



INTRODUCTION AND DATA SOURCES

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

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

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

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

METHODOLOGY

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

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

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

DATA LIMITATIONS

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

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

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

STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

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

AVAILABLE INDUSTRIES FOR 1987

Standard Industrial Classification

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

AVAILABLE INDUSTRIES FOR 1987

Standard Industrial Classification

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

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

Manitoba, Logging Industry (SIC 0411)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	11.0	--	--	--	--	96.7	11.4	--	--	--	--
Repairs & maintenance	7.0	--	--	--	--	71.9	9.7	--	--	--	--
Heat, light & telephone	0.4	--	--	--	--	37.4	1.0	--	--	--	--
Rent	1.3	--	--	--	--	24.5	5.4	--	--	--	--
Personnel expenses	28.2	--	--	--	--	98.2	28.7	--	--	--	--
Financial expenses	3.2	--	--	--	--	95.0	3.3	--	--	--	--
Interest & bank charges	2.6	--	--	--	--	91.3	3.2	--	--	--	--
Professional fees	0.6	--	--	--	--	57.9	1.0	--	--	--	--
Other expenses	37.7	--	--	--	--	100.0	37.7	--	--	--	--
Profit (loss)	11.3	--	--	--	--	100.0	11.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 0411 - Logging Industry

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	31	--	--	--	--
Total current assets	38	--	--	--	--
Fixed assets	64	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	3	--	--	--	--
Total assets	105	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	41	--	--	--	--
Total current liabilities	49	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	11	--	--	--	--
Total liabilities	71	--	--	--	--
Total equity	34	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.1	--	--	--	--
Interest coverage ratio (times)	6.0	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Logging Industry (SIC 0411)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	20	1,159	46	7	-
less than 20	17	1,137	46	4	-
20 - 99	2	X	-	2	-
100 - 499	-	-	-	-	-
500 and over	1	X	-	1	-
1987					
Total	13	1,112	37	2	...
less than 20	12	X	37	1	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	-	1	...

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	155,093	--	--	--	--
Average expense \$	129,219	--	--	--	--
Average net profit (loss) \$	25,874	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	157,775	--	--	--	--
Average expense \$	130,752	--	--	--	--
Average net profit \$	27,023	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	232,000	--	--	--	--
Average expense \$	265,000	--	--	--	--
Average net loss \$	-33,000	--	--	--	--
1986					
Number of observations in sample	59				
Average sales \$	127,867	35,255	65,512	133,579	277,122
Average expense \$	307,887	16,694	54,688	890,583	269,583
Average net profit (loss) \$	-180,020	18,561	10,824	-757,004	7,539
Businesses reporting a profit (No.)	50				
Average sales \$	168,252	35,255	62,893	140,385	434,476
Average expense \$	142,446	16,694	48,248	115,460	389,383
Average net profit \$	25,806	18,561	14,645	24,925	45,093
Businesses reporting a loss (No.)	9				
Average sales \$	139,981	-	77,297	107,610	235,037
Average expense \$	1,389,771	-	83,676	3,848,096	237,542
Average net loss \$	-1,249,790	-	-6,379	-3,740,486	-2,505
1987					
Number of observations in sample	28				
Average sales \$	116,712	--	--	--	--
Average expense \$	102,215	--	--	--	--
Average net profit (loss) \$	14,497	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	115,029	--	--	--	--
Average expense \$	96,247	--	--	--	--
Average net profit \$	18,782	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	169,156	--	--	--	--
Average expense \$	185,210	--	--	--	--
Average net loss \$	-16,054	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Sawmill, Planing Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	11.8	--	--	--	--	91.6	12.9	--	--	--	--
Occupancy expenses	13.5	--	--	--	--	100.0	13.5	--	--	--	--
Depreciation	8.8	--	--	--	--	91.6	9.6	--	--	--	--
Repairs & maintenance	3.3	--	--	--	--	45.4	7.3	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Rent	0.1	--	--	--	--	10.6	0.5	--	--	--	--
Personnel expenses	21.4	--	--	--	--	100.0	21.4	--	--	--	--
Financial expenses	2.1	--	--	--	--	84.1	2.5	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	73.6	2.5	--	--	--	--
Professional fees	0.3	--	--	--	--	84.1	0.4	--	--	--	--
Other expenses	32.5	--	--	--	--	100.0	32.5	--	--	--	--
Profit (loss)	18.7	--	--	--	--	100.0	18.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

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

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	50	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	294	--	--	--	--
Total current assets	343	--	--	--	--
Fixed assets	159	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	-	--	--	--	--
Total assets	503	--	--	--	--
Liabilities and equity					
Current loans	26	--	--	--	--
Other current liabilities	95	--	--	--	--
Total current liabilities	122	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	128	--	--	--	--
Total liabilities	250	--	--	--	--
Total equity	253	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.0	--	--	--	--
Interest coverage ratio (times)	13.3	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

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

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

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	26	3,930	184	4	1
less than 20	19	1,052	49	2	1
20 - 99	3	2,344	111	-	-
100 - 499	2	X	3	1	-
500 and over	2	X	21	1	-
1987					
Total	21	4,429	179	1	...
less than 20	16	897	35	1	...
20 - 99	3	X	102	-	...
100 - 499	-	-	-	-	...
500 and over	2	X	42	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	5				
Average sales \$	179,766	--	--	--	--
Average expense \$	153,288	--	--	--	--
Average net profit (loss) \$	26,478	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	179,766	--	--	--	--
Average expense \$	153,288	--	--	--	--
Average net profit \$	26,478	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	137,421	--	--	--	--
Average expense \$	119,520	--	--	--	--
Average net profit (loss) \$	17,901	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	138,111	--	--	--	--
Average expense \$	119,969	--	--	--	--
Average net profit \$	18,142	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	28,099	--	--	--	--
Average expense \$	32,143	--	--	--	--
Average net loss \$	-4,044	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	378,713	--	--	--	--
Average expense \$	325,968	--	--	--	--
Average net profit (loss) \$	52,745	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	364,713	--	--	--	--
Average expense \$	308,029	--	--	--	--
Average net profit \$	56,684	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	876,667	--	--	--	--
Average expense \$	898,536	--	--	--	--
Average net loss \$	-21,869	--	--	--	--

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

See table 1 for symbols and notes.

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

Manitoba, Household Furniture Industries (SIC 261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	54.2	--	--	--	--	100.0	54.2	--	--	--	--
Occupancy expenses	11.2	--	--	--	--	100.0	11.2	--	--	--	--
Depreciation	8.0	--	--	--	--	92.4	8.7	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	35.0	1.3	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Rent	0.8	--	--	--	--	29.7	2.8	--	--	--	--
Personnel expenses	15.1	--	--	--	--	50.4	29.9	--	--	--	--
Financial expenses	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Interest & bank charges	3.7	--	--	--	--	97.4	3.8	--	--	--	--
Professional fees	0.9	--	--	--	--	95.1	1.0	--	--	--	--
Other expenses	12.4	--	--	--	--	100.0	12.4	--	--	--	--
Profit (loss)	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2610 - Household Furniture Industries

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Household Furniture Industries (SIC 261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	126	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	166	--	--	--	--
Total current assets	293	--	--	--	--
Fixed assets	158	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	471	--	--	--	--
Liabilities and equity					
Current loans	73	--	--	--	--
Other current liabilities	138	--	--	--	--
Total current liabilities	211	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	225	--	--	--	--
Total liabilities	437	--	--	--	--
Total equity	34	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Household Furniture Industries (SIC 261)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	12.9	--	--	--	--
Interest coverage ratio (times)	2.3	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Household Furniture Industries (SIC 261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	41	--	--	--	--
Depreciation	22	--	--	--	--
Other	-39	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	24	--	--	--	--
Purchase of fixed assets	-42	--	--	--	--
Increase in investment	-44	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-34	--	--	--	--
Loans from shareholders	26	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	4	--	--	--	--
Increase in equity	50	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-1	--	--	--	--
Cash & equivalents-Beginning of the year	-73	--	--	--	--
Cash & equivalents - End of the year	-74	--	--	--	--

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

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

Manitoba, Household Furniture Industries (SIC 261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	49	18,941	1,127	11	4
less than 20	37	2,294	136	9	4
20 - 99	9	5,242	312	1	-
100 - 499	2	X	19	1	-
500 and over	1	X	660	-	-
1987					
Total	50	28,096	1,593	13	...
less than 20	35	2,598	147	10	...
20 - 99	10	6,575	372	1	...
100 - 499	1	X	38	-	...
500 and over	4	X	1,036	2	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	14				
Average sales \$	107,462	--	--	--	--
Average expense \$	99,431	--	--	--	--
Average net profit (loss) \$	8,031	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	97,001	--	--	--	--
Average expense \$	85,497	--	--	--	--
Average net profit \$	11,504	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	278,631	--	--	--	--
Average expense \$	313,815	--	--	--	--
Average net loss \$	-35,184	--	--	--	--
1986					
Number of observations in sample	21				
Average sales \$	296,117	--	--	--	--
Average expense \$	291,557	--	--	--	--
Average net profit (loss) \$	4,560	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	192,503	--	--	--	--
Average expense \$	181,604	--	--	--	--
Average net profit \$	10,899	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	832,873	--	--	--	--
Average expense \$	876,450	--	--	--	--
Average net loss \$	-43,577	--	--	--	--
1987					
Number of observations in sample	22				
Average sales \$	367,270	--	--	--	--
Average expense \$	361,401	--	--	--	--
Average net profit (loss) \$	5,869	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	533,671	--	--	--	--
Average expense \$	510,222	--	--	--	--
Average net profit \$	23,449	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	271,593	--	--	--	--
Average expense \$	311,536	--	--	--	--
Average net loss \$	-39,943	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	54					
Low sales value (\$000's)	(1)	(1)	70	164	396	
High sales value (\$000's)	(1)	70	164	396	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	28.1	17.7	34.1	29.2	29.9	95.5	29.4	17.7	34.1	35.6	29.9
Occupancy expenses	9.4	11.1	10.9	8.2	7.5	100.0	9.4	11.1	10.9	8.2	7.5
Depreciation	3.7	5.9	3.2	2.3	3.6	96.7	3.8	5.9	3.2	2.4	4.0
Repairs & maintenance	0.9	0.5	1.3	0.7	1.0	71.3	1.2	1.2	1.7	0.8	1.1
Heat, light & telephone	1.6	0.8	2.3	1.7	1.4	82.1	1.9	2.0	2.6	1.7	1.4
Rent	3.3	3.9	4.1	3.6	1.6	72.0	4.6	9.6	5.4	3.8	2.2
Personnel expenses	30.1	26.4	29.2	30.2	34.3	100.0	30.1	26.4	29.2	30.2	34.3
Financial expenses	2.8	1.7	3.5	2.9	3.0	100.0	2.8	1.7	3.5	2.9	3.0
Interest & bank charges	1.9	0.6	2.7	1.9	2.1	84.6	2.2	1.1	3.0	2.1	2.1
Professional fees	1.0	1.1	0.8	1.1	0.9	98.8	1.0	1.1	0.8	1.1	0.9
Other expenses	22.3	27.7	18.6	26.8	17.2	100.0	22.3	27.7	18.6	26.8	17.2
Profit (loss)	7.3	15.5	3.7	2.7	8.1	97.0	7.5	15.5	4.2	2.7	8.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2810 - Commercial Printing Industries

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	66	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	51	--	--	--	--
Total current assets	117	--	--	--	--
Fixed assets	109	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	240	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	83	--	--	--	--
Total current liabilities	96	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	12	--	--	--	--
Other liabilities	87	--	--	--	--
Total liabilities	195	--	--	--	--
Total equity	45	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.4	--	--	--	--
Interest coverage ratio (times)	4.4	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Commercial Printing Industries (SIC 281)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	25	--	--	--	--
Depreciation	17	--	--	--	--
Other	9	--	--	--	--
Dividends	-15	--	--	--	--
Investment activities					
Disposal of fixed assets	12	--	--	--	--
Purchase of fixed assets	-68	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	36	--	--	--	--
Repayment of long term debt	-16	--	--	--	--
Loans from shareholders	17	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	1	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	-7	--	--	--	--
Cash & equivalents - End of the year	-1	--	--	--	--

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

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

Manitoba, Commercial Printing Industries (SIC 281)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	161	50,109	2,342	17	5
less than 20	115	9,657	449	11	5
20 - 99	25	14,765	709	3	-
100 - 499	13	19,059	879	2	-
500 and over	8	6,628	305	1	-
1987					
Total	173	64,977	2,832	24	...
less than 20	123	10,737	456	17	...
20 - 99	29	21,348	939	5	...
100 - 499	13	22,842	1,010	2	...
500 and over	8	10,050	427	-	...

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	69				
Average sales \$	352,908	52,836	113,398	205,177	1,040,219
Average expense \$	315,563	46,076	105,253	192,922	918,001
Average net profit (loss) \$	37,345	6,760	8,145	12,255	122,218
Businesses reporting a profit (No.)	56				
Average sales \$	368,969	57,469	113,192	210,779	1,094,435
Average expense \$	325,603	47,016	100,579	194,297	960,520
Average net profit \$	43,366	10,453	12,613	16,482	133,915
Businesses reporting a loss (No.)	13				
Average sales \$	185,369	42,771	113,983	181,936	402,785
Average expense \$	191,972	44,032	118,545	187,216	418,096
Average net loss \$	-6,603	-1,261	-4,562	-5,280	-15,311
1986					
Number of observations in sample	77				
Average sales \$	233,787	77,764	-	158,142	465,454
Average expense \$	208,510	71,072	-	150,209	404,249
Average net profit (loss) \$	25,277	6,692	-	7,933	61,205
Businesses reporting a profit (No.)	60				
Average sales \$	231,727	78,351	-	151,902	464,929
Average expense \$	202,371	67,107	-	139,566	400,441
Average net profit \$	29,356	11,244	-	12,336	64,488
Businesses reporting a loss (No.)	17				
Average sales \$	247,666	76,284	-	190,103	476,610
Average expense \$	256,970	81,068	-	204,726	485,117
Average net loss \$	-9,304	-4,784	-	-14,623	-8,507
1987					
Number of observations in sample	62				
Average sales \$	334,882	40,781	129,636	291,976	877,134
Average expense \$	313,388	35,003	126,105	282,926	809,518
Average net profit (loss) \$	21,494	5,778	3,531	9,050	67,616
Businesses reporting a profit (No.)	47				
Average sales \$	345,839	37,496	119,770	301,162	924,926
Average expense \$	315,269	30,004	108,094	281,473	841,504
Average net profit \$	30,570	7,492	11,676	19,689	83,422
Businesses reporting a loss (No.)	15				
Average sales \$	278,271	52,065	146,363	275,484	639,170
Average expense \$	286,149	52,175	156,638	285,533	650,251
Average net loss \$	-7,878	-110	-10,275	-10,049	-11,081

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

See Table 1 for symbols and notes

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	15					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	22.1	--	--	--	--	94.4	23.4	--	--	--	--
Occupancy expenses	13.1	--	--	--	--	100.0	13.1	--	--	--	--
Depreciation	6.5	--	--	--	--	94.4	6.9	--	--	--	--
Repairs & maintenance	1.4	--	--	--	--	77.8	1.8	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	81.9	2.3	--	--	--	--
Rent	3.4	--	--	--	--	85.9	4.0	--	--	--	--
Personnel expenses	34.2	--	--	--	--	94.1	36.3	--	--	--	--
Financial expenses	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Interest & bank charges	2.5	--	--	--	--	90.4	2.8	--	--	--	--
Professional fees	1.4	--	--	--	--	91.0	1.6	--	--	--	--
Other expenses	15.2	--	--	--	--	100.0	15.2	--	--	--	--
Profit (loss)	11.4	--	--	--	--	100.0	11.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2820 - Platemaking, Typesetting and Bindery Industry

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	51	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	80	--	--	--	--
Total current assets	111	--	--	--	--
Fixed assets	123	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	250	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	102	--	--	--	--
Total current liabilities	113	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	53	--	--	--	--
Total liabilities	178	--	--	--	--
Total equity	72	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.5	--	--	--	--
Interest coverage ratio (times)	5.2	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	33	--	--	--	--
Other	4	--	--	--	--
Dividends	-7	--	--	--	--
Investment activities					
Disposal of fixed assets	5	--	--	--	--
Purchase of fixed assets	-49	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	16	--	--	--	--
Repayment of long term debt	-39	--	--	--	--
Loans from shareholders	50	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	2	--	--	--	--
Increase(decrease) in cash & equivalents	19	--	--	--	--
Cash & equivalents-Beginning of the year	6	--	--	--	--
Cash & equivalents - End of the year	25	--	--	--	--

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

See Table 1 for symbols and notes.

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

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

Business size expressed in average (labour units(1))	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	41	9,394	473	8	2
less than 20	29	2,233	117	6	2
20 - 99	8	6,816	338	-	-
100 - 499	3	X	7	2	-
500 and over	1	X	11	-	-
1987					
Total	43	12,690	710	6	...
less than 20	28	2,242	127	4	...
20 - 99	11	7,083	361	2	...
100 - 499	4	3,365	222	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	157,743	--	--	--	--
Average expense \$	145,317	--	--	--	--
Average net profit (loss) \$	12,426	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	153,928	--	--	--	--
Average expense \$	141,116	--	--	--	--
Average net profit \$	12,812	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	681,952	--	--	--	--
Average expense \$	700,542	--	--	--	--
Average net loss \$	-18,590	--	--	--	--
1986					
Number of observations in sample	16				
Average sales \$	361,643	--	--	--	--
Average expense \$	355,312	--	--	--	--
Average net profit (loss) \$	6,331	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	553,328	--	--	--	--
Average expense \$	488,354	--	--	--	--
Average net profit \$	64,974	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	332,437	--	--	--	--
Average expense \$	366,955	--	--	--	--
Average net loss \$	-34,518	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	269,545	--	--	--	--
Average expense \$	246,889	--	--	--	--
Average net profit (loss) \$	22,656	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	275,239	--	--	--	--
Average expense \$	240,865	--	--	--	--
Average net profit \$	34,374	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	412,772	--	--	--	--
Average expense \$	420,858	--	--	--	--
Average net loss \$	-8,086	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Publishing Industries (SIC 283)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	8.2	--	--	--	--	32.1	25.5	--	--	--	--
Occupancy expenses	11.8	--	--	--	--	100.0	11.8	--	--	--	--
Depreciation	6.4	--	--	--	--	92.1	6.9	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	44.8	0.9	--	--	--	--
Heat, light & telephone	4.2	--	--	--	--	94.4	4.5	--	--	--	--
Rent	0.8	--	--	--	--	34.1	2.5	--	--	--	--
Personnel expenses	21.9	--	--	--	--	97.1	22.6	--	--	--	--
Financial expenses	4.2	--	--	--	--	97.1	4.4	--	--	--	--
Interest & bank charges	2.7	--	--	--	--	92.1	3.0	--	--	--	--
Professional fees	1.5	--	--	--	--	97.1	1.6	--	--	--	--
Other expenses	75.8	--	--	--	--	100.0	75.8	--	--	--	--
Profit (loss)	-22.0	--	--	--	--	100.0	-22.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 2830 - Publishing Industries

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	58	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	35	--	--	--	--
Total current assets	92	--	--	--	--
Fixed assets	24	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	121	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	96	--	--	--	--
Total current liabilities	109	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	28	--	--	--	--
Total liabilities	137	--	--	--	--
Total equity	-16	--	--	--	--

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

See Table 1 for symbols and notes.

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-8.5	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Publishing Industries (SIC 283)

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

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

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

Manitoba, Publishing Industries (SIC 283)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	55	5,481	333	8	5
less than 20	38	1,641	100	7	3
20 - 99	5	373	22	-	1
100 - 499	11	X	202	1	1
500 and over	1	X	9	-	-
1987					
Total	59	8,714	434	10	...
less than 20	39	1,590	81	7	...
20 - 99	7	615	31	2	...
100 - 499	11	X	297	-	...
500 and over	2	X	25	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	109,004	--	--	--	--
Average expense \$	118,940	--	--	--	--
Average net profit (loss) \$	-9,936	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	149,707	--	--	--	--
Average expense \$	139,240	--	--	--	--
Average net profit \$	10,467	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	121,667	--	--	--	--
Average expense \$	138,333	--	--	--	--
Average net loss \$	-16,666	--	--	--	--
1986					
Number of observations in sample	15				
Average sales \$	301,849	--	--	--	--
Average expense \$	280,439	--	--	--	--
Average net profit (loss) \$	21,410	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	298,384	--	--	--	--
Average expense \$	273,757	--	--	--	--
Average net profit \$	24,627	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	190,879	--	--	--	--
Average expense \$	196,464	--	--	--	--
Average net loss \$	-5,585	--	--	--	--
1987					
Number of observations in sample	11				
Average sales \$	221,928	--	--	--	--
Average expense \$	214,491	--	--	--	--
Average net profit (loss) \$	7,437	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	237,310	--	--	--	--
Average expense \$	198,871	--	--	--	--
Average net profit \$	38,439	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	268,974	--	--	--	--
Average expense \$	291,493	--	--	--	--
Average net loss \$	-22,519	--	--	--	--

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

See Table 1 for symbols and notes

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	14					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	42.8	--	--	--	--	100.0	42.8	--	--	--	--
Occupancy expenses	11.0	--	--	--	--	100.0	11.0	--	--	--	--
Depreciation	1.2	--	--	--	--	90.5	1.3	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	41.0	0.6	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Rent	8.3	--	--	--	--	80.5	10.3	--	--	--	--
Personnel expenses	15.3	--	--	--	--	58.0	26.4	--	--	--	--
Financial expenses	1.0	--	--	--	--	58.0	1.7	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	53.0	1.3	--	--	--	--
Professional fees	0.3	--	--	--	--	58.0	0.5	--	--	--	--
Other expenses	19.1	--	--	--	--	100.0	19.1	--	--	--	--
Profit (loss)	10.8	--	--	--	--	100.0	10.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	---	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3030 - Ornamental and Architectural Metal Products Industries

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

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	132	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	212	--	--	--	--
Total current assets	344	--	--	--	--
Fixed assets	71	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	8	--	--	--	--
Total assets	423	--	--	--	--
Liabilities and equity					
Current loans	68	--	--	--	--
Other current liabilities	143	--	--	--	--
Total current liabilities	210	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	75	--	--	--	--
Total liabilities	290	--	--	--	--
Total equity	133	--	--	--	--

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

See Table 1 for symbols and notes.

