\$ 2.000 .000\)

See Tol i for symeols and noies

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987 Ontario. Self-Serve Leundries end/or Dry Clemers (Sic 9723)
\begin{tabular}{llll}
\hline
\end{tabular}
(1) The retios represens the average of retios for math business in the group and cennot be calculted from the figures show in teole 2
(2) These esfintes ere based on sample of businesses peporting soles beimeen \(\$ 25,000\) and \(82,000,000\)

Set iebla 1 for symbols and notes

\section*{Definitions:}
1. biauidity retio:

Current a current assers / current libilities
2. Leverage repios:

Deti/rouity \(=102 \mathrm{a}\) 1/abilities / eouity
Dedr ratio z toial habilities / total assets.
lnterest coverage no: profit - interes: expense / interes: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Ontario. Seli-Serve Laundries and/or Dry Cleaners (SiC 9723)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To:a|1: & Sor:om
\[
25:
\] & Lowe: miode こと: & Us0e
-100!e =E: & \[
0
\] \\
\hline Eusinesses in samol (No. Low sales vaive (300C's) High sales value (3000's) & \[
\begin{aligned}
& 3 \\
& 11 \\
& 1 \\
& 1
\end{aligned}
\] & -- & - & -- & -- \\
\hline & & & -rage \(1 \$ 000\) & & \\
\hline Operating activities Casn from oderitions Depiecia:ion Othe & 3
13
19 & -- & -- & -- & -- \\
\hline Dividends & - & -- & -- & - & \(\cdots\) \\
\hline \begin{tabular}{l}
Investment aetivities \\
Disposs: of fixed assets \\
Purenase of fixed assets \\
Increase in investmen: \\
Decrease in investmen?
\end{tabular} & \[
\begin{array}{r}
-60 \\
-70 \\
-
\end{array}
\] & -- & -
--
-- & -- & -- \\
\hline \begin{tabular}{l}
Finencine ectivities \\
Incresse in long term deot \\
Reporment of lang term oubs \\
Loans from shareholders \\
Reparment of loans from shareholders \\
sovances \& loans from povernment \\
Incresse in eauity \\
Decresse in eauity \\
Other
\end{tabular} & \[
\begin{array}{r}
114 \\
-2 \\
1 \\
-2 \\
- \\
- \\
-4 \\
-1
\end{array}
\] & \begin{tabular}{l}
- \\
- \\
- \\
-- \\
- \\
\hline-
\end{tabular} & \begin{tabular}{l}
\(\square\) \\
\hline \\
\hline
\end{tabular} & \begin{tabular}{l}
- \\
\hline- \\
\hline- \\
\hline-
\end{tabular} & -
-
-
-
-
- \\
\hline Incresseldecresse) in cosh s squivel ents Cash s equivalents-Beginning of the yoar Coth s equivelenes - End of the yoer & 11 & -- & -- & -- & - \\
\hline
\end{tabular}

\footnotetext{
(1) Phese estinates are oased on samp of incorporatio businesses repopting sales petween \(\mathbf{3 2 5}, 000\) gnd s2.000.000. Smmple count inciudes only qhose Dusinesses repopting statement of changes
see iobie I for symbors and nores.
}

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic clastification in i987 Dnterio. Leundry and Cleaners (SIC 972)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in everage labour unies(1)} & \multirow[b]{2}{*}{Number of Dusinesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Total payroll } \\
(\$ 000 \text { s) }
\end{array}
\]} & \multirow[b]{2}{*}{Averse labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with paid employees} \\
\hline & & & & \[
\begin{array}{r}
\text { New } 1 \text { y } \\
\text { popopting }\{2\}
\end{array}
\] & No longer reporting (3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 1.580 & 183.235 & 17.583 & 254 & 150 \\
\hline \[
\begin{aligned}
& 10 s s \text { inan } 20 \\
& 20-99 \\
& 100 \text { - } 499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.446 \\
111 \\
18 \\
5
\end{array}
\] & \[
\begin{aligned}
& 53.570 \\
& 44.408 \\
& 32.290 \\
& 58.967
\end{aligned}
\] & \[
\begin{aligned}
& 5.341 \\
& 4.262 \\
& 3.060 \\
& 5.020
\end{aligned}
\] & \[
\begin{array}{r}
242 \\
10 \\
1 \\
1
\end{array}
\] & 146
3
1
- \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 1.685 & 243.097 & 17.201 & 292 & -.. \\
\hline \[
\begin{aligned}
& \text { less shan } 20 \\
& 20-99 \\
& 100-49 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
1.558 \\
103 \\
18 \\
8
\end{array}
\] & \[
\begin{aligned}
& 72.088 \\
& 58.206 \\
& 41.121 \\
& 71.682
\end{aligned}
\] & \[
\begin{aligned}
& 5.159 \\
& 4.091 \\
& 2.898 \\
& 5.053
\end{aligned}
\] & 282
7
3
0 & ‥
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
 surver of Employmens, Paypoll and hours. Ststisties Consde. Calalogue \(12-002\). An sveroge labour unit coulo be inlerpreled as a
 500 emploveas in Cansar as ahole but less than that number in any given provinct it is show in the 500 and over groub.
(2) Refers to businesses reporting no deyrall deductions in the previous yeer.
( 3 ) Reters to ousinesses eporting no paytoll ofeductions in the following year
"Newly recorting" ong "no longer reporting" Dusinesses are assumed 10 have bean in activity for six months ond the information is adjusted accorcingly.
sef ieole i for symbols and notes

TABLE 6．Selected operating characteristics of small businesses dy sales quartile．1985－1987 Ontario．Self－Serve Laundries and／or Ory Cleaners（SIC 9723）


1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline Numoer of observetions in sample & 58 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & 79．174 & 27． 245 & 2E．28： & ミラ．3＞0 & 3：．05 \\
\hline average exoense 5 & 59.575 & －9．795 & 53.530 & －3． 350 & －22．020 \\
\hline Average net protit iloss）\＄ & 9.499 & 7．557 & 2.551 & ： 1.809 & 16．273 \\
\hline Businesses reporting epofit（Mo．） & 50 & & & & \\
\hline Average saies \＄ & 80.683 & 27.342 & 34.990 & 55.737 & 204.531 \\
\hline Average mxdense \(\$\) & 69.699 & 19.711 & 29.886 & 41.947 & 187．2．？ \\
\hline average net prafits & 10.992 & 7.631 & 5．：04 & 13.790 & 17.420 \\
\hline Businesses reporting loss（No．） & 6 & & & & \\
\hline Average sales \＄ & 49．19？ & 27．756 & 38.468 & 48.562 & 82．CCC \\
\hline Average expense \＄ & 58.807 & 28.371 & 43.328 & 73.530 & 96.003 \\
\hline Average net loss \＄ & －9．610 & －515 & －4．850 & －24．958 & －8．000 \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of obsepvetions in samole \\
Average sales \＄ \\
Average experse \(\$\) \\
Average nei profit ilossis
\end{tabular} & \[
\begin{array}{r}
40 \\
103.459 \\
98.064 \\
5.395
\end{array}
\] & －－ & －－ & －－ \\
\hline Businesses reporting orofit（M0．） & 32 & & & \\
\hline Average st as \＄ & 105．134 & －－ & －－ & －－ \\
\hline Average exoenses & 97． 570 & －－ & －－ & －－ \\
\hline Average net oroti：\＄ & 7.554 & －－ & －－ & － \\
\hline Eusinesses reporiing loss（Mo．） & 1 & & & \\
\hline Average sales \＄ & 91.983 & －－ & － & －－ \\
\hline Aversge expense \＄ & 105.477 & －－ & － & －－ \\
\hline Average net loss 5 & －13．514 & －＊ & －－ & －－ \\
\hline
\end{tabular}

1987

Number of obsarvetions in sample Average sales
Average expense \(\$\)
average nes profit（loss）\(\$\)
27
87.385
87.385
.944
442
\(\because\)
\(\because\)
-
--
--

曹usinesses reporinge profit \｛Mo． 1
18
98.115
85.773
\(\begin{array}{ll}\text { Average seles } \$ & 95.115 \\ \text { Average expense } \$ & 85.773\end{array}\)
Average net profis？
10.642

Dusinesses reporting lose（No．）
Average ssies？
110.18

Averse exomens \(\$\)
122.386
-12.248

Average net loss 5
\(-12.248\)

191 These estimates are baseo on sample of Dusinesses roporting sales Detwen \(\$ 25.000\) and \(\$ 2.000 .000\)
See lable 1 for symbols and motes

TABLE 1. Selected operating ratios. in percent of sales, 1987 Ontario. Industrial Machinery and Equipment Rental and beasing (SIC g999)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Totalli,} & \multicolumn{2}{|r|}{\[
\text { Fo: } 0 \text { : }
\]} & \multicolumn{2}{|r|}{iowe
\[
\text { M.cele }=:=
\]} & \multicolumn{3}{|c|}{- OC U E E E:} & \multicolumn{2}{|c|}{"0} \\
\hline Businesses - samole ino. Low 5 alas vale jou's 4igh sales voive 5000 . & \multicolumn{2}{|r|}{\[
54
\]
\[
11
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
111 \\
28
\end{array}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 38 \\
& 98
\end{aligned}
\]} & \multicolumn{5}{|c|}{\[
\begin{array}{r}
93 \\
278 \\
-76
\end{array}
\]} \\
\hline \multirow{3}{*}{Sulucied expense item} & \multicolumn{5}{|c|}{Industry average 2 )} & \multirow{3}{*}{\[
\begin{aligned}
& \text { O susi- } \\
& \text { iesses } \\
& \text { coorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Redorting businesses oniry 31} \\
\hline & Tota & \[
\begin{array}{r}
\text { Bor } \% \text { m } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { ower } \\
\text { middl } \\
25 \%
\end{array}
\] & Jooer mode 25\% & \[
\begin{aligned}
& \text { iog } \\
& 25 \%
\end{aligned}
\] & & Total & \(90170 m\)
\(25 \%\) & \[
\begin{array}{r}
\text { Sower } \\
\text { Tiog } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Jooe: } \\
\text { midgi } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Yop } \\
& \because E \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of soles} & & \multicolumn{5}{|c|}{Percent of sales} \\
\hline Deprecisition & 13.8 & 17.4 & 5.8 & 15.6 & 16.3 & 81.4 & 16.9 & 7. & 13.9 & 17.5 & \\
\hline Recsics \& meiniensme & 5.2 & 1.8 & 6.3 & 8.7 & 3.9 & 53.8 & 9.7 & 5.2 & 15.3 & 10.8 & 0.? \\
\hline Mest. light \& telephore & 1.0 & - & 0.8 & 2.5 & 0.9 & 38.7 & 2.6 & - & 2.5 & 13.7 & 1.4 \\
\hline Rent & & - & 4.5 & & 3.3 & 49.7 & B. 2 & & 6.6 & 13.0 & 4.3 \\
\hline Personnel expenses & 11.0 & 0.3 & 4. 2 & 18.4 & 20.6 & 49.9 & 22.0 & 1.8 & 18.1 & 23.6 & 25.1 \\
\hline Finencisl expenses & 16.1 & 48.3 & 3.9 & 6.8 & 6.1 & 90.8 & 17.8 & 48.3 & 4.9 & 7.7 & 6.4 \\
\hline Interest \& bank charges & 8.7 & 20.8 & 3.5 & 5.6 & 4.9 & 87.3 & 9.3 & 20.8 & 4. 5 & 7.9 & 5.4 \\
\hline Professional lees & & 27.5 & 0.4 & 1.3 & & & & & & & \\
\hline Other expenses & 27.6 & 13.4 & 40.5 & 23.2 & 33.2 & 100.0 & 27.6 & 13.1 & 40.5 & 23.2 & 33.2 \\
\hline Profit (loss) & 21.4 & 18.8 & 34.2 & 17.1 & 15.7 & 98.8 & 21.9 & 18.8 & 34.2 & 17.1 & 16.5 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & & . & - \(\cdot\) & \\
\hline
\end{tabular}

\section*{Symbols}
- 2ero or no observetions
- too small too be expressed
nof applicabl
- confionentivi

\section*{footnotes}

111 ihese estimstus sre besed on sample of businesses reporting stes betmeen 825.000 and 82.000 .000
\((2)\) Value in each cell \(=\frac{\text { lotel weighted expendisure on given item }}{\text { fotal wighted sales of ali businesses in the sample }} \times 100\) for uch guartile

Phis dortion of the isble dertsins only to the businesses reporting the soecific expense item. therefore these refios bre csiculated individublly end ine cotal will not necesserily equel 1002

\section*{Motes}

Deto fe shown by quertiles when st lest 13 of the somplod businesses report the spacific ilem.

 high and iow values of sales are shom

How to use the tables

(2) The selecter ronge will indicose the proper quartile. i.e. the ootrom 25\%. she lower midde 25\%. the upper midde 25s or the 100 25\%.
(3) Deta pertsining to the selectod soles size renge will be in that quartile.

\section*{Stenderd Industrisi Clessificesion Definition 15I6 1980):}

SIE 9811 - Industrisl mechimery end Equipent Rentel and LeEsing
Businesses primar ily engaged in the rentel or lesing of heavy industrial machinepy and pouipment gusinesses engaged in agricultural machimery and equipment renials. incustrial machinery and equipment rental and lessing. ieasing of industrist machinery and equipmens
 machinery end eoupmens rensals. mining mochinery and equipment rentals. oil well orilling machinery anc equipment penpals, rantal of indus?risi mechinpry and equipment and moodworking machinery anc equipment pentals or includec in fhis industry

TABLE 2．Balance sheet profile for incorporatad businesses only， 1987
Ontario．Industrial Machinery and Equipment Rental and Leasing（Sic 9911）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & F0：3：1： & \[
\begin{array}{r}
90: ~: ~ \\
: 5 \% \\
=5 \%
\end{array}
\] & \[
\text { Nise ome }=5 \%
\] & \[
\begin{array}{r}
\text { weve } \\
\text { n. } 0 \text { 保 }
\end{array}
\] & : \\
\hline Businesses ：samel Ne Low sates value ぶ犬？s। High saies value 呺心 s & 53
1
1
1 & 1！ & 25
59 & 45 & \[
: E:
\] \\
\hline & & \multicolumn{4}{|c|}{average（ \(5000{ }^{\circ}\) ）} \\
\hline \multicolumn{6}{|l|}{} \\
\hline Casn & － & － & － & － & \\
\hline Accounts and notes paceivabis & 34 & － & 2 & 45 & 95 \\
\hline inveniory & － & － & － & － & － \\
\hline Other current assets & 79 & 10 & 8 & 78 & \(9: 9\) \\
\hline Total cuprent assets & 113 & 10 & 10 & 123 & 302 \\
\hline Fixed asseis & 332 & 180 & 79 & 481 & ¢ 33 \\
\hline Less：Accum，deo．On lixed assets & － & － & － & － & \\
\hline Other essets & 133 & 738 & 102 & 31 & 128 \\
\hline Total atsets & 577 & 929 & 191 & 835 & 1.068 \\
\hline \multicolumn{6}{|l|}{Lisbillties and equity} \\
\hline Cuprent loans Other current lizbilities & 23
95 & 61 & 5
10 & 21
97 & 52
24 \\
\hline Total cuprent lisbilitios & 118 & 61 & 15 & 119 & 305 \\
\hline Mortosges dayable & － & － & － & － & － \\
\hline Long term dedt & 19 & － & 18 & 19 & 27 \\
\hline Other l abilities & 216 & － & 73 & 312 & 1：3 \\
\hline Total lictilities & 354 & 61 & 106 & 449 & 745 \\
\hline Total equity & 224 & 867 & 85 & 185 & 323 \\
\hline
\end{tabular}
（1）These estinates are bosed on sample of Dusinesses eparting sales detween \(\$ 25.000\) no \(\$ 2.000 .000\) ．
Sen isble f for symocis and nopes

TABLE 3．Financial ratios（1）for incorporeted bustnesses only． 1987
Ontarlo．Industrial Msehinery and Equipment Rental and Leaslng（5ic g911）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total（2） & \[
\begin{array}{r}
\text { Bot } 10 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { midd } 25 \%
\end{array}
\] & \begin{tabular}{l}
Upper \\
midde \(25 \%\)
\end{tabular} & \[
\begin{aligned}
& \text { Top } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in sample（Mo．） Low sties value（ \(\$ 000\)＇s） Migh sales yalue（ \(\$ 000\) s） & 53
11
\((1)\) & （1） & 28
99 & 99
462 & （1） \\
\hline & & & Averege & & \\
\hline Liquidity retio Cuprent ratio（times） & 1.0 & 0.2 & 0.7 & 1.0 & 1.0 \\
\hline ```
Leverage retios
    Deot/equily pario {times)
    Interest coverage retio (times)
    Debt patio (times)
``` & 1.8
3.8
0.6 & 0.1
59.6
0.1 & 1.2
1.5
0.6 & 2.6
5.6
0.7 & 2.9
3.9
0.7 \\
\hline
\end{tabular}

IIf ine ratios epresent the everage of retios for eech business in the group and cennot be celculated from the figures shown in ioble 2


See rable 1 for symools and notes

\section*{dinitions：}

1．Liquidity retio：
Current zeurrens assets／cerrent liatilities

2．Leverage resios：
8）Deot／equity \(=\) totalimbilities／equipy
ol Deot ratio＝total fiabilities／total assers
c）Interest coveroge \(=\) net profit－interest expense／interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987 Ontario. Industrial machinery and Equipment Rental and leasing (SIt 9911)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -2:al: & Sot:om
25: & Tractz =5:. & \[
\begin{aligned}
& \text { Uoeer } \\
& \text { a.ed } \leq: E:
\end{aligned}
\] & \[
\begin{aligned}
& 5= \\
& 05
\end{aligned}
\] \\
\hline Susinesses in samele No. Low sales value 5000 s) Migh sales value \(15000^{\circ}\); & \[
\begin{array}{r}
: 5 \\
i 1 \\
1
\end{array}
\] & -- & & -- & \\
\hline & & & verage \(1 \$ 000\) & & \\
\hline Dperting ectivities Casm from seerations Depreciation Other & 39
73
-3 & -- & -- & -- & \begin{tabular}{l}
-- \\
\hline-
\end{tabular} \\
\hline Oividends & -3 & -- & -- & - & -- \\
\hline \begin{tabular}{l}
Investment activities \\
Disposel of tixed assers \\
Purchase of fixed asseis \\
lncreast in investment \\
Oecresse in investment
\end{tabular} & \(\begin{array}{r}31 \\ -139 \\ -11 \\ \hline\end{array}\) & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
Financing ectivities \\
Increse in long timin debt \\
Radaymen: of long erm debe \\
Loans from shareholders \\
Redsyment of loans from shareholders \\
Aovances o loans from government \\
lncrease in auity \\
Decrease in oulity \\
Dther
\end{tabular} & \[
\begin{array}{r}
32 \\
-25 \\
38 \\
-10 \\
- \\
- \\
-2
\end{array}
\] & \begin{tabular}{l}
\(\square\) \\
\hline- \\
\hline- \\
\hline-
\end{tabular} & \begin{tabular}{l}
-- \\
\hline- \\
\hline- \\
-- \\
\hline-
\end{tabular} & \begin{tabular}{l}
- \\
\hline- \\
- \\
- \\
- \\
-
\end{tabular} & \begin{tabular}{l}
- \\
\hline- \\
-- \\
- \\
\(=-\)
\end{tabular} \\
\hline Increse(decresse) in cesh s equivelents Cash equivelonts-Beginning of the year Cash tequivalents - End of the year & \[
\begin{array}{r}
17 \\
-59 \\
-34
\end{array}
\] & -- & -- & -- & -- \\
\hline
\end{tabular}
 oniy those ousinesses peporting sisument of chenges
see Teble for srmools and notes.

TABLE 5. Employment chinges by size of business, 1984-1987 based on Sic eltssificition in 1987 Onterio. Industribi Machinery and Equipment Rental and beasing (SIC 991i)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in average labour units(i)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{Total
\((\$ 0 y 0\)
\((\$ 0 y)\)} & \multirow[b]{2}{*}{Averape labour unitsil!} & \multicolumn{2}{|l|}{Chenges in number of businsses with peid emplorees} \\
\hline & & & & Newly reporting(2) & No longer reporting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 259 & 42.734 & 1.981 & 38 & 29 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20^{\circ} 98 \\
& 100-49 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
234 \\
18 \\
9
\end{array}
\] & \[
\begin{aligned}
& 17.169 \\
& 13.275 \\
& 12.290
\end{aligned}
\] & \[
\begin{aligned}
& 782 \\
& 607 \\
& 592
\end{aligned}
\] & 34
2 & \[
25
\] \\
\hline \multicolumn{6}{|l|}{1587} \\
\hline Totel & 289 & 10.220 & 3.757 & 40 & - \\
\hline \begin{tabular}{l}
less than 20 20-99 \\
100-499 \\
500 and over
\end{tabular} & 238
37
13
1 & \[
\begin{array}{r}
20.503 \\
27.035 \\
x \\
x
\end{array}
\] & \[
\begin{array}{r}
948 \\
1.208 \\
1.349 \\
252
\end{array}
\] & 34
2
4 & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}



500 employees in Canade as a whole buf less than that number in any given province it is shown in the 500 and over group
(2) Anters to businesses e eporting no payrali ofecuctions in the provious yer
(3) Reters to busimesses reporting no paypll ceductions in the dollowing yeer
 - ojusted accordingly

See iable 1 for symools and notes

TABLE 6. Selected operting characteristics of small businesses by sales quartile. 1985-1987 Ontario. Industrial machinery and Equipment Rental and Leasing (5ic 9911)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 70:31: 11 & \begin{tabular}{l}
\[
30:: 5 \pi
\] \\
25:
\end{tabular} & -ccie -owe! & 9, \(30-20 e^{-250}\) & - 00 \\
\hline & & & 1985 & & \\
\hline Number of observorions in sample & 47 & & & & \\
\hline Aversge saies \({ }^{\text {s }}\) & 313.599 & -- & -- & -- & -- \\
\hline Average expense \({ }^{\text {a }}\) & 270.928 & -- & -- & -- & -- \\
\hline Average net profit (toss) \$ & 42.675 & -- & -- & -- & -- \\
\hline Businesses reporting profit (No.) & & & & & \\
\hline \begin{tabular}{l}
Average 5eles 5 \\
Average expense s
\end{tabular} & 309.765
252.038 & -- & -- & -- & -- \\
\hline Average net profit \(\$\) & 57.727 & -- & -- & -- & -- \\
\hline Businesses reporting loss (Mo.) & 13 & & & & \\
\hline Average sales & 400.443 & -- & -- & -- & -- \\
\hline Average exoense 3 & 434.598 & -- & & -- & .- \\
\hline Average net oss 5 & -34.255 & -- & -- & -. & -. \\
\hline
\end{tabular}

1985

\begin{tabular}{|c|c|c|c|c|}
\hline 32 & & & & \\
\hline 294.589 & -- & -- & -- & -- \\
\hline 255,685 & -- & -- & -- & \\
\hline 38.903 & -- & -- & -- & -- \\
\hline 25 & & & & \\
\hline 300.684 & -- & -- & -- & \\
\hline 249.985 & -- & -- & -- & -- \\
\hline 50.699 & -- & -- & -- & -- \\
\hline 7 & & & & \\
\hline 98.469 & -- & -- & -- & \(\because\) \\
\hline -25.935 & -- & -- & -- & -- \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 34 & & & & \\
\hline Average stios \$ & 243.274 & 32.984 & 51.039 & 175.750 & 712.330 \\
\hline Average expense \(\$\) & 204.951 & 28.769 & 37.712 & 140.561 & 612.663 \\
\hline Average net profit (loss) \({ }^{\text {S }}\) & 38.323 & 4.215 & 13.319 & 35.089 & 99.65? \\
\hline Businesses peporting profit (No.) & 74 & & & & \\
\hline Average sales & 238.298 & 32.984 & 51.031 & 195.609 & 673.565 \\
\hline Guerage expense & 187.550 & 28.769 & 37.712 & 147.271 & 536.849 \\
\hline Average net protits & 50.648 & 4.295 & 13.319 & 48.338 & 136,717 \\
\hline Businesses coportinge lose (Mo.) & 20 & & & & \\
\hline Average sales & 190.892 & - & - & 118.197 & 853.586 \\
\hline average expense \$ & 514.315 & - & - & 120.136 & 908.493 \\
\hline Average not loss\$ & -23.423 & - & - & -1.939 & -44,907 \\
\hline
\end{tabular}

\footnotetext{
(1) These estimeres are ocse on sample of businesses reporing sales between \(\$ 25.000\) and \(\$ 2.000 .000\)
}

See Toble 1 for symols snd notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Video Movies and Audio-visul Equipment Rental (SIC 9912)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Total:} & \multicolumn{2}{|r|}{Sol: 2 sm} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
\text { awer } \\
\text { mijule }
\end{array}
\]} & \multicolumn{3}{|c|}{\(9.001 e^{-2009}\)} & \multicolumn{2}{|c|}{- 5} \\
\hline F̂usinesses ri samole (No. Low sales value \(\$ 000\) s Migh sales ralue ( \(\$ 000\) s) & \multicolumn{2}{|r|}{\[
10:
\]} & \multicolumn{2}{|r|}{\[
5 i
\]} & \multicolumn{2}{|r|}{三!} & \multicolumn{3}{|c|}{\[
\text { : } 5
\]} & \multicolumn{2}{|c|}{-5} \\
\hline \multirow{3}{*}{Selected expense iem} & \multicolumn{5}{|c|}{Industry average(2)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { : bus: } \\
& \text { nesses } \\
& \text { reorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Repotting businesses onix ?} \\
\hline & Total & \[
\begin{array}{r}
\text { Bot+0m } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lowe: } \\
\text { miodie } \\
25 \%
\end{array}
\] & UDDer miogl 25\% & \[
\begin{aligned}
& i 00 \\
& 25 \%
\end{aligned}
\] & & Total & Sotrom
\(25 \%\) & \[
\begin{array}{r}
\text { Lower } \\
\text { middi } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { uooer } \\
& \text { miod } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{Percent of sales} \\
\hline Occupancy expenses & 38.2 & \[
36.1
\] & & & 34.1
22.9 & 99.0
94.9 & 38.5
25.4 & 37.5
28.0 & 46.8
30.6 & 36.6
24.9 & 34.2
23.1 \\
\hline Deorecistion & 24.9
0.9 & 21.6
0.8 & 30.6
0.8 & 24.9
1.9 & 22.9
1.2 & 94. 69.6 & 25.4
1.3 & 28.0
0.8 & 30.6
1.5 & 24.9
1.4 & 13.3
1.3 \\
\hline Heat, light 8 teieohone & 2.1 & 3.8 & 2.5 & 1.9 & 1.7 & 91.5 & 2.7 & 4.7 & 2.8 & 1.9 & 1.9 \\
\hline Rent & 9.9 & 10.2 & 12.9 & 8. 6 & 8.4 & 85.7 & 11.5 & 13.9 & 12.9 & 10.7 & 8.9 \\
\hline Personnel expenses & 22.0 & 29.3 & 12.2 & 25.2 & 20.3 & 86.8 & 25.3 & 33.6 & 18.1 & 27.3 & 20.6 \\
\hline Finencisl expenses & 4.9 & 5.4 & 4.2 & 6.5 & 3.3 & 97.0 & 5.0 & 5.1 & 4.2 & 7.2 & 3. 4 \\
\hline Interest \& bank enarges & 3.3 & 4.3 & 3.1 & 3.3 & 2.3 & 82.0 & 4.8 & 5.2 & 3.5 & 4.4 & 2.8 \\
\hline Protessional fees & 1.6 & 1.1 & 1.1 & 3.2 & 1.0 & 84.2 & 1.9 & 1.3 & 1.2 & 4.1 & 1.6 \\
\hline Other expenses & 27.8 & 25.4 & 28.9 & 22.2 & 34.2 & 100.0 & 27.6 & 25.4 & 28.9 & 22.2 & 34.2 \\
\hline Profit (loss) & 7.4 & 3.9 & 7.9 & 9.6 & 8.1 & 98.2 & 7.6 & 3.9 & 7.9 & 10.2 & 8.2 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & ... & \(\ldots\) & - . & \\
\hline
\end{tabular}

\section*{Syebol:}
- zero or no observetions
\(\therefore \quad 200\) smitl to0 De expressed
... not adplicede
* conlionntisl

\section*{Footnotes}
(1) These estimates be bespo on sample of businesses reporting sales between \(\$ 25.000\) and \(\$ 2,000,000\)


This portion of the table pertsins only io phe businesses reporting the specific expense item. Phersfore these rsios ert efleulated individuslly and the lotel will not necessertiy equel \(100 z\)

\section*{(u)tes}

Oeto are shown by quartiles when es leest 13 of the sempled businesses report the specific itum
 on quarier of the cotel number of businesses. Within esch quartile. the overoge rerio is presented. For comporison purposes. the high sing low values of seles re shown.

How to ute the tebles

121 The selected renge will indicete the proper guertile. i. A. The botron 2gx. The lower nidde 2g\%. the upper midde 25z or the too 258.
(3) Date perieining 10 the sulected sales site ronge will be in ther quertile

\section*{Stenderd Induatriel Clsestificstion Definition \{SIC 19801:}

SIC 2812 - qudio-Visus! Equipeen: Mentsl and lessing
 projection equipment rental, public address system pental, pental of audio-visual equipment. sound tquipment pental. ispe recoroer rental and television rental ar included in this industry

TABLE 2. Balance sheet profile for incorporated dusinesses only. 1987
Ontarlo. Video Movies and Audio-Visual Equipment Rental (Sic g912)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & T2:a 511 & 30::0m
EE: & - cotorer & \[
\begin{array}{r}
\text { Ezer } \\
\text { Tlave }
\end{array}
\] & 20
\(0: 50\) \\
\hline Businesses \(n\) sambla (No. Low sales value \(\$ 000^{\prime}\) ? kign sales value i5000's & \[
58
\] & \[
5 i
\] & \[
31
\] & \(\because\) & 1:5 \\
\hline & \multicolumn{5}{|c|}{Aversge (\$000'si} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Cash & 3 & & \(\bar{i}\) & - & 9 \\
\hline secounts and notes peceivable Inventory & 3 & - & ! & - & 9 \\
\hline Other cuprent assets & 21 & 5 & 13 & :5 & 49 \\
\hline Total curient asseis & 23 & 5 & 13 & ! 5 & 5 \\
\hline Fixed assets & 91 & 25 & 61 & 90 & 189 \\
\hline Less: \(\Delta c c u m\). deo. on fixed assats & ? & - & - & - & 25 \\
\hline Other assurs & 7 & - & - & i & 25 \\
\hline Total essets & 122 & 30 & 75 & 108 & 286 \\
\hline \multicolumn{6}{|l|}{Liebitities and equity} \\
\hline Curcent loans
Other eurtent limilities & 15
35 & 5
27 & 24 & 13 & 34
74 \\
\hline Topal eurtent liabilioties & 50 & 32 & 25 & 30 & 158 \\
\hline Mortgaçes dayable & - & - & - & - & - \\
\hline Long :erm deot & 4 & - & - & 2 & 14 \\
\hline Other liabilities & 46 & 17 & 34 & 54 & 75 \\
\hline Total liabilities & 100 & 49 & 59 & 86 & 198 \\
\hline Total equity & 22 & -18 & 18 & 20 & 88 \\
\hline
\end{tabular}


Ste table 1 or symbols and naits

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Onterio. Video Movies and Audlo-visual Equipment Rental (Sic g912)
\begin{tabular}{llll}
\hline
\end{tabular}

\footnotetext{

}

Sen Toble i for symbols end notes

Definitions:
1. Liquidity retio:

Current surrent essets/current lisoilities
2. Leverape reties:
a) Deot/equity : to:al habilities / equity
b) Debt ?avio s total liabilities/ total assets
c) Interest coverage F net profit - inemest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, ig87
Ontario. Video Movies and Audio-Visual Equipment Rental (SIC 9912)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0.31:1 & \[
\begin{array}{r}
30+: 0 \mathrm{~m} \\
25 \%
\end{array}
\] & mido ewer & vece
\[
-60 \text { e } 55
\] &  \\
\hline Susinesses \(n\) sample No., & 15 & & & & \\
\hline Low sales vaiue goco si & (i) & - & -- & -- & -- \\
\hline hign saies va -e tioco s, & (1) & -- & +- & & -- \\
\hline & & & erage is000 & & \\
\hline Opereting ectivities & & & & & \\
\hline Cesh irom ootrilons & \(-3\) & - & -- & - & - \\
\hline Cesreciation & 50 & *- & - & -- & -- \\
\hline Qther & 9 & - - & ** & - & -- \\
\hline Oividends & -1 & -- & -- & - & - \\
\hline Investment ectivities & & & & & \\
\hline Disoosal of fixed asseis & 9 & - & -- & - & - - \\
\hline Purchsse of \(f\), xed esseis & -60 & -- & - & - & - \\
\hline lncrese in investment & - & - & - & - \(=\) & - \\
\hline Decressitif investment & - & - & -- & - & = \\
\hline Finencing ectivities & & & & & \\
\hline Increase in long term debt & 1 & - & -- & - - & - \\
\hline Recayment of long term oebt & -3 & - & - & ** & -* \\
\hline Losns from sharenoioers & & = & - & - & - \\
\hline Redayment of loans from shareholders & - 7 & -* & - & - & - \\
\hline Advances \& loans from government & - & - & - & \(\cdots\) & - \\
\hline increase in equity & & - & - & - & - \\
\hline Decresse in auity & - & -- & - - & - & =- \\
\hline Qther \({ }^{\text {ata }}\) & - & - - & - & - & -- \\
\hline Incresse(decresse) in cash equivelonts & -5 & - & -- & - & - \\
\hline Cash tequivalents-8eginning of the year & -3 & -- & -- & - & -- \\
\hline Ceah equivalents. End of the year & -7 & -- & =- & - & - \\
\hline
\end{tabular}
 oniy those Dusinesses pegopting steqment of chenges
Set tool i for symbols and notes

Oneario, Video Movies and Audio-Visual Equipment Rental (SiC 9912)

- Newly reporting" and mo longer reporing" Dusinesses are assumed to have onen in activity for six months ano the intormation is adjusted accortingly

See toble for symols and notes

TABLE 6. Selected operating characteristies of small businesses by sales quartile. \(1985-1987\) Ontario, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{4}{|c|}{1985} & \\
\hline Number of observations in sample & 9.94 & & & & \\
\hline Uverage saigs \$ & \(96.29 C\) & 28.736 & 42.331 & 62.200 & 251.351 \\
\hline juerage exoense S & 36.760 & 29.381 & 54.414 & 55.715 & 237.325 \\
\hline Avorage net prafit lloss: \(\$\) & 1.520 & -1.245 & -12.083 & 5.485 & -3.322 \\
\hline Businesses emorting prof it (Mo.) & 12 & & & & \\
\hline Average sales \(\$\) & 96. 305 & 29.458 & 43.033 & 50.321 & 252.41: \\
\hline Avelage expense \(\$\) & 82.712 & 18.597 & 25.066 & 50.115 & 237.07! \\
\hline Avelage net profit 5 & 13.594 & 10.869 & 17.967 & 10.206 & 15.3: \\
\hline Businesses reporting loss (Mo.) & 32 & & & & \\
\hline Average sales \({ }^{\text {a }}\) & \$4.852 & 28.276 & 42.129 & 68.769 & 240.233 \\
\hline Average expense 5 & 108.904 & 37.214 & 62.864 & 79.979 & 255.751 \\
\hline Average net loss & -14.052 & -8.938 & -20.735 & -11.008 & -15.529 \\
\hline
\end{tabular}

1985
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of obsecvations in sample \\
Average sales \(\$\) \\
Average expense \(s\) \\
Average net profit (loss) \(\$\)
\end{tabular} & \[
\begin{array}{r}
58 \\
!35.661 \\
23.836 \\
12.005
\end{array}
\] & 43.185
31.450
11.735 & \[
\begin{array}{r}
73.365 \\
68.360 \\
5.005
\end{array}
\] & \[
\begin{array}{r}
120.25! \\
121.096 \\
-845
\end{array}
\] & \[
\begin{array}{r}
305,763 \\
=73,637 \\
32.125
\end{array}
\] \\
\hline Susinesses reporting profit (Mo.) & 43 & & & & \\
\hline Avarage sales 5 & 142.309 & 42,396 & 72.010 & 199.701 & 337.127 \\
\hline Average expense 5 & 117.118 & 29.442 & 62.841 & 100.985 & 275.204 \\
\hline Average net prolit & 25.191 & 12.954 & 9.169 & 16.716 & 69.923 \\
\hline Businesses repoting loss (Mo.) & 15 & & & & \\
\hline Aversge sales \$ & 127.412 & 52.598 & 79.438 & 122.159 & 255.452 \\
\hline Average expense \({ }^{\text {a }}\) & 138.944 & 55.389 & 93.114 & 136.952 & 271.122 \\
\hline Average net loss \$ & -11.532 & -2.791 & \(-13.676\) & -13.993 & -15.670 \\
\hline
\end{tabular}

(1) These estimates are besed on sample of pusisesses peporing salex bermen \(\mathbf{5 2 5 , 0 0 0}\) and \(\mathbf{8 2 , 0 0 0 , 0 0 0}\)

See iabie ifor symools and noyes

TABLE 1 . Selected operating ratios, in percent of salas, 1987
Oncario, Automobile and Truck Rental and Leasing Services (Sic 9929)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Total11:} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
30 t 70 m \\
25=
\end{array}
\]} & Lower ทiodle \(25 \%\) & \multicolumn{3}{|c|}{\[
\begin{array}{r}
\text { jooer } \\
\text { - acte }
\end{array}
\]} & \multicolumn{2}{|c|}{\[
\begin{aligned}
& 00 \\
& 25 .
\end{aligned}
\]} \\
\hline Sus nesses in samoie No. Low sales value \(\$ 000\) si ti.gh sales walue \(\$ 000\) s) & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 145 \\
& (1) \\
& i!
\end{aligned}
\]} & & \multicolumn{2}{|l|}{\[
88
\]} & \[
\begin{array}{r}
98 \\
-52
\end{array}
\] & \multicolumn{5}{|c|}{} \\
\hline \multirow{3}{*}{Solecteo exotes} & \multicolumn{5}{|c|}{Industiy suepagel 2 !} & \multirow{3}{*}{\[
\begin{aligned}
& \text { \%ousi- } \\
& \text { nessis } \\
& \text { toop:1n9 }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Rooorting businesses oniy 3;} \\
\hline & Tora, & \[
\begin{array}{r}
0 \uparrow: 0 m \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lowel } \\
m+001 \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Uooep } \\
\text { midol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { To0 } \\
& 25 \%
\end{aligned}
\] & & Tota &  &  & \[
\begin{array}{r}
\text { Jooer } \\
\text { m.dol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 100 \\
& -5 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of saies} & & \multicolumn{5}{|c|}{Percent of seles} \\
\hline Comt of selos & 1.7 & 0.7 & 0.4 & 1.7 & 3.9 & 6.9 & 24.4 & 65.5 & 19.0 & 20.6 & 24.6 \\
\hline Decupancy expenses & 40.0
31.4 & 35.1
29.6 & 42.5
34.1 & 46.6
40.3 & 33.9
29.2 & 99.7
97.2 & 40.1
32.3 & 36.8
29.3 & 42.5 & 67.1
40.8 & 33.9 \\
\hline Reotips \& meintemunce & 3.7 & 4.1 & 3.0 & 3.1 & 4.6 & 58.3 & 6.3 & 14.4 & 4. \(\#\) & 4.3 & 2. 6.2 \\
\hline Must. ligni \& teloohone & 0.7 & 0.4 & 1.1 & 0.4 & 0.8 & 44.9 & 1.5 & 2.2 & 2.3 & 1.0 & ?. 1 \\
\hline Ment & 4.3 & 2.7 & 4. 3 & 2.8 & 7.3 & 62.5 & 6.8 & E. 8 & 6.9 & 4.1 & 9.3 \\
\hline Peesonnel expenses & 10.9 & 11.1 & 7. 5 & 11.3 & 12.8 & 69.7 & 15.6 & 23.4 & 14.8 & 13.5 & 14.1 \\
\hline Finsuciol expenses & c. 4 & 5.1 & 11.8 & 1. 3 & 7.6 & 90.3 & 9.3 & 9.0 & 11.8 & *. 3 & 7.6 \\
\hline Inie'st \& Donk charges & 7.8 & 4.9 & 10.5 & 8.2 & 6.8 & 83.2 & 9.2 & B. 2 & 12.0 & 0.5 & 7.8 \\
\hline Professional fees & 0.8 & 0.5 & 1.3 & 0.8 & 0.8 & 75.7 & 1.1 & 1.8 & 1.7 & 0.8 & 0.8 \\
\hline Other expenses & 24.4 & 25.7 & 15.7 & 19.4 & 36.8 & 93.1 & 26.2 & 29.5 & 18.5 & 19.4 & 38.8 \\
\hline Profie (lose) & 14.8 & 15.7 & 21.9 & 12.0 & 5.1 & 95.7 & 14.5 & 19.7 & 21.5 & 12.0 & 5.1 \\
\hline Totmi & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & * & - . & . * & - \(\cdot\) & * - \\
\hline
\end{tabular}

\section*{Sywbol:}
- 2*ro or no observations
-- 200 smell soo be expressed
moz mogicable
\(\times\) conficentisl

\section*{Footnotes}

2 Vslue in enen cell \(z\) lotal wignted monditur on given item



> This portion of the tod pertains only to the businesses roporting the specific troust iten. iherefore these itios ert caleul eped individually and the sotel mill not necesserily equat 100\%.

\section*{Mores}

Quta are shown by quertiles when et lest 13 of the sampled businesses report she specific ifent
 one ouster of the folsi number of businesses. Wishin ebch quertile. inq everige peito is piesented. for comperison pupgoses ine high and lom volues of sel es ere shown.

Mow to use the tobles

 \(10025 \%\)
(3) Obis perteinint so the selected seles size pange wilt be in thet quertile

Stenderd Industrisl CIEseificetion Definition (51C 18801:
Sic 9921 - futonobile end Truck Rentel end Lexsing Servicts
 drivepl. car fental agencies ang pruck renpals (wifhout divepl ape included in this indusfy

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Ontario. Automobile and Truck Rental and Leasing Services (StC 9921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -ctal: \({ }^{\text {a }}\) & \[
\begin{array}{r}
\text { Sotiom } \\
25:-
\end{array}
\] & -locte: -Jwe: & \[
\begin{array}{r}
\text { jezer } \\
-\mathrm{cc} \in=5 \%
\end{array}
\] & \[
\begin{aligned}
& E= \\
& 0:
\end{aligned}
\] \\
\hline Businesses a sama e iNo Lon sales value 3000 s) H:gh saies va!je \$000 s) & \[
\begin{aligned}
& 32 \\
& \vdots 1 \\
& 11
\end{aligned}
\] & 11
174 & \[
\begin{array}{r}
74 \\
326
\end{array}
\] & \[
\begin{aligned}
& 325 \\
& 500
\end{aligned}
\] & 500 \\
\hline & & & average \$c00 & & \\
\hline Asset: & & & & & \\
\hline Cash
Accounts and notes receivade & 31 & 5 & 24 & 25 & E2 \\
\hline Inventory & 3 & - & 2 & - & - \\
\hline Other current assets & 59 & 7 & 50 & 57 & \(\because ?\) \\
\hline Total curront assers & 100 & 11 & 85 & 81 & ใ \(: 3\) \\
\hline \(c_{\text {ixed assets }}\) & 507 & 134 & 329 & 591 & 3is \\
\hline Less: sccum. deo on fixed ansets & \% & , & \(20^{-}\) & O- & 187 \\
\hline Ofner assets & 87 & 1 & 29 & 98 & \\
\hline Total sesets & 595 & 146 & 442 & 771 & 1.250 \\
\hline Lisbillties and eauisy & & & & & \\
\hline  & 33
204 & 14 & 137 & 22
298 & 78
276
3 \\
\hline Total current lisoilitios & 237 & 42 & 151 & 319 & 354 \\
\hline Mortgages jayabie & * & - & - & - & - \\
\hline Long tarm oeot & 19 & - & 11 & 8 & ? \\
\hline Other liaoilities & 295 & 44 & 167 & 231 & 69 ? \\
\hline Total tisbilities
Total equity & 551
144 & 86
61 & 329
113 & 558
212 & 1.109 \\
\hline
\end{tabular}
(11) inese estimates are desed on semple of businesses reporting sales between \(\mathbf{3 2 5 , 0 0 0}\) and \(32.000,000\).

See isole 1 for symools and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Ontario. Automobile and Truck Rentel mind besing Services (SIC 9921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & Bot tom & Lowe? & Uode?
middle 25\% & \[
\begin{aligned}
& \text { Yep } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in samol (Mo.) Low seles vilue \((\$ 000\) 's) High sales value ( \(9000^{\prime}\) s) & \[
\begin{aligned}
& 132 \\
& \{1\} \\
& (1)
\end{aligned}
\] & \[
\begin{aligned}
& (1) \\
& 174
\end{aligned}
\] & \[
\begin{aligned}
& 174 \\
& 328
\end{aligned}
\] & \[
\begin{aligned}
& 325 \\
& 650
\end{aligned}
\] & \[
\begin{aligned}
& 650 \\
& \{!\}
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Aveiage} \\
\hline Liquidity retio Current ratio (times) & 0.6 & 0.3 & 0.6 & 0.3 & 0.6 \\
\hline \begin{tabular}{l}
Leverege retios \\
Debi/equity ratio (times\} \\
lnperest coverage eatio (times) \\
Debt ratio (times)
\end{tabular} & \[
\begin{aligned}
& 3.8 \\
& 2.0 \\
& 0.8
\end{aligned}
\] & \[
\begin{aligned}
& 1.4 \\
& 4.3 \\
& 0.6
\end{aligned}
\] & 2.9
3.2
0.7 & 2.8
2.3
0.7 & 7.8
0.6
0.9 \\
\hline
\end{tabular}
(1) The pasios represent the averege of ratios for each business in the group ond cannot de celculated from the figures shown in tabie 2

Set iable for symool and notes

Definitions:
t. Liquioiey ratio:

Current : surrent asseis / surrent liabilities
2. Leverege retios.
8) Debr/equity : qotal liabilities / equiry

e) interest coverage : net profit interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. igst Ontario, futomodil and Truck Rental and Leasing Services (SIC 9921)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tota : 11 & \[
\begin{array}{r}
8 \subset 1: 0 m \\
: 5 \%
\end{array}
\] & Cower Tucte 25: &  & 年: \\
\hline Eusinesses \(n\) samote (No.1 & 46 & & & & \\
\hline Low salos value 9000 s, & (!) & \[
14 \hat{3}
\] & 143
88 & 427
+64 & : \\
\hline 4igh sales value (5000's) & & : 4 S & & & \\
\hline & & & verage \(\$ 8000\) & & \\
\hline Operating activitios & & & & & \\
\hline Cash from oderations & 36 & 44 & 25 & 35
688 & 16
189 \\
\hline Oedraciation & 120
10 & 52 & 55
30 & i68 & 189
-11 \\
\hline Other & 10 & & & & \\
\hline Dividends & -7 & - & -2 & -11 & -14 \\
\hline Investment sctivities & & & & & \\
\hline Disposal of fixea assets & 113 & - & 132 & 150 & 113 \\
\hline Purchase of fixed assets & -340 & -64 & -285 & -548 & -370 \\
\hline lncrese in investment & -39 & - & - & -8 & -147 \\
\hline Decrease in investment & 3 & - & - & - & 3 \\
\hline Financing ectivities & & & & & \\
\hline Increase in long term debt & 196 & - 5 & 107 & 304 & 326 \\
\hline Reparment of long torm det & -84 & -15 & -49 & \(-112\) & -148 \\
\hline Loans from sharenolders & 5 & - & 4 & - & 17 \\
\hline Redeyment of toans from sharenolders & -5 & \(-13\) & -2 & -7 & -5 \\
\hline Advances \& loans from government & - & - & - & - & - \\
\hline Increase in equ:ty & - & - & - & - & - \\
\hline Oecrese in ecuriy & - & - & - & - & - 1 \\
\hline Diner & -1 & - & -4 & 5 & -5 \\
\hline Increseldecresse) in cosh s equivelents & 6 & -3 & 22 & -1 & -1 \\
\hline Cashs equivalonts-Beginming of the year & 4 & 5 & 26 & -1 & \(-18\) \\
\hline Casht equivelents - End of the yeer & 10 & 2 & 48 & -5 & \(-23\) \\
\hline
\end{tabular}
(1) These estimates ore besed on semple of incorporared businessus reporting soles beiween \(\mathbf{8 2 5 , 0 0 0}\) and \(\mathbf{8 2}, 000,000\). Sample count includes only those Dusinesses ioporting sterement of enonges
fee fiol t for symools and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification fn 1987
Ontarlo. Automobile and Truck Rentel and Lessing Services (SIC 9921)
\begin{tabular}{lll}
\hline
\end{tabular}

\footnotetext{


 500 emplovees in Canade as omole but less than that number in ony given provinct it is shown in the 500 and over groud
(2) Reters to businesses indorting no parrall deductions in the previous rear
(3) Refers to businesses reporting mo parroll deductions in the following yea
}
*Newly reporting" and "no longer peporting" businesses are assumed to have oeen in activity for six months and the informetion is ofjusteo accordingly.
see inole 1 tor symools ano notes
TABLE G．Selected operating characteristics of small businesses by sales quartile，1985－1987
Ontario．Automobile and Truck Rental and Leasing Services（Sic 9921）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & －0．31］； & 30t：3m こ：＂ & Towe
\[
-.0 \subset 1 \text { e }=5:
\] & vaser niscle ：ご・ & \[
20
\] \\
\hline & & & 1985 & & \\
\hline Number of observations in sample & 54 & & & & \\
\hline Average sales 5 ， & 402.273 & 36.344 & －00．175 & 322.226 & 1． 58.5 ¢ \\
\hline Average expense \({ }^{\text {a }}\) & 344.006 & 32.912 & 78．233 & 251.455 & \(\therefore .214 .36\) \\
\hline Average net profit（loss）\＄ & 58.267 & 4.332 & 21．943 & 9.0 .279 & 135．620 \\
\hline Businesses reporting grofit（No．） & 41 & & & & \\
\hline Average sales & 420.792 & 36.693 & 112.294 & 281.967 & 9．242．214 \\
\hline Aversae expense \({ }^{\text {a }}\) & 331.781 & 28．766 & 77．446 & 189.400 & 1．031． \(3: 1\) \\
\hline Average net Diafit 5 & 89.011 & 9．927 & 34.848 & 102.567 & 210.703 \\
\hline Businesses padorting loss（No．） & \[
13
\] & & & & \\
\hline Average sales \({ }^{\text {S }}\) & 368.075
382.193 & 35.836
36.739 & & 49.845
436.818 & 952．519 \\
\hline Average expense \({ }_{\text {aver }}\) & 382.193
-14.118 & 36.739
-903 & 80.000
-7.000 & 434.818
-23.973 & 977．213 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Number of observetions in sample \\
Average sales \(\$\) \\
Average exdense \＄ \\
Ave：sge net proitit（loss）\＄
\end{tabular} & \[
\begin{array}{r}
54 \\
362.330 \\
333.210 \\
29.120
\end{array}
\] & \[
\begin{array}{r}
37.321 \\
37.816 \\
-495
\end{array}
\] & \[
\begin{array}{r}
103.879 \\
92.612 \\
11.267
\end{array}
\] & \[
\begin{array}{r}
342.686 \\
295.318 \\
47.368
\end{array}
\] & \[
\begin{array}{r}
955.433 \\
907.094 \\
58.339
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses peperting profit（Mo．） \\
Average salies s \\
Avecage expense \(\$\) \\
Average net piofits
\end{tabular} & \[
\begin{array}{r}
34 \\
370.597 \\
317.103 \\
53.494
\end{array}
\] & \[
\begin{array}{r}
37.688 \\
36.894 \\
654
\end{array}
\] & \[
\begin{array}{r}
112.622 \\
94.139 \\
18.483
\end{array}
\] & \[
\begin{array}{r}
347.462 \\
257.835 \\
89.627
\end{array}
\] & \[
\begin{aligned}
& 984.815 \\
& 879.602 \\
& 105.213
\end{aligned}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss（Mo．） \\
Averaige sales 5 \\
Aversge expenses \\
Avorage net loss \(\$\)
\end{tabular} & \[
\begin{array}{r}
16 \\
345.940 \\
367.376 \\
-21.436
\end{array}
\] & \[
\begin{aligned}
& 36.698 \\
& 41.495 \\
& -4.797
\end{aligned}
\] & \[
\begin{aligned}
& 87.150 \\
& 89.691 \\
& -2.541
\end{aligned}
\] & \[
\begin{aligned}
& 332.183 \\
& 377.741 \\
& -45.558
\end{aligned}
\] & \[
\begin{aligned}
& 927.728 \\
& 960.575 \\
& -32.847
\end{aligned}
\] \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mumber of observations in sample &  & & & & 973.759 \\
\hline Average sales \({ }^{\text {Average expense }}\) & 400.368
371.117 & 53.642 & 190．087 & 383.339 & 973.759
937.400 \\
\hline Lversge net profit \｛loss\} \$ & 29.251 & 9．544 & 34.693 & 44.109 & 36.359 \\
\hline Businesses reporting profit（Mo．） & 125 & & & & \\
\hline Averege sales & 372.976 & 58．573 & 181.888 & 373.070 & 878.371 \\
\hline Average expenses & 324.740 & 51.603 & 133.068 & 315.104 & 798.185 \\
\hline Averge net profit \＄ & 48．236 & 6． 370 & 48，820 & 56.966 & 80.186 \\
\hline Businesses reporting loss（Mo．） & 57 & & & & \\
\hline average sales \({ }^{\text {s }}\) & 476.807 & 48.112 & 193.051 & 474.712 & 1.191 .351 \\
\hline Average expense \(\$\) & 504.082 & 57.900 & 198.767 & 504.693 & 1．254．966 \\
\hline Aversge net loss \＄ & －27，275 & －9．788 & －5．716 & －29．981 & －63．695 \\
\hline
\end{tabular}

111 inese estimstes are based on sample of businesses poporting sales beiween \(\$ 25.000\) and \(\$ 2.000,000\)
See Table 1 for symoc：s and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
ontario. Photographers (Sic 9939)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{7o:a : \(: 1\)} & \multicolumn{2}{|r|}{30: 0 : 0 \%} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
\text { - ewer } \\
\text { rigole }
\end{array}
\]} & \multicolumn{3}{|c|}{Heoe!} & \multicolumn{2}{|c|}{-00} \\
\hline gusinesses in samo (No. Low sales value 5000 s High sales vaive (\$000's) & \multicolumn{2}{|r|}{\[
\left.\begin{array}{r}
10 \\
i \\
i \\
i
\end{array}\right)
\]} & \multicolumn{2}{|r|}{\[
11
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 34 \\
& 55
\end{aligned}
\]} & \multicolumn{3}{|c|}{\[
\begin{aligned}
& 55 \\
& 38
\end{aligned}
\]} & \multicolumn{2}{|c|}{5} \\
\hline \multirow{3}{*}{Selected exoense item} & \multicolumn{5}{|c|}{Industry average(2)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { a ousi- } \\
& \text { rosses } \\
& \text { reoorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Reootiling Dusinesses oniri 31} \\
\hline & Total & \[
\begin{array}{r}
80+t 0 \mathrm{~m} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { middl } \\
25 \%
\end{array}
\] & Uoder dde 25\% & \[
\begin{aligned}
& 100 \\
& 25 \%
\end{aligned}
\] & & iotal & Botrom 25\% & \[
\begin{array}{r}
\text { cower } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text {-000: } \\
\text { middi } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Deccen: of sales} & & \multicolumn{5}{|c|}{Parcent of sales} \\
\hline Cost of seles & 18.8 & 10.8 & 22.9 & 20.0 & 20.5 & 58.1 & 32.3 & 21.0 & 33.1 & 61.5 & 32.9 \\
\hline Occupancy expenses & 13.9 & 15.7 & 13.2 & 15.2 & 11.7 & 54.1 & 14.8 & 19.5 & 14.0 & 15.2 & 11.7 \\
\hline Deprecietion & 5.8 & 11.0 & 5.3 & 4.1 & 3.3 & 87.9 & 6.6 & 13.7 & 6.8 & 4.3 & 3.3 \\
\hline Redairs \% maintenance & 1.2 & 1.1 & 1.6 & 1.1 & 0.9 & 51.8 & 1.9 & 1.8 & 2.7 & 1.8 & 1.4 \\
\hline Heat. light s teimotone & 2.1 & 2.0 & 1.8 & 2.7 & 1.8 & 59.1 & 3.0 & 4.5 & 2.9 & 3.1 & 2. 2 \\
\hline Rent & 4.9 & 1.6 & 4.5 & 7.3 & 5.7 & 52.7 & 7.8 & 4.5 & 9.0 & 8.3 & 7.6 \\
\hline Personmel expenses & 10.8 & 0.1 & 10.1 & 11.8 & 19.9 & 55.8 & 18.3 & 0.9 & 17.4 & 18.3 & 22.3 \\
\hline Financial expenses & 2.4 & 0.8 & 3.6 & 2.8 & 2.1 & 80.2 & 3.0 & 1.8 & 4.1 & 2.8 & 2.5 \\
\hline Interest 8 bank charges & 1.4 & 0.4 & 2.0
1.5 & 1.7 & 1.3 & 73.9 & 2.2 & 3.0
0.5 & 3.0
1.8 & 2.0
1.3 & 1.6
1.2 \\
\hline Other expenses & 34.2 & 32.3 & 31.1 & 37.2 & 36.2 & 100.0 & 34.2 & 32.3 & 31.1 & 37.2 & 35.2 \\
\hline Profit (loss) & 20.0 & 40.8 & 19.2 & 13.0 & 3.3 & 98.9 & 20.2 & 40.8 & 13.2 & 13.0 & 9.7 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & \(\ldots\) & & \(\ldots\) & \(\ldots\) & \\
\hline
\end{tabular}

\section*{Syebol:}
```