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

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.2	--	--	--	--
Interest coverage ratio (times)	2.9	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-7	--	--	--	--
Depreciation	8	--	--	--	--
Other	9	--	--	--	--
Dividends	-8	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-21	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-5	--	--	--	--
Increase(decrease) in cash & equivalents	-23	--	--	--	--
Cash & equivalents-Beginning of the year	-94	--	--	--	--
Cash & equivalents - End of the year	-116	--	--	--	--

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

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	55	13,184	701	9	3
less than 20	43	4,280	226	6	3
20 - 99	8	3,617	193	2	-
100 - 499	3	X	280	1	-
500 and over	1	X	2	-	-
1987					
Total	45	16,866	736	5	...
less than 20	33	5,134	225	3	...
20 - 99	6	4,658	203	-	...
100 - 499	5	X	307	2	...
500 and over	1	X	1	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	10				
Average sales \$	462,575	--	--	--	--
Average expense \$	466,357	--	--	--	--
Average net profit (loss) \$	-3,782	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	185,658	--	--	--	--
Average expense \$	172,152	--	--	--	--
Average net profit \$	13,506	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	690,000	--	--	--	--
Average expense \$	722,000	--	--	--	--
Average net loss \$	-32,000	--	--	--	--
1986					
Number of observations in sample	14				
Average sales \$	402,924	--	--	--	--
Average expense \$	403,908	--	--	--	--
Average net profit (loss) \$	-984	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	345,331	--	--	--	--
Average expense \$	335,664	--	--	--	--
Average net profit \$	9,667	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	526,534	--	--	--	--
Average expense \$	539,159	--	--	--	--
Average net loss \$	-12,625	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	715,304	--	--	--	--
Average expense \$	689,790	--	--	--	--
Average net profit (loss) \$	25,514	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	837,188	--	--	--	--
Average expense \$	772,730	--	--	--	--
Average net profit \$	64,458	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	715,532	--	--	--	--
Average expense \$	795,867	--	--	--	--
Average net loss \$	-80,335	--	--	--	--

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

See Table 1 for symbols and notes

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	14					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	45.3	--	--	--	--	93.8	48.4	--	--	--	--
Occupancy expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Depreciation	2.5	--	--	--	--	87.4	2.9	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	59.7	1.5	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	87.4	2.2	--	--	--	--
Rent	2.2	--	--	--	--	66.8	3.3	--	--	--	--
Personnel expenses	22.3	--	--	--	--	93.8	23.8	--	--	--	--
Financial expenses	3.0	--	--	--	--	92.8	3.2	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	86.4	2.4	--	--	--	--
Professional fees	0.9	--	--	--	--	81.2	1.1	--	--	--	--
Other expenses	12.0	--	--	--	--	100.0	12.0	--	--	--	--
Profit (loss)	9.8	--	--	--	--	100.0	9.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3040 - Stamped, Pressed and Coated Metal Products Industries

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

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	54	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	167	--	--	--	--
Total current assets	221	--	--	--	--
Fixed assets	107	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	48	--	--	--	--
Total assets	376	--	--	--	--
Liabilities and equity					
Current loans	21	--	--	--	--
Other current liabilities	122	--	--	--	--
Total current liabilities	143	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	38	--	--	--	--
Total liabilities	183	--	--	--	--
Total equity	193	--	--	--	--

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

See Table 1 for symbols and notes.

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

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

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.9	--	--	--	--
Interest coverage ratio (times)	6.3	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	74	--	--	--	--
Depreciation	23	--	--	--	--
Other	-42	--	--	--	--
Dividends	-17	--	--	--	--
Investment activities					
Disposal of fixed assets	6	--	--	--	--
Purchase of fixed assets	-20	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	2	--	--	--	--
Financing activities					
Increase in long term debt	8	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-46	--	--	--	--
Advances & loans from government	1	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-63	--	--	--	--
Other	1	--	--	--	--
Increase(decrease) in cash & equivalents	-74	--	--	--	--
Cash & equivalents-Beginning of the year	87	--	--	--	--
Cash & equivalents - End of the year	12	--	--	--	--

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

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	59	21,752	1,334	4	4
less than 20	30	3,389	164	1	2
20 - 99	14	10,152	495	3	1
100 - 499	7	787	38	-	-
500 and over	8	7,424	637	-	1
1987					
Total	59	25,464	1,146	2	...
less than 20	32	3,952	158	1	...
20 - 99	12	11,193	449	1	...
100 - 499	6	2,357	94	-	...
500 and over	9	7,962	445	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	16				
Average sales \$	273,783	--	--	--	--
Average expense \$	258,824	--	--	--	--
Average net profit (loss) \$	14,959	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	277,014	--	--	--	--
Average expense \$	258,744	--	--	--	--
Average net profit \$	18,270	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	90,000	--	--	--	--
Average expense \$	107,000	--	--	--	--
Average net loss \$	-17,000	--	--	--	--
1986					
Number of observations in sample	22				
Average sales \$	284,320	--	--	--	--
Average expense \$	246,115	--	--	--	--
Average net profit (loss) \$	38,205	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	278,592	--	--	--	--
Average expense \$	236,161	--	--	--	--
Average net profit \$	42,431	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	707,713	--	--	--	--
Average expense \$	726,714	--	--	--	--
Average net loss \$	-19,001	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	567,017	--	--	--	--
Average expense \$	506,892	--	--	--	--
Average net profit (loss) \$	60,125	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	560,202	--	--	--	--
Average expense \$	479,522	--	--	--	--
Average net profit \$	80,680	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	169,887	--	--	--	--
Average expense \$	183,759	--	--	--	--
Average net loss \$	-13,872	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Machine Shop Industry (SIC 3081)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.4	--	--	--	--	92.0	32.0	--	--	--	--
Occupancy expenses	10.9	--	--	--	--	100.0	10.9	--	--	--	--
Depreciation	4.4	--	--	--	--	93.2	4.8	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	66.9	1.3	--	--	--	--
Heat, light & telephone	2.7	--	--	--	--	91.6	3.0	--	--	--	--
Rent	2.9	--	--	--	--	48.2	6.0	--	--	--	--
Personnel expenses	37.5	--	--	--	--	100.0	37.5	--	--	--	--
Financial expenses	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Interest & bank charges	2.8	--	--	--	--	94.0	3.0	--	--	--	--
Professional fees	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Other expenses	13.8	--	--	--	--	100.0	13.8	--	--	--	--
Profit (loss)	4.4	--	--	--	--	100.0	4.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 3081 - Machine Shop Industry

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

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

Manitoba, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	61	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	73	--	--	--	--
Total current assets	135	--	--	--	--
Fixed assets	107	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	10	--	--	--	--
Total assets	252	--	--	--	--
Liabilities and equity					
Current loans	27	--	--	--	--
Other current liabilities	63	--	--	--	--
Total current liabilities	90	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	55	--	--	--	--
Total liabilities	159	--	--	--	--
Total equity	93	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Machine Shop Industry (SIC 3081)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.7	--	--	--	--
Interest coverage ratio (times)	3.1	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Machine Shop Industry (SIC 3081)

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

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

See Table 1 for symbols and notes.

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

Manitoba, Machine Shop Industry (SIC 3081)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	67	14,730	792	9	5
less than 20	54	4,582	241	8	5
20 - 99	12	X	432	1	-
100 - 499	1	X	119	-	-
500 and over	-	-	-	-	-
1987					
Total	75	18,699	781	8	...
less than 20	67	7,318	303	8	...
20 - 99	6	X	258	-	...
100 - 499	2	X	220	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Machine Shop Industry (SIC 3081)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	244,044	--	--	--	--
Average expense \$	226,957	--	--	--	--
Average net profit (loss) \$	17,087	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	357,898	--	--	--	--
Average expense \$	316,824	--	--	--	--
Average net profit \$	41,074	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	152,499	--	--	--	--
Average expense \$	165,418	--	--	--	--
Average net loss \$	-12,919	--	--	--	--
1986					
Number of observations in sample	38				
Average sales \$	185,201	--	--	--	--
Average expense \$	175,947	--	--	--	--
Average net profit (loss) \$	9,254	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	200,891	--	--	--	--
Average expense \$	184,899	--	--	--	--
Average net profit \$	15,992	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	108,413	--	--	--	--
Average expense \$	117,553	--	--	--	--
Average net loss \$	-9,140	--	--	--	--
1987					
Number of observations in sample	41				
Average sales \$	353,960	--	--	--	--
Average expense \$	335,676	--	--	--	--
Average net profit (loss) \$	18,284	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	371,438	--	--	--	--
Average expense \$	341,585	--	--	--	--
Average net profit \$	29,853	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	320,079	--	--	--	--
Average expense \$	336,916	--	--	--	--
Average net loss \$	-16,837	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	137					
Low sales value (\$000's)	(1)	(1)	72	164	359	
High sales value (\$000's)	(1)	72	164	359	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	27.8	19.0	30.1	29.2	32.5	75.7	36.7	28.9	46.0	34.7	37.2
Occupancy expenses	5.1	11.0	5.6	2.0	1.8	88.5	5.7	11.6	7.4	2.3	1.9
Depreciation	2.2	5.7	1.6	1.0	0.6	74.2	3.0	7.9	2.5	1.3	0.7
Repairs & maintenance	0.3	0.7	0.2	0.4	0.1	32.1	1.1	1.9	0.8	1.1	0.3
Heat, light & telephone	0.7	1.7	0.5	0.4	0.4	64.8	1.1	3.4	1.0	0.5	0.4
Rent	1.8	2.9	3.3	0.2	0.7	44.9	4.0	5.4	10.6	0.6	1.3
Personnel expenses	19.2	28.9	17.6	14.3	16.2	83.1	23.1	33.6	23.9	19.0	16.7
Financial expenses	2.8	6.1	1.9	1.6	1.6	95.0	2.9	6.1	2.1	1.8	1.6
Interest & bank charges	2.0	4.6	1.4	1.1	1.0	79.1	2.5	5.3	1.7	1.4	1.4
Professional fees	0.8	1.6	0.5	0.6	0.6	82.4	1.0	1.7	0.8	0.7	0.6
Other expenses	40.9	40.7	31.6	46.6	44.8	99.8	41.0	40.7	31.8	46.6	44.8
Profit (loss)	4.2	-5.8	13.1	6.2	3.2	95.1	4.5	-6.7	13.1	6.3	3.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4011 - Single Family Housing Contractors

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

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

Manitoba, Single Family Housing (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	55	245	480
High sales value (\$000's)	(1)	55	245	480	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	25	-	13	15	69
Inventory	-	-	-	-	-
Other current assets	84	39	37	62	197
Total current assets	109	39	50	78	266
Fixed assets	20	23	7	24	27
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	-	11	15	26
Total assets	142	62	67	117	319
Liabilities and equity					
Current loans	20	8	22	19	31
Other current liabilities	69	29	36	42	168
Total current liabilities	89	37	57	61	200
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	1	2
Other liabilities	32	38	15	28	49
Total liabilities	122	75	72	89	251
Total equity	20	-13	-5	28	68

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

See Table 1 for symbols and notes.

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

Manitoba, Single Family Housing (SIC 4011)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	55	245	480
High sales value (\$000's)	(1)	55	245	480	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.2	1.0	0.9	1.3	1.3
Leverage ratios					
Debt/equity ratio (times)	6.2	-5.7	-13.6	3.2	3.7
Interest coverage ratio (times)	2.5	...	2.2	4.4	2.9
Debt ratio (times)	0.9	1.2	1.1	0.8	0.8

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	51				
Low sales value (\$000's)	(1)	(1)	55	236	493
High sales value (\$000's)	(1)	55	236	493	(1)
Average (\$000's)					
Operating activities					
Cash from operations	3	-25	-8	14	29
Depreciation	6	7	5	2	9
Other	-38	-50	-100	-	-11
Dividends	-2	-	-1	-5	-2
Investment activities					
Disposal of fixed assets	9	-	22	1	15
Purchase of fixed assets	-15	-15	-14	-10	-23
Increase in investment	-2	-	-	-5	-1
Decrease in investment	4	-	-	12	3
Financing activities					
Increase in long term debt	18	-	76	-	3
Repayment of long term debt	-2	-2	-	-	-8
Loans from shareholders	7	-	6	12	8
Repayment of loans from shareholders	-6	-	-	-7	-18
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	1	-	-	-	2
Increase(decrease) in cash & equivalents	-18	-85	-12	14	7
Cash & equivalents-Beginning of the year	-18	-74	-1	-13	16
Cash & equivalents - End of the year	-36	-159	-13	1	23

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

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

Manitoba, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	748	54,592	2,522	192	111
less than 20	730	29,218	1,343	188	108
20 - 99	15	9,444	449	3	3
100 - 499	2	x	153	1	-
500 and over	1	x	577	-	-
1987					
Total	899	62,791	2,577	190	...
less than 20	875	39,448	1,600	187	...
20 - 99	21	14,261	610	2	...
100 - 499	3	9,082	367	1	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Single Family Housing (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	154				
Average sales \$	213,096	45,966	93,411	138,062	574,944
Average expense \$	199,080	34,906	90,493	125,885	545,034
Average net profit (loss) \$	14,016	11,060	2,918	12,177	29,910
Businesses reporting a profit (No.)	130				
Average sales \$	221,664	48,931	91,027	135,364	611,333
Average expense \$	198,484	35,919	75,036	120,438	562,541
Average net profit \$	23,180	13,012	15,991	14,926	48,792
Businesses reporting a loss (No.)	24				
Average sales \$	193,161	28,680	94,316	159,773	489,873
Average expense \$	199,794	28,999	96,360	169,711	504,106
Average net loss \$	-6,633	-319	-2,044	-9,938	-14,233
1986					
Number of observations in sample	203				
Average sales \$	309,165	54,112	114,193	229,245	839,110
Average expense \$	292,564	33,834	96,102	222,910	817,409
Average net profit (loss) \$	16,601	20,278	18,091	6,335	21,701
Businesses reporting a profit (No.)	158				
Average sales \$	350,654	51,729	113,444	228,394	1,009,048
Average expense \$	322,505	26,299	93,393	208,269	962,037
Average net profit \$	28,149	25,430	20,051	20,105	47,011
Businesses reporting a loss (No.)	45				
Average sales \$	255,863	66,580	133,838	230,848	591,385
Average expense \$	274,362	73,272	167,159	250,437	606,578
Average net loss \$	-18,699	-6,692	-33,321	-19,589	-15,193
1987					
Number of observations in sample	172				
Average sales \$	283,624	51,054	121,152	256,795	705,493
Average expense \$	271,255	53,660	106,059	242,487	682,814
Average net profit (loss) \$	12,369	-2,606	15,093	14,308	22,679
Businesses reporting a profit (No.)	138				
Average sales \$	294,764	55,379	116,573	265,642	741,461
Average expense \$	273,575	48,379	97,314	244,052	704,555
Average net profit \$	21,189	7,000	19,259	21,590	36,906
Businesses reporting a loss (No.)	34				
Average sales \$	248,527	45,396	139,295	227,842	581,575
Average expense \$	261,638	60,570	140,708	237,364	607,908
Average net loss \$	-13,111	-15,174	-1,413	-9,522	-26,333

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

See Table 1 for symbols and notes

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

Manitoba, Residential Renovation (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	68					
Low sales value (\$000's)	(1)	(1)	38	55	108	
High sales value (\$000's)	(1)	38	55	108	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	23.3	9.7	27.0	26.0	28.2	60.5	38.6	25.9	42.6	36.8	42.1
Occupancy expenses	5.8	7.8	7.4	3.7	4.5	95.1	6.1	7.8	8.1	3.9	4.5
Depreciation	2.7	3.7	3.3	1.7	2.3	76.8	3.6	4.3	5.6	2.3	2.6
Repairs & maintenance	1.4	1.6	2.3	0.9	0.8	43.9	3.2	4.2	4.5	2.1	1.9
Heat, light & telephone	1.0	2.1	1.1	0.3	0.7	71.0	1.4	2.4	2.0	0.6	0.8
Rent	0.7	0.4	0.8	0.8	0.6	47.8	1.4	1.6	1.3	2.2	1.0
Personnel expenses	12.7	7.3	11.4	13.3	18.3	68.0	18.7	19.4	15.7	19.2	21.0
Financial expenses	2.0	2.3	2.2	2.3	1.1	87.8	2.2	2.7	2.4	3.0	1.1
Interest & bank charges	1.3	1.9	1.3	1.3	0.7	68.3	1.9	2.6	2.0	2.3	0.9
Professional fees	0.7	0.4	0.9	0.9	0.4	68.9	1.0	0.8	1.3	1.3	0.4
Other expenses	38.4	41.9	35.9	36.6	40.2	99.8	38.5	41.9	35.9	36.6	40.5
Profit (loss)	17.7	30.9	16.1	18.0	7.9	99.7	17.8	30.9	16.1	18.0	8.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4013 - Residential Renovation Contractors

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

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

Manitoba, Residential Renovation (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	37	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	31	--	--	--	--
Total current assets	67	--	--	--	--
Fixed assets	25	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	24	--	--	--	--
Total assets	116	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	55	--	--	--	--
Total current liabilities	64	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	36	--	--	--	--
Total liabilities	101	--	--	--	--
Total equity	15	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Residential Renovation (SIC 4013)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	6.8	--	--	--	--
Interest coverage ratio (times)	6.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Residential Renovation (SIC 4013)

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

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

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

Manitoba, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	748	54,592	2,522	192	111
less than 20	730	29,218	1,343	188	108
20 - 99	15	9,444	449	3	3
100 - 499	2	X	153	1	-
500 and over	1	X	577	-	-
1987					
Total	899	62,791	2,577	190	...
less than 20	875	39,448	1,600	187	...
20 - 99	21	14,261	610	2	...
100 - 499	3	9,082	367	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	61				
Average sales \$	129,635	42,894	82,150	106,565	286,930
Average expense \$	122,165	34,780	80,153	93,840	279,887
Average net profit (loss) \$	7,470	8,114	1,997	12,725	7,043
Businesses reporting a profit (No.)	51				
Average sales \$	130,019	45,880	82,150	105,095	286,950
Average expense \$	119,616	33,010	80,153	88,029	277,272
Average net profit \$	10,403	12,870	1,997	17,066	9,678
Businesses reporting a loss (No.)	10				
Average sales \$	144,857	35,660	-	112,144	286,766
Average expense \$	152,030	39,067	-	115,887	301,137
Average net loss \$	-7,173	-3,407	-	-3,743	-14,371
1986					
Number of observations in sample	116				
Average sales \$	102,997	32,441	48,257	66,601	264,689
Average expense \$	93,668	22,138	35,140	63,974	253,421
Average net profit (loss) \$	9,329	10,303	13,117	2,627	11,268
Businesses reporting a profit (No.)	92				
Average sales \$	107,242	32,448	48,216	71,129	277,174
Average expense \$	91,921	21,893	30,803	54,784	260,203
Average net profit \$	15,321	10,555	17,413	16,345	16,971
Businesses reporting a loss (No.)	24				
Average sales \$	90,692	32,158	48,416	65,438	216,754
Average expense \$	94,545	32,690	51,774	66,334	227,383
Average net loss \$	-3,853	-532	-3,358	-896	-10,629
1987					
Number of observations in sample	85				
Average sales \$	114,273	32,751	49,402	82,469	292,468
Average expense \$	100,157	24,218	38,177	66,958	271,274
Average net profit (loss) \$	14,116	8,533	11,225	15,511	21,194
Businesses reporting a profit (No.)	78				
Average sales \$	108,258	31,420	49,763	79,918	271,931
Average expense \$	92,178	21,176	37,470	62,349	247,718
Average net profit \$	16,080	10,244	12,293	17,569	24,213
Businesses reporting a loss (No.)	7				
Average sales \$	184,850	40,256	44,724	107,399	547,019
Average expense \$	190,987	41,365	47,330	112,001	563,252
Average net loss \$	-6,137	-1,109	-2,606	-4,602	-16,233

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

See Table 1 for symbols and notes.