- zero or no onservations
-- to0 small too de expressma
... not appliceol.
* confidenti*

```

\section*{Feotnotes}
(1) These ustimeres or based on semple of businesses peporting sel between \(\$ 25.000\) eno \(\mathbf{8 2}, 000,000\)


This portion of the table pertains only to the businesses reporting the specific expenet item. Thefefore thest fatios ara calculeted individulity ena the cost will no? necesserily equel \(100 \%\)

\section*{Nores}

Osta ore shown oy ounciles when it lest 13 of the sampled businesses report the specific item
 one quarter of the totsl numon? of Dusinesses. Within esh quartile. phe averoge gatio is presenzed. for comparison purposes, the hign ano lom vilues of soles are shown.

Mow so use the teolit
[1] bocate the spproprite stos range that is displeyed on the two lines antitled tow seles valug" and ehigh seles velue
 \(10025 z\)
(3) Otto pertiming to the selecter sales sizt ronge will be in thel quertile

\section*{Standerd Industrisl Clazsifiestion Oefinition (SIC 1980)}

\footnotetext{
516 533i - Photogrsphers
Businesses primarily engaged in portreit ano comercisl photogisphy. This industry includes commerciol ohotographers. photograghic siudios ano Dof?ril photogrophers
}

PABLE 2．Balance sneet profile for ineorporated ousinesses only．1987
Onterio，Photograpners（SIC 9931）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 「ごa（1） & \[
30:: 0 m
\] & Lower －cce \({ }^{-1}\) 2 & \[
\begin{array}{r}
\text { ese: } \\
\text { rloz e }
\end{array}
\] & － \\
\hline Gusinesses in samoie No． Low sa es vo ve \＄000 s： Migh sales value \(\$ 9000^{\circ} \mathrm{s}\) ． & \％\({ }^{7}\) & \[
\begin{aligned}
& i \\
& 52
\end{aligned}
\] & \[
\begin{aligned}
& 52 \\
& 37
\end{aligned}
\] & \[
\begin{array}{r}
37 \\
13
\end{array}
\] & \[
\because ?
\] \\
\hline & & \multicolumn{4}{|c|}{average i\＄200＇s} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casn & 16 & \％ & 3 & 20 & 37 \\
\hline Accounts and notes pecelvable truentory & 16 & 4 & 3 & 2. & 37 \\
\hline Opher Eurrant assets & 28 & 11 & 30 & ：3 & ES \\
\hline Total Eurront assets & 45 & 15 & 33 & 32 & 32 \\
\hline fixeo assets & 42 & 48 & 31 & 25 & 52 \\
\hline Less：Accum．dep．on fixed assets Other issets & 8 & － & 1 & i & 27 \\
\hline Total meets & 95 & 63 & \(5_{5}\) & 53 & 181 \\
\hline \multicolumn{6}{|l|}{\multirow[t]{2}{*}{}} \\
\hline Cupent loans & 6 & － & － & 7 & \\
\hline Other cuprent liabilities & 34 & 10 & 22 & 28 & 72 \\
\hline Total cupront liabilites & 40 & 10 & 22 & 35 & 86 \\
\hline Mortgages oayable & － & － & － & － & － \\
\hline bong term deot． & 1 & 50 & － & \(\square\) & 2 \\
\hline Other liactlities & 29 & 50 & 23 & 9 & 31 \\
\hline Total liabilitiea & 65 & 60 & 45 & 41 & 120 \\
\hline Total equity & 26 & 3 & 20 & 15 & 82 \\
\hline
\end{tabular}

See iable for symools and notes．

TABLE 3．Financial ratios（1）for incorporated businesses only， 1987
Ontarlo．Photographers（SIC 9931）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Tots1（2） & Bottom 25\％ & Lomer
\[
\text { middle } 25 \%
\] & \[
\begin{aligned}
& \text { UoDer } \\
& \text { miodle } 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Top } \\
& 25 \%
\end{aligned}
\] \\
\hline Qusinesses in sample（No． Low sales value（ \(\$ 000\)＇s） High sales value \(\left(\$ 000^{\prime}\right.\) ． & \[
\left.\begin{array}{r}
57 \\
\{1 \\
1
\end{array}\right\}
\] & （i） & 52
97 & 97
173 & 173 \\
\hline & \multicolumn{5}{|c|}{Averso} \\
\hline biquidity retio Eurrent retia（ifimes） & 1.1 & 1.4 & 1.5 & 0.9 & 1.1 \\
\hline ```
Leverage ratios
    Debt/lauity rafio (times)
    Inturest coverage ratio (times)
    Debt itio (times)
``` & 2.7
5.0
0.7 & 22.0
2.8
1.0 & 2.2
5.2
0.7 & 2.9
3.8
0.7 & 1.9
8.7
0.7 \\
\hline
\end{tabular}

\footnotetext{

（2）These setimates ore bssed on stomple businesses reporting sibles between 525.000 und 52.000 .000
}

See Toble 1 for symbols and notes．

Deflnitions：
1．biouidity retio：
Curpent a current assets／cupront liabilitios

2．Leverege pefios：
a）Dect／equiry z iosal liabilities／equity．
b）DeDt ratio＊total liabilipies \(/\) ：oisl assets
c）Inquest coverage a net piofi ．interes？expense \(/\) interes？expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Ontario. Photographers (S1c 9931)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Totali: & \[
\begin{aligned}
& 30:: 0 m \\
&=5:
\end{aligned}
\] & \[
\text { m.odle } 25 \%
\] &  & \[
0:
\] \\
\hline Busumeses n samp: No. ) Lom selos value 5000 s Hign saies value Sơo's! & \[
\begin{array}{r}
23 \\
1 i j \\
i 1)
\end{array}
\] & -- & -- & -- & -- \\
\hline & & & e.spe \$000 & & \\
\hline Deerating ectivitics Casn from oderations Oedrecis:ion Other & 15
7
4 & -- & -- & -- & -- \\
\hline Dividends & \(-10\) & - & - & =* & * \\
\hline \begin{tabular}{l}
lnvestment eçivities \\
Oispossi of fixed assets \\
Purchase of \(f \mathrm{i} x\) ed assets \\
【ncrobse \(n\) investment \\
Decfess in investment
\end{tabular} & \[
\begin{array}{r}
2 \\
-30 \\
0
\end{array}
\] & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
Finsncing ectivities \\
Increase in long term oebt \\
Reosyment of long term onbt \\
Loans from shareholoers \\
Redaymens of lons fiom shareholders \\
Advances \(\delta\) laans from government \\
lncress in equity \\
Oecrease in quity \\
Other
\end{tabular} & \[
\begin{array}{r}
15 \\
-11 \\
12 \\
-2 \\
- \\
- \\
-3
\end{array}
\] & -- & -- & -- & -- \\
\hline Incresse(decrease) in csoh sequivelente Cash d equivalents-beginning of the year Cosh \& equivelents - End of the year & -2
8
8 & -- & - - & - & - \\
\hline
\end{tabular}
 only those businesses peporting steqement of changes.
See Tabie 1 far symools ind noiss.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987 Ontario, Photographers (SIC 9931)
\begin{tabular}{lll}
\hline
\end{tabular}


 500 mployees in Canadas athole but less than ingt number in any given provinee it is show in the 500 gho over groug.
121 Refers to businesses reporing no payroll deductions in the previous yeer
(3) Refers to businesses reporting no payroll deduc:ions in the following yebr
"Mewly feporting" and "no longer reporting" businesses are assumed to have been in activity for sim months and the information is adustec accordingly
see ribit for symbols ano notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Oneario. Photographers (SIC 9931)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Ceabili & \[
\begin{array}{r}
\text { जor:om } \\
: E
\end{array}
\] & Love?
mosie 25: & - grie ? iner. &  \\
\hline & & & 1985 & & \\
\hline Number of observations in samole & 117 & & & & \\
\hline Average sales \(\$\) & 24.155 & 31.596 & 48.190 & 92.702 & 324.053 \\
\hline Sverage axpense \$ & 118.293 & 22. 969 & 42.246 & 75.309 & 322.05 \\
\hline average not profit (loss) ? & 7.882 & 8.727 & 5.944 & 15.793 & \\
\hline Businesses reporting profit (Mo.) & 59 & & & & \\
\hline Average sains 3 & 122.439 & 32.194 & 47.339 & 92.102 & 317.119 \\
\hline Average expense 3 & 107.185 & 20.961 & 38.115 & 75.891 & 293.774 \\
\hline Average nep orolits & 15.254 & 11.233 & 9.224 & 17.211 & 23.345 \\
\hline Businesses reporting e lose (Mo.) & 18 & & & & \\
\hline Average sales \$ & 128.431 & 29.358 & 54.339 & 88.994 & 343.023 \\
\hline Average expense \({ }^{\text {a }}\) & 149.754 & 32.361 & 72.084 & 97.435 & 403.139 \\
\hline Average net loss \(\$\) & -21.323 & -2.993 & -17.745 & -4.44) & -60.114 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observations in sample & 70 & & & & \\
\hline Average sales \({ }^{\text {s }}\) & 171.213 & 34.904 & 78.170 & 151.534 & 420.245 \\
\hline Average experse 5 & 144.916 & 31.254 & 56.675 & 114.950 & 376.775 \\
\hline Average net 2rof!t loss! & 26.297 & 3.650 & 21.495 & 36.574 & 43.459 \\
\hline Businesser reporting profis (Mo.) & 65 & & & & \\
\hline Average sales & 164.599 & 33.956 & 77.950 & 151.534 & 394.957 \\
\hline Average expense \(\$\) & 135.371 & 23.953 & 56.071 & 114.960 & 346.488 \\
\hline Average net prolit \(\$\) & 29.228 & 9.893 & 21.879 & 36.574 & 48.469 \\
\hline Businestes reporting loss (Mo.) & 4 & & & & \\
\hline Average sales \$ & 273.871 & 39,760 & 93.174 & - & 588.680 \\
\hline Average exdense\$ & 288.239 & 68.597 & 97.834 & - & 698.287 \\
\hline Averape net loss \$ & -14.368 & -28.837 & -4.660 & - & -9.507 \\
\hline
\end{tabular}

1987
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sampla \\
Average sales \(\$\) \\
Average expense \$ \\
Averoge net profip (loss)s
\end{tabular} & \[
\begin{array}{r}
113 \\
99.022 \\
84.875 \\
14.147
\end{array}
\] & \[
\begin{aligned}
& 28.809 \\
& 16.141 \\
& 12.658
\end{aligned}
\] & \[
\begin{array}{r}
42.918 \\
34.362 \\
8.557
\end{array}
\] & \[
\begin{aligned}
& 76.653 \\
& 63.088 \\
& 13.585
\end{aligned}
\] & \[
\begin{array}{r}
247.707 \\
225.910 \\
29.797
\end{array}
\] \\
\hline Businesses reoorting profit (Mo.) & t \({ }^{\text {c }}\) & & & & \\
\hline Average sales & 100.544 & 28.809 & 40.522 & 75.804 & 256.941 \\
\hline Average exoense 5 & 81.659 & 16.149 & 27.810 & 58.752 & 223.932 \\
\hline Average net orofit \$ & 11.985 & 12.568 & 12.812 & 17.052 & 33.009 \\
\hline Businestes reporting lose (Mo.) & 25 & & & & \\
\hline Average sales \$ & 116.035 & - & 48.445 & 82.150 & 217.510 \\
\hline Average expense \$ & 124.553 & - & 50.123 & 91.158 & 232.377 \\
\hline Average net loss \(\$\) & -8.518 & - & -1.678 & -9.008 & -14.867 \\
\hline
\end{tabular}
11) Vhese Estimates or based on sample of businesses peporting ssies between 525.000 and 52.000 .000

Set Table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario, welding (5ic 9942)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{Torails} & \multicolumn{2}{|r|}{308:0m} & \multicolumn{2}{|r|}{- : 00-ower} & \multicolumn{3}{|c|}{Lope:} & \multicolumn{2}{|c|}{- \(=0\)} \\
\hline Susinesses in samp:e Nc. -ow sales ralue 3000 s H:gn salas value \(\$ 000\) s & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 18 \\
& 11 \\
& 11
\end{aligned}
\]} & \multicolumn{2}{|r|}{\[
55
\]} & \multicolumn{2}{|r|}{E} & \multicolumn{3}{|c|}{\[
\begin{array}{r}
112 \\
258
\end{array}
\]} & \multicolumn{2}{|c|}{? 58} \\
\hline \multirow{3}{*}{Selectedexpensm item} & \multicolumn{5}{|c|}{[ndustry average (2)} & \multirow{3}{*}{\[
\begin{aligned}
& \text { \%ousi- } \\
& \text { nesses } \\
& \text { reporting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{2ezorsing bus nesses only 3i} \\
\hline & Toss 1 & Bot 10 m 25\% & \[
\begin{array}{r}
\text { Ow } \\
\text { miod } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Yoper } \\
& \text { midd } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { TOO } \\
& 25 \%
\end{aligned}
\] & & Tos 8 & dot 10 m 25\% & \[
\begin{array}{r}
\text { Lower } \\
\text { m. } 001 \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { uoder } \\
\text { misol } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Fob } \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sales} & & \multicolumn{5}{|c|}{Dercent of sales} \\
\hline Decupency expenses & 11.0 & 14.2 & 13.2 & 9.8 & 7.2 & 100.0 & 11.0 & 14.2 & & 9.8 & 7.2 \\
\hline Cuprecietion heosics onaintensmice & 4.6 & 5.5 & 5.9 & 4.4 & 2.7 & \(\$ 1.2\)
66.9 & 5.1
3.7 & 6.9
5.8 & 6.4 & 4.4 & 2.9 \\
\hline  & \({ }_{1}^{2.8}\) & 2.0 & 2.7 & 1.2 & 1.2 & 85.1 & 2.1 & 2.2 & 2.9 & 1.9 & - 3 \\
\hline Ren! \({ }^{\text {ent }}\) & 2.1 & 1.8 & 2.3 & 2.0 & 2.2 & 62.5 & 3.4 & 3.5 & 3.7 & 3.0 & 3.2 \\
\hline Personnel expenses & 22.4 & 4.3 & 18.3 & 37.0 & 27.6 & B3. 4 & 26.9 & 6.3 & 26.5 & 37.0 & 27.5 \\
\hline Financist expenses & 1.8
1.2 & 1.0
0.4 & 1.9 & 2.4 & 1.8 & 51.1 & 2.0 & 1.3
0.8 & 2.3 & 2.4
1.9 & 1.8
1.3 \\
\hline lunerst or dank charges & 0.6 & 0.8 & 0.5 & & 0.5 & 76.4 & 0.8 & 0.8 & -.9 & 0.9 & 0.6 \\
\hline Other expenses & 48.1 & 51.9 & 45.9 & 43.3 & 51.7 & 100.0 & 48.1 & 51.9 & 45.9 & 43.3 & 51.7 \\
\hline Profit (loss) & 16.7 & 28.5 & 20.1 & 7.5 & 11.7 & 55.3 & 17.4 & 28.5 & 20.1 & 8.7 & 12.2 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & . . & . . & \(\ldots\) & . & . . \\
\hline
\end{tabular}

Symbols
- zero or no observerions
- too smari too be expressed
not spal csol
\(\times\) confionntial




This portion of the tobl pepquins only to the businesses roporting the specilic expense item. inerefore these ratios are catculated individuliy and the total will not necesserily equit 100 z.