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

Manitoba, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	56				
Low sales value (\$000's)	(1)	(1)	38	71	196
High sales value (\$000's)	(1)	38	71	196	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	12.3	14.5	15.8	14.2	5.1	38.5	32.0	42.7	33.8	49.5	11.8
Occupancy expenses	23.9	25.8	24.2	20.7	25.3	100.0	23.9	25.8	24.2	20.7	25.3
Depreciation	11.6	13.4	11.4	10.9	10.8	90.2	12.8	13.4	14.2	12.1	11.7
Repairs & maintenance	8.4	8.2	7.6	8.1	9.5	79.6	10.5	8.2	11.3	12.1	10.9
Heat, light & telephone	1.4	3.0	0.9	1.0	0.9	76.5	1.8	3.4	1.7	1.5	0.9
Rent	2.7	1.3	4.3	0.7	4.0	56.8	4.7	3.0	8.4	1.4	4.9
Personnel expenses	16.7	11.3	7.8	13.5	33.2	76.2	21.9	20.9	13.5	15.0	33.2
Financial expenses	4.3	8.0	2.5	3.4	4.0	97.5	4.4	8.0	2.5	3.8	4.0
Interest & bank charges	3.3	6.2	1.5	2.4	3.3	92.7	3.6	6.2	1.9	3.1	3.4
Professional fees	1.0	1.8	0.7	1.1	0.7	90.1	1.1	2.7	0.7	1.2	0.7
Other expenses	32.9	33.4	37.3	33.6	27.3	100.0	32.9	33.4	37.3	33.6	27.3
Profit (loss)	9.8	7.0	12.3	14.5	5.1	97.2	10.1	8.0	12.3	14.5	5.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4214 - Excavating and Grading Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	50	--	--	--	--
Total current assets	73	--	--	--	--
Fixed assets	164	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	16	--	--	--	--
Total assets	254	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	66	--	--	--	--
Total current liabilities	75	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	95	--	--	--	--
Total liabilities	173	--	--	--	--
Total equity	81	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Excavating and Grading (SIC 4214)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.1	--	--	--	--
Interest coverage ratio (times)	3.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	31	--	--	--	--
Depreciation	40	--	--	--	--
Other	-9	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	12	--	--	--	--
Purchase of fixed assets	-67	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	44	--	--	--	--
Repayment of long term debt	-26	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-7	--	--	--	--
Increase(decrease) in cash & equivalents	17	--	--	--	--
Cash & equivalents-Beginning of the year	15	--	--	--	--
Cash & equivalents - End of the year	32	--	--	--	--

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

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

Manitoba, Excavating and Grading (SIC 4214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	140	6,713	297	30	14
less than 20	139	X	250	30	14
20 - 99	1	X	47	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	166	12,086	474	25	...
less than 20	163	8,178	322	25	...
20 - 99	1	X	22	-	...
100 - 499	2	X	130	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	114				
Average sales \$	123,217	31,405	44,428	74,059	342,975
Average expense \$	109,150	26,292	39,360	60,678	310,269
Average net profit (loss) \$	14,067	5,113	5,068	13,381	32,706
Businesses reporting a profit (No.)	98				
Average sales \$	119,700	31,447	44,264	73,203	329,887
Average expense \$	102,585	25,318	36,105	52,860	296,055
Average net profit \$	17,115	6,129	8,159	20,343	33,832
Businesses reporting a loss (No.)	16				
Average sales \$	241,049	30,899	44,905	75,981	812,411
Average expense \$	246,288	38,064	48,782	78,235	820,069
Average net loss \$	-5,239	-7,165	-3,877	-2,254	-7,658
1986					
Number of observations in sample	146				
Average sales \$	137,712	49,541	97,921	135,357	268,027
Average expense \$	125,651	41,929	82,593	121,176	256,904
Average net profit (loss) \$	12,061	7,612	15,328	14,181	11,123
Businesses reporting a profit (No.)	115				
Average sales \$	132,175	51,766	97,217	135,188	244,529
Average expense \$	116,989	38,298	81,508	119,770	228,380
Average net profit \$	15,186	13,468	15,709	15,418	16,149
Businesses reporting a loss (No.)	31				
Average sales \$	173,881	45,769	127,355	137,468	384,931
Average expense \$	178,403	48,086	128,001	138,715	398,810
Average net loss \$	-4,522	-2,317	-646	-1,247	-13,879
1987					
Number of observations in sample	57				
Average sales \$	171,098	30,981	57,895	120,472	475,043
Average expense \$	156,955	26,656	53,609	104,261	443,295
Average net profit (loss) \$	14,143	4,325	4,286	16,211	31,748
Businesses reporting a profit (No.)	44				
Average sales \$	177,605	31,055	56,419	125,150	497,796
Average expense \$	156,849	25,573	48,933	104,895	447,896
Average net profit \$	20,756	5,482	7,486	20,155	49,900
Businesses reporting a loss (No.)	13				
Average sales \$	144,082	29,858	60,829	99,106	386,533
Average expense \$	158,039	42,948	62,906	100,910	425,393
Average net loss \$	-13,957	-13,090	-2,077	-1,804	-38,860

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

See Table 1 for symbols and notes

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

Manitoba, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	19.4	--	--	--	--	63.8	30.3	--	--	--	--
Occupancy expenses	13.6	--	--	--	--	100.0	13.6	--	--	--	--
Depreciation	7.4	--	--	--	--	94.2	7.9	--	--	--	--
Repairs & maintenance	3.7	--	--	--	--	69.7	5.3	--	--	--	--
Heat, light & telephone	0.9	--	--	--	--	62.4	1.5	--	--	--	--
Rent	1.5	--	--	--	--	54.5	2.8	--	--	--	--
Personnel expenses	26.9	--	--	--	--	90.8	29.6	--	--	--	--
Financial expenses	3.0	--	--	--	--	94.5	3.2	--	--	--	--
Interest & bank charges	2.3	--	--	--	--	93.3	2.5	--	--	--	--
Professional fees	0.7	--	--	--	--	74.1	0.9	--	--	--	--
Other expenses	26.1	--	--	--	--	100.0	26.1	--	--	--	--
Profit (loss)	11.1	--	--	--	--	98.8	11.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4219 - Other Site Work

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

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

Manitoba, Other Site Work (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	27	--	--	--	--
Total current assets	41	--	--	--	--
Fixed assets	75	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	123	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	23	--	--	--	--
Total current liabilities	32	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	59	--	--	--	--
Total liabilities	102	--	--	--	--
Total equity	20	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Other Site Work (SIC 4219)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.0	--	--	--	--
Interest coverage ratio (times)	2.5	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Other Site Work (SIC 4219)

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

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

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

Manitoba, Other Site Work (SIC 4219)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	77	3,694	162	21	10
less than 20	76	X	109	21	10
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	53	-	-
1987					
Total	94	5,458	213	19	...
less than 20	92	3,785	148	19	...
20 - 99	1	X	29	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	36	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	97,244	--	--	--	--
Average expense \$	88,113	--	--	--	--
Average net profit (loss) \$	9,131	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	96,884	--	--	--	--
Average expense \$	85,271	--	--	--	--
Average net profit \$	11,613	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	248,649	--	--	--	--
Average expense \$	259,036	--	--	--	--
Average net loss \$	-10,387	--	--	--	--
1986					
Number of observations in sample	41				
Average sales \$	181,910	--	--	--	--
Average expense \$	163,196	--	--	--	--
Average net profit (loss) \$	18,714	--	--	--	--
Businesses reporting a profit (No.)	35				
Average sales \$	183,788	--	--	--	--
Average expense \$	164,180	--	--	--	--
Average net profit \$	19,608	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	139,110	--	--	--	--
Average expense \$	144,970	--	--	--	--
Average net loss \$	-5,860	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	123,495	--	--	--	--
Average expense \$	116,202	--	--	--	--
Average net profit (loss) \$	7,293	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	128,843	--	--	--	--
Average expense \$	116,239	--	--	--	--
Average net profit \$	12,604	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	157,075	--	--	--	--
Average expense \$	166,755	--	--	--	--
Average net loss \$	-9,680	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Concrete Pouring & Finishing (SIC 4224)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	52					
Low sales value (\$000's)	(1)	(1)	57	133	252	(1)
High sales value (\$000's)	(1)					

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	27.1	28.9	21.0	22.4	36.8	76.8	35.3	43.5	27.6	33.0	38.3
Occupancy expenses	6.1	7.5	5.5	5.0	6.5	100.0	6.1	7.5	5.5	5.0	6.5
Depreciation	3.1	5.0	2.1	2.6	3.1	96.2	3.2	5.0	2.1	2.8	3.3
Repairs & maintenance	0.9	0.2	0.6	1.3	1.3	49.1	1.8	0.3	1.6	2.2	2.6
Heat, light & telephone	0.5	-	0.9	0.4	0.6	57.4	0.9	0.2	1.4	0.7	0.8
Rent	1.6	2.3	1.9	0.7	1.5	73.7	2.1	2.8	2.8	1.0	1.9
Personnel expenses	26.0	14.2	27.0	34.5	26.7	96.0	27.1	14.2	29.7	34.5	28.5
Financial expenses	1.1	0.7	1.4	0.8	1.4	81.8	1.3	1.3	1.7	0.9	1.4
Interest & bank charges	0.6	0.3	0.7	0.5	0.9	59.0	1.0	0.9	1.3	0.7	1.2
Professional fees	0.5	0.3	0.7	0.3	0.5	74.6	0.6	1.0	0.9	0.4	0.5
Other expenses	26.9	32.5	27.7	23.7	24.2	100.0	26.9	32.5	27.7	23.7	24.2
Profit (loss)	12.9	18.3	17.3	13.6	4.5	99.0	13.0	18.3	17.3	13.6	4.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4224 - Concrete Pouring and Finishing Contractors

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

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

Manitoba, Concrete Pouring & Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	41	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	29	--	--	--	--
Total current assets	70	--	--	--	--
Fixed assets	51	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	8	--	--	--	--
Total assets	129	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	51	--	--	--	--
Total current liabilities	62	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	29	--	--	--	--
Total liabilities	98	--	--	--	--
Total equity	31	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Concrete Pouring & Finishing (SIC 4224)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.2	--	--	--	--
Interest coverage ratio (times)	6.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Concrete Pouring & Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-2	--	--	--	--
Depreciation	11	--	--	--	--
Other	19	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-32	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	23	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	17	--	--	--	--
Cash & equivalents-Beginning of the year	-19	--	--	--	--
Cash & equivalents - End of the year	-3	--	--	--	--

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

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

Manitoba, Concrete Pouring & Finishing (SIC 4224)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	107	7,689	339	15	12
less than 20	104	6,319	279	14	12
20 - 99	3	1,370	60	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	132	12,535	490	25	...
less than 20	126	9,225	361	23	...
20 - 99	5	X	129	1	...
100 - 499	1	X	-	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	66				
Average sales \$	165,214	32,182	67,353	81,396	479,923
Average expense \$	147,397	19,730	37,058	77,800	455,001
Average net profit (loss) \$	17,817	12,452	30,295	3,596	24,922
Businesses reporting a profit (No.)	62				
Average sales \$	173,128	32,182	67,353	79,313	513,664
Average expense \$	154,429	19,730	37,058	75,191	485,736
Average net profit \$	18,699	12,452	30,295	4,122	27,928
Businesses reporting a loss (No.)	4				
Average sales \$	149,583	-	-	110,059	189,106
Average expense \$	151,904	-	-	113,716	190,092
Average net loss \$	-2,321	-	-	-3,657	-986
1986					
Number of observations in sample	81				
Average sales \$	270,555	64,510	113,868	216,452	687,389
Average expense \$	247,391	54,174	102,781	196,630	635,980
Average net profit (loss) \$	23,164	10,336	11,087	19,822	51,409
Businesses reporting a profit (No.)	64				
Average sales \$	289,558	64,801	107,509	218,026	767,897
Average expense \$	254,321	49,576	90,827	186,240	690,839
Average net profit \$	35,237	15,225	16,682	31,786	77,258
Businesses reporting a loss (No.)	17				
Average sales \$	224,717	63,692	128,691	212,482	494,002
Average expense \$	231,312	67,078	130,647	222,840	504,684
Average net loss \$	-6,595	-3,386	-1,956	-10,358	-10,682
1987					
Number of observations in sample	62				
Average sales \$	240,000	45,574	93,101	177,046	644,278
Average expense \$	219,999	38,061	74,666	152,332	614,936
Average net profit (loss) \$	20,001	7,513	18,435	24,714	29,342
Businesses reporting a profit (No.)	50				
Average sales \$	252,867	45,574	91,267	177,224	697,804
Average expense \$	227,675	38,061	65,245	151,081	656,314
Average net profit \$	25,292	7,513	26,022	26,143	41,490
Businesses reporting a loss (No.)	12				
Average sales \$	246,950	-	99,491	173,716	467,642
Average expense \$	253,878	-	107,507	175,736	478,391
Average net loss \$	-6,928	-	-8,016	-2,020	-10,749

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

See Table 1 for symbols and notes

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

Manitoba, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	25.4	--	--	--	--	73.8	34.4	--	--	--	--
Occupancy expenses	3.6	--	--	--	--	93.4	3.8	--	--	--	--
Depreciation	1.4	--	--	--	--	82.5	1.7	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	33.9	1.3	--	--	--	--
Heat, light & telephone	0.7	--	--	--	--	59.4	1.2	--	--	--	--
Rent	1.0	--	--	--	--	71.1	1.5	--	--	--	--
Personnel expenses	27.7	--	--	--	--	92.5	29.9	--	--	--	--
Financial expenses	1.0	--	--	--	--	80.9	1.3	--	--	--	--
Interest & bank charges	0.5	--	--	--	--	59.0	0.9	--	--	--	--
Professional fees	0.5	--	--	--	--	80.9	0.7	--	--	--	--
Other expenses	24.9	--	--	--	--	100.0	24.9	--	--	--	--
Profit (loss)	17.4	--	--	--	--	88.2	19.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4231 - Masonry Contractors

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

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

Manitoba, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	17	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	30	--	--	--	--
Total current assets	47	--	--	--	--
Fixed assets	9	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	2	--	--	--	--
Total assets	58	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	38	--	--	--	--
Total current liabilities	42	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	43	--	--	--	--
Total equity	14	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Masonry Work (SIC 4231)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.0	--	--	--	--
Interest coverage ratio (times)	17.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	16	--	--	--	--
Depreciation	22	--	--	--	--
Other	-20	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	14	--	--	--	--
Purchase of fixed assets	-85	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	21	--	--	--	--
Repayment of long term debt	-14	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-26	--	--	--	--
Cash & equivalents-Beginning of the year	-70	--	--	--	--
Cash & equivalents - End of the year	-96	--	--	--	--

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

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

Manitoba, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	138	17,805	878	26	10
less than 20	84	7,883	393	15	7
20 - 99	35	5,040	252	8	1
100 - 499	18	X	222	3	2
500 and over	1	X	11	-	-
1987					
Total	138	21,415	839	14	...
less than 20	82	10,267	404	6	...
20 - 99	29	5,861	229	4	...
100 - 499	26	X	196	4	...
500 and over	1	X	10	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	9				
Average sales \$	651,335	--	--	--	--
Average expense \$	576,608	--	--	--	--
Average net profit (loss) \$	74,727	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	741,388	--	--	--	--
Average expense \$	576,696	--	--	--	--
Average net profit \$	164,692	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	850,000	--	--	--	--
Average expense \$	961,500	--	--	--	--
Average net loss \$	-111,500	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	494,914	--	--	--	--
Average expense \$	457,567	--	--	--	--
Average net profit (loss) \$	37,347	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	549,714	--	--	--	--
Average expense \$	492,001	--	--	--	--
Average net profit \$	57,713	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	253,443	--	--	--	--
Average expense \$	262,207	--	--	--	--
Average net loss \$	-8,764	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	763,532	--	--	--	--
Average expense \$	744,400	--	--	--	--
Average net profit (loss) \$	19,132	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	790,519	--	--	--	--
Average expense \$	757,513	--	--	--	--
Average net profit \$	33,006	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	732,581	--	--	--	--
Average expense \$	740,222	--	--	--	--
Average net loss \$	-7,641	--	--	--	--

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	18										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.5	--	--	--	--	67.4	57.1	--	--	--	--
Occupancy expenses	6.0	--	--	--	--	97.1	6.2	--	--	--	--
Depreciation	4.2	--	--	--	--	93.4	4.5	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	43.5	0.4	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	97.1	1.1	--	--	--	--
Rent	0.6	--	--	--	--	43.5	1.3	--	--	--	--
Personnel expenses	27.7	--	--	--	--	100.0	27.7	--	--	--	--
Financial expenses	1.5	--	--	--	--	90.8	1.6	--	--	--	--
Interest & bank charges	1.2	--	--	--	--	88.5	1.4	--	--	--	--
Professional fees	0.2	--	--	--	--	51.4	0.5	--	--	--	--
Other expenses	21.6	--	--	--	--	100.0	21.6	--	--	--	--
Profit (loss)	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5731 - Wholesale Industrial Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in any type of new and used industrial machinery, equipment, supplies and parts, including non-electric powerhouse and power transmission equipment, materials handling equipment and industrial tractors. This industry also includes wholesale chemical industries machinery, equipment and supplies; wholesale compressors and vacuum pumps; wholesale conveying equipment (except farm); wholesale elevating machinery (except farm); wholesale food and beverage processing machinery; wholesale foundry machinery and equipment; wholesale hoisting machinery and equipment (except construction and forestry); wholesale industrial furnaces, kilns and ovens; wholesale industrial machinery, equipment and supplies; wholesale lift trucks (except construction and forestry); wholesale mechanical and power transmission equipment; wholesale metal working machinery; wholesale power plant machinery; wholesale power transmission equipment (except electrical); wholesale powerhouse equipment (except electrical); wholesale printing and lithographing industries machinery; wholesale pulp and paper industry machinery; wholesale industrial pumps; wholesale textile industries machinery, equipment and supplies and wholesale welding and machinery.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	141	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	136	--	--	--	--
Total current assets	277	--	--	--	--
Fixed assets	52	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	1	--	--	--	--
Total assets	330	--	--	--	--
Liabilities and equity					
Current loans	43	--	--	--	--
Other current liabilities	158	--	--	--	--
Total current liabilities	201	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	21	--	--	--	--
Other liabilities	24	--	--	--	--
Total liabilities	246	--	--	--	--
Total equity	84	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.9	--	--	--	--
Interest coverage ratio (times)	4.3	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	7	--	--	--	--
Depreciation	8	--	--	--	--
Other	-9	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	3	--	--	--	--
Purchase of fixed assets	-18	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	6	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	16	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	-29	--	--	--	--
Cash & equivalents - End of the year	-24	--	--	--	--

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

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

Manitoba, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	242	38,249	1,998	22	20
less than 20	221	19,476	1,022	21	17
20 - 99	20	X	470	1	3
100 - 499	-	-	-	-	-
500 and over	1	X	506	-	-
1987					
Total	218	44,702	2,210	11	...
less than 20	190	18,028	894	10	...
20 - 99	25	11,720	574	1	...
100 - 499	2	X	190	-	...
500 and over	1	X	552	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	32				
Average sales \$	429,644	--	--	--	--
Average expense \$	396,928	--	--	--	--
Average net profit (loss) \$	32,716	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	433,324	--	--	--	--
Average expense \$	395,553	--	--	--	--
Average net profit \$	37,771	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	435,405	--	--	--	--
Average expense \$	442,783	--	--	--	--
Average net loss \$	-7,378	--	--	--	--
1986					
Number of observations in sample	41				
Average sales \$	455,030	--	--	--	--
Average expense \$	440,641	--	--	--	--
Average net profit (loss) \$	14,389	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	445,460	--	--	--	--
Average expense \$	422,502	--	--	--	--
Average net profit \$	22,958	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	440,898	--	--	--	--
Average expense \$	453,308	--	--	--	--
Average net loss \$	-12,410	--	--	--	--
1987					
Number of observations in sample	68				
Average sales \$	636,388	84,041	246,810	666,823	1,547,878
Average expense \$	634,333	102,211	252,918	645,859	1,536,345
Average net profit (loss) \$	2,055	-18,170	-6,108	20,964	11,533
Businesses reporting a profit (No.)	40				
Average sales \$	611,359	57,910	213,408	661,729	1,512,390
Average expense \$	586,872	50,778	203,022	632,655	1,461,034
Average net profit \$	24,487	7,132	10,386	29,074	51,356
Businesses reporting a loss (No.)	28				
Average sales \$	663,667	94,621	269,337	696,576	1,594,132
Average expense \$	691,771	123,036	286,589	722,976	1,634,503
Average net loss \$	-28,104	-28,415	-17,232	-26,400	-40,371

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

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	60				
Low sales value (\$000's)	(1)	(1)	149	345	1.025
High sales value (\$000's)	(1)	149	345	1.025	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	61.0	47.0	61.6	65.5	69.3	96.8	63.2	51.5	65.0	65.5	69.3
Occupancy expenses	6.3	9.7	8.1	4.9	2.8	97.8	6.5	10.7	8.1	4.9	2.8
Depreciation	1.7	1.3	3.4	1.4	0.9	80.6	2.2	2.4	4.4	1.6	0.9
Repairs & maintenance	0.5	0.4	0.4	0.8	0.5	86.1	0.7	0.9	0.5	1.1	0.6
Heat, light & telephone	1.7	1.8	3.0	1.9	0.8	95.0	1.8	2.1	3.2	1.3	0.8
Rent	2.4	6.3	1.3	1.4	0.6	72.2	3.3	7.9	2.4	1.6	1.0
Personnel expenses	14.0	15.5	17.8	13.5	9.2	93.7	14.9	20.9	17.8	13.5	9.2
Financial expenses	2.0	2.3	2.5	1.5	1.8	97.9	2.1	2.5	2.5	1.5	1.8
Interest & bank charges	1.3	0.6	1.7	1.2	1.5	75.6	1.7	1.9	1.9	1.4	1.6
Professional fees	0.8	1.7	0.8	0.4	0.3	94.2	0.8	2.0	0.8	0.4	0.3
Other expenses	19.8	39.7	12.8	11.2	16.2	100.0	19.8	39.7	12.8	11.2	16.2
Profit (loss)	-3.2	-14.3	-2.8	3.3	0.6	97.7	-3.2	-14.3	-3.1	3.3	0.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5711 - Wholesale Farm Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in new or used farm machinery, equipment, supplies and parts. This industry includes businesses primarily engaged in selling such equipment directly to farmers as well as those selling to farm equipment dealers. Also included are businesses primarily engaged in the repair of farm machinery and equipment as well as those primarily engaged in wholesaling garden and lawn tractors and equipment. Wholesale farm machinery and equipment (including elevating); wholesale combines; wholesale crop preparation machinery (cleaning, drying, conditioning); wholesale farm cultivators, seeders and spreaders; wholesale dairy farm machinery; wholesale farm implements; farm machinery and equipment repairs; wholesale farm machinery and equipment; wholesale garden and lawn tractors; wholesale farm grinders, mixers and crushers; wholesale farm crop harvesting machinery; wholesale haying machinery; wholesale irrigation equipment; wholesale farm crop planting machinery; wholesale farm and garden ploughs, harrows and tillers; wholesale farm sprayers and dusters; wholesale farm swathers and windrowers and wholesale farm and garden tractors are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	39	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	283	--	--	--	--
Total current assets	321	--	--	--	--
Fixed assets	70	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	406	--	--	--	--
Liabilities and equity					
Current loans	39	--	--	--	--
Other current liabilities	226	--	--	--	--
Total current liabilities	265	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	71	--	--	--	--
Total liabilities	337	--	--	--	--
Total equity	70	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.8	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	20	--	--	--	--
Depreciation	13	--	--	--	--
Other	-10	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	7	--	--	--	--
Purchase of fixed assets	-23	--	--	--	--
Increase in investment	-5	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	9	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	10	--	--	--	--
Repayment of loans from shareholders	-6	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	1	--	--	--	--
Increase(decrease) in cash & equivalents	11	--	--	--	--
Cash & equivalents-Beginning of the year	-28	--	--	--	--
Cash & equivalents - End of the year	-17	--	--	--	--

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

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

Manitoba, Wholesale Lumber and Building Materials (SIC 563)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	217	50,281	2,849	20	17
less than 20	173	14,327	795	14	11
20 - 99	25	11,124	663	3	6
100 - 499	12	15,943	893	2	-
500 and over	7	8,887	498	1	-
1987					
Total	237	64,196	3,018	32	...
less than 20	190	18,652	861	28	...
20 - 99	27	15,389	752	2	...
100 - 499	14	21,960	1,023	2	...
500 and over	6	8,215	382	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	27				
Average sales \$	776,303	--	--	--	--
Average expense \$	747,705	--	--	--	--
Average net profit (loss) \$	28,598	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	772,460	--	--	--	--
Average expense \$	730,186	--	--	--	--
Average net profit \$	42,274	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	299,629	--	--	--	--
Average expense \$	374,118	--	--	--	--
Average net loss \$	-74,489	--	--	--	--
1986					
Number of observations in sample	31				
Average sales \$	756,171	--	--	--	--
Average expense \$	728,295	--	--	--	--
Average net profit (loss) \$	27,876	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	827,117	--	--	--	--
Average expense \$	779,097	--	--	--	--
Average net profit \$	48,020	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	666,804	--	--	--	--
Average expense \$	684,743	--	--	--	--
Average net loss \$	-17,939	--	--	--	--
1987					
Number of observations in sample	66				
Average sales \$	622,769	112,722	285,143	717,216	1,375,996
Average expense \$	612,281	123,285	277,648	699,303	1,348,889
Average net profit (loss) \$	10,488	-10,563	7,495	17,913	27,107
Businesses reporting a profit (No.)	46				
Average sales \$	615,326	110,972	286,944	715,955	1,347,432
Average expense \$	582,871	97,361	267,385	678,253	1,288,486
Average net profit \$	32,455	13,611	19,559	37,702	58,946
Businesses reporting a loss (No.)	20				
Average sales \$	658,173	115,079	282,966	720,052	1,514,594
Average expense \$	709,221	158,204	290,057	746,650	1,641,972
Average net loss \$	-51,048	-43,125	-7,091	-26,598	-127,378

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

See Table 1 for symbols and notes

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

Manitoba, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	58				
Low sales value (\$000's)	(1)	(1)	176	473	926
High sales value (\$000's)	(1)	176	473	926	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	59.9	50.5	66.6	53.4	67.7	88.0	68.1	65.8	70.3	68.1	67.7
Occupancy expenses	4.0	4.7	4.0	3.6	3.7	98.7	4.0	5.0	4.0	3.6	3.7
Depreciation	1.2	0.3	1.5	1.3	1.6	87.8	1.4	0.6	1.5	1.3	1.7
Repairs & maintenance	0.5	0.8	0.3	0.6	0.3	71.4	0.7	1.3	0.5	0.8	0.3
Heat, light & telephone	1.2	1.6	1.4	1.0	0.8	96.4	1.2	1.7	1.6	1.0	0.8
Rent	1.1	2.0	0.8	0.7	1.0	67.7	1.6	2.8	1.4	1.0	1.3
Personnel expenses	13.8	19.4	12.0	13.6	10.9	96.7	14.3	21.8	12.4	13.6	10.9
Financial expenses	2.5	3.4	2.7	1.8	2.3	97.8	2.8	3.4	2.8	1.8	2.4
Interest & bank charges	1.9	2.4	1.9	1.5	1.9	87.0	2.2	2.9	2.0	1.9	2.2
Professional fees	0.6	1.0	0.8	0.4	0.4	90.4	0.7	1.5	0.8	0.4	0.4
Other expenses	19.5	28.4	11.7	25.0	14.3	100.0	19.5	28.4	11.7	25.0	14.3
Profit (loss)	0.2	-6.4	2.9	2.5	1.2	100.0	0.2	-6.4	2.9	2.5	1.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5630 - Wholesale Lumber and Building Materials

Businesses primarily engaged in dealing in lumber, plywood and millwork; paint, glass and wallpaper; and other building materials.

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

Manitoba, Wholesale Lumber and Building Materials (SIC 563)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	76	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	155	--	--	--	--
Total current assets	231	--	--	--	--
Fixed assets	67	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	313	--	--	--	--
Liabilities and equity					
Current loans	50	--	--	--	--
Other current liabilities	97	--	--	--	--
Total current liabilities	148	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	82	--	--	--	--
Total liabilities	241	--	--	--	--
Total equity	71	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Lumber and Building Materials (SIC 563)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.4	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	16	--	--	--	--
Depreciation	8	--	--	--	--
Other	-3	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	5	--	--	--	--
Purchase of fixed assets	-8	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-16	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-3	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	72	--	--	--	--
Cash & equivalents - End of the year	72	--	--	--	--

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

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

Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	39	5.650	301	5	5
less than 20	30	2.552	135	4	4
20 - 99	5	1.546	83	-	1
100 - 499	2	X	20	1	-
500 and over	2	X	63	-	-
1987					
Total	45	8.445	396	7	...
less than 20	35	3.610	165	5	...
20 - 99	5	828	39	1	...
100 - 499	3	X	117	1	...
500 and over	2	X	75	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	5				
Average sales \$	1,310,108	--	--	--	--
Average expense \$	1,248,872	--	--	--	--
Average net profit (loss) \$	61,236	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	1,310,108	--	--	--	--
Average expense \$	1,248,872	--	--	--	--
Average net profit \$	61,236	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	25				
Average sales \$	563,193	--	--	--	--
Average expense \$	531,710	--	--	--	--
Average net profit (loss) \$	31,483	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	546,419	--	--	--	--
Average expense \$	480,868	--	--	--	--
Average net profit \$	65,751	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	342,060	--	--	--	--
Average expense \$	364,605	--	--	--	--
Average net loss \$	-22,545	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	48.3	--	--	--	--	77.7	62.1	--	--	--	--
Occupancy expenses	6.0	--	--	--	--	100.0	6.0	--	--	--	--
Depreciation	1.3	--	--	--	--	98.8	1.3	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	63.3	0.5	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	92.3	1.7	--	--	--	--
Rent	2.8	--	--	--	--	91.3	3.0	--	--	--	--
Personnel expenses	21.1	--	--	--	--	100.0	21.1	--	--	--	--
Financial expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	91.5	1.5	--	--	--	--
Professional fees	0.8	--	--	--	--	93.5	0.9	--	--	--	--
Other expenses	17.7	--	--	--	--	100.0	17.7	--	--	--	--
Profit (loss)	4.8	--	--	--	--	100.0	4.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5622 - Wholesale Plumbing, Heating and Air Conditioning Equipment and Supplies

Businesses primarily engaged in wholesale dealing in plumbing goods; non-electric heating equipment; air conditioning and ventilating equipment (except small window-type units). Included are businesses engaged in wholesale of air conditioning equipment (except window type units); wholesale of bathtubs and sinks; wholesale of non-refrigerated drinking fountains; wholesale metal fireplaces; wholesale fuel burning equipment; wholesale of non-electric furnaces, stoves and heaters; wholesale gas and oil heating equipment; wholesale of non-electric heating and cooking equipment; wholesale non-electric heating boilers; wholesale non-electric heating radiators; wholesale oil and gas hot water heaters; wholesale laundry tubs; wholesale pipe fittings; wholesale plumbing fixtures; wholesale sanitary ware; wholesale sauna equipment; wholesale non-electric space and water heating stoves; wholesale toilet bowls and tanks; wholesale urinals; wholesale water and steam systems valves; wholesale ventilating equipment (except domestic fans); wholesale non-electric warm air heating equipment and water softening equipment.

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

Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	77	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	153	--	--	--	--
Total current assets	230	--	--	--	--
Fixed assets	38	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	274	--	--	--	--
Liabilities and equity					
Current loans	32	--	--	--	--
Other current liabilities	99	--	--	--	--
Total current liabilities	130	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	20	--	--	--	--
Total liabilities	156	--	--	--	--
Total equity	118	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.3	--	--	--	--
Interest coverage ratio (times)	4.8	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	36	--	--	--	--
Depreciation	22	--	--	--	--
Other	-8	--	--	--	--
Dividends	-4	--	--	--	--
Investment activities					
Disposal of fixed assets	15	--	--	--	--
Purchase of fixed assets	-70	--	--	--	--
Increase in investment	-9	--	--	--	--
Decrease in investment	6	--	--	--	--
Financing activities					
Increase in long term debt	42	--	--	--	--
Repayment of long term debt	-10	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-10	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	17	--	--	--	--
Cash & equivalents-Beginning of the year	-20	--	--	--	--
Cash & equivalents - End of the year	-3	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	153	36,792	1,844	14	14
less than 20	112	8,795	445	11	13
20 - 99	26	10,247	509	3	1
100 - 499	12	10,909	552	-	-
500 and over	3	6,841	338	-	-
1987					
Total	162	41,140	1,814	13	...
less than 20	119	10,904	477	6	...
20 - 99	26	7,629	342	3	...
100 - 499	13	14,509	644	3	...
500 and over	4	8,098	351	1	...

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	14				
Average sales \$	686,741	--	--	--	--
Average expense \$	647,588	--	--	--	--
Average net profit (loss) \$	39,153	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	708,262	--	--	--	--
Average expense \$	660,006	--	--	--	--
Average net profit \$	48,256	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	1,179,000	--	--	--	--
Average expense \$	1,190,000	--	--	--	--
Average net loss \$	-11,000	--	--	--	--
1986					
Number of observations in sample	19				
Average sales \$	422,929	--	--	--	--
Average expense \$	388,263	--	--	--	--
Average net profit (loss) \$	34,666	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	401,501	--	--	--	--
Average expense \$	345,733	--	--	--	--
Average net profit \$	55,768	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	755,448	--	--	--	--
Average expense \$	787,039	--	--	--	--
Average net loss \$	-31,591	--	--	--	--
1987					
Number of observations in sample	35				
Average sales \$	490,844	--	--	--	--
Average expense \$	476,607	--	--	--	--
Average net profit (loss) \$	14,237	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	506,533	--	--	--	--
Average expense \$	478,163	--	--	--	--
Average net profit \$	28,370	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	476,233	--	--	--	--
Average expense \$	494,923	--	--	--	--
Average net loss \$	-18,690	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.6	--	--	--	--	95.8	54.9	--	--	--	--
Occupancy expenses	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Depreciation	1.6	--	--	--	--	79.9	2.0	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	64.7	0.6	--	--	--	--
Heat, light & telephone	2.2	--	--	--	--	93.5	2.4	--	--	--	--
Rent	0.9	--	--	--	--	55.3	1.6	--	--	--	--
Personnel expenses	17.7	--	--	--	--	75.3	23.5	--	--	--	--
Financial expenses	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Interest & bank charges	1.9	--	--	--	--	94.0	2.0	--	--	--	--
Professional fees	0.9	--	--	--	--	88.9	1.0	--	--	--	--
Other expenses	21.2	--	--	--	--	100.0	21.2	--	--	--	--
Profit (loss)	0.7	--	--	--	--	92.0	0.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5520 - Wholesale Motor Vehicle Parts and Accessories

Businesses primarily engaged in wholesale dealing in tires, tubes and other motor vehicle parts and accessories.

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

Manitoba, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	68	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	152	--	--	--	--
Total current assets	220	--	--	--	--
Fixed assets	100	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	335	--	--	--	--
Liabilities and equity					
Current loans	36	--	--	--	--
Other current liabilities	86	--	--	--	--
Total current liabilities	122	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	59	--	--	--	--
Total liabilities	182	--	--	--	--
Total equity	154	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.2	--	--	--	--
Interest coverage ratio (times)	3.3	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	11	--	--	--	--
Depreciation	4	--	--	--	--
Other	-2	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-7	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	4	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	-66	--	--	--	--
Cash & equivalents - End of the year	-61	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Wholesale Apparel (SIC 531)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	115	13,246	1,043	14	7
less than 20	106	4,898	328	13	4
20 - 99	5	2,184	154	-	3
100 - 499	2	X	141	1	-
500 and over	2	X	420	-	-
1987					
Total	114	11,646	630	17	...
less than 20	96	4,932	265	13	...
20 - 99	12	4,145	227	4	...
100 - 499	5	X	127	-	...
500 and over	1	X	11	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	10				
Average sales \$	215,294	--	--	--	--
Average expense \$	221,337	--	--	--	--
Average net profit (loss) \$	-6,043	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	302,822	--	--	--	--
Average expense \$	278,679	--	--	--	--
Average net profit \$	24,143	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	240,480	--	--	--	--
Average expense \$	261,358	--	--	--	--
Average net loss \$	-20,878	--	--	--	--
1987					
Number of observations in sample	19				
Average sales \$	244,404	--	--	--	--
Average expense \$	222,505	--	--	--	--
Average net profit (loss) \$	21,899	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	249,425	--	--	--	--
Average expense \$	222,402	--	--	--	--
Average net profit \$	27,023	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	291,219	--	--	--	--
Average expense \$	313,236	--	--	--	--
Average net loss \$	-22,017	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	16.6	--	--	--	--	32.8	50.5	--	--	--	--
Occupancy expenses	7.9	--	--	--	--	100.0	7.9	--	--	--	--
Depreciation	1.2	--	--	--	--	96.7	1.3	--	--	--	--
Repairs & maintenance	0.1	--	--	--	--	23.6	0.3	--	--	--	--
Heat, light & telephone	3.0	--	--	--	--	95.5	3.1	--	--	--	--
Rent	3.6	--	--	--	--	68.4	5.3	--	--	--	--
Personnel expenses	23.5	--	--	--	--	86.2	27.3	--	--	--	--
Financial expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Interest & bank charges	1.3	--	--	--	--	87.6	1.5	--	--	--	--
Professional fees	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Other expenses	37.1	--	--	--	--	100.0	37.1	--	--	--	--
Profit (loss)	12.2	--	--	--	--	100.0	12.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5310 - Wholesale Apparel

Businesses primarily engaged in wholesale dealing in men's and boys' clothing and furnishings; women's, misses' and children's outerwear, hosiery, underwear and apparel accessories; shoes and other footwear; and other apparel.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	22	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	45	--	--	--	--
Total current assets	67	--	--	--	--
Fixed assets	10	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	26	--	--	--	--
Total assets	103	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	57	--	--	--	--
Total current liabilities	75	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	12	--	--	--	--
Total liabilities	86	--	--	--	--
Total equity	16	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Wholesale Apparel (SIC 531)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.2	--	--	--	--
Interest coverage ratio (times)	7.4	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	27	--	--	--	--
Depreciation	26	--	--	--	--
Other	-37	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-4	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-29	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-52	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	56	--	--	--	--
Decrease in equity	-5	--	--	--	--
Other	5	--	--	--	--
Increase(decrease) in cash & equivalents	-15	--	--	--	--
Cash & equivalents-Beginning of the year	-14	--	--	--	--
Cash & equivalents - End of the year	-29	--	--	--	--

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

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

Manitoba, Wholesale Food (SIC 521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	153	46,959	2,330	27	15
less than 20	113	8,868	434	20	12
20 - 99	21	5,867	330	2	3
100 - 499	15	11,403	554	5	-
500 and over	4	20,821	1,012	-	-
1987					
Total	158	61,526	2,827	24	...
less than 20	127	11,683	540	21	...
20 - 99	17	5,731	263	-	...
100 - 499	9	11,477	526	2	...
500 and over	5	32,635	1,498	1	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	38				
Average sales \$	344,416	--	--	--	--
Average expense \$	327,824	--	--	--	--
Average net profit (loss) \$	16,592	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	347,809	--	--	--	--
Average expense \$	328,305	--	--	--	--
Average net profit \$	19,504	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	425,094	--	--	--	--
Average expense \$	431,904	--	--	--	--
Average net loss \$	-6,810	--	--	--	--
1986					
Number of observations in sample	37				
Average sales \$	457,859	--	--	--	--
Average expense \$	443,016	--	--	--	--
Average net profit (loss) \$	14,843	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	451,143	--	--	--	--
Average expense \$	425,584	--	--	--	--
Average net profit \$	25,559	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	898,003	--	--	--	--
Average expense \$	926,137	--	--	--	--
Average net loss \$	-28,134	--	--	--	--
1987					
Number of observations in sample	73				
Average sales \$	448,211	49,174	170,522	465,240	1,107,907
Average expense \$	425,072	38,569	145,275	443,180	1,073,264
Average net profit (loss) \$	23,139	10,605	25,247	22,060	34,643
Businesses reporting a profit (No.)	57				
Average sales \$	451,667	50,902	165,028	459,230	1,131,506
Average expense \$	420,787	34,668	133,925	429,432	1,085,122
Average net profit \$	30,880	16,234	31,103	29,798	46,384
Businesses reporting a loss (No.)	16				
Average sales \$	432,835	45,895	197,984	485,947	1,001,713
Average expense \$	439,721	46,423	202,006	490,549	1,019,906
Average net loss \$	-6,886	-728	-4,022	-4,602	-18,193

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

See Table 1 for symbols and notes

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

Manitoba, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	68					
Low sales value (\$000's)	(1)	(1)	56	315	568	
High sales value (\$000's)	(1)	56	315	568	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	53.0	26.7	49.4	68.6	63.7	70.6	75.0	79.7	78.9	73.9	71.6
Occupancy expenses	4.1	5.3	4.6	3.1	3.3	91.7	4.5	6.9	5.1	3.1	3.4
Depreciation	1.5	0.8	3.0	1.0	0.8	81.6	1.8	1.1	4.1	1.1	0.9
Repairs & maintenance	0.4	-	0.3	0.9	0.4	46.7	0.9	0.4	0.9	1.1	0.6
Heat, light & telephone	1.2	3.0	0.6	0.7	1.0	74.9	1.6	3.9	1.0	0.8	1.2
Rent	1.0	1.5	0.8	0.6	1.0	58.5	1.6	2.0	1.5	1.3	1.6
Personnel expenses	11.5	20.9	7.5	8.5	11.1	81.0	14.2	28.3	12.2	8.7	12.0
Financial expenses	1.2	1.9	1.4	0.8	0.9	96.7	1.3	1.9	1.4	0.8	1.0
Interest & bank charges	0.6	0.7	1.0	0.3	0.4	79.7	0.8	0.9	1.1	0.4	0.6
Professional fees	0.6	1.2	0.4	0.4	0.5	83.3	0.7	1.3	0.4	0.7	0.6
Other expenses	16.8	20.9	17.2	12.5	17.1	100.0	16.8	20.9	17.2	12.5	17.1
Profit (loss)	13.4	24.2	19.8	6.5	3.8	98.1	13.7	24.2	19.8	6.7	4.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5210 - Wholesale Food

Businesses primarily engaged in wholesale dealing in confectionery, frozen foods (packaged), dairy products, poultry and eggs, fish and seafood, fresh fruits and vegetables, meat and meat products or other specialty lines of food.