\section*{Motes}

Dats are shown by Gutrtiles when st lest 13 of ine smoleobusinesses popopt the specific iten
 one querter of the cotal number of businesses. Mithin een queprile. que guereg petio is pesented. For comperison purposes. the high and low vaiues of salis or snown.

Mow to ute the tebles

 top \(25 \%\)
(3) Date pertaining to the selected sties size renge will be in thet quertile.

Stenderd Industriel Elessificetion Definition (5IE 19s0):
SIC 9842 - Welding
 - ectric melding services lexcept conspruction sitel. weloing repsir wopk sid welding shops.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario, Welding (SIC 9942)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & *こa」1: & \[
\begin{aligned}
& \text { So: } \text { om } \\
& 2:: \%
\end{aligned}
\] & \(9.000^{\text {-OW2' }}\) & arecte jocer & : \\
\hline Susinesses - sample No. Low salss va: ue \((\$ 000\) s) Hign sales vaive \(5000^{\circ}\); & \[
\begin{array}{r}
75 \\
\vdots \\
\vdots
\end{array}
\] & \(1!\)
\(1: 2\) & \[
\begin{aligned}
& 1: 2 \\
& 196
\end{aligned}
\] & \[
\begin{aligned}
& 95 \\
& i 0.3
\end{aligned}
\] & 303 \\
\hline & \multicolumn{5}{|c|}{iverage ( 8000 s)} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casm & 37 & 12 & 11 & 24 & 96 \\
\hline accountis and notes pecervable Invencory & 37 & 12 & 1 & , & \\
\hline Otnep current asseis & 42 & 18 & 13 & 42 & \%. \\
\hline Total current assers & 73 & 27 & 24 & 65 & 87 \\
\hline fixed sasats & 59 & 28 & 33 & 35 & - 33 \\
\hline Less: Accum. deo. on fixed assets Otner essets & 10 & - & - & - & 37 \\
\hline Total assets & 141 & 55 & 57 & 101 & 357 \\
\hline \multicolumn{6}{|l|}{Lisbilities and equity - 12 - \(0^{13}\)} \\
\hline Current loans
Other current liabilities & 12 & 24 & 20 & 13
30 & \({ }_{1}^{28}\) \\
\hline Total current licoibities & 60 & 24 & 24 & 43 & 141 \\
\hline Mortgages oayable & 5 & & 4 & - & - \\
\hline Long term deot & 5 & 17 & 18 & 23 & 64 \\
\hline Otner lisbilisies & 31 & 17 & & & \\
\hline Total liabilities Total equity & 98
52 & 41 & 46 & 56
35 & 219
138 \\
\hline
\end{tabular}

Se tade : for symbols and notes

TABLE 3. Finaneial ratios (1) for incorporated businesses only. 1987
Ontario, Welding (SIC 9942)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & midde \(25 \%\) & \[
\begin{array}{r}
\text { Uooer } \\
\text { middie } 25 \%
\end{array}
\] & 700
\(25 \%\) \\
\hline Susinesses in samole (No. Low sa!es value ( \(\$ 000\) si High sales value ( 5000 s) & 76
\((1)\)
\((1)\) & 11
112 & 112
196 & 196
309 & \[
309
\] \\
\hline & \multicolumn{5}{|c|}{Aversoge} \\
\hline Liquidity ratio Current -atio (times) & 1.3 & 1.1 & 1.0 & 1.5 & 1.3 \\
\hline ```
Leverege fotios
    Debilequiey ratio (times)
    Intecest coveroge retio (times)
    Debt fatio (times)
``` & 1.8
7.9
0.6 & 2.9
7.3
0.7 & 4.1
3.2
0.8 & 7.9
9.6
0.7 & 1.6
9.1
0.6 \\
\hline
\end{tabular}

(2) These estimetes ure besed on sanple of businesses reporting seles between 325.000 end 82.000.000.

Set iable for symols and notes.

\section*{Definition:}
1. Liquidity retio:

Cuprent a cupren assets / curcen: patilities
2. Leverage potios:
a) Debt/equity \(=\) roval liabilities/ equity
b) Debi ratio = 102 al liabilities / tolal sssels.
cl interes: coverage \(=\) ner profit - interest expense / interes? expense

TABLE 4. Statement of enanges in financial position for incorporated businesses only. 1987 Ontario. Welding (51C 9942)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Potal: & \[
\begin{array}{r}
30+10 m \\
35:
\end{array}
\] & Triade \({ }^{\text {-ower }}\) - & -as!e ? & - 0 :E! \\
\hline Sus nesses in sample No. Lom sales value \(\$ 000\), s) Hign sales value ( \(\$ 0 C 0\) s) & \[
\begin{array}{r}
39 \\
1 \\
\vdots
\end{array}
\] & -- & -- & -- & -- \\
\hline & & & Average ect & & \\
\hline Dereting activities Casm from ODerations Deprection Dther & \[
\begin{array}{r}
19 \\
2 \\
2
\end{array}
\] & -- & -- & -- & -- \\
\hline Dividends & -8 & -* & - & - & - \\
\hline Investment ectivities Disposal of fixeo assets Purchase of fixed assets Increse in investment Decresse in investmen: & \(\begin{array}{r}1 \\ -25 \\ \hline\end{array}\) & -- & -- & -- & -- \\
\hline \begin{tabular}{l}
Financing activities \\
increase in iong torm debt \\
Repsyment of long tern debt \\
Loans from sharenolders \\
feosyment of iosns 1 rom sherenolders \\
Advances \& loans from govermment \\
increase in equity \\
Decrease in equity \\
Other
\end{tabular} & \(\begin{array}{r}6 \\ -9 \\ 8 \\ -4 \\ - \\ - \\ \hline 1\end{array}\) & \begin{tabular}{l}
- \\
\hline- \\
\hline- \\
\hline-
\end{tabular} & \begin{tabular}{l}
- \\
- \\
\hline \\
\hline
\end{tabular} & -
-
-
-
-
- & \(-*\)
--
--
--
-- \\
\hline Incrense(decrease) in cast souivalents Cash squivalents-Beginning of the year Cash equivelents - End of the yeer & 4
2
5 & -- & - & -- & -- \\
\hline
\end{tabular}
 oniy those businesses reooring staiment of cnenges.
See ligol ? for symbols and notes
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in i987
onterlo, walding (SiC 9942)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & & & & Changes in num with De: & of Dusinesses oloyess \\
\hline Business ize expressed in oversoe labour units(1) & Number of businesses & \[
\begin{array}{r}
\text { Total poyrol } \\
\{\$ 000:\}
\end{array}
\] & Average labour units(1) & redorting(2) & No Ionge? reporting (3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Total & 506 & 40.222 & 2.042 & 112 & 58 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20=99
\end{aligned}
\] & \[
\begin{array}{r}
588 \\
20
\end{array}
\] & 27.522
12.700 & 1.397
645 & 108 & \[
57
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Total & 637 & 64.853 & 3.059 & 88 & \(\ldots\) \\
\hline less then 20
\(20-99\) & 602
34 & 37.366 & 1.783
1.120 & 87 & . . \\
\hline \(100 \cdot 499\) & 1 & \(\times\) & 176 & - & . . . \\
\hline 500 and aver & - & - & - &  & , \\
\hline
\end{tabular}

 fuli=1ine emolovee. Mote thet thi business size groups used spe derermined ai fhe conoos lovel inus if business hes at iose t 500 employes in Canada as whol bui less than that number in any given prowince it is shown in the soo and over group
(2) Refers to Dusinesses repo:ing no pavioll geductions in the di evious year.
(3) Refers to businesses popoting no paypoll ocouctions in the following year
- Wewly reporting" and "no longer reportinge Dusinesses are assume to hove oeen in sctivity for six months ano the information is ajusted accordingly
see quol 1 for symbols and notes

TABLE 6. Selected operating enaracteristies of small businesses by sales quartile. 1985-1987 Ontario, Welding (SIC 9942)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & To:al 1 ! & Botion 25* & -iccie awer & mocte \% St, & \% \\
\hline & & & 1985 & & \\
\hline Mumber of observations in sample & 108 & & & & \\
\hline Average sales \$ & 25.387 & 32.410 & 53.807 & 93. 99 & 327.523 \\
\hline Average exoense \({ }^{\text {a }}\) & - 2 年. 457 & 25, 233 & 60.333 & 73.943 & 295.018 \\
\hline Average not profit |ass) \$ & -7.430 & 7.077 & 13.27 \% & !9.765 & 29,605 \\
\hline Businesses roporting aroft (No.) Average saies & 100
\(: .5 .005\) & 32.201 & 54.069 & & 324.528 \\
\hline averege expenses & 105.? \({ }^{\text {P }}\) & 19.830 & 40.084 & 72.035 & 291.162 \\
\hline Aversge net orofits & 20.227 & 12.171 & 13.985 & 21.386 & 23.366 \\
\hline Businesses reporiting loss (Mo.) & 8 & & & & \\
\hline Average sales \$ & 134.588 & 33.232 & 46.905 & 99.180 & 359.033 \\
\hline Aversge expense \$ & 141.659 & 36.401 & 52.361 & 110.213 & 367.600 \\
\hline Average not loss \$ & -7.071 & -3.169 & -5.456 & -11.093 & -8.567 \\
\hline
\end{tabular}

1986

Mumber of observations in sample
Average sales 3
Average expenses
Average net profit lioss) \(\$\)

Businesses reporting a profit (No.)
Average soles \(\$\)
Average expenses
Average net orofit \(\$\)

Butinesses reporting loss (No.)
Querage sales \(\$\)
Average exoenso \(\$\)
Average net loss \(\$\)

82
169.900
150.914
19.686

59
173.753
149.956
23.757
\(59.111^{3}\)
73.616
73.615
-14.500
30.2
30.2
19.3
10.83
30.200
19.369
19.369
10.83
= \(\quad 56.43\)
-
\begin{tabular}{rr}
52.113 & 100.940 \\
11.258 & 96.350 \\
10.853 & 4.590 \\
& \\
50.811 & 117.654 \\
33.499 & 103.238 \\
17.314 & 14.116 \\
& \\
& \\
56.435 & 81.797 \\
87.014 & 80.217 \\
-10.579 & -18.420
\end{tabular}
Mumber of observations in sample
Average sales \(\$\)
Average expense \(s\)
Average nep profit (loss)s

Butinesses reporting erofit (Mo.)
Average sales \(\$\)
Average expense \(\$\)
Average net profits
\begin{tabular}{|c|c|c|c|c|}
\hline \[
107
\] & 39.17 & & 170.636 & 499.923 \\
\hline 978.428 & 33.202 & 71.652 & 157.775 & 499.923
451.08 \\
\hline 20.013 & 6.610 & 11.739 & 12.861 & 48.842 \\
\hline 99 & & & & \\
\hline 195.937 & 39.381 & 83.391 & 173.581 & 487.395 \\
\hline 170.418 & 27.649 & 71.652 & 152.975 & 429.394 \\
\hline 25.513 & 11.732 & 11.739 & 20.605 & 58.001 \\
\hline 8 & & & & \\
\hline 350.273 & 40.534 & - & 156.212 & 854.072 \\
\hline 429.304 & 42.493 & - & 181.276 & 1.054 .144 \\
\hline -79.031 & -1.959 & - & -25.064 & -210.072 \\
\hline
\end{tabular}

\footnotetext{
(i) These estimates are dased on sample businesses reporting shles detween \(\$ 25,000\) and \(\$ 2,000,000\)

See teol 1 fo: symbois and notes
}
TABLE 1. Selected operating ratios, in percent of sales, 1987

Ontario. Services to 8uildings and Owellings (SIC 995)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{ictal, 1} & \multicolumn{2}{|r|}{30+ +2 m} & \multicolumn{2}{|r|}{\begin{tabular}{l}
Lowe, \\
micele 35\%
\end{tabular}} & \multicolumn{3}{|c|}{9,001-50e!} & \multicolumn{2}{|c|}{-39.} \\
\hline Businesses - samole, No. Low sales value 3000 's) Mign saies value isoon's & \multicolumn{2}{|r|}{\[
: 55
\]} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
11 \\
35
\end{array}
\]} & \multicolumn{2}{|r|}{\begin{tabular}{l}
35 \\
\(\vdots 5\) \\
\hline
\end{tabular}} & \multicolumn{3}{|c|}{\(\begin{array}{r}55 \\ 115 \\ \hline\end{array}\)} & \multicolumn{2}{|c|}{110} \\
\hline \multirow{3}{*}{Selected expense item} & \multicolumn{4}{|r|}{Industry overageiz)} & & \multirow{3}{*}{\[
\begin{aligned}
& \text { ? susi- } \\
& \text { resses } \\
& \text { reorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Redorting businesses oniy ?} \\
\hline & Total & Sor:om 25\% & \[
\begin{array}{r}
\text { =ower } \\
\text { middl } \\
25 \%
\end{array}
\] & Joeer idde 25\% & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] & & To\% 1 & \[
30 \cdot 90 \mathrm{~m}
\]
\[
25 \%
\] & \[
\begin{array}{r}
\text { Lowe? } \\
\text { midole } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { usoer } \\
\text { miod } 1 \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 700 \\
& 2 E \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Percent of sates} & & \multicolumn{5}{|c|}{Percent of sales} \\
\hline Occupency expenses & 1.8 & 12.5 & 6.8 & 9.5 & 5.6 & 97.8
83.9 & 9.0
5.7 & 12.5
10.0 & 7.2
4.6 & 9.5
5.8 & 6.8
2.8 \\
\hline Dedrecistion & 4.7 & ?.8 & 3.5
1.3 & 5.2
0.9 & 2.5 & 83.9
55.1 & 2.7 & 4.8 & 2.3
2.3 & 1.7 & -. \\
\hline Heat. light \& telephone & 1.0 & 0.6 & i. 1 & 1.1 & 1.1 & 61.0 & 1.6 & 1.5 & 1.6 & 1.7 & \(\cdots 8\) \\
\hline Ren? & 1.6 & 1.5 & 1.0 & 2.3 & 1.8 & 49.3 & 3.3 & 4.4 & 2.9 & 3.6 & 2.8 \\
\hline Personnel expenses & 25.6 & 12.0 & 22.5 & 26.8 & 41.1 & 75.5 & 34.0 & 23.5 & 31.7 & 31.3 & 43.7 \\
\hline Finsmei itemenses & 2.2 & 1.8 & 1.8 & 2.9 & 2.1 & 89.9 & 2.4 & 2.2 & 2.1 & 3.0 & 2.2 \\
\hline Incerest a oank charges Professional fees & 1.5 & 1.3
0.5 & 1. 2.7 & 2.1
0.8 & 1.3 & 70.2
71.8 & 2.9 & 2.7
0.9 & 1.8 & 2.6 & \(\cdots\) \\
\hline Other expenses & 38.3 & 37.2 & 33.9 & 39.8 & 42.5 & 100.0 & 38.3 & 37.2 & 33.9 & 39.8 & 42.5 \\
\hline Profit (loss) & 25.0 & 36.4 & 35.0 & 21.1 & 7.8 & 98.2 & 25.5 & 36.4 & 35.0 & 22.2 & 8.0 \\
\hline Totel & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\ldots\) & - . & -•• & \\
\hline
\end{tabular}

\section*{Symools}
```