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

Manitoba, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	32	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	53	--	--	--	--
Total current assets	85	--	--	--	--
Fixed assets	30	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	128	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	45	--	--	--	--
Total current liabilities	54	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	27	--	--	--	--
Total liabilities	81	--	--	--	--
Total equity	47	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Wholesale Food (SIC 521)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.7	--	--	--	--
Interest coverage ratio (times)	9.3	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	25	--	--	--	--
Depreciation	23	--	--	--	--
Other	-38	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-29	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-15	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-16	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-29	--	--	--	--
Cash & equivalents-Beginning of the year	7	--	--	--	--
Cash & equivalents - End of the year	-22	--	--	--	--

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Wholesale Petroleum Products (SIC 5111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	198	27,884	1,353	18	8
less than 20	190	10,673	498	18	8
20 - 99	4	2,253	104	-	-
100 - 499	2	X	129	-	-
500 and over	2	X	622	-	-
1987					
Total	181	24,161	1,138	12	...
less than 20	170	11,769	523	10	...
20 - 99	6	2,969	132	1	...
100 - 499	3	X	142	1	...
500 and over	2	X	341	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	30				
Average sales \$	518,866	--	--	--	--
Average expense \$	493,682	--	--	--	--
Average net profit (loss) \$	25,184	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	515,078	--	--	--	--
Average expense \$	488,165	--	--	--	--
Average net profit \$	26,913	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	347,575	--	--	--	--
Average expense \$	351,937	--	--	--	--
Average net loss \$	-4,362	--	--	--	--
1986					
Number of observations in sample	42				
Average sales \$	351,296	--	--	--	--
Average expense \$	339,050	--	--	--	--
Average net profit (loss) \$	12,246	--	--	--	--
Businesses reporting a profit (No.)	36				
Average sales \$	326,002	--	--	--	--
Average expense \$	296,533	--	--	--	--
Average net profit \$	29,469	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	427,986	--	--	--	--
Average expense \$	448,227	--	--	--	--
Average net loss \$	-20,241	--	--	--	--
1987					
Number of observations in sample	83				
Average sales \$	538,077	103,284	226,039	413,302	1,409,684
Average expense \$	513,487	90,670	196,386	377,669	1,389,224
Average net profit (loss) \$	24,590	12,614	29,653	35,633	20,460
Businesses reporting a profit (No.)	65				
Average sales \$	548,387	98,875	225,894	427,518	1,441,260
Average expense \$	514,099	82,856	190,100	381,854	1,401,575
Average net profit \$	34,288	16,009	35,794	45,664	39,685
Businesses reporting a loss (No.)	18				
Average sales \$	506,284	122,662	226,925	338,008	1,337,539
Average expense \$	519,026	124,970	234,620	355,508	1,361,004
Average net loss \$	-12,742	-2,308	-7,695	-17,500	-23,465

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

See Table 1 for symbols and notes

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

Manitoba, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	67					
Low sales value (\$000's)	(1)	(1)	165	273	673	
High sales value (\$000's)	(1)	165	273	673	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.1	2.0	14.9	41.0	65.6	60.2	53.3	28.0	31.3	53.8	65.6
Occupancy expenses	8.2	11.6	11.7	7.0	2.7	98.8	8.3	11.6	11.7	7.4	2.7
Depreciation	4.7	6.4	7.0	4.0	1.4	94.3	5.0	7.3	7.6	4.2	1.4
Repairs & maintenance	1.4	2.3	1.9	1.2	0.4	70.4	2.0	4.3	2.4	1.8	0.5
Heat, light & telephone	1.7	2.5	2.6	1.3	0.5	93.8	1.8	2.9	2.6	1.4	0.6
Rent	0.3	0.3	0.2	0.4	0.4	36.9	0.9	7.3	0.5	1.0	0.8
Personnel expenses	27.3	34.3	40.9	25.1	9.0	98.8	27.6	34.3	40.9	25.1	9.4
Financial expenses	3.3	5.7	3.8	2.9	1.4	97.6	3.4	5.7	3.8	3.0	1.5
Interest & bank charges	2.7	4.8	2.9	2.1	1.2	95.1	2.8	4.8	3.0	2.3	1.4
Professional fees	0.6	0.8	0.9	0.7	0.2	90.4	0.7	0.8	0.9	0.9	0.2
Other expenses	20.5	31.6	16.4	16.0	20.3	100.0	20.5	31.6	16.4	16.0	20.3
Profit (loss)	8.8	14.9	12.3	7.9	1.0	96.6	9.1	14.9	12.3	8.2	1.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 5111 - Wholesale Petroleum Products

Businesses primarily engaged in wholesale dealing in refined petroleum products. Businesses primarily engaged in dealing in fuel oil and liquefied petroleum gases are classified in this industry regardless of whether their sales are considered to be wholesale or retail. Included are businesses engaged in wholesale bulk tank station, wholesale diesel fuel, wholesale fuel oil, wholesale furnace oil, wholesale gasoline, wholesale heating oil, wholesale kerosene, wholesale liquefied petroleum gases, wholesale lubricating oils and greases, wholesale petroleum products and wholesale of refined petroleum products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Wholesale Petroleum Products (SIC 5111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	51				
Low sales value (\$000's)	(1)	(1)	208	314	1,036
High sales value (\$000's)	(1)	208	314	1,036	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	80	33	56	85	141
Inventory	-	-	-	-	-
Other current assets	113	73	70	122	183
Total current assets	193	106	126	207	324
Fixed assets	75	53	47	101	96
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	37	2	36	47	60
Total assets	304	160	208	355	480
Liabilities and equity					
Current loans	42	17	24	23	102
Other current liabilities	96	71	62	133	116
Total current liabilities	138	88	86	156	219
Mortgages payable	-	-	-	-	-
Long term debt	12	5	15	7	21
Other liabilities	35	30	26	41	41
Total liabilities	185	124	126	204	281
Total equity	119	36	81	151	199

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Wholesale Petroleum Products (SIC 5111)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	51				
Low sales value (\$000's)	(1)	(1)	208	314	1,036
High sales value (\$000's)	(1)	208	314	1,036	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.4	1.2	1.5	1.3	1.5
Leverage ratios					
Debt/equity ratio (times)	1.6	3.4	1.6	1.4	1.4
Interest coverage ratio (times)	3.1	3.6	4.7	3.1	2.4
Debt ratio (times)	0.6	0.8	0.6	0.6	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Courier Service Industry (SIC 4842)

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

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Courier Service Industry (SIC 4842)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	44	5,646	326	14	6
less than 20	37	X	69	14	6
20 - 99	1	X	24	-	-
100 - 499	3	442	25	-	-
500 and over	3	3,597	208	-	-
1987					
Total	55	8,235	520	17	...
less than 20	47	X	97	17	...
20 - 99	1	X	30	-	...
100 - 499	4	706	44	-	...
500 and over	3	5,517	349	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Courier Service Industry (SIC 4842)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	11				
Average sales \$	82,525	--	--	--	--
Average expense \$	66,192	--	--	--	--
Average net profit (loss) \$	16,333	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	82,525	--	--	--	--
Average expense \$	66,192	--	--	--	--
Average net profit \$	16,333	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	24				
Average sales \$	52,981	--	--	--	--
Average expense \$	41,281	--	--	--	--
Average net profit (loss) \$	11,700	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	37,782	--	--	--	--
Average expense \$	25,298	--	--	--	--
Average net profit \$	12,484	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	440,542	--	--	--	--
Average expense \$	443,427	--	--	--	--
Average net loss \$	-2,885	--	--	--	--
1987					
Number of observations in sample	27				
Average sales \$	47,481	--	--	--	--
Average expense \$	31,393	--	--	--	--
Average net profit (loss) \$	16,088	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	37,500	--	--	--	--
Average expense \$	21,215	--	--	--	--
Average net profit \$	16,285	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	1,485,935	--	--	--	--
Average expense \$	1,495,840	--	--	--	--
Average net loss \$	-9,905	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Courier Service Industry (SIC 4842)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Courier Service Industry (SIC 4842)

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

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Taxicab Industry (SIC 4581)

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

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

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

Manitoba, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	244	6,652	626	56	33
less than 20	237	4,391	422	56	32
20 - 99	7	2,261	204	-	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	228	6,752	863	49	...
less than 20	220	4,089	556	49	...
20 - 99	8	2,663	307	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	27				
Average sales \$	75,899	--	--	--	--
Average expense \$	70,310	--	--	--	--
Average net profit (loss) \$	5,589	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	50,164	--	--	--	--
Average expense \$	41,431	--	--	--	--
Average net profit \$	8,733	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	146,632	--	--	--	--
Average expense \$	153,171	--	--	--	--
Average net loss \$	-6,539	--	--	--	--
1986					
Number of observations in sample	25				
Average sales \$	45,735	--	--	--	--
Average expense \$	36,441	--	--	--	--
Average net profit (loss) \$	9,294	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	52,271	--	--	--	--
Average expense \$	38,718	--	--	--	--
Average net profit \$	13,553	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	49,361	--	--	--	--
Average expense \$	52,328	--	--	--	--
Average net loss \$	-2,967	--	--	--	--
1987					
Number of observations in sample	35				
Average sales \$	64,845	--	--	--	--
Average expense \$	54,636	--	--	--	--
Average net profit (loss) \$	10,209	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	57,838	--	--	--	--
Average expense \$	46,325	--	--	--	--
Average net profit \$	11,513	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	435,432	--	--	--	--
Average expense \$	448,282	--	--	--	--
Average net loss \$	-12,850	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Taxicab Industry (SIC 4581)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	16.7	--	--	--	--	82.1	20.4	--	--	--	--
Depreciation	4.4	--	--	--	--	56.9	7.7	--	--	--	--
Repairs & maintenance	5.8	--	--	--	--	58.8	9.8	--	--	--	--
Fuel expense	6.6	--	--	--	--	38.2	17.2	--	--	--	--
Personnel expenses	15.5	--	--	--	--	72.4	21.4	--	--	--	--
Financial expenses	1.5	--	--	--	--	68.1	2.2	--	--	--	--
Interest & bank charges	1.0	--	--	--	--	36.1	2.7	--	--	--	--
Professional fees	0.5	--	--	--	--	67.5	0.7	--	--	--	--
Other expenses	39.5	--	--	--	--	100.0	39.5	--	--	--	--
Profit (loss)	26.8	--	--	--	--	100.0	26.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4581 - Taxicab Industry

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

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

Manitoba, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	48	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	141	--	--	--	--
Total current assets	188	--	--	--	--
Fixed assets	67	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	309	--	--	--	--
Total assets	565	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	82	--	--	--	--
Total current liabilities	99	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	253	--	--	--	--
Total liabilities	361	--	--	--	--
Total equity	204	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Taxicab Industry (SIC 4581)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.8	--	--	--	--
Interest coverage ratio (times)	3.6	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	797	142,168	7,374	167	78
less than 20	723	34,186	1,543	156	74
20 - 99	31	12,730	596	6	4
100 - 499	29	48,770	2,187	4	-
500 and over	14	46,482	3,048	1	-
1987					
Total	851	176,309	7,977	168	...
less than 20	779	41,341	1,651	160	...
20 - 99	29	19,091	752	4	...
100 - 499	31	63,141	2,493	4	...
500 and over	12	52,736	3,081	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

Manitoba, Forest Products Trucking Industry (SIC 4565)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	102,293	--	--	--	--
Average expense \$	86,041	--	--	--	--
Average net profit (loss) \$	16,252	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	137,106	--	--	--	--
Average expense \$	111,879	--	--	--	--
Average net profit \$	25,227	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	32,667	--	--	--	--
Average expense \$	34,367	--	--	--	--
Average net loss \$	-1,700	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	135,550	--	--	--	--
Average expense \$	109,744	--	--	--	--
Average net profit (loss) \$	25,806	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	147,702	--	--	--	--
Average expense \$	117,252	--	--	--	--
Average net profit \$	30,450	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	125,057	--	--	--	--
Average expense \$	132,230	--	--	--	--
Average net loss \$	-7,173	--	--	--	--
1987					
Number of observations in sample	5				
Average sales \$	273,051	--	--	--	--
Average expense \$	243,549	--	--	--	--
Average net profit (loss) \$	29,502	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	425,482	--	--	--	--
Average expense \$	349,081	--	--	--	--
Average net profit \$	76,401	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	120,620	--	--	--	--
Average expense \$	138,017	--	--	--	--
Average net loss \$	-17,397	--	--	--	--

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

See Table 1 for symbols and notes

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

Manitoba, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	43.4	--	--	--	--	100.0	43.4	--	--	--	--
Depreciation	32.2	--	--	--	--	91.7	35.1	--	--	--	--
Repairs & maintenance	10.6	--	--	--	--	100.0	10.6	--	--	--	--
Heat, light & telephone	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Rent	-	--	--	--	--	8.3	0.3	--	--	--	--
Personnel expenses	27.4	--	--	--	--	100.0	27.4	--	--	--	--
Financial expenses	3.5	--	--	--	--	100.0	3.5	--	--	--	--
Interest & bank charges	3.0	--	--	--	--	90.7	3.3	--	--	--	--
Professional fees	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Other expenses	33.0	--	--	--	--	100.0	33.0	--	--	--	--
Profit (loss)	-7.3	--	--	--	--	91.7	-8.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4565 - Forest Products Trucking Industry

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Forest Products Trucking Industry (SIC 4565)

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

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	22	--	--	--	--
Depreciation	22	--	--	--	--
Other	-31	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	79	--	--	--	--
Purchase of fixed assets	-52	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	8	--	--	--	--
Repayment of long term debt	-31	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-2	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	12	--	--	--	--
Cash & equivalents-Beginning of the year	4	--	--	--	--
Cash & equivalents - End of the year	16	--	--	--	--

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	797	142,168	7,374	167	78
less than 20	723	34,186	1,543	156	74
20 - 99	31	12,730	596	6	4
100 - 499	29	48,770	2,187	4	-
500 and over	14	46,482	3,048	1	-
1987					
Total	851	176,309	7,977	168	...
less than 20	779	41,341	1,651	160	...
20 - 99	29	19,091	752	4	...
100 - 499	31	63,141	2,493	4	...
500 and over	12	52,736	3,081	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	31				
Average sales \$	208,241	--	--	--	--
Average expense \$	189,123	--	--	--	--
Average net profit (loss) \$	19,118	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	172,831	--	--	--	--
Average expense \$	152,207	--	--	--	--
Average net profit \$	20,624	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	1,836,000	--	--	--	--
Average expense \$	1,841,000	--	--	--	--
Average net loss \$	-5,000	--	--	--	--
1986					
Number of observations in sample	52				
Average sales \$	190,581	41,435	62,715	119,390	538,785
Average expense \$	176,448	42,549	51,791	109,948	501,503
Average net profit (loss) \$	14,133	-1,114	10,924	9,442	37,282
Businesses reporting a profit (No.)	41				
Average sales \$	189,441	32,410	63,429	119,707	542,217
Average expense \$	169,967	24,946	51,011	105,846	498,066
Average net profit \$	19,474	7,464	12,418	13,861	44,151
Businesses reporting a loss (No.)	11				
Average sales \$	180,985	45,283	52,488	117,659	508,528
Average expense \$	194,298	50,054	62,980	132,347	531,812
Average net loss \$	-13,313	-4,771	-10,512	-14,688	-23,284
1987					
Number of observations in sample	29				
Average sales \$	147,080	--	--	--	--
Average expense \$	142,412	--	--	--	--
Average net profit (loss) \$	4,668	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	153,403	--	--	--	--
Average expense \$	139,933	--	--	--	--
Average net profit \$	13,470	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	136,851	--	--	--	--
Average expense \$	146,631	--	--	--	--
Average net loss \$	-9,780	--	--	--	--

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

See Table 1 for symbols and notes

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	24	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	42	--	--	--	--
Total current assets	66	--	--	--	--
Fixed assets	150	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	237	--	--	--	--
Liabilities and equity					
Current loans	30	--	--	--	--
Other current liabilities	46	--	--	--	--
Total current liabilities	76	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	27	--	--	--	--
Other liabilities	53	--	--	--	--
Total liabilities	156	--	--	--	--
Total equity	82	--	--	--	--

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.9	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, General Freight Trucking Industry (SIC 4561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	33				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	12	--	--	--	--
Depreciation	27	--	--	--	--
Other	-20	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	18	--	--	--	--
Purchase of fixed assets	-35	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	26	--	--	--	--
Repayment of long term debt	-21	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-10	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-4	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	-7	--	--	--	--
Cash & equivalents-Beginning of the year	-7	--	--	--	--
Cash & equivalents - End of the year	-14	--	--	--	--

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

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

Manitoba, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	797	142.168	7.374	167	78
less than 20	723	34,186	1,543	156	74
20 - 99	31	12,730	596	6	4
100 - 499	29	46,770	2,187	4	-
500 and over	14	46,482	3,048	1	-
1987					
Total	851	176.309	7.977	168	...
less than 20	779	41,341	1,651	160	...
20 - 99	29	19,091	752	4	...
100 - 499	31	63,141	2,493	4	...
500 and over	12	52,736	3,081	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	172				
Average sales \$	174,593	36,616	60,052	108,467	493,237
Average expense \$	160,443	25,493	55,425	96,616	464,239
Average net profit (loss) \$	14,150	11,123	4,627	11,851	28,998
Businesses reporting a profit (No.)	153				
Average sales \$	176,635	36,126	61,401	108,516	500,495
Average expense \$	156,026	22,963	53,037	96,312	451,790
Average net profit \$	20,609	13,163	8,364	12,204	48,705
Businesses reporting a loss (No.)	19				
Average sales \$	169,994	41,232	56,144	106,565	476,038
Average expense \$	178,415	49,373	62,341	108,203	493,742
Average net loss \$	-8,421	-8,141	-6,197	-1,638	-17,706
1986					
Number of observations in sample	153				
Average sales \$	179,068	27,581	69,068	126,581	493,048
Average expense \$	169,186	15,452	55,257	117,934	488,100
Average net profit (loss) \$	9,882	12,129	13,811	8,647	4,948
Businesses reporting a profit (No.)	137				
Average sales \$	193,157	27,581	69,507	126,810	548,728
Average expense \$	174,638	15,452	52,362	117,917	512,819
Average net profit \$	18,519	12,129	17,145	8,893	35,909
Businesses reporting a loss (No.)	16				
Average sales \$	198,747	-	66,383	109,210	420,649
Average expense \$	216,071	-	72,981	119,269	455,962
Average net loss \$	-17,324	-	-6,598	-10,059	-35,313
1987					
Number of observations in sample	278				
Average sales \$	127,146	32,366	55,442	101,667	319,109
Average expense \$	111,818	20,698	44,471	82,726	299,378
Average net profit (loss) \$	15,328	11,668	10,971	18,941	19,731
Businesses reporting a profit (No.)	244				
Average sales \$	122,729	32,283	54,437	101,838	302,356
Average expense \$	104,340	20,180	38,738	81,649	276,794
Average net profit \$	18,389	12,103	15,699	20,189	25,562
Businesses reporting a loss (No.)	34				
Average sales \$	154,510	34,734	63,525	98,883	420,898
Average expense \$	165,762	35,595	90,571	100,285	436,596
Average net loss \$	-11,252	-861	-27,046	-1,402	-15,698

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

See Table 1 for symbols and notes.

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

Manitoba, General Freight Trucking Industry (SIC 4561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	256					
Low sales value (\$000's)	(1)	(1)	40	77	129	
High sales value (\$000's)	(1)	40	77	129	(1)	

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.2	1.0	2.8	0.2	0.9	6.4	19.6	24.5	27.6	10.0	10.1
Occupancy expenses	19.9	21.1	19.8	18.8	19.9	97.4	20.4	21.1	21.3	19.1	20.3
Depreciation	8.8	7.8	7.5	10.4	9.5	85.2	10.3	8.6	10.8	11.6	10.3
Repairs & maintenance	6.1	5.2	7.5	5.3	6.5	56.0	10.9	10.1	14.6	10.2	9.3
Heat, light & telephone	0.9	1.4	0.6	0.7	0.8	59.5	1.5	2.2	1.5	1.2	1.0
Rent	4.1	6.7	4.3	2.3	3.2	54.0	7.6	13.9	8.2	4.4	5.1
Personnel expenses	9.7	2.9	6.8	9.3	19.4	68.8	14.0	5.8	11.6	12.2	21.4
Financial expenses	3.4	2.7	2.9	4.1	3.7	94.5	3.6	3.0	3.1	4.3	3.8
Interest & bank charges	2.9	2.2	2.3	3.7	3.3	78.4	3.7	3.2	3.3	4.5	3.6
Professional fees	0.5	0.5	0.6	0.4	0.5	77.6	0.6	0.7	0.9	0.5	0.5
Other expenses	45.1	38.7	46.2	48.9	46.4	100.0	45.1	38.7	46.2	48.9	46.4
Profit (loss)	20.7	33.6	21.4	18.8	9.6	99.4	20.8	33.6	21.4	18.8	9.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4561 General Freight Trucking Industry

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	72				
Low sales value (\$000's)	(1)	(1)	85	150	412
High sales value (\$000's)	(1)	85	150	412	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	30	2	9	23	82
Inventory	-	-	-	-	-
Other current assets	31	11	24	19	68
Total current assets	61	13	34	42	150
Fixed assets	112	68	50	94	235
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	7	4	9	25
Total assets	184	88	87	144	409
Liabilities and equity					
Current loans	26	24	1	21	58
Other current liabilities	57	19	27	37	141
Total current liabilities	82	44	28	58	198
Mortgages payable	-	-	-	-	-
Long term debt	15	3	13	10	32
Other liabilities	51	49	25	46	87
Total liabilities	149	96	66	114	317
Total equity	35	-8	20	30	92

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, General Freight Trucking Industry (SIC 4561)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	72				
Low sales value (\$000's)	(1)	(1)	85	150	412
High sales value (\$000's)	(1)	85	150	412	(1)
Average					
Liquidity ratio					
Current ratio (times)	0.7	0.3	1.2	0.7	0.8
Leverage ratios					
Debt/equity ratio (times)	4.3	-12.0	3.3	3.7	3.5
Interest coverage ratio (times)	1.5	...	2.2	2.1	2.2
Debt ratio (times)	0.8	1.1	0.8	0.8	0.8

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	54				
Low sales value (\$000's)	(1)	(1)	89	187	385
High sales value (\$000's)	(1)	89	187	385	(1)
Average (\$000's)					
Operating activities					
Cash from operations	14	-1	9	18	25
Depreciation	27	10	23	17	53
Other	-16	-4	-28	-12	-14
Dividends	-12	-	-	-45	-3
Investment activities					
Disposal of fixed assets	25	5	28	11	50
Purchase of fixed assets	-38	-17	-20	-35	-78
Increase in investment	-	-	-	-	-1
Decrease in investment	1	-	-	-	2
Financing activities					
Increase in long term debt	16	-	10	12	39
Repayment of long term debt	-19	-	-12	-9	-52
Loans from shareholders	2	-	-	3	4
Repayment of loans from shareholders	-8	-15	-5	-3	-13
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-	-2	-1	-5
Other	-	-	-	-	-2
Increase(decrease) in cash & equivalents	-12	-21	4	-43	5
Cash & equivalents-Beginning of the year	7	14	5	32	-19
Cash & equivalents - End of the year	-5	-7	9	-11	-14

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

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

Manitoba, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	797	142,168	7,374	167	78
less than 20	723	34,186	1,543	156	74
20 - 99	31	12,730	596	6	4
100 - 499	29	48,770	2,187	4	-
500 and over	14	46,482	3,048	1	-
1987					
Total	851	176,309	7,977	168	...
less than 20	779	41,341	1,651	160	...
20 - 99	29	19,091	752	4	...
100 - 499	31	63,141	2,493	4	...
500 and over	12	52,736	3,081	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	374				
Average sales \$	145,300	35,947	58,321	101,492	385,439
Average expense \$	130,720	25,429	50,379	88,131	358,942
Average net profit (loss) \$	14,580	10,518	7,942	13,361	26,497
Businesses reporting a profit (No.)	342				
Average sales \$	138,567	35,586	58,466	101,600	358,616
Average expense \$	119,806	22,634	46,502	87,471	322,618
Average net profit \$	18,761	12,952	11,964	14,129	35,998
Businesses reporting a loss (No.)	32				
Average sales \$	175,758	38,199	57,714	98,481	508,638
Average expense \$	185,466	42,868	66,601	106,618	525,776
Average net loss \$	-9,708	-4,669	-8,887	-8,137	-17,138
1986					
Number of observations in sample	600				
Average sales \$	142,628	34,881	72,278	111,832	351,521
Average expense \$	127,036	23,755	57,177	96,359	330,852
Average net profit (loss) \$	15,592	11,126	15,101	15,473	20,669
Businesses reporting a profit (No.)	556				
Average sales \$	139,026	34,089	72,710	111,861	337,443
Average expense \$	119,566	21,784	55,570	95,320	305,591
Average net profit \$	19,460	12,305	17,140	16,541	31,852
Businesses reporting a loss (No.)	44				
Average sales \$	161,080	45,487	67,448	111,080	420,306
Average expense \$	175,615	50,146	75,163	122,874	454,278
Average net loss \$	-14,535	-4,659	-7,715	-11,794	-33,972
1987					
Number of observations in sample	336				
Average sales \$	136,375	32,921	58,191	106,523	347,864
Average expense \$	121,415	21,153	48,194	89,738	326,575
Average net profit (loss) \$	14,960	11,768	9,997	16,785	21,289
Businesses reporting a profit (No.)	288				
Average sales \$	133,770	32,866	57,934	106,718	337,561
Average expense \$	114,701	20,718	42,341	86,924	308,820
Average net profit \$	19,069	12,148	15,593	19,794	28,741
Businesses reporting a loss (No.)	48				
Average sales \$	149,309	34,734	59,402	104,934	398,164
Average expense \$	159,353	35,595	75,804	112,766	413,246
Average net loss \$	-10,044	-861	-16,402	-7,832	-15,082

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

See Table 1 for symbols and notes

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

Manitoba, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	310				
Low sales value (\$000's)	(1)	(1)	41	78	132
High sales value (\$000's)	(1)	41	78	132	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	25.8	19.0	23.7	28.5	31.8	93.2	27.7	20.7	28.3	29.9	31.9
Depreciation	8.9	7.9	7.6	10.4	9.8	85.2	10.5	9.0	10.9	11.5	10.5
Repairs & maintenance	6.3	4.7	7.5	5.8	7.0	58.4	10.7	10.0	13.5	10.5	9.3
Fuel expense	10.6	6.4	8.7	12.3	15.0	49.6	21.5	15.6	21.5	25.7	21.9
Personnel expenses	11.0	3.0	6.4	11.7	22.7	69.3	15.9	6.1	11.2	15.1	24.3
Financial expenses	3.4	2.8	2.9	4.3	3.6	94.0	3.6	3.1	3.2	4.5	3.6
Interest & bank charges	2.8	2.1	2.4	3.8	3.1	77.8	3.7	3.2	3.3	4.6	3.4
Professional fees	0.6	0.6	0.5	0.5	0.6	78.0	0.7	0.9	0.9	0.6	0.6
Other expenses	40.4	40.5	48.0	40.1	33.1	100.0	40.4	40.5	48.0	40.1	33.1
Profit (loss)	19.3	34.8	19.0	15.4	8.9	99.1	19.5	34.8	19.0	15.7	9.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4560 - Truck Transport Industry

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

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

Manitoba, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	110				
Low sales value (\$000's)	(1)	(1)	101	150	375
High sales value (\$000's)	(1)	101	150	375	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	27	3	10	24	70
Inventory	-	-	-	-	-
Other current assets	33	10	19	30	70
Total current assets	60	13	28	54	140
Fixed assets	117	70	52	115	225
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	16	5	3	12	42
Total assets	193	88	83	180	407
Liabilities and equity					
Current loans	23	18	5	21	49
Other current liabilities	51	20	25	33	124
Total current liabilities	74	38	30	54	173
Mortgages payable	-	-	-	-	-
Long term debt	16	2	10	20	29
Other liabilities	51	50	22	45	85
Total liabilities	141	90	62	119	288
Total equity	52	-2	21	61	118

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

See Table 1 for symbols and notes.

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

Manitoba, Truck Transport Industries (SIC 456)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	110				
Low sales value (\$000's)	(1)	(1)	101	150	375
High sales value (\$000's)	(1)	101	150	375	(1)
Average					
Liquidity ratio					
Current ratio (times)	0.8	0.3	0.9	1.0	0.8
Leverage ratios					
Debt/equity ratio (times)	2.7	-36.6	2.9	1.9	2.4
Interest coverage ratio (times)	2.0	...	1.3	3.4	2.4
Debt ratio (times)	0.7	1.0	0.7	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	5	--	--	--	--
Other	-18	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-7	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	50	--	--	--	--
Cash & equivalents - End of the year	45	--	--	--	--

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

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

Manitoba, Painting and Decorating Work (SIC 4275)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	195	11,686	516	51	28
less than 20	190	7,738	342	51	27
20 - 99	5	3,948	174	-	-
100 - 499	-	-	-	-	1
500 and over	-	-	-	-	-
1987					
Total	225	17,998	713	50	...
less than 20	212	9,393	368	48	...
20 - 99	12	X	321	2	...
100 - 499	1	X	24	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	102				
Average sales \$	99,573	26,841	37,898	60,255	273,297
Average expense \$	86,995	12,296	31,875	44,354	259,456
Average net profit (loss) \$	12,578	14,545	6,023	15,901	13,841
Businesses reporting a profit (No.)	92				
Average sales \$	97,998	26,841	36,678	60,255	268,218
Average expense \$	81,440	12,296	25,406	44,354	243,703
Average net profit \$	16,558	14,545	11,272	15,901	24,515
Businesses reporting a loss (No.)	10				
Average sales \$	161,783	-	40,787	-	282,779
Average expense \$	168,023	-	47,181	-	288,853
Average net loss \$	-6,240	-	-6,394	-	-6,085
1986					
Number of observations in sample	137				
Average sales \$	156,348	28,625	42,576	78,941	475,278
Average expense \$	131,374	18,418	33,839	57,467	415,770
Average net profit (loss) \$	24,974	10,207	8,737	21,444	59,508
Businesses reporting a profit (No.)	118				
Average sales \$	163,777	28,656	41,086	78,887	506,480
Average expense \$	133,825	17,304	29,927	57,221	430,849
Average net profit \$	29,952	11,352	11,159	21,666	75,631
Businesses reporting a loss (No.)	19				
Average sales \$	127,329	28,306	51,871	81,604	347,534
Average expense \$	132,048	30,061	58,233	85,859	354,038
Average net loss \$	-4,719	-1,755	-6,362	-4,255	-6,504
1987					
Number of observations in sample	70				
Average sales \$	95,413	28,788	40,578	62,500	249,785
Average expense \$	80,003	19,928	28,177	47,547	224,359
Average net profit (loss) \$	15,410	8,860	12,401	14,953	25,426
Businesses reporting a profit (No.)	61				
Average sales \$	98,849	28,788	41,725	62,273	262,608
Average expense \$	80,825	19,928	27,355	47,068	228,949
Average net profit \$	18,024	8,860	14,370	15,205	33,659
Businesses reporting a loss (No.)	9				
Average sales \$	99,736	-	31,426	76,107	191,674
Average expense \$	104,843	-	34,739	76,231	203,559
Average net loss \$	-5,107	-	-3,313	-124	-11,885

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

See Table 1 for symbols and notes

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	52					
Low sales value (\$000's)	(1)	(1)	31	51	83	
High sales value (\$000's)	(1)	31	51	83	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	15.7	8.9	17.0	21.1	15.3	67.7	23.2	21.6	27.4	22.6	21.0
Occupancy expenses	5.0	7.4	4.5	4.3	4.0	96.6	5.1	7.4	5.1	4.3	4.0
Depreciation	2.8	6.1	1.4	2.5	1.7	75.3	3.8	5.1	3.3	3.7	1.8
Repairs & maintenance	0.7	0.1	0.9	1.0	0.6	35.0	1.9	0.6	1.6	4.6	1.3
Heat, light & telephone	0.6	0.5	0.7	0.3	0.8	45.5	1.3	1.6	1.7	1.1	1.0
Rent	0.9	0.7	1.4	0.5	0.9	48.9	1.8	1.5	4.5	0.9	1.4
Personnel expenses	25.4	17.5	14.4	29.4	40.4	74.1	34.3	44.6	20.2	35.0	40.7
Financial expenses	1.3	1.1	0.5	2.2	1.6	76.3	1.7	1.3	1.6	2.3	1.6
Interest & bank charges	0.7	0.2	0.2	1.6	0.8	57.1	1.2	0.5	0.6	1.9	1.0
Professional fees	0.6	0.9	0.3	0.5	0.8	70.8	0.9	1.0	1.0	0.7	0.9
Other expenses	28.1	34.7	34.0	16.9	26.6	100.0	28.1	34.7	34.0	16.9	26.6
Profit (loss)	24.5	30.4	29.6	26.2	12.2	99.6	24.6	30.4	29.6	26.2	12.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4275 - Painting and Decorating Contractors

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

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

Manitoba, Painting and Decorating Work (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	18	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	12	--	--	--	--
Total current assets	30	--	--	--	--
Fixed assets	20	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	4	--	--	--	--
Total assets	54	--	--	--	--
Liabilities and equity					
Current loans	3	--	--	--	--
Other current liabilities	17	--	--	--	--
Total current liabilities	20	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	12	--	--	--	--
Total liabilities	32	--	--	--	--
Total equity	22	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Painting and Decorating Work (SIC 4275)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.4	--	--	--	--
Interest coverage ratio (times)	7.4	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Finish Carpentry (SIC 4274)

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

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

See Table 1 for symbols and notes.

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

Manitoba, Finish Carpentry (SIC 4274)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	114	2,291	103	40	24
less than 20	114	2,291	103	40	23
20 - 99	-	-	-	-	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	176	4,560	180	40	...
less than 20	175	X	175	40	...
20 - 99	1	X	5	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Finish Carpentry (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	189				
Average sales \$	60,052	28,916	33,987	48,160	129,146
Average expense \$	45,067	16,075	22,137	34,997	107,059
Average net profit (loss) \$	14,985	12,841	11,850	13,163	22,087
Businesses reporting a profit (No.)	184				
Average sales \$	60,390	28,916	33,845	48,452	130,346
Average expense \$	44,569	16,075	21,464	34,232	106,505
Average net profit \$	15,821	12,841	12,381	14,220	23,841
Businesses reporting a loss (No.)	5				
Average sales \$	61,879	-	37,285	44,423	103,929
Average expense \$	67,068	-	37,735	44,773	118,697
Average net loss \$	-5,189	-	-450	-350	-14,768
1986					
Number of observations in sample	221				
Average sales \$	76,172	33,704	42,779	65,223	162,983
Average expense \$	59,144	20,783	27,543	49,785	138,466
Average net profit (loss) \$	17,028	12,921	15,236	15,438	24,517
Businesses reporting a profit (No.)	204				
Average sales \$	76,172	33,704	42,714	64,540	163,730
Average expense \$	57,803	20,783	27,349	45,711	137,370
Average net profit \$	18,369	12,921	15,365	18,829	26,360
Businesses reporting a loss (No.)	17				
Average sales \$	89,512	-	50,880	69,126	148,530
Average expense \$	94,881	-	51,896	73,054	159,693
Average net loss \$	-5,369	-	-1,016	-3,928	-11,163
1987					
Number of observations in sample	101				
Average sales \$	81,045	27,371	33,922	57,208	205,679
Average expense \$	64,206	10,608	21,858	40,681	183,678
Average net profit (loss) \$	16,839	16,763	12,064	16,527	22,001
Businesses reporting a profit (No.)	93				
Average sales \$	79,612	27,371	33,922	56,977	200,177
Average expense \$	61,359	10,608	21,858	38,188	174,782
Average net profit \$	18,253	16,763	12,064	18,789	25,395
Businesses reporting a loss (No.)	8				
Average sales \$	154,708	-	-	59,286	250,130
Average expense \$	159,312	-	-	63,086	255,538
Average net loss \$	-4,604	-	-	-3,800	-5,408

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

See Table 1 for symbols and notes

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

Manitoba, Finish Carpentry (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	93				
Low sales value (\$000's)	(1)	(1)	29	39	79
High sales value (\$000's)	(1)	29	39	79	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	23.8	5.9	32.0	32.5	22.3	65.0	36.6	23.5	43.8	41.4	28.5
Occupancy expenses	5.4	7.3	3.6	7.2	4.0	97.1	5.6	8.3	3.6	7.2	4.0
Depreciation	2.8	4.6	1.6	3.3	2.0	83.8	3.4	5.3	2.5	3.5	2.2
Repairs & maintenance	0.6	0.1	0.8	0.9	0.4	45.8	1.2	0.4	1.9	1.5	0.8
Heat, light & telephone	0.9	0.5	1.1	1.1	0.6	69.8	1.2	0.9	1.6	1.5	0.8
Rent	1.2	2.0	0.1	1.9	1.0	53.4	2.3	3.8	0.3	3.2	1.4
Personnel expenses	11.4	5.1	2.6	10.2	27.6	63.0	18.1	12.6	7.4	12.9	28.5
Financial expenses	1.4	2.1	1.0	0.9	1.6	79.4	1.7	2.8	1.5	1.1	1.7
Interest & bank charges	1.0	1.9	0.6	0.7	1.0	59.8	1.7	3.4	1.6	1.2	1.2
Professional fees	0.4	0.2	0.4	0.2	0.6	64.4	0.6	0.4	0.7	0.3	0.7
Other expenses	21.4	19.8	17.7	20.5	27.7	100.0	21.4	19.8	17.7	20.5	27.7
Profit (loss)	36.5	59.8	43.1	28.6	16.7	100.0	36.5	59.8	43.1	28.8	16.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4274 - Finish Carpentry Contractors

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

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

Manitoba, Finish Carpentry (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	29	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	23	--	--	--	--
Total current assets	52	--	--	--	--
Fixed assets	20	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	78	--	--	--	--
Liabilities and equity					
Current loans	15	--	--	--	--
Other current liabilities	45	--	--	--	--
Total current liabilities	60	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	21	--	--	--	--
Total liabilities	82	--	--	--	--
Total equity	-3	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Finish Carpentry (SIC 4274)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-25.1	--	--	--	--
Interest coverage ratio (times)	6.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Manitoba, Drywall Work (SIC 4272)

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

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

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

Manitoba, Drywall Work (SIC 4272)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	68	5,036	221	22	8
less than 20	54	2,507	110	20	7
20 - 99	3	X	111	1	1
100 - 499	1	X	-	1	-
500 and over	-	-	-	-	-
1987					
Total	74	9,506	371	12	...
less than 20	68	3,812	149	12	...
20 - 99	5	X	111	-	...
100 - 499	1	X	111	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

Manitoba, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	57				
Average sales \$	164,273	30,045	41,887	64,388	520,772
Average expense \$	149,145	12,248	22,881	58,145	503,307
Average net profit (loss) \$	15,128	17,797	19,006	6,243	17,465
Businesses reporting a profit (No.)	52				
Average sales \$	177,311	30,045	41,887	68,078	569,234
Average expense \$	158,342	12,248	22,881	51,055	547,185
Average net profit \$	18,969	17,797	19,006	17,023	22,049
Businesses reporting a loss (No.)	5				
Average sales \$	168,078	-	-	56,141	280,014
Average expense \$	179,662	-	-	73,998	285,326
Average net loss \$	-11,584	-	-	-17,857	-5,312
1986					
Number of observations in sample	75				
Average sales \$	90,319	28,325	35,343	48,345	249,262
Average expense \$	70,618	7,058	14,668	31,817	228,928
Average net profit (loss) \$	19,701	21,267	20,675	16,528	20,334
Businesses reporting a profit (No.)	70				
Average sales \$	79,212	28,456	35,343	48,345	204,703
Average expense \$	57,303	6,097	14,668	31,817	176,630
Average net profit \$	21,909	22,359	20,675	16,528	28,073
Businesses reporting a loss (No.)	5				
Average sales \$	198,695	25,758	-	-	371,631
Average expense \$	199,188	25,827	-	-	372,549
Average net loss \$	-493	-69	-	-	-918
1987					
Number of observations in sample	53				
Average sales \$	130,360	29,343	38,927	71,585	381,583
Average expense \$	107,215	12,979	11,553	47,076	357,253
Average net profit (loss) \$	23,145	16,364	27,374	24,509	24,330
Businesses reporting a profit (No.)	45				
Average sales \$	132,112	29,343	38,927	71,585	388,593
Average expense \$	105,769	12,979	11,553	47,076	351,469
Average net profit \$	26,343	16,364	27,374	24,509	37,124
Businesses reporting a loss (No.)	8				
Average sales \$	364,036	-	-	-	364,036
Average expense \$	371,730	-	-	-	371,730
Average net loss \$	-7,694	-	-	-	-7,694

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

See Table 1 for symbols and notes

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

Manitoba, Drywall Work (SIC 4272)

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

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	10.6	--	--	--	--	41.5	25.6	--	--	--	--
Occupancy expenses	3.7	--	--	--	--	93.7	3.9	--	--	--	--
Depreciation	2.2	--	--	--	--	80.9	2.8	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	43.1	0.7	--	--	--	--
Heat, light & telephone	0.6	--	--	--	--	72.0	0.9	--	--	--	--
Rent	0.5	--	--	--	--	32.1	1.6	--	--	--	--
Personnel expenses	12.3	--	--	--	--	79.5	15.5	--	--	--	--
Financial expenses	0.9	--	--	--	--	89.7	1.0	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	58.2	1.0	--	--	--	--
Professional fees	0.3	--	--	--	--	75.0	0.4	--	--	--	--
Other expenses	29.8	--	--	--	--	100.0	29.8	--	--	--	--
Profit (loss)	42.7	--	--	--	--	99.3	43.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4272 - Drywall Contractors

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

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

Manitoba, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	51	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	56	--	--	--	--
Total current assets	107	--	--	--	--
Fixed assets	28	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	4	--	--	--	--
Total assets	140	--	--	--	--
Liabilities and equity					
Current loans	25	--	--	--	--
Other current liabilities	48	--	--	--	--
Total current liabilities	73	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	6	--	--	--	--
Other liabilities	35	--	--	--	--
Total liabilities	113	--	--	--	--
Total equity	27	--	--	--	--

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

See Table 1 for symbols and notes.

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

Manitoba, Drywall Work (SIC 4272)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.3	--	--	--	--
Interest coverage ratio (times)	3.5	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

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

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41				
Low sales value (\$000's)	(1)	(1)	180	275	453
High sales value (\$000's)	(1)	180	275	453	(1)
Average (\$000's)					
Operating activities					
Cash from operations	13	7	10	16	17
Depreciation	8	2	6	8	13
Other	-7	2	-3	2	-30
Dividends	-6	-	-	-18	-4
Investment activities					
Disposal of fixed assets	2	-	3	2	2
Purchase of fixed assets	-18	-6	-16	-18	-30
Increase in investment	-2	-	-	-6	-1
Decrease in investment	-	-	-	1	-
Financing activities					
Increase in long term debt	10	-	13	13	10
Repayment of long term debt	-4	-1	-2	-9	-1
Loans from shareholders	4	4	1	3	10
Repayment of loans from shareholders	-9	-7	-14	-9	-7
Advances & loans from government	-	-	-	-	1
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-1
Other	-1	-	-	-	-2
Increase(decrease) in cash & equivalents	-10	2	-1	-14	-24
Cash & equivalents-Beginning of the year	12	26	-26	40	17
Cash & equivalents - End of the year	2	28	-27	26	-7

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	370	36,594	1,622	58	37
less than 20	354	20,134	890	56	37
20 - 99	12	6,403	289	2	-
100 - 499	1	X	-	-	-
500 and over	3	X	443	-	-
1987					
Total	383	47,935	1,890	62	...
less than 20	360	27,357	1,070	59	...
20 - 99	17	11,858	480	2	...
100 - 499	2	X	-	1	...
500 and over	4	X	340	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	213				
Average sales \$	184,827	40,627	78,270	168,038	452,371
Average expense \$	171,907	31,666	66,586	154,450	434,925
Average net profit (loss) \$	12,920	8,961	11,684	13,588	17,446
Businesses reporting a profit (No.)	188				
Average sales \$	218,515	42,188	77,197	166,876	587,800
Average expense \$	198,498	30,521	63,773	152,176	547,520
Average net profit \$	20,017	11,667	13,424	14,700	40,280
Businesses reporting a loss (No.)	25				
Average sales \$	154,545	33,072	87,656	194,685	302,757
Average expense \$	161,387	37,210	91,189	206,603	310,548
Average net loss \$	-6,842	-4,138	-3,533	-11,918	-7,773
1986					
Number of observations in sample	294				
Average sales \$	143,547	33,077	48,641	96,365	398,103
Average expense \$	128,569	19,989	37,080	81,728	375,478
Average net profit (loss) \$	14,978	13,088	11,561	14,637	20,625
Businesses reporting a profit (No.)	252				
Average sales \$	146,505	33,142	47,999	96,073	408,804
Average expense \$	129,289	19,809	35,623	80,514	381,410
Average net profit \$	17,216	13,533	12,376	15,559	27,394
Businesses reporting a loss (No.)	42				
Average sales \$	129,968	30,719	61,063	103,814	324,274
Average expense \$	138,445	33,879	65,234	112,736	341,932
Average net loss \$	-8,477	-3,160	-4,171	-8,922	-17,658
1987					
Number of observations in sample	127				
Average sales \$	231,761	38,239	82,882	188,633	617,291
Average expense \$	218,360	27,402	74,803	177,196	594,040
Average net profit (loss) \$	13,401	10,837	8,079	11,437	23,251
Businesses reporting a profit (No.)	105				
Average sales \$	236,118	38,239	82,947	186,402	636,884
Average expense \$	216,327	27,402	70,564	170,173	597,167
Average net profit \$	19,791	10,837	12,383	16,229	39,717
Businesses reporting a loss (No.)	22				
Average sales \$	278,839	-	82,468	200,236	553,812
Average expense \$	299,908	-	102,095	213,721	583,908
Average net loss \$	-21,069	-	-19,627	-13,485	-30,096

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

See Table 1 for symbols and notes

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

Manitoba, Electrical Work (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	107	(1)	57	108	257	
Low sales value (\$000's)	(1)	57	108	257	(1)	
High sales value (\$000's)	(1)					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	35.8	15.4	40.1	44.2	41.6	85.7	41.8	31.8	43.0	44.2	42.8
Occupancy expenses	5.0	5.5	6.8	4.2	3.3	96.6	5.1	6.3	6.8	4.2	3.4
Depreciation	2.5	4.3	2.7	1.9	1.3	90.3	2.8	4.9	3.2	2.0	1.4
Repairs & maintenance	0.6	0.2	0.7	0.9	0.4	41.6	1.4	0.8	1.5	2.1	0.8
Heat, light & telephone	1.1	0.8	1.8	0.9	0.9	86.7	1.3	1.3	2.1	0.9	0.9
Rent	0.7	0.2	1.6	0.4	0.7	49.8	1.5	0.7	3.6	0.8	1.0
Personnel expenses	26.7	22.9	19.9	30.8	33.0	85.6	31.1	34.4	25.6	30.8	34.0
Financial expenses	1.8	1.3	2.8	1.9	1.2	94.3	1.9	1.4	3.2	1.9	1.2
Interest & bank charges	1.1	0.7	1.6	1.3	0.7	75.6	1.5	1.3	2.1	1.7	0.8
Professional fees	0.7	0.6	1.1	0.5	0.5	86.6	0.8	0.8	1.6	0.5	0.5
Other expenses	18.0	22.1	22.9	10.3	17.0	100.0	18.0	22.1	22.9	10.3	17.0
Profit (loss)	12.7	32.8	7.5	8.7	3.9	96.9	13.1	37.1	7.5	8.9	3.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4261- Electrical Contractors

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

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

Manitoba, Electrical Work (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	72				
Low sales value (\$000's)	(1)	(1)	107	243	438
High sales value (\$000's)	(1)	107	243	438	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	59	12	29	55	136
Inventory	-	-	-	-	-
Other current assets	54	9	45	55	101
Total current assets	113	21	74	110	237
Fixed assets	36	15	29	37	58
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	1	-	18	20
Total assets	159	36	103	166	316
Liabilities and equity					
Current loans	14	2	12	10	29
Other current liabilities	55	14	33	58	112
Total current liabilities	69	15	45	68	141
Mortgages payable	-	-	-	-	-
Long term debt	3	-	2	8	1
Other liabilities	33	5	34	36	55
Total liabilities	105	20	81	111	196
Total equity	54	16	23	55	119

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

See Table 1 for symbols and notes.