    20ro or no observetions
    -- io0 smell too be Exprinssed
not apalicable

* confidunti

```

\section*{Footnotes}
(1) Inese estimetes are besed on sample of Dusinesses popiting seles oniwetn 525.000 and 82.000 .000


This porpion of the sal pertains only to the businesses reporting the specilic expenst item. Theretore these ratios ere calculated individually and the cotai will nop neessarily squil \(100 \%\).

\section*{Notes}


 high and low values of sales ert shown

\section*{How te use the tebles}

21 in selected range will indicete the proper quartile. i. the bottom 25\%, the lower miode 25\%. she upper midde 25\% or the 10p 25 \%
(3) Dets pertining to the selected sties size renge will be in thet guertile

Stenderd Industrisl CIEsification Definition (SIC 19801:
SIC 9950 - Services to Suildings and Dwellings
businesses primerily engeged in disinfecting and extermineting, window ciesing. jenicoriel and other services to buildings and avellings

TABLE 2. Balance sheet profile for incorporated dusinesses only. 1987
Ontario. Services to Buildings and Dwallings (sic 995)

(i1) These estimstes ape bused on sache of businesses reporting sales petween \(\$ 25.000\) and \(\$ 2.000 .000\).
See Tyole ? for symbols and notes

TABLE 3. Financial ratios(4) for incorporated businesses only. 1987
Onterlo, Services to Buildings and Dwellings (S|C 995)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total (2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Lower } \\
\text { midale } 25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { UDDer } \\
& \text { midole } 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& \text { Too } \\
& 25 \%
\end{aligned}
\] \\
\hline Susinesses in sample (Ho. Lom seles value ( \(\$ 000\) 's) High sales value \(\left\{\$ 000^{\prime}\right.\) s \(\}\) & 171
19
19 & \[
\begin{array}{r}
11\} \\
75
\end{array}
\] & 75
144 & 144
314 & \begin{tabular}{l}
314 \\
111 \\
\hline
\end{tabular} \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidisy ratio Current retio (times) & 1.1 & 0.4 & 0.8 & 0.9 & 1.3 \\
\hline \begin{tabular}{l}
Leverage ratios \\
Deot/equity fatio leimes? \\
Intermst coverage potio (times) \\
Dett ratio (times)
\end{tabular} & \[
\begin{aligned}
& 2.4 \\
& 1.0 \\
& 0.7
\end{aligned}
\] & 4.0
0.8 & 11.1
1.8
1.0 & 4.7
3.9
0.8 & 1.5
5.8
0.6 \\
\hline
\end{tabular}


See lable 1 for symols and notes

\section*{Definitiona:}
t. Liquidity ratio:

Current s curtent assels / curpent tizoilities.
2. Leversge fetios:
a) Debt/equity = cota liabilisies / equiey
b) DeDi rasic = tetal liabilibies/ lotal assets
cl tnteres coverage s nei profif + interest expense / interess expense

TABLE 4. Statement of ehanges in financial position for incorporated businesses only. igs7
Ontario. Services :o Buildings and Dwellings (SIC 995)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Potal:11 & got:om
\[
25 \%
\] & Lower
- sese -5: & Tcele une: & \[
\because
\] \\
\hline Susinesses in sample No. Low sales value 5000 s High sales value \$30C's & \[
\begin{array}{r}
78 \\
\vdots! \\
(1)
\end{array}
\] & \[
\begin{array}{r}
1 \\
34
\end{array}
\] & \[
\begin{array}{r}
94 \\
122
\end{array}
\] & \[
; 9
\] & \(\div 4\) \\
\hline & & & Average : \(\$ 500\) & & \\
\hline Opereting sctivities Casn fion sociations Caprec:ation Other & 12
9
2 & -1
6
6 & 2
5
10 & 9 & 35
15
-9 \\
\hline Dividends & -5 & - & - 6 & - 4 & \(-10\) \\
\hline Investment ectivities Disposal of "ixed assets Purchase of fixed assets Increse in :nvestment Decrese in investment & 3
-16
-3 & - \(\begin{array}{r}2 \\ -\end{array}\) & \[
\begin{array}{r}
2 \\
-1
\end{array}
\] & -11 & 5
-30
-6 \\
\hline \begin{tabular}{l}
Firencing ectivities \\
Increase in long term deot \\
Reosyment of long ierm debe \\
Losns from snarenolders \\
Reosyment of iosns from sharenolders \\
Advances s loans fiom govermment \\
lnermase in equity \\
Deciesse in aquity \\
Other
\end{tabular} & 3
-4
2
-1 & \begin{tabular}{l}
\(=\) \\
\hline- \\
\hline-
\end{tabular} & \[
\begin{array}{r}
1 \\
-9 \\
-1 \\
-1
\end{array}
\] & 3
-4 & 6
-5
9
-4 \\
\hline Incresse(decrese) in cesh sequivalents Cesh \& equivatents-Beginning of the yeer Csh f equivalents - End of the yesp & 1
8
9 & -1
14
6 & 6 & -1
2
1 & 6
15
21 \\
\hline
\end{tabular}
 only those businesses reporting stavemen: of changes.
See Table for symoots and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Ontario. Services to Bulldings and Dwellings (SIC s95)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in overage labour units(1)} & \multirow[b]{2}{*}{Number of businesses} & \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Topel payroll } \\
(\$ 000 \text { : })
\end{array}
\]} & \multirow[b]{2}{*}{Average labour units(1)} & \multicolumn{2}{|l|}{Changes in number of businesses with pald molorees} \\
\hline & & & & Mem (y) & No ionger reporting(3) \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Tots 1 & 2.762 & 221.344 & 22.243 & 544 & 336 \\
\hline \[
\begin{aligned}
& \text { less than } 20 \\
& 20=99 \\
& 100=49 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
2.582 \\
141 \\
39 \\
8
\end{array}
\] & \begin{tabular}{l}
74.629 \\
49.117 \\
52.592 \\
45.008
\end{tabular} & \[
\begin{aligned}
& 7.074 \\
& 4.910 \\
& 5.528 \\
& 4.731
\end{aligned}
\] & \(\begin{array}{r}530 \\ 11 \\ 3 \\ \hline\end{array}\) & \[
\begin{array}{r}
328 \\
? \\
\hline
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Taret & 3.353 & 335.587 & 29.317 & 725 & -. \\
\hline \[
\begin{aligned}
& \text { less inan } 20 \\
& 20-99 \\
& 100-49 \\
& 500 \text { ond over }
\end{aligned}
\] & 3.129
189
34
19 & \[
\begin{array}{r}
108.302 \\
75.971 \\
57.792 \\
97.522
\end{array}
\] & \[
\begin{aligned}
& 8.579 \\
& 6.588 \\
& 5.264 \\
& 8.886
\end{aligned}
\] & \(\begin{array}{r}709 \\ 12 \\ 4 \\ \hline\end{array}\) & \(\cdots\) \\
\hline
\end{tabular}


 500 mplovees in canada as athole Dut tess than inat number in any given province it is shown in the 500 and over group
121 Refers to ousinesses redopting no payroll deductions in the previous yenr
131 Refers to businesses pepoting no payroll deductions in the following year
"mewly reporfing" and "no longer reporting" ousinesses spe assumed to hove been in activity for six months and the intormation is adjusted accoraing!y.
see ioble for smools and notes.

TABLE 6. Selected operating characteristics of smail businesses by sales quartile. i985-1987 Ontario, Services to Buildings and Dwellings (SIC 995)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & -0:a. i \(^{\text {) }}\) & \[
\begin{array}{r}
3 c:: \mathrm{cm} \\
: \Xi \%
\end{array}
\] & . ower
mude: &  & 25: \\
\hline & & & 1985 & & \\
\hline Number of observetions in samole & 121 & & & & \\
\hline Average sa:es \({ }^{\text {a }}\) & 1:2.045 & 28.220 & 4C. 24. & \%7.495 & 3:1.525 \\
\hline Average expense \({ }^{\text {a }}\) average & 98.263 & 18.448 & 28.287 & 32.58 & 204.850 \\
\hline Average net profit (loss) S & 13.782 & 9.872 & 12.454 & 15.337 & -17.465 \\
\hline Businesses reporting profit (No.) & 397 & & & & \\
\hline average sales \$ & 115.821 & & 4.1212 & & \\
\hline Average expense \({ }^{\text {a }}\) & 99.429 & 17.793 & 25.546 & 50.967 & \[
303.329
\] \\
\hline Averege nex protits & 15.392 & 10.593 & 15.466 & & \\
\hline Businesses fexorting loss (Mo.) & 24 & & & & \\
\hline Averaga sales & 98.468 & 27.055 & 38.267 & 76.093 & 252.457 \\
\hline Aversge exoense 3 & 103.597 & 30.891 & 45.910 & 79.479 & 258.110 \\
\hline Average nel loss \$ & -5. \({ }^{\text {2 }} 29\) & -3.836 & -7.843 & \(-2.384\) & -5.653 \\
\hline
\end{tabular}

1986


1987


See fable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Ontario. Janitorial Services (S16 9953)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{To:ai:1]} & \multicolumn{2}{|r|}{301:0m
\[
25 \%
\]} & \multicolumn{2}{|r|}{*. \(\alpha 0\) Lowe?} & \multicolumn{3}{|c|}{} & \multicolumn{2}{|c|}{"30} \\
\hline Businesses in samole Mo. Low sales value 3000 s High sales value \(; 5000\) s & \multicolumn{2}{|r|}{\[
24:
\]
(1)} & \multicolumn{2}{|r|}{\[
\begin{array}{r}
11 \\
35
\end{array}
\]} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& 25 \\
& 5:
\end{aligned}
\]} & \multicolumn{3}{|c|}{\[
\begin{aligned}
& 52 \\
& 14
\end{aligned}
\]} & \multicolumn{2}{|c|}{94} \\
\hline \multirow{3}{*}{Seleced exoense item} & \multicolumn{5}{|c|}{industiy averagei2} & \multirow{3}{*}{\[
\begin{aligned}
& \text { "zusi- } \\
& \text { nesses } \\
& \text { roooring }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Reoopting susinesses onimi ji)} \\
\hline & Tots1 & Bot:0m 25\% & \[
\begin{array}{r}
\text { oower } \\
\text { middle } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Uooer } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 700 \\
& 25 \%
\end{aligned}
\] & & T0:31 & \[
\begin{aligned}
& \text { 90t tom } \\
& 25 \%
\end{aligned}
\] &  & \[
\begin{gathered}
\text { Jooe } \\
\text { m. } 0010 \\
25 \%
\end{gathered}
\] & \[
\begin{aligned}
& .0 \mathrm{O} \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Parcent of sales} & & \multicolumn{5}{|c|}{Percent of sales} \\
\hline Oecuponcy expenses & 8.2 & 12.8 & & & & 96.9 & 8.4 & & 6. 1 & & 4.9 \\
\hline Deprecistion & 6. 5 & 8. 9 & 3.0 & 4.8 & 1.7 & 84.2 & ¢ 4 & 11.1 & 3.8 & 5.5 & 1. 3 \\
\hline Redeics os ma nienonce & 1.2 & 2.3 & 0.9 & 1.0 & 0.7 & 54.5 &  & 3.7
1.8 & 2.2 & 1.7 & 1. 3 \\
\hline Heat. light of telutione & 0.9 & 0.7
0.9 & 0.9
1.1 & 1.0
2.6 & 0.9 & 58.5
48.7 & \[
\begin{aligned}
& 1.2 \\
& 3.1
\end{aligned}
\] & 1.8
3.1 & 1.7
3.0 & 1.5
3.7 & 2. 5 \\
\hline Personnel expenses & 25.3 & 11.3 & 22.9 & 27.9 & 42.4 & 75.1 & 35.0 & 21.0 & 33.0 & 31.7 & 68.2 \\
\hline Financiel expenses & 2.1 & 2.1 & 1. 6 & 2.3 & 2.5 & 89.6 & 2.4 & 2.5 & 1.9 & 2.5 & 2.6 \\
\hline inparest \% Damk charges & 1.5 & 1.7 & 0.8 & 1.6 & 1.7 & 71.8 & 2.1 & 2.7 & 1.4 & 2. & 2.3 \\
\hline Professional fees & 0.6 & 0.3 & 0.7 & 0.7 & 0.8 & 69.8 & 0.9 & 0.9 & 1.1 & 6.9 & 0. 9 \\
\hline Other expenses & 35.8 & 33.7 & 32.1 & 38.2 & 40.5 & 100.0 & 35.6 & 33.7 & 32.1 & 36.2 & 10.5 \\
\hline Profit (loss) & 29.7 & 40.1 & 37.4 & 24.2 & 9. 9 & 98.0 & 28.3 & 40.1 & 37.4 & 26.0 & 5.9 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & . . . & . . & \(\ldots\) & - . & \(\ldots\) \\
\hline
\end{tabular}

\section*{Syweols}
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* \$00 smell lo0 be mxpressed
. not apdicadl
x confidenilol

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\section*{Footnotes}


(3) Velue in each cell \(=\frac{\text { Total wighted expenditur on given item }}{\text { lotal wighted seles of ousinesses reporting this itom of expendituft }}\). 100 for eech guertile.

This poriton of the tad pertains only to the Dusinesses reporting the specific expense item. Therefore thest fetios tererculted ingiviguslly and the rotel will not necesser ly equal 100\%.

\section*{Motes}

Datier shom by oustiles mon et least 13 of the senplad businesses roport the specific item
 on qugrter of the cots number of ousinesses. Wi hin tach quartile. the everse retio is presentec. for conosison purposes, the hign and lom velues of sites bre shown.

How to use the tebles
III bocst the sppropriate sbies penge thet is displayed on the two lines entitled low sal es velue end unigh sales vilue"
 \(10025 \%\)
(3) Deta pertaining ro the selected seles size ronge will be in that quartile.

Stemderd Industrist CIsetificotion Definision 15IC 1980):
SIC yag3 - danitoriel Servicet
Businesses primarily engaged in claning and maineanence of builoings and owellings such es char service, floor waxing. jenicorial sepvices, janlcoftal mintenance of buildings and owllings and office claming.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Ontario. Janitorisl Services (SIC 9953)


see table 1 for symbols ano nores.

TABLE 3. Financial rattos(1) for incorporatad businesses only. 1987
Ontarlo. Janitorlal Services (SIE 9953)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Total(2) & \[
\begin{array}{r}
\text { Bottom } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { lower } \\
& \text { middle } 25 \%
\end{aligned}
\] & \[
\begin{array}{r}
\text { Uoder } \\
\text { middie } 25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { TOD } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in samol (No. Low ss es value ( \(\$ 000\) 's) Migh soles value \(1 \$ 000\) 's & \[
\begin{aligned}
& 110 \\
& 11 \\
& 11
\end{aligned}
\] & 11
66 & \(\begin{array}{r}66 \\ 122 \\ \hline\end{array}\) & 122
331 & \[
\begin{aligned}
& 331 \\
& (1)
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Aversge} \\
\hline Liquidity retio Curtent patio (t:mes) & 1.2 & 0.6 & 0.5 & 1.1 & 1.5 \\
\hline \begin{tabular}{l}
Leverage retios \\
Debticanity petio (times) \\
Interest coverage patio (times) \\
Debt ratio (itimes)
\end{tabular} & 2.5
4.2
0.9 & 6.4
2.0
0.9 & -2.2
0.5
1.8 & 2.9
8.1
0.7 & 8.5
5.5
0.6 \\
\hline
\end{tabular}
(1) The retios fepesent the average of ratios for esch business in the group and canot be coiculated from the figuris shown in table ?
(2) These estimstes ar based on semple of businmses repoping seles between \(\$ 25,000\) and \(\$ 2.000,000\).

See isol it for symoola and noies

Definltions:
1. Liquidity retio:

Gurrene z curront assers / curpent limilities
2. Leverege pitios:
```

Dept/equity = qotal liabiligies / equiey
Dedtratio = tozal liabilities/ roval assets
Inceres? coverge = ne{ profit . incerest expense/ interes? expense

```

TABLE 4．Statement of enanges in finmeial position for incorporated businesses only． 1987
Ontario，danitorial Services（S1C 9953）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 70：31411 & \[
30: 10 \mathrm{~m}
\] & －－cひも こと： & \[
\begin{array}{r}
\text { U20er } \\
\text { niccle }=5:
\end{array}
\] & \[
\begin{aligned}
& 500 \\
& 0: 8
\end{aligned}
\] \\
\hline Businesses in same：e iNo． Low sales value ：\(\$ 000 \mathrm{~s}\) Hign selas vaiue iscoo＇s & \[
\left.\begin{array}{r}
48 \\
11 \\
1
\end{array}\right\}
\] & －－ & －－ & －． & －－ \\
\hline & \multicolumn{5}{|c|}{average 9600 s ，} \\
\hline Opersting activities Cash from sperations Oepreciation Other & 13
5
2 & －－ & －－ & －－ & －－ \\
\hline Dividends & －5 & －－ & －－ & －－ & －－ \\
\hline \begin{tabular}{l}
Investment activities \\
Disposal of fixed assets \\
Purchase of fixed assets \\
Increase in investment \\
Decrease in investment
\end{tabular} & \[
\begin{array}{r}
2 \\
-11 \\
-3
\end{array}
\] & －－ & －－ & －－ & －－ \\
\hline \begin{tabular}{l}
Financing ectivities \\
increase in long term debt \\
Repayment of long term deot \\
Loans from sharehalders \\
Repayment of loans from shareholders \\
Advances \＆loans from government \\
increase in equity \\
Oecrease in equity \\
Dther
\end{tabular} & 3
-2
4
-2 & -
-
-
-
-
-
- & \begin{tabular}{l}
- \\
- \\
\hline- \\
- \\
-
\end{tabular} & --
--
--
-- & \begin{tabular}{l}
- \\
\hline- \\
\hline- \\
\hline- \\
\hline-
\end{tabular} \\
\hline Incresse（decrease）in cash tequivalents Cash \＆cquivalents－Beginning of the year Cash s equivalents－End of the year & 8
3
11 & ＝－ & －－ & ＝－ & ＝－ \\
\hline
\end{tabular}
（1）These estimates ore dased on sample of incorporated businesses reporing sales betwen \(\$ 25.000\) sno \(\$ 2.000 .000\) sanple count includes only those businesses reporting siatement of chonges．
see iabie I for symools and notes．
TABLE 5．Employment ehanges Dy fize of business，1984－1987 based on SIC eleazificetion in i987
Ontario．Stervices to Bulldings and Owellings（SIC 995）
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in average labour units（1）} & \multirow[b]{2}{*}{Number ef Dusinesses} & \multirow[b]{2}{*}{\[
\begin{aligned}
& \text { Tota } 1 \text { parroll } \\
&(\$ 000\mathrm{s})
\end{aligned}
\]} & \multirow[b]{2}{*}{Average labour units（1）} & \multicolumn{2}{|l|}{Changes in number of－sineses with peid emplayees} \\
\hline & & & & roporting\{ & No longer reoorting（3） \\
\hline \multicolumn{6}{|l|}{1984} \\
\hline Totel & 2.762 & 221.344 & 22.243 & 544 & 336 \\
\hline \[
\begin{aligned}
& \text { tess than } 20 \\
& 20-99 \\
& 100-199 \\
& 500 \text { ond over }
\end{aligned}
\] & \[
\begin{array}{r}
2.582 \\
141 \\
31 \\
8
\end{array}
\] & \[
\begin{aligned}
& 74.627 \\
& 49.119 \\
& 52.592 \\
& 45.008
\end{aligned}
\] & \[
\begin{aligned}
& 7.074 \\
& 4.910 \\
& 5.528 \\
& 4.731
\end{aligned}
\] & \[
\begin{array}{r}
530 \\
11 \\
3
\end{array}
\] & \[
\begin{array}{r}
328 \\
?
\end{array}
\] \\
\hline \multicolumn{6}{|l|}{1987} \\
\hline Totel & 3.353 & 339.567 & 29.317 & 725 & \(\ldots\) \\
\hline \[
\begin{aligned}
& \text { lass than } 20 \\
& 20^{-} 99 \\
& 100-499 \\
& 500 \text { and over }
\end{aligned}
\] & \[
\begin{array}{r}
3.127 \\
189 \\
34 \\
19
\end{array}
\] & \[
\begin{array}{r}
108.302 \\
75.971 \\
57.772 \\
97.522
\end{array}
\] & \[
\begin{aligned}
& 8.579 \\
& 6.588 \\
& 5.264 \\
& 8.886
\end{aligned}
\] & 709
12
4
- & \(\cdots\)
\(\cdots\)
\(\cdots\) \\
\hline
\end{tabular}
（1）average labour units bre colculated by dividing cotal deypoll by the overnge anual wage anc salary reie as redorted in she
 full－time employee．Note that the business size groups used are dermined at the Cansoalevel．ihus it opusiness has at leas？ 500 employees in Canoda as a whol Dut less than that number in any given provinct it is shown in the 500 and over group．
121 Refers to businesses reporting no payroll deductions in the provious year．
（3）Reteps to businesses reporting no payroll deductions in the following year
＂Newly reporting＂and eno longer raporing＂businesses are assumb to have teen in activity for six months and the intormarion is saiusted accordingly

See lable ifor symbols sho notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Oneario. daniqorial Services (S|C 9953)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Fotalil) & 80:10m 25: & \[
\pi: 1 c 1 e^{\text {One }}: 5
\] & -1acie & - 20 \\
\hline & & & 1985 & & \\
\hline Number of observations in sample & 302 & & & & \\
\hline Avarage sales 3 & 105.836 & 27.749 & 39.958 & 65.380 & 299.005 \\
\hline Avarage exoense \$ & 32.122 & 18.123 & 25.764 & 56.711 & 272.889 \\
\hline averege net Drofit (loss) \$ & 13.714 & 9.8 is & 14.194 & 15,259 & 15.775 \\
\hline Businesses reporting profit (No.) & 291 & & & & \\
\hline Average sales \(\$\) & 102.494 & 27.779 & 39.955 & 65.952 & 275.290 \\
\hline Average expense \$ & 87.455 & 17.590 & 25.081 & 50.45 ? & 255.573 \\
\hline Average net Drofit \$ & 15.039 & 10.189 & 14.864 & 15.485 & 19.517 \\
\hline Susinesses reporting loss (No.) & 19 & & & & \\
\hline Average sales \$ & 128.989 & 27.049 & 40.106 & 59.543 & 379.227 \\
\hline Average expense \$ & 137.467 & 27.953 & 51.637 & 81.104 & 389.174 \\
\hline Average net loss \(\$\) & -8.486 & -904 & -11.531 & -11.561 & -9.347 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Mumber of observations in sample \\
Average sales \$ \\
Average expense \(\$\) \\
Average net profit (loss) \$
\end{tabular} & \[
\begin{array}{r}
245 \\
128.014 \\
112.509 \\
15.505
\end{array}
\] & \[
\begin{aligned}
& 29.756 \\
& 17.622 \\
& 12.144
\end{aligned}
\] & \[
\begin{aligned}
& 41.948 \\
& 32.691 \\
& 12.257
\end{aligned}
\] & \[
\begin{aligned}
& 80.533 \\
& 63.860 \\
& 18.853
\end{aligned}
\] & \[
\begin{array}{r}
356,708 \\
328.041 \\
20.887
\end{array}
\] \\
\hline \begin{tabular}{l}
Dusineses reporting profit (Mo.) \\
Average sales \\
Average expense s \\
Average net profit \(\$\)
\end{tabular} & \[
\begin{array}{r}
205 \\
123.502 \\
105.192 \\
18.310
\end{array}
\] & \[
\begin{aligned}
& 29.773 \\
& 17.321 \\
& 12.152
\end{aligned}
\] & \[
\begin{aligned}
& 44.971 \\
& 29.368 \\
& 15.803
\end{aligned}
\] & \[
\begin{aligned}
& 80.080 \\
& 51.251 \\
& 18.829
\end{aligned}
\] & \[
\begin{array}{r}
339.182 \\
312.827 \\
25.355
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting loss (No.) \\
Average sales \$ \\
Average expense \(\$\) \\
Average net loss \$
\end{tabular} & \[
\begin{array}{r}
40 \\
154.771 \\
161.003 \\
-6.232
\end{array}
\] & \[
\begin{aligned}
& 29.459 \\
& 32.154 \\
& -2.695
\end{aligned}
\] & \[
\begin{aligned}
& 44.829 \\
& 50.994 \\
& -6.173
\end{aligned}
\] & \[
\begin{array}{r}
86.757 \\
90.603 \\
-3.846
\end{array}
\] & \[
\begin{array}{r}
458.047 \\
470.251 \\
-12.2: 4
\end{array}
\] \\
\hline & & & 1987 & & \\
\hline \begin{tabular}{l}
Mumber of observations in semple \\
Average sales \(\$\) \\
Average expenses \\
Average net prolit (loss) \$
\end{tabular} & \[
\begin{array}{r}
232 \\
105.638 \\
19.520 \\
18.118
\end{array}
\] & \[
\begin{aligned}
& 29.474 \\
& 15.846 \\
& 12.828
\end{aligned}
\] & \[
\begin{aligned}
& 42.422 \\
& 29.339 \\
& 13.083
\end{aligned}
\] & \[
\begin{aligned}
& 71.007 \\
& 53.697 \\
& 17.310
\end{aligned}
\] & \[
\begin{array}{r}
279.648 \\
258.199 \\
21.449
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting e profit (Mo.) \\
Average sales \$ \\
Average expense s \\
Average net profits
\end{tabular} & \[
\begin{array}{r}
200 \\
106.764 \\
89.582 \\
15.102
\end{array}
\] & \[
\begin{aligned}
& 29.474 \\
& 18.846 \\
& 12.674
\end{aligned}
\] & \[
\begin{aligned}
& 42.502 \\
& 28.418 \\
& 14.088
\end{aligned}
\] & \[
\begin{aligned}
& 70.831 \\
& 51.865 \\
& 18.966
\end{aligned}
\] & \[
\begin{array}{r}
284.247 \\
253.201 \\
31.046
\end{array}
\] \\
\hline \begin{tabular}{l}
Businesses reporting less (MO.) \\
Average salcs \$ \\
Average expense \(\$\) \\
Average net loss :
\end{tabular} & \[
\begin{array}{r}
32 \\
125.750 \\
132.109 \\
-5.359
\end{array}
\] & - & \[
\begin{array}{r}
11.330 \\
41.879 \\
-549
\end{array}
\] & \[
\begin{aligned}
& 73,315 \\
& 79,722 \\
& -4,407
\end{aligned}
\] & \[
\begin{aligned}
& 262,605 \\
& 276,725 \\
& -14,120
\end{aligned}
\] \\
\hline
\end{tabular}
(11) These estimeres are based or a sample of businesses reporting soles between \(\$ 25,000\) and \(\$ 2,000,000\)
fee faole 1 for symbols and notes

TABLE 1. Selected operating ratios, in pereent of sales. 1987
Ontario. Ticket ano Travel Agencies (SIC 9961)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{ista:11!} & \multicolumn{2}{|r|}{\[
B=\uparrow: 0 m
\]} & \multicolumn{2}{|r|}{\[
-0=1 \text { ows }: 5
\]} & \multicolumn{3}{|c|}{Docer midele 25:} & \multicolumn{2}{|c|}{こ} \\
\hline Susinesses \(n\) sampl: No. Low sales volu \(\$ \$ 000^{\prime}\) s 1 tiigh sales value 13000 's & & \[
319
\] & & 11
65 & & 35
06 & & :? & & & \\
\hline \multirow{3}{*}{Selected expense itmm} & \multicolumn{5}{|c|}{Industey avelage:} & \multirow{3}{*}{\[
\begin{aligned}
& \text { \% busi- } \\
& \text { nesses } \\
& \text { ionorting }
\end{aligned}
\]} & \multicolumn{5}{|c|}{Repor:ing susinesses only: 3:} \\
\hline & Tosal & Bot+0m 25\% & \[
\begin{gathered}
\text { Lower } \\
\text { midd } \\
2 E \%
\end{gathered}
\] & \[
\begin{aligned}
& \text { Uooer } \\
& \text { midd } \\
& 25 \%
\end{aligned}
\] & \[
\begin{aligned}
& 700 \\
& 35 \%
\end{aligned}
\] & & Tota & \[
\begin{array}{r}
\text { Bo } \mathrm{F}: \mathrm{Om} \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { cower } \\
\text { midd } \\
25 \%
\end{array}
\] & \[
\begin{array}{r}
\text { Loper } \\
\text { midole } \\
25 \%
\end{array}
\] & \[
\begin{aligned}
& 00 \\
& 25 \%
\end{aligned}
\] \\
\hline & \multicolumn{5}{|c|}{Perent or sales} & & \multicolumn{5}{|c|}{Percen: of sales} \\
\hline Cost of seles & 2.2 & - & - & 1.2 & 7.7 & 3.0 & 73.7 & - & - & 31.0 & 71.5 \\
\hline Decupancy expmenes & 16.4 & 19.2 & 20.5 & 17.1 & 9.2 & 39.4 & 16.5 & & & & \\
\hline Depreciation & 2.6 & 2.8 & 1.? & 3.5 & 1.5 & 89.0 & 2.7 & 3.7
2.3 & 1.8 & 3.6
1.6 & 1.6 \\
\hline Repails s meintenance & 0.9 & 0.8 & 2.1 & 0.4 & 0.3 & 44.5 & 2.0 & 2.5 & 3.1 & 1.4 & \(0 . ?\) \\
\hline Heat. light \& teleohane & 4.6 & 4.4 & 7.1 & 4.2 & 2.8 & 89.4 & 5.1 & 6.3 & \% 2 & 6. 3 & 3.1 \\
\hline Rent & 8.6 & 11.2 & 9.7 & 9.0 & 4.7 & 82.3 & 10.5 & 15.1 & 1: \% & 10.3 & 5.5 \\
\hline Personnel expenses & 42.9 & 41.3 & 52.8 & 47.2 & 30.8 & 93.5 & 45.9 & 50.5 & 55.9 & 67.7 & 31.4 \\
\hline Finmeisl expenses & 5.0 & 5.3 & 8.0 & 4.8 & 2.1 & 98.0 & 5.1 & 5.4 & 8.1 & 4.8 & 2.1 \\
\hline Interest \& bsonk charges & 2.3 & 2.2 & 4.8 & 2.5 & 0.8 & 72.4 & 3.2 & 4.0 & 4.8 & 3.1 & 1.1 \\
\hline Professions! fees & 2.6 & 3.2 & 4. 0 & 2.2 & 1.3 & 97.0 & 2.7 & 3.2 & 4.1 & 2.3 & 1.4 \\
\hline Other expenses & 37.2 & 36.0 & 40.9 & 25.4 & 47.5 & 100.0 & 37.2 & 36.0 & 40.9 & 25.4 & 47.5 \\
\hline Profit (lose) & -3.8 & \(-1.8\) & -22.3 & 4.4 & 2.7 & 96.7 & -3.9 & -1. 8 & -24.5 & 4.6 & 2.7 \\
\hline Total & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & 100.0 & & \(\ldots\) & . . & \(\ldots\) & . \\
\hline
\end{tabular}
sweols
zero or mo oustrvations
- too small too de expressed
hot apolictole
- confiontil

\section*{coornores}
(1) These estimetes ere Dased on semple of businetes reporing sel between \(\$ 25.000\) end 82.000 .000 Total weighted Expenditure on given itm


This portion of the tol pertains only to the businesses reporting the specific expense item. inerefore these etios ar calculatec individueliy and the total will not necessarily equal \(100 \%\).

Notes
Detere shown by quartiles when af least 13 of the sempled businesses roport the specific item
 one querter of the total numper of businesses. Within esch quartile. the over ege retio is presented. for comperison purposes. the high and low vilues of soles ore shown

How to use ine tebles

(2) The solected range will indicoto the proper guertile, i. the bottom 25\%. ine ower miode 25\%, the upper middie 25\% op the top 25 E .
(3) Dete pertioning to the selected soles sizerong will be in thet quatile

\section*{Stenderd Industriel Clettificstion Definision (SIC 1980)}
\$16 996
 travellers or acting as independens agencies for transportation estabismments. included ap ous inesses engageo in dooking accomodstion for iravillers, booking transportation for travellers, gravel arranging. travel booking and planing services. iravel information services ond vacsion travel services

TABLE 2. Balance sneet profile for incorporated businesses oniy. 1987
Ontario. Ticket and Travel Agencies (SIC 9951)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Toral:l & \[
\text { So: } 10 \mathrm{om}
\] & n.0c \({ }^{-2 m 6 \%}\) & \[
\begin{aligned}
& \text { Jede: } \\
& \text { - ocle :5:\% }
\end{aligned}
\] & 7o5 \\
\hline  & \[
\begin{aligned}
& :=9 \\
& (1) \\
& (i)
\end{aligned}
\] & \[
11
\] & \[
\begin{array}{r}
? 9 \\
+17
\end{array}
\] & \(1: 9\)
243 & \(\because: 3\) \\
\hline & \multicolumn{5}{|c|}{Average \(1 \$ 000\) s} \\
\hline \multicolumn{6}{|l|}{Assets} \\
\hline Casm
Accounts and notes peceivabie & 36 & 5 & 20 & 38 & 81 \\
\hline Inventory & 3 & 5 & - & 3 & 1 \\
\hline Other curcent assets & 61 & 15 & ? ? & :E & 18 \\
\hline Total cupcont assets & 97 & 51 & 51 & 84 & 198 \\
\hline Fixed sisets & 17 & 5 & 8 & ! 3 & 11 \\
\hline & - & & - & - & - \\
\hline Other assets & 24 & 10 & 12 & 26 & 47 \\
\hline Total esmets & 138 & 66 & 70 & 123 & 286 \\
\hline \multicolumn{6}{|l|}{} \\
\hline Dother cupent lisoblities & 61 & 18 & 28 & 57 & 137 \\
\hline Total curcent lisbilities & 71 & 21 & 41 & 64 & 154 \\
\hline Mortyages Dayable & - & - & - & - & - \\
\hline Long term debt & , & \(\stackrel{-}{-}\) & * & 1 & 2 \\
\hline Other liabilities & 40 & 31 & 29 & 47 & 55 \\
\hline Total liabilisies & 112 & 52 & 71 & 111 & 211 \\
\hline Total eauty & 26 & 14 & - - & 12 & 75 \\
\hline
\end{tabular}

See rabie ifor sumbels sno notes

TABLE 3. Financial patios(1) for incorporated businesses only, 1987
Onterio, Ticket and Travel Agencies (SIC 9961)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Toqa (2) & Bottom 25\% & \[
\begin{array}{r}
\text { bower } \\
\text { midde } 25 \%
\end{array}
\] & \[
\begin{aligned}
& \text { Uoper } \\
& \text { midde } 25 x
\end{aligned}
\] & \[
\begin{aligned}
& \text { Top } \\
& 25 \%
\end{aligned}
\] \\
\hline Businesses in sample (No.)
Low sales value ( \(\$ 000^{\prime} \mathrm{s}\) )
Hight sales value ( \(\$ 000^{\prime} \mathrm{s}\) ) & 229
(1)
\((1)\) & 11
79 & 79
117 & 119
243 & \begin{tabular}{l}
243 \\
111 \\
\hline
\end{tabular} \\
\hline & \multicolumn{5}{|c|}{Average} \\
\hline Liquidity patio Cuprent etio (times) & 1.4 & 2.4 & 1.2 & 1.3 & 1.3 \\
\hline \begin{tabular}{l}
Leverage retiog \\
Debtlecuity fatio (times) \\
Interest coverage rotio (times) \\
Debt fetio ltimes
\end{tabular} & 4.4
0.5
0.8 & 3.7
0.8 & \[
\begin{array}{r}
-285.4 \\
1.0
\end{array}
\] & 9.2
2.9
0.9 & 2.8
4.5
0.7 \\
\hline
\end{tabular}


fer iode ifor symbols and notes

Definitions:
f. Liquidity petio:

Curfent zeupent assets / eurrent lisoilities.
2. Leverage retios:
a) Dety/equity = poral liabilities / equity.
bl Debt tasio \(=\) rocal liadilities \(/\) sotal assets
c) Interest coversge \(=\) net profil. interest expense/interess expense.

TABLE 4．Statement of changes in financtal position for incorporated businesses only． 1987 Onterio．Ticket and Travel Agencies（SIL 9961）
\begin{tabular}{|c|c|c|c|c|c|}
\hline & （003：1） & \[
\begin{array}{r}
\text { Bot:0m } \\
25 \%
\end{array}
\] & \begin{tabular}{l}
． 5 we＂ \\
－こご ご：
\end{tabular} & \[
\begin{aligned}
& \text { Looe? } \\
& T \quad=0.0
\end{aligned}
\] & \(-30\) ：5． \\
\hline Qusinesses in samcie iNo． Low sales vaiue（5ũO s） Hign sales vaile \(1 \$ 000\) s & \[
\left.\begin{array}{l}
29 \\
(1) \\
11
\end{array}\right\}
\] & (1) & \[
\begin{aligned}
& 53 \\
& 58
\end{aligned}
\] & \[
\begin{array}{r}
52 \\
239
\end{array}
\] & ：95 \\
\hline & \multicolumn{5}{|c|}{Average \(3000^{1}\) 5} \\
\hline Operting ectivities Cesn＇rom voerations Sepreciation Other & 9
7
-5 & 2
3
-3 & \[
\frac{2}{8}
\] & 2
8
-4 & 12
8
-14 \\
\hline Dividends & － & － & － & － & －1 \\
\hline lavestment etivities Disposel of fixed assers purchase of fined assets lncrease in investment Decrese in investment & 2
-6
-8
8 & 5
-19 & －1 & －1 & \[
\begin{array}{r}
4 \\
-12 \\
-27 \\
20
\end{array}
\] \\
\hline \begin{tabular}{l}
Financing ectivities \\
Increse in long term debt \\
Reparment of long term debt \\
Loons from shareholders \\
Reparment of loans from sharenolders \\
dduances \＆loans from govermment \\
Increase in equity \\
Decrease in ourity \\
Othe？
\end{tabular} & \(\begin{array}{r}2 \\ -2 \\ 9 \\ -10 \\ \hline\end{array}\) & － & -2
-33 & -1
-6 & \(\begin{array}{r}9 \\ -3 \\ 24 \\ -10 \\ \hline\end{array}\) \\
\hline Incresse（decrease）in cash equivalente Cash t quivalonis－Beginning of the year Cest equivelents－End of the yesr & 1
30
31 & -12
45
33 & \[
\begin{array}{r}
-25 \\
16 \\
-9
\end{array}
\] & 10
16
26 & 7
52
59 \\
\hline
\end{tabular}
（1）These estmares are based on sample of incarporsted businesses pedor ing sal es deiween \(\$ 25.000\) and \(\$ 2\) ，000．000．Smple count inciudes only those Dusinesses reporing sietement of chenges
sen int．i for symbois and noies．

TABLE 5．Employment changes by size of bustness，1984－1987 besad on SIC classification in 1987 Onterlo．Tleket end Travel Agencles（SIC 9951）
\begin{tabular}{lll}
\hline
\end{tabular}

Surver of Employment．Paypoll and Mours．Siatistics Cansa．Ceralogue 92－002．An average labour unit coula be inierDi eied as a
 500 mploves in Canse es bholf but less than inat number in any given province it is shown in the 500 and over group
（2）Reters to businesses reoor ining mo doypoll deouciions in the privious year
（i）Reters io Dusinesses reporiing no peycoli deducions in the followitg yesr
 ejusieo aceordingly

Set Tabie I for symools end noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Ontario. Ticker and Pravel Agencies (Sic 9961)
\begin{tabular}{|c|c|c|c|c|c|}
\hline & [0:311] & Eot 90 m 25: & \[
\begin{array}{r}
\text { lower } \\
\text {-iodie }
\end{array}
\] &  & \[
0
\] \\
\hline & & & 1985 & & \\
\hline Number of observations in samole & 151 & & & & \\
\hline Average sties \(\$\) & 253.575 & 43.473 & . 05.804 & 202.809 & ¢85.51: \\
\hline Average exoense \(\$\) & 25?.205 & 41.344 & 111.391 & '33. \(=\) ? 6 & 881.308 \\
\hline Average net profit (loss) \% & 2.470 & 1.529 & -5.567 & 5.223 & 4.708 \\
\hline Businesses roporting profit (No.) & 20, 115 & & & & \\
\hline Average saies & 284.575 & 38. 192 & 126.219 & 218.806 & 755, 258 \\
\hline Average expense \$ & 266.158 & 23.494 & 115.013 & 200.067 & 726.056 \\
\hline Averoge net profit \& & 18.517 & 14.918 & 19.206 & 18.733 & 29.212 \\
\hline Gusinesses reporting loss \{Mo.\} & 17.42 & & & & \\
\hline Average sales s. & 217.563 & 48.268 & 93.153 & 172.851 & 555.981 \\
\hline Averoge expense \(\$\) & 236.973 & 58.427 & 109. 14 & 181.616 & -99.903 \\
\hline Average nei loss & -19.410 & -11.159 & -15.994 & -8.565 & -41.922 \\
\hline
\end{tabular}

1986
\begin{tabular}{|c|c|c|c|c|c|}
\hline Number of observetions in sample & 137 & & & & \\
\hline Averspe soles 5 & 286.323 & 38.146 & 99.409 & 231.930 & 767.80 ? \\
\hline Avorage expense 5 & 281.872 & 31.559 & 112.475 & 222.951 & 760.491 \\
\hline Average net diof:t (loss) \({ }^{\text {d }}\) & 2.451 & 5.587 & -13.065 & 8.969 & 7.316 \\
\hline Businesses rexorting profit (Mo.) & 34 & & & & \\
\hline Average sales \$ & 274.740 & 40.094 & 107.547 & 256.354 & 696.965 \\
\hline Average erpense \$ & 246.015 & 20.732 & 83.887 & 234.338 & 645.304 \\
\hline Average net drofit 8 & 28.725 & 19.362 & 23.860 & 22.016 & 49.862 \\
\hline Businesses ieporting e lose (No.) & 43 & & & & \\
\hline Averoge stios \$ & 307.286 & 35.853 & 96.925 & 181.184 & 905.181 \\
\hline Average exserse \(\$\) & 336.818 & 44.305 & 12:.257 & 203.981 & 977.728 \\
\hline  & -29.532 & -8.452 & -24.331 & -12.797 & -72.547 \\
\hline
\end{tabular}

1987
Wuber of observations in sample
Average sales \(\$\)
Average expense \(\$\)
Average ner profit lloss)
Businesges reporting a profit (No.)
Averge sales
Average expense \(\$\)
Average net Drofit \(\$\)
Businesses reporting loss (Mo.)
Average sales \(\$\)
Average sronse \(\$\)
Average net loss
\begin{tabular}{|c|c|c|c|c|}
\hline \[
\begin{array}{r}
359 \\
212.538 \\
211.595 \\
943
\end{array}
\] & \[
\begin{array}{r}
49.216 \\
40.953 \\
263
\end{array}
\] & \[
\begin{array}{r}
85.839 \\
105.031 \\
-19.092
\end{array}
\] & \[
\begin{array}{r}
146.388 \\
138.576 \\
7.812
\end{array}
\] & 575.708
560.918
14.790 \\
\hline 231 & & & & \\
\hline 216.745 & 49.324 & 86.139 & 150.011 & 589.505 \\
\hline 197.597 & 28.803 & 78.25? & 132.523 & 550.811 \\
\hline 19.148 & 12.521 & 7.887 & 17.488 & 38.694 \\
\hline 128 & & & & \\
\hline 202.338 & 4:. 109 & 17.256 & 135.542 & 545.443 \\
\hline 228.791 & 52.922 & 122.454 & 156.696 & 583.690 \\
\hline -26.453 & -11.813 & -35.198 & -21.154 & -37.64? \\
\hline
\end{tabular}
(11) These estimates a: besec on sample of Dusinesses reporing sales beiween \(\$ 25.000\) and 82.000 .000
see lable for symbols and nctes
```