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

Manitoba, Electrical Work (SIC 4261)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	72				
Low sales value (\$000's)	(1)	(1)	107	243	438
High sales value (\$000's)	(1)	107	243	438	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.6	1.4	1.6	1.6	1.7
Leverage ratios					
Debt/equity ratio (times)	1.9	1.2	3.6	2.0	1.7
Interest coverage ratio (times)	4.8	...	2.1	5.5	7.2
Debt ratio (times)	0.7	0.5	0.8	0.7	0.6

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	8	--	--	--	--
Depreciation	6	--	--	--	--
Other	-15	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-9	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-10	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-14	--	--	--	--
Cash & equivalents-Beginning of the year	-1	--	--	--	--
Cash & equivalents - End of the year	-15	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Wet Heating & Air Conditioning Work (SIC 4243)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	56	6,927	305	10	11
less than 20	53	3,778	167	9	11
20 - 99	1	X	60	-	-
100 - 499	2	X	78	1	-
500 and over	-	-	-	-	-
1987					
Total	67	8,046	313	14	...
less than 20	61	4,358	170	13	...
20 - 99	4	X	100	1	...
100 - 499	2	X	43	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	20				
Average sales \$	457,104	--	--	--	--
Average expense \$	423,190	--	--	--	--
Average net profit (loss) \$	33,914	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	439,797	--	--	--	--
Average expense \$	404,857	--	--	--	--
Average net profit \$	34,940	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	433,501	--	--	--	--
Average expense \$	436,510	--	--	--	--
Average net loss \$	-3,009	--	--	--	--
1986					
Number of observations in sample	42				
Average sales \$	412,792	--	--	--	--
Average expense \$	396,410	--	--	--	--
Average net profit (loss) \$	16,382	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	403,875	--	--	--	--
Average expense \$	379,979	--	--	--	--
Average net profit \$	23,896	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	519,875	--	--	--	--
Average expense \$	564,800	--	--	--	--
Average net loss \$	-44,925	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	230,846	--	--	--	--
Average expense \$	212,304	--	--	--	--
Average net profit (loss) \$	18,542	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	321,130	--	--	--	--
Average expense \$	287,082	--	--	--	--
Average net profit \$	34,048	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	223,555	--	--	--	--
Average expense \$	234,897	--	--	--	--
Average net loss \$	-11,342	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	39.3	--	--	--	--	100.0	39.3	--	--	--	--
Occupancy expenses	4.1	--	--	--	--	81.9	5.0	--	--	--	--
Depreciation	1.9	--	--	--	--	78.8	2.4	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	45.3	0.4	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	66.7	1.6	--	--	--	--
Rent	1.0	--	--	--	--	57.3	1.7	--	--	--	--
Personnel expenses	25.2	--	--	--	--	100.0	25.2	--	--	--	--
Financial expenses	3.2	--	--	--	--	89.5	3.6	--	--	--	--
Interest & bank charges	2.2	--	--	--	--	75.3	2.9	--	--	--	--
Professional fees	1.0	--	--	--	--	89.5	1.2	--	--	--	--
Other expenses	17.8	--	--	--	--	100.0	17.8	--	--	--	--
Profit (loss)	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4243 - Wet Heating and Air Conditioning Contractors

Businesses primarily engaged in the installation and repair of secondary hot water or system heating systems, cooling and air conditioning equipment and solar heating systems involving liquids. These businesses include: central air conditioning installation, contractors installing steam boilers (excluding power boilers), installation of central cooling equipment and piping, installation of cooling towers, heat pump installation, installation of hydronic heating systems, installation of secondary hot water and steam piping systems, installation of snow melting equipment (liquid systems), solar heating fluid systems installation, installation of unitary heating, cooling or air conditioning equipment, installation of heating and air conditioning water pumping systems and the installation of central wet heating equipment and piping.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Wet Heating & Air Conditioning Work (SIC 4243)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	52	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	29	--	--	--	--
Total current assets	81	--	--	--	--
Fixed assets	23	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	118	--	--	--	--
Liabilities and equity					
Current loans	24	--	--	--	--
Other current liabilities	52	--	--	--	--
Total current liabilities	76	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	23	--	--	--	--
Total liabilities	108	--	--	--	--
Total equity	10	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Wet Heating & Air Conditioning Work (SIC 4243)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	10.4	--	--	--	--
Interest coverage ratio (times)	0.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Plumbing (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27				
Low sales value (\$000's)	(1)	(1)	105	220	402
High sales value (\$000's)	(1)	105	220	402	(1)
Average (\$000's)					
Operating activities					
Cash from operations	16	-	-3	17	45
Depreciation	9	2	11	7	12
Other	-11	1	4	-6	-39
Dividends	-3	-	-1	-3	-8
Investment activities					
Disposal of fixed assets	15	1	-	3	48
Purchase of fixed assets	-8	-5	-8	-6	-13
Increase in investment	-	-	-	-	-
Decrease in investment	25	-	-	-	89
Financing activities					
Increase in long term debt	3	4	3	-	3
Repayment of long term debt	-35	-2	-5	-3	-114
Loans from shareholders	8	-	14	6	8
Repayment of loans from shareholders	-8	-3	-15	-4	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-3	-	-10	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	7	-1	-10	12	25
Cash & equivalents-Beginning of the year	3	3	21	-23	5
Cash & equivalents - End of the year	10	3	10	-11	31

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Plumbing (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total)	184	15,696	694	24	19
less than 20	177	11,215	496	24	19
20 - 99	7	4,481	198	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	219	20,444	800	36	...
less than 20	209	13,673	535	35	...
20 - 99	10	6,771	265	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	144				
Average sales \$	193,736	33,932	68,489	142,157	530,365
Average expense \$	181,507	24,180	60,936	131,105	509,807
Average net profit (loss) \$	12,229	9,752	7,553	11,052	20,558
Businesses reporting a profit (No.)	126				
Average sales \$	197,013	34,102	68,312	135,539	550,100
Average expense \$	180,772	23,938	56,290	120,058	522,801
Average net profit \$	16,241	10,164	12,022	15,481	27,299
Businesses reporting a loss (No.)	18				
Average sales \$	183,564	29,452	68,944	179,793	456,065
Average expense \$	189,547	30,543	72,838	193,917	460,888
Average net loss \$	-5,983	-1,091	-3,894	-14,124	-4,823
1986					
Number of observations in sample	199				
Average sales \$	191,904	61,971	94,760	136,933	473,953
Average expense \$	182,662	55,214	91,053	128,636	455,745
Average net profit (loss) \$	9,242	6,757	3,707	8,297	18,208
Businesses reporting a profit (No.)	154				
Average sales \$	195,198	62,800	94,787	135,972	487,231
Average expense \$	179,492	53,626	90,215	117,697	456,431
Average net profit \$	15,706	9,174	4,572	18,275	30,800
Businesses reporting a loss (No.)	45				
Average sales \$	178,218	57,616	94,282	139,673	421,300
Average expense \$	195,571	63,565	105,851	159,845	453,024
Average net loss \$	-17,353	-5,949	-11,569	-20,172	-31,724
1987					
Number of observations in sample	87				
Average sales \$	247,263	52,877	111,240	199,258	625,678
Average expense \$	233,343	44,979	100,407	185,080	602,905
Average net profit (loss) \$	13,920	7,898	10,833	14,178	22,773
Businesses reporting a profit (No.)	69				
Average sales \$	253,694	54,753	108,800	199,455	651,768
Average expense \$	232,972	45,488	90,870	175,503	620,027
Average net profit \$	20,722	9,265	17,930	23,952	31,741
Businesses reporting a loss (No.)	18				
Average sales \$	220,812	39,083	115,467	198,610	530,086
Average expense \$	228,758	41,234	116,932	216,700	540,167
Average net loss \$	-7,946	-2,151	-1,465	-18,090	-10,081

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	72				
Low sales value (\$000's)	(1)	(1)	74	122	288
High sales value (\$000's)	(1)	74	122	288	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.1	50.6	47.9	47.4	38.9	95.4	48.4	59.5	47.9	47.4	40.6
Occupancy expenses	4.0	2.9	5.5	4.6	2.9	99.4	4.0	2.9	5.5	4.6	2.9
Depreciation	2.2	1.8	3.1	2.9	1.2	87.7	2.5	2.5	3.9	3.0	1.2
Repairs & maintenance	0.3	0.4	0.4	0.2	0.3	41.5	0.7	0.9	0.9	0.6	0.5
Heat, light & telephone	0.9	0.6	1.5	0.9	0.8	83.9	1.1	0.9	1.5	1.2	0.9
Rent	0.5	0.2	0.5	0.6	0.6	54.5	0.9	0.4	1.5	1.0	0.9
Personnel expenses	20.3	14.5	16.0	26.5	22.1	98.2	20.6	14.5	16.0	27.7	22.6
Financial expenses	1.7	1.4	1.8	2.0	1.4	98.8	1.7	1.4	1.8	2.0	1.4
Interest & bank charges	1.0	0.7	1.1	1.4	0.8	72.1	1.4	0.9	2.0	1.7	1.1
Professional fees	0.7	0.7	0.7	0.7	0.6	86.3	0.8	1.0	0.8	0.7	0.6
Other expenses	20.9	23.4	16.7	13.1	31.1	100.0	20.9	23.4	16.7	13.1	31.1
Profit (loss)	7.1	7.1	12.1	6.4	3.8	100.0	7.1	7.1	12.1	6.4	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4241 - Plumbing Contractors

Businesses primarily engaged in the installation and repair of primary hot and cold water piping systems (i.e. except space heating) such as: installation of waste and vent drain systems, installation of hot water heaters and plumbing tanks, installation of water meters, installation of piping systems, installation of plumbing fixtures, installation of primary hot water, installation of roof drainage systems (except eavestroughing) and installation of sanitary ware.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	52				
Low sales value (\$000's)	(1)	(1)	105	202	456
High sales value (\$000's)	(1)	105	202	456	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	48	6	25	37	119
Inventory	-	-	-	-	-
Other current assets	61	34	15	38	157
Total current assets	109	40	40	76	276
Fixed assets	26	5	10	42	43
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	-	-	6	16
Total assets	141	46	50	124	335
Liabilities and equity					
Current loans	13	4	4	11	32
Other current liabilities	59	6	28	41	157
Total current liabilities	72	10	32	53	188
Mortgages payable	-	-	-	-	-
Long term debt	5	-	2	12	5
Other liabilities	30	27	11	36	44
Total liabilities	107	37	45	100	237
Total equity	34	9	6	23	98

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Plumbing (SIC 4241)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	52				
Low sales value (\$000's)	(1)	(1)	105	202	456
High sales value (\$000's)	(1)	105	202	456	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.5	4.1	1.2	1.4	1.5
Leverage ratios					
Debt/equity ratio (times)	3.1	4.1	8.1	4.3	2.4
Interest coverage ratio (times)	4.7	1.7	...	3.4	6.6
Debt ratio (times)	0.8	0.8	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Siding Work (SIC 4232)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	27	1,753	77	10	-
less than 20	26	X	73	10	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	4	-	-
1987					
Total	32	2,336	91	9	...
less than 20	30	1,494	58	8	...
20 - 99	1	X	9	1	...
100 - 499	-	-	-	-	...
500 and over	1	X	24	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	16				
Average sales \$	86,742	--	--	--	--
Average expense \$	77,991	--	--	--	--
Average net profit (loss) \$	8,751	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	74,703	--	--	--	--
Average expense \$	62,820	--	--	--	--
Average net profit \$	11,883	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	416,579	--	--	--	--
Average expense \$	464,513	--	--	--	--
Average net loss \$	-47,934	--	--	--	--
1986					
Number of observations in sample	21				
Average sales \$	197,817	--	--	--	--
Average expense \$	183,233	--	--	--	--
Average net profit (loss) \$	14,584	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	197,817	--	--	--	--
Average expense \$	183,233	--	--	--	--
Average net profit \$	14,584	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	19				
Average sales \$	243,171	--	--	--	--
Average expense \$	230,190	--	--	--	--
Average net profit (loss) \$	12,981	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	289,628	--	--	--	--
Average expense \$	268,020	--	--	--	--
Average net profit \$	21,608	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	227,808	--	--	--	--
Average expense \$	240,343	--	--	--	--
Average net loss \$	-12,535	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	41.5	--	--	--	--	75.0	55.4	--	--	--	--
Occupancy expenses	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Depreciation	1.9	--	--	--	--	86.2	2.2	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	36.1	0.6	--	--	--	--
Heat, light & telephone	0.7	--	--	--	--	56.5	1.3	--	--	--	--
Rent	1.1	--	--	--	--	46.0	2.3	--	--	--	--
Personnel expenses	14.2	--	--	--	--	98.9	14.3	--	--	--	--
Financial expenses	1.9	--	--	--	--	97.0	1.9	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	67.8	2.0	--	--	--	--
Professional fees	0.5	--	--	--	--	88.0	0.6	--	--	--	--
Other expenses	29.6	--	--	--	--	100.0	29.6	--	--	--	--
Profit (loss)	8.9	--	--	--	--	100.0	8.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4232 - Siding Contractors

Businesses primarily engaged in the installation and repair of siding, cladding, metal doors and window frames and related work. Included are businesses dealing in the installation of metal awnings, canopies and shutters; installation of cladding (excluding glass); installation of curtain walls; installation of metal doors and window frames; installation of metal, hardboard and vinyl exterior siding; installation of metal and plastic fascia and soffit and the installation of aluminum, steel, asbestos, cement, plastic and hardboard siding.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	71	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	37	--	--	--	--
Total current assets	109	--	--	--	--
Fixed assets	21	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	1	--	--	--	--
Total assets	130	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	76	--	--	--	--
Total current liabilities	87	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	17	--	--	--	--
Total liabilities	106	--	--	--	--
Total equity	24	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Siding Work (SIC 4232)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.4	--	--	--	--
Interest coverage ratio (times)	7.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	7	--	--	--	--
Depreciation	3	--	--	--	--
Other	10	--	--	--	--
Dividends	-9	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-5	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	31	--	--	--	--
Cash & equivalents - End of the year	37	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Masonry Work (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	108	8,639	382	30	7
less than 20	104	4,906	217	30	5
20 - 99	4	3,733	165	-	2
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	116	13,108	512	17	...
less than 20	110	8,265	323	16	...
20 - 99	4	X	134	-	...
100 - 499	2	X	55	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	54				
Average sales \$	140,659	34,477	63,799	99,962	364,399
Average expense \$	127,604	23,288	55,936	82,964	348,227
Average net profit (loss) \$	13,055	11,189	7,863	16,998	16,172
Businesses reporting a profit (No.)	49				
Average sales \$	136,885	34,911	61,046	99,962	351,621
Average expense \$	120,479	22,809	48,224	82,964	327,919
Average net profit \$	16,406	12,102	12,822	16,998	23,702
Businesses reporting a loss (No.)	5				
Average sales \$	181,338	29,015	71,500	-	443,498
Average expense \$	193,581	29,306	77,500	-	473,937
Average net loss \$	-12,243	-291	-6,000	-	-30,439
1986					
Number of observations in sample	64				
Average sales \$	224,900	47,598	76,355	132,592	643,054
Average expense \$	212,851	37,692	63,890	113,172	636,651
Average net profit (loss) \$	12,049	9,906	12,465	19,420	6,403
Businesses reporting a profit (No.)	53				
Average sales \$	161,805	53,789	79,709	138,067	375,653
Average expense \$	140,008	39,596	61,989	110,134	348,314
Average net profit \$	21,797	14,193	17,720	27,933	27,339
Businesses reporting a loss (No.)	11				
Average sales \$	459,557	33,079	65,353	114,736	1,625,060
Average expense \$	480,494	33,227	70,127	123,081	1,695,542
Average net loss \$	-20,937	-148	-4,774	-8,345	-70,482
1987					
Number of observations in sample	22				
Average sales \$	137,012	--	--	--	--
Average expense \$	121,924	--	--	--	--
Average net profit (loss) \$	15,088	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	132,383	--	--	--	--
Average expense \$	114,299	--	--	--	--
Average net profit \$	18,084	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	385,867	--	--	--	--
Average expense \$	387,226	--	--	--	--
Average net loss \$	-1,359	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	47.5	--	--	--	--	94.5	50.2	--	--	--	--
Occupancy expenses	9.4	--	--	--	--	100.0	9.4	--	--	--	--
Depreciation	4.4	--	--	--	--	94.5	4.7	--	--	--	--
Repairs & maintenance	2.9	--	--	--	--	70.9	4.1	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	82.0	2.0	--	--	--	--
Rent	0.5	--	--	--	--	53.5	0.9	--	--	--	--
Personnel expenses	13.8	--	--	--	--	69.1	19.9	--	--	--	--
Financial expenses	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Interest & bank charges	3.4	--	--	--	--	68.6	4.9	--	--	--	--
Professional fees	0.3	--	--	--	--	100.0	0.3	--	--	--	--
Other expenses	17.3	--	--	--	--	100.0	17.3	--	--	--	--
Profit (loss)	8.3	--	--	--	--	100.0	8.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5910 - Wholesale Waste Materials

Businesses primarily engaged in automobile wrecking and in buying and selling waste materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	64	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	198	--	--	--	--
Total current assets	263	--	--	--	--
Fixed assets	101	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	378	--	--	--	--
Liabilities and equity					
Current loans	39	--	--	--	--
Other current liabilities	66	--	--	--	--
Total current liabilities	105	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	107	--	--	--	--
Total liabilities	216	--	--	--	--
Total equity	162	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Wholesale Waste Materials (SIC 591)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.3	--	--	--	--
Interest coverage ratio (times)	7.0	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Wholesale Waste Materials (SIC 591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	58	7,578	477	8	1
less than 20	52	2,838	188	7	1
20 - 99	5	X	183	1	-
100 - 499	1	X	106	-	-
500 and over	-	-	-	-	-
1987					
Total	59	9,612	614	7	...
less than 20	51	2,896	201	7	...
20 - 99	7	X	299	-	...
100 - 499	1	X	114	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	143,989	--	--	--	--
Average expense \$	136,414	--	--	--	--
Average net profit (loss) \$	7,575	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	115,921	--	--	--	--
Average expense \$	107,918	--	--	--	--
Average net profit \$	8,003	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	818,000	--	--	--	--
Average expense \$	823,000	--	--	--	--
Average net loss \$	-5,000	--	--	--	--
1986					
Number of observations in sample	18				
Average sales \$	122,963	--	--	--	--
Average expense \$	112,282	--	--	--	--
Average net profit (loss) \$	10,681	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	116,335	--	--	--	--
Average expense \$	104,610	--	--	--	--
Average net profit \$	11,725	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	245,457	--	--	--	--
Average expense \$	253,159	--	--	--	--
Average net loss \$	-7,702	--	--	--	--
1987					
Number of observations in sample	17				
Average sales \$	245,392	--	--	--	--
Average expense \$	226,424	--	--	--	--
Average net profit (loss) \$	18,968	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	249,978	--	--	--	--
Average expense \$	225,118	--	--	--	--
Average net profit \$	24,860	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	65,900	--	--	--	--
Average expense \$	76,960	--	--	--	--
Average net loss \$	-11,060	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	4.3	--	--	--	--	7.4	58.4	--	--	--	--
Occupancy expenses	9.6	--	--	--	--	96.5	9.9	--	--	--	--
Depreciation	2.9	--	--	--	--	72.3	4.0	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	58.4	1.6	--	--	--	--
Heat, light & telephone	3.1	--	--	--	--	71.2	4.4	--	--	--	--
Rent	2.6	--	--	--	--	30.4	8.7	--	--	--	--
Personnel expenses	11.6	--	--	--	--	52.3	22.1	--	--	--	--
Financial expenses	1.5	--	--	--	--	91.9	1.6	--	--	--	--
Interest & bank charges	0.8	--	--	--	--	66.0	1.2	--	--	--	--
Professional fees	0.7	--	--	--	--	91.9	0.8	--	--	--	--
Other expenses	36.4	--	--	--	--	100.0	36.4	--	--	--	--
Profit (loss)	36.6	--	--	--	--	98.3	37.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5980 - Wholesale General Merchandise