[^0]:     Surver of Employment. Peypoll and Hours. Stetistics Canese. Catalogue 12-002. An overoge leoour unit could be inseroleted es e full-time mployee. Note thas the business size groups used ere desermined et the conede level. inus if ousiness has at lent 500 employses in Canade as owhe but liss then that mumber in my given provinct is is show in the 500 end over groun.
    (2) Reters to businesses reporting no payroll deductions in the previous year
    (3) Refers to businesess raporting no payroll deductions in the following year

[^1]:    
    
    full-time employee. Nope thet the business size groups used or determined ot the cango level. Phus if a business has et late t
    
    121 meters to businesses reporiting no psypoll deductions in the provious yeer.
    (3) Refers to ous inesses ceporting no payroll deductions in the following yese
    -Newly reporting" and "no longer reporting" businesses are assung so hove been in ctivity for six months and the information is adusted accordingly.

    See iable ifor symbols and nates

[^2]:    

[^3]:    51c 2830 - Publithing Induteries
    Businesses primerily engegnd in publishing and which do no printing. The rern publishing es applited in this industry group includes the publishing of books. Other reading netter. maps, guides and the like.

[^4]:     Survey of Employment. Poyrall end Hours. Sthtistics Ganade. Catelogue 72-002. An fuerge labour unit could be interpreted is a full-time moloyec. Note thet the business size groups used ere determined et phe conged lovel. Thus if ousinest hes at least 500 molovees in Cansde os B wol but less then thet number in my given province it is show in the 500 gnd over group
    121 Refers to businesses reporting no poypoll deductions in the provious year
    (3) Refers to businesses reporting no peyroll deductions in the following yeer

[^5]:    See iable 1 for symols and notes

[^6]:    
     full-time moloyes. Note that the business size groubs used sie determined of the cansde lovel. Thus if busines hes of least 500 mployets in canade os athole but less than the nunber in my given province is is shom in thy 500 and over group.
    12 Refers io businesses redorting no payroll deductions in the previous yer.
    (3) Refers to businesses reporting no payroll deductions in the following yetr
    "Mowly reporsing" mo "no longer reporting" businesses ore assumed so have bem in ectivity for six nonths who the information is adjustec accordingly

[^7]:    

[^8]:    

[^9]:    SIC 4281- Electricsl Contrectors
    
    
    
    
     insellation ano flectrical wire instellitions to houses buildings and structur

[^10]:    
     full-time mployet. Mote that the business size groups used re determined it the Canada level. Thus if business has at last 500 mployees in Conada so whol but less then that mumer in ony given province it is show in the So0 ond over group.
    (2) Refers to businesses reporting no parioll deductions in the previous year

    3f Refers $t 0$ businesses reporting no poyroll deductions in the folloming reer.
     odusted accordingly

[^11]:    SIC 3210 - Wholesel Food
    Businesses drimerily engeged in wholeste oealing in confectionery. frozen foods loeckegedl. dairy products, goultry end eggs, figh end sesfood. fresh frui ?

[^12]:    (1) The rotios ropresent the merege of retios for bech butinuss in the group ong conmot be celculted fron the figufos shown in thbit 2.
    

[^13]:    (1) The ratios ropresent the everage of ratios for nach business in the group and comot be celculated from the figures shown in fable 2 .
    

[^14]:    (1) These Estimstes ar blet on somple of incorpersted businesses reporting salet between s25.000 and s2.000.000. Stuple count includes only those businesses reoorting stavement of entenges.
    Soe roble 1 for symools and notes.

[^15]:    
     fuli-time moloyes. Mote thet the business size groups used sre oetepmined ar the cence lavel thus if business has at legt 500 enployes in Cenade os whol but less then thet numoer in eny given province it is ghown in the goo end ovep group.
    (2) Refers to ousinesses reporting no payroll oequctions in the previous year.
    (3) Refers to businesses reporting no payroll ouductions in the following veer

[^16]:    
     full-time enployee. Note that the business size groups used are ontermined ot the canede level. Thus if a ousiness has et lest 500 employess in conade as ahole Dut less then thet number in any given province it is shown in the 500 end over group.
    (2) Reters to businesses eporsing no peyrall deductions in the provious yenp
    (3) Refers to businesses reporting no peyroll deductions in the following yeap.
    "Mewly feooring" and "no longer reporting" businesses are assung to have oeen in activity for six monits and the information is ojusteo eccorgingly

    See iate i for symools and notes.

[^17]:    
    5et libll if for symali ma notes

[^18]:    SIC E030 - Prezeription Druge and Petent medicine Stores
    Businesses primarily engaged in retail dealing in prescripsion drugs ond petent or proprietery end merbel medicines. eick roon supelies. cosmetics and toitetries

[^19]:    
    See Table 1 for symools and notes

[^20]:    
    
     500 enoloyets in cmooe es mole dus less then inge numeer in ony given province is is shom in the 500 ond over group.
    (2) Refers to Dusinesses ceporzing no perroll owactions in the previous year
    (3) fefers to Dusintsses reporting mo serioll doouctions in the following year.

[^21]:    

[^22]:    
    
     500 moloyees in Canada as a whole but less then that number in any given province it is showh in the soo and over group.
    (2) Refers to businesses reporting mo payrai deductions in the prwious vear.
    (3) Refers to businesses reporting no payroll deduct ons in the forloming year
    "Newly reporting" ang "no longer peporinge businesses are assumed to have oem in activity for six months end ine information is ajusted acceraingly

    See tale i top symbols and notes

[^23]:    
    
    
    
    (2) Reterg to Dusinesses reporiing no payroll deducions in the prev. ous year
    (3) hefers to busimesses roporsing no poyroli deductions in the foiloming year
     adusted scordingly

    Set iable i for symbols and notes

[^24]:    11 These estimes are Dased on sampl of busiresses repofting sales between \＄5．000 and 12.000 .000

[^25]:    
    
     500 employes in Canads as a mol but less than thes number in any giver province it is thow in the foo end over group
    (2) Refers to busingseses repor:ing mo payroli ogtuctions in the orevious year
    (1) Refers to businesses pepoiting no payroll oeductions in the following year
    "Hewly reporting" and "no longer roporting" businesses oressumed to neve been in activity for six manths and the informatian is acjusted accoroingly

    See isble i for symools and notes

[^26]:    See itole 1 for symtols and notes

[^27]:     adusted accoroingly

    See lable if or symbols and notes

[^28]:    

[^29]:    
    
    
    
    (2) Refers to businesses eporting no payroll deductions in in previous year
    (3) Refers io businesses reportimp no parcoll deauctions in the following yeer

[^30]:    
    
     500 employees in Cansoas as whel but less then that number in any given province it is shown in the 300 and over group.
    (2) Refers to Dusinesses reporting no Daycalt deducsions in the prowious vear
    (3) Refers to businesses reporting no poyroll deouctions in the following vent

    - mewty reporting* and mo longer reporting* businesses oressuned to nove been in activiey for six moniths and the intormation is asjusted accordingly
    see iable ifor symols ano notes

[^31]:    
    
    
    500 moloyes in canado as whol bur less then thet number in ony given province if is shown in the soo and over group
    (2) Hefers 10 Dusinesses peporting no payroll deductions in the previous year
    (3) Refers to ousinesses reporting no payroll deouctions in the feliowing year
    *Mmiy reporting" and mo longer peorting" businesses wiossumed to have den in activity for six months and the information is Bojustea accordingly

    Set itale ' for symools and notes

[^32]:     Surver of Employment, payroll and Hours. Stalistics Canada. Catalogu $72-002$ an overage labour unil coula of interoreted as a
     500 employees in cancia as a whole but less than ihst number in any given province it is show in the 500 inc over groun
    (2) Refers to businesses rmoriting no derroll deductions in the pievious yesr
    (3) Refers io businesses reporting no peyroll deductions in the following year

[^33]:     Surver of Employment．Payroll and mours．Sististics Canad．Catalogue $\mathbf{7 2 - 0 0 2}$ an sverage labour unit coulo De interpreted as a
     500 gmployees in canso as mole dut less then thet numper in shy given province it is shown in the soo and over groub
    121 pefers 10 Dusinesses reporting no deyroll deouctions in the pitaious yeler
    （3）Refers to ousinesses peporting no payroli deductions in ine following yeer
    Nowly reporting＂and＂no longep repopting＂businesses tre ossumed to nave been in ectivity for six months and the information is odjusied accordingly．

    See fable 1 for symbois and noies

[^34]:    (1) these estinates are beste on shmele of businestes reporing sutes betmen 525.000 and $\mathbf{1 2 . 0 0 0 . 0 0 0}$

    See isole "for symbols and notes

[^35]:    11 These estimptes are based on samo of businesses reporqing sties permen $\$ 25.000$ and 52.000 .000

[^36]:    

[^37]:    
    Surver of Employment. Payroll onc =aus. Stetisfics Conace. Caisloque 92-002. An overape labour unit coula de inierpreted as of
    full-time mployer. hote ther ing business size groups used aredermined at the conoce level. inus it ousiness has me least
    500 empiovers in Canade as a whole bue iess than ohes numoer in thy given province if is shom in the soo and over group
    1 Refers 10 ousinesses reporiing no daypoll deductions.. he previous yebr.
    (3) Refers to businesses eeporing no paytoll deductions in the following year

[^38]:    
    (2) These es:imites are desod on smol of businesses reporting seles between $\mathbf{2 5 . 0 0 0}$ and $\$ 2.000 .000$
    see ioble ifor symols and notes.
    oufinitions:

[^39]:    
    See Table 1 for symbols and notes

[^40]:    
    Set Table i for smools mo notes