Businesses primarily engaged in wholesale dealing in a diversified line of household merchandise of which hardware, foods, clothing, sporting goods, toys and games tend to be the most important, but no line is sufficiently important to constitute a primary activity.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Wholesale General Merchandise (SIC 598)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	45	--	--	--	--
Total current assets	55	--	--	--	--
Fixed assets	4	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	14	--	--	--	--
Total assets	74	--	--	--	--
Liabilities and equity					
Current loans	16	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	46	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	1	--	--	--	--
Total liabilities	48	--	--	--	--
Total equity	26	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Wholesale General Merchandise (SIC 598)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.8	--	--	--	--
Interest coverage ratio (times)	10.7	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Wholesale General Merchandise (SIC 598)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Wholesale General Merchandise (SIC 598)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	11	1,806	123	2	2
less than 20	8	335	24	1	2
20 - 99	2	X	95	-	-
100 - 499	1	X	4	1	-
500 and over	-	-	-	-	-
1987					
Total	12	2,322	126	4	...
less than 20	9	619	37	4	...
20 - 99	2	X	81	-	...
100 - 499	1	X	8	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	63,619	--	--	--	--
Average expense \$	39,133	--	--	--	--
Average net profit (loss) \$	24,486	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	61,418	--	--	--	--
Average expense \$	28,645	--	--	--	--
Average net profit \$	32,773	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	87,927	--	--	--	--
Average expense \$	90,023	--	--	--	--
Average net loss \$	-2,096	--	--	--	--
1986					
Number of observations in sample	17				
Average sales \$	65,100	--	--	--	--
Average expense \$	48,363	--	--	--	--
Average net profit (loss) \$	16,737	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	64,367	--	--	--	--
Average expense \$	47,233	--	--	--	--
Average net profit \$	17,134	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	52,730	--	--	--	--
Average expense \$	61,216	--	--	--	--
Average net loss \$	-8,486	--	--	--	--
1987					
Number of observations in sample	17				
Average sales \$	88,352	--	--	--	--
Average expense \$	69,544	--	--	--	--
Average net profit (loss) \$	18,808	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	90,245	--	--	--	--
Average expense \$	69,082	--	--	--	--
Average net profit \$	21,163	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	120,802	--	--	--	--
Average expense \$	123,505	--	--	--	--
Average net loss \$	-2,703	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	49				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	65.5	--	--	--	--	94.3	69.4	--	--	--	--
Occupancy expenses	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Depreciation	1.1	--	--	--	--	83.2	1.3	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	94.3	0.6	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Rent	1.2	--	--	--	--	55.2	2.2	--	--	--	--
Personnel expenses	8.6	--	--	--	--	97.8	8.8	--	--	--	--
Financial expenses	1.2	--	--	--	--	98.2	1.2	--	--	--	--
Interest & bank charges	0.8	--	--	--	--	77.7	1.1	--	--	--	--
Professional fees	0.4	--	--	--	--	95.2	0.4	--	--	--	--
Other expenses	17.9	--	--	--	--	100.0	17.9	--	--	--	--
Profit (loss)	2.7	--	--	--	--	97.8	2.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6011 - Food (Groceries) Stores

Businesses primarily engaged in retailing a general line of groceries such as canned and/or frozen foods, prepared meats, fresh fruit and vegetables, desserts and staples such as tea, coffee, spices, sugar and flour. Fresh meats and poultry may be included. In addition, limited lines of newspapers, magazines, paper products, soft drinks, beer and wine, tobacco products, health and beauty aids, housewares, flowers, plants and other non-food articles may be sold. These businesses include chain grocery stores, convenience food (groceries) stores, corner grocery stores, food (groceries) stores, retail general foods, retail groceries and supermarkets.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Food (Groceries) Stores (SIC 6011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	19	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	100	--	--	--	--
Total current assets	118	--	--	--	--
Fixed assets	93	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	45	--	--	--	--
Total assets	256	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	59	--	--	--	--
Total current liabilities	76	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	94	--	--	--	--
Total liabilities	184	--	--	--	--
Total equity	72	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Food (Groceries) Stores (SIC 6011)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.6	--	--	--	--
Interest coverage ratio (times)	2.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	8	--	--	--	--
Depreciation	11	--	--	--	--
Other	-16	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-10	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	2	--	--	--	--
Financing activities					
Increase in long term debt	9	--	--	--	--
Repayment of long term debt	-12	--	--	--	--
Loans from shareholders	13	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-1	--	--	--	--
Cash & equivalents-Beginning of the year	-7	--	--	--	--
Cash & equivalents - End of the year	-7	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Food (Groceries) Stores (SIC 6011)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	143	116,825	8,276	21	11
less than 20	114	9,165	654	19	10
20 - 99	20	8,907	630	1	-
100 - 499	2	X	212	1	1
500 and over	7	X	6,780	-	-
1987					
Total	160	155,378	10,960	34	...
less than 20	128	9,800	682	33	...
20 - 99	25	12,258	873	1	...
100 - 499	3	6,209	436	-	...
500 and over	4	127,111	8,969	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Food (Groceries) Stores (SIC 6011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	280				
Average sales \$	422,607	64,338	195,796	409,793	1,020,500
Average expense \$	412,333	65,632	187,832	400,033	955,833
Average net profit (loss) \$	10,274	-1,294	7,964	9,760	24,667
Businesses reporting a profit (No.)	228				
Average sales \$	435,392	70,797	201,708	422,313	1,046,749
Average expense \$	418,731	67,062	190,958	407,358	1,009,545
Average net profit \$	16,661	3,735	10,750	14,955	37,204
Businesses reporting a loss (No.)	52				
Average sales \$	385,258	58,875	172,452	377,056	932,650
Average expense \$	392,684	64,422	175,491	380,877	949,944
Average net loss \$	-7,426	-5,547	-3,039	-3,821	-17,294
1986					
Number of observations in sample	354				
Average sales \$	368,524	66,260	158,721	327,119	921,994
Average expense \$	365,070	70,010	155,373	317,662	917,233
Average net profit (loss) \$	3,454	-3,750	3,348	9,457	4,761
Businesses reporting a profit (No.)	281				
Average sales \$	350,738	61,170	162,256	337,549	841,976
Average expense \$	338,063	55,927	151,429	319,757	825,137
Average net profit \$	12,675	5,243	10,827	17,792	16,839
Businesses reporting a loss (No.)	73				
Average sales \$	407,974	69,636	152,995	308,056	1,101,210
Average expense \$	419,610	79,351	161,762	313,834	1,123,494
Average net loss \$	-11,636	-9,715	-8,767	-5,778	-22,284
1987					
Number of observations in sample	67				
Average sales \$	756,457	210,265	591,633	817,667	1,406,264
Average expense \$	744,812	203,134	574,580	813,044	1,388,491
Average net profit (loss) \$	11,645	7,131	17,053	4,623	17,773
Businesses reporting a profit (No.)	46				
Average sales \$	756,888	199,069	588,767	823,511	1,416,105
Average expense \$	733,683	176,801	569,341	806,034	1,382,554
Average net profit \$	23,205	22,268	19,426	17,577	33,551
Businesses reporting a loss (No.)	21				
Average sales \$	758,394	222,984	617,502	807,902	1,385,186
Average expense \$	770,169	233,045	621,865	824,559	1,401,206
Average net loss \$	-11,775	-10,061	-4,363	-16,657	-16,020

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	182				
Low sales value (\$000's)	(1)	(1)	97	212	440
High sales value (\$000's)	(1)	97	212	440	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	71.0	59.0	76.8	74.4	72.9	93.6	75.8	80.6	76.8	74.4	72.9
Occupancy expenses	5.2	7.9	4.9	4.8	3.5	97.0	5.4	9.1	4.9	4.8	3.5
Depreciation	1.5	2.2	1.6	1.3	0.9	69.6	2.2	5.3	2.1	1.8	1.1
Repairs & maintenance	0.7	0.8	0.6	0.9	0.7	74.5	1.0	3.0	0.7	0.9	0.8
Heat, light & telephone	2.1	3.6	2.2	1.8	1.1	94.8	2.2	4.3	2.2	1.8	1.1
Rent	0.9	1.4	0.6	0.8	0.7	30.8	2.8	8.6	2.0	2.6	1.6
Personnel expenses	7.5	11.8	5.9	4.6	8.1	83.6	9.0	19.4	7.9	4.7	8.1
Financial expenses	1.9	2.5	2.2	1.7	1.2	90.6	2.1	3.4	2.4	1.8	1.2
Interest & bank charges	1.6	2.3	1.8	1.5	0.9	82.9	1.9	3.1	2.3	1.6	0.9
Professional fees	0.3	0.2	0.4	0.3	0.3	70.6	0.4	0.8	0.5	0.3	0.4
Other expenses	12.8	20.3	7.7	11.2	12.3	99.2	12.9	21.0	7.7	11.2	12.3
Profit (loss)	1.7	-1.5	2.6	3.3	2.1	100.0	1.7	-1.5	2.6	3.3	2.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food, included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. This industry includes bread and pastry shops, butcher shops, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetable stores, health food stores, ice cream stores, milk stores and specialty food stores (except take-out food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	60	--	--	--	--
Total current assets	67	--	--	--	--
Fixed assets	68	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	16	--	--	--	--
Total assets	151	--	--	--	--
Liabilities and equity					
Current loans	22	--	--	--	--
Other current liabilities	43	--	--	--	--
Total current liabilities	65	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	44	--	--	--	--
Total liabilities	118	--	--	--	--
Total equity	33	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Food (Specialty) Stores (SIC 6012)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	46				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.6	--	--	--	--
Interest coverage ratio (times)	1.6	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	(1)	129	578	971
High sales value (\$000's)	(1)	129	578	971	(1)
Average (\$000's)					
Operating activities					
Cash from operations	10	3	-	10	29
Depreciation	9	7	2	13	18
Other	10	11	5	6	22
Dividends	-2	-	-	-3	-4
Investment activities					
Disposal of fixed assets	2	-	-	-	7
Purchase of fixed assets	-23	-	-	-28	-61
Increase in investment	-2	-	-	-4	-2
Decrease in investment	1	-	-	-	3
Financing activities					
Increase in long term debt	8	9	3	12	11
Repayment of long term debt	-12	-8	-9	-9	-21
Loans from shareholders	9	4	1	12	22
Repayment of loans from shareholders	-11	-23	-2	-5	-27
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-	-	-3	-6
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	-2	2	-	1	-10
Cash & equivalents-Beginning of the year	11	-2	4	41	1
Cash & equivalents - End of the year	9	-	4	41	-9

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Food (Specialty) Stores (SIC 6012)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	221	16,549	1,178	78	49
less than 20	211	6,871	492	78	49
20 - 99	6	2,760	197	-	-
100 - 499	2	X	49	-	-
500 and over	2	X	440	-	-
1987					
Total	334	24,858	1,745	99	...
less than 20	320	11,726	825	95	...
20 - 99	9	3,085	216	2	...
100 - 499	4	X	167	2	...
500 and over	1	X	537	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	80				
Average sales \$	205,513	35,950	90,283	175,480	520,340
Average expense \$	198,624	32,974	81,456	161,918	518,147
Average net profit (loss) \$	6,889	2,976	8,827	13,562	2,193
Businesses reporting a profit (No.)	68				
Average sales \$	234,888	37,912	92,435	174,418	634,788
Average expense \$	222,928	30,721	82,186	160,418	618,386
Average net profit \$	11,960	7,191	10,249	14,000	16,402
Businesses reporting a loss (No.)	12				
Average sales \$	178,569	33,697	59,667	218,190	402,722
Average expense \$	186,002	35,560	71,070	222,245	415,131
Average net loss \$	-7,433	-1,863	-11,403	-4,055	-12,409
1986					
Number of observations in sample	140				
Average sales \$	241,386	46,442	103,008	209,872	606,221
Average expense \$	231,405	38,563	99,759	200,260	587,039
Average net profit (loss) \$	9,981	7,879	3,249	9,612	19,182
Businesses reporting a profit (No.)	107				
Average sales \$	239,791	46,183	104,831	213,437	594,713
Average expense \$	222,734	33,957	91,908	198,273	566,799
Average net profit \$	17,057	12,226	12,923	15,164	27,914
Businesses reporting a loss (No.)	33				
Average sales \$	246,476	48,405	99,393	199,205	638,900
Average expense \$	259,859	73,432	115,330	206,203	644,512
Average net loss \$	-13,383	-25,027	-15,937	-6,998	-5,612
1987					
Number of observations in sample	233				
Average sales \$	335,002	54,164	158,613	319,859	807,372
Average expense \$	327,324	52,765	153,764	309,637	793,128
Average net profit (loss) \$	7,678	1,399	4,849	10,222	14,244
Businesses reporting a profit (No.)	168				
Average sales \$	332,937	64,918	162,185	320,571	784,072
Average expense \$	318,930	55,724	153,595	305,082	761,318
Average net profit \$	14,007	9,194	8,590	15,489	22,754
Businesses reporting a loss (No.)	65				
Average sales \$	348,484	44,757	148,232	317,550	883,397
Average expense \$	356,445	50,177	154,258	324,425	896,919
Average net loss \$	-7,961	-5,420	-6,026	-6,875	-13,522

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	58				
Low sales value (\$000's)	(1)	(1)	449	649	990
High sales value (\$000's)	(1)	449	649	990	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	61.5	61.9	63.4	64.3	56.5	96.0	64.1	61.9	63.4	64.3	56.8
Occupancy expenses	3.7	5.9	2.1	3.9	3.2	94.5	3.9	7.6	2.1	3.9	3.2
Depreciation	1.0	1.3	0.8	1.0	0.8	83.4	1.2	2.3	1.0	1.0	0.8
Repairs & maintenance	0.8	2.0	0.5	0.6	0.3	84.6	1.0	2.7	0.7	0.7	0.3
Heat, light & telephone	0.7	1.1	0.5	0.6	0.6	93.2	0.7	1.4	0.5	0.6	0.6
Rent	1.2	1.5	0.2	1.7	1.5	61.0	2.0	1.9	0.8	2.7	1.9
Personnel expenses	14.1	11.4	14.6	15.7	14.7	94.5	14.9	14.7	14.6	15.7	14.7
Financial expenses	1.6	3.1	1.6	1.0	0.8	99.0	1.6	3.3	1.6	1.0	0.8
Interest & bank charges	1.1	2.5	1.0	0.6	0.4	85.1	1.3	3.4	1.1	0.7	0.4
Professional fees	0.5	0.6	0.6	0.4	0.4	93.9	0.5	0.9	0.6	0.4	0.4
Other expenses	12.9	12.2	9.2	9.8	20.0	100.0	12.9	12.2	9.2	9.8	20.0
Profit (loss)	6.2	5.5	9.3	5.2	4.8	100.0	6.2	5.5	9.3	5.2	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6030 - Prescription Drugs and Patent Medicine Stores

Businesses primarily engaged in retail dealing in prescription drugs and patent or proprietary and herbal medicines, sick room supplies, cosmetics and toiletries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	53				
Low sales value (\$000's)	(1)	(1)	474	722	1,170
High sales value (\$000's)	(1)	474	722	1,170	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	35	24	26	24	64
Inventory	-	-	-	-	-
Other current assets	188	94	133	212	311
Total current assets	223	118	159	236	375
Fixed assets	75	131	45	71	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	35	43	28	28	41
Total assets	332	293	232	334	475
Liabilities and equity					
Current loans	15	16	7	15	22
Other current liabilities	98	79	51	86	176
Total current liabilities	112	95	57	101	199
Mortgages payable	-	-	-	-	-
Long term debt	5	10	6	5	2
Other liabilities	85	159	54	58	75
Total liabilities	202	264	117	164	276
Total equity	130	29	115	170	199

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	53				
Low sales value (\$000's)	(1)	(1)	474	722	1,170
High sales value (\$000's)	(1)	474	722	1,170	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.0	1.2	2.8	2.3	1.9
Leverage ratios					
Debt/equity ratio (times)	1.6	9.1	1.0	1.0	1.4
Interest coverage ratio (times)	7.5	2.9	7.0	12.5	10.1
Debt ratio (times)	0.6	0.9	0.5	0.5	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	40				
Low sales value (\$000's)	(1)	(1)	504	774	1,045
High sales value (\$000's)	(1)	504	774	1,049	(1)
Average (\$000's)					
Operating activities					
Cash from operations	51	38	42	53	69
Depreciation	8	5	8	10	11
Other	-16	-4	-12	-19	-27
Dividends	-29	-47	-15	-11	-43
Investment activities					
Disposal of fixed assets	1	-	1	2	-
Purchase of fixed assets	-7	-	-4	-11	-14
Increase in investment	-3	-	-2	-7	-1
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	1	-	4	1	-
Repayment of long term debt	-3	-	-2	-3	-6
Loans from shareholders	7	-	2	4	21
Repayment of loans from shareholders	-12	-2	-19	-6	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	-1	-11	3	14	-10
Cash & equivalents-Beginning of the year	46	37	59	34	52
Cash & equivalents - End of the year	45	26	62	48	42

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Prescription Drugs & Patent Medicine Stores (SIC 603)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	216	27,555	2,597	22	12
less than 20	179	12,880	1,216	17	10
20 - 99	33	10,932	1,030	4	2
100 - 499	1	X	23	1	-
500 and over	3	X	328	-	-
1987					
Total	223	33,225	2,739	17	...
less than 20	183	14,548	1,199	13	...
20 - 99	36	13,590	1,121	4	...
100 - 499	-	-	-	-	...
500 and over	4	5,087	419	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	39				
Average sales \$	613,253	--	--	--	--
Average expense \$	568,396	--	--	--	--
Average net profit (loss) \$	44,857	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	616,891	--	--	--	--
Average expense \$	569,402	--	--	--	--
Average net profit \$	47,489	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	549,779	--	--	--	--
Average expense \$	570,420	--	--	--	--
Average net loss \$	-20,641	--	--	--	--
1986					
Number of observations in sample	95				
Average sales \$	623,748	121,662	433,534	646,257	1,293,538
Average expense \$	597,799	121,778	433,441	610,984	1,224,991
Average net profit (loss) \$	25,949	-116	93	35,273	68,547
Businesses reporting a profit (No.)	75				
Average sales \$	593,340	146,076	391,641	645,429	1,190,213
Average expense \$	558,305	135,008	379,719	609,553	1,108,940
Average net profit \$	35,035	11,068	11,922	35,876	81,273
Businesses reporting a loss (No.)	20				
Average sales \$	801,022	101,954	468,842	705,801	1,927,491
Average expense \$	810,178	111,097	478,718	713,866	1,937,029
Average net loss \$	-9,156	-9,143	-9,876	-8,065	-9,538
1987					
Number of observations in sample	75				
Average sales \$	749,948	282,882	536,527	810,381	1,370,003
Average expense \$	713,537	283,629	486,038	771,386	1,313,093
Average net profit (loss) \$	36,411	-747	50,489	38,995	56,910
Businesses reporting a profit (No.)	64				
Average sales \$	764,267	362,334	539,502	810,153	1,345,077
Average expense \$	718,001	350,129	483,345	762,824	1,275,704
Average net profit \$	46,266	12,205	56,157	47,329	69,373
Businesses reporting a loss (No.)	11				
Average sales \$	760,510	173,863	503,753	811,529	1,552,794
Average expense \$	777,484	192,468	515,699	814,498	1,587,272
Average net loss \$	-16,974	-18,505	-11,946	-2,969	-34,478

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	58					
Low sales value (\$000's)	(1)	(1)	474	667	999	
High sales value (\$000's)	(1)	474	667	999	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	60.9	59.8	64.5	63.8	55.8	95.7	63.6	59.8	64.5	63.8	66.6
Occupancy expenses	3.9	6.4	2.4	3.9	3.2	99.6	4.0	6.5	2.4	3.9	3.2
Depreciation	1.0	1.4	0.9	1.0	0.8	87.8	1.2	2.3	1.0	1.0	0.8
Repairs & maintenance	0.9	2.1	0.6	0.6	0.3	89.2	1.0	2.7	0.7	0.6	0.3
Heat, light & telephone	0.7	1.2	0.6	0.6	0.5	98.3	0.7	1.2	0.6	0.6	0.5
Rent	1.3	1.6	0.3	1.7	1.6	64.5	2.0	1.9	0.9	2.8	1.9
Personnel expenses	14.9	13.3	16.1	15.2	14.9	99.6	14.9	13.5	16.1	15.2	14.9
Financial expenses	1.7	3.4	1.5	1.0	0.8	98.9	1.7	3.6	1.5	1.0	0.8
Interest & bank charges	1.2	2.7	1.0	0.6	0.4	89.7	1.3	2.8	1.3	0.7	0.4
Professional fees	0.5	0.7	0.5	0.4	0.4	93.5	0.5	1.0	0.5	0.4	0.4
Other expenses	13.5	13.6	9.1	10.3	20.9	100.0	13.5	13.6	9.1	10.3	20.9
Profit (loss)	5.1	3.6	6.3	5.8	4.5	100.0	5.1	3.6	6.3	5.8	4.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
 Total weighted expenditure on a given item
 (2) Value in each cell = $\frac{\text{Total weighted sales of all businesses in the sample}}{\text{Total weighted expenditure on a given item}} \times 100$ for each quartile.
 Total weighted expenditure on a given item
 (3) Value in each cell = $\frac{\text{Total weighted sales of businesses reporting this item of expenditure}}{\text{Total weighted expenditure on a given item}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Date are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise. This industry includes prescription drug stores, retail pharmaceuticals, prescription pharmacies and retail prescription medicines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	53				
Low sales value (\$000's)	(1)	(1)	474	719	1,170
High sales value (\$000's)	(1)	474	719	1,170	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	35	24	26	25	64
Inventory	-	-	-	-	-
Other current assets	188	94	134	207	311
Total current assets	223	118	159	232	375
Fixed assets	75	131	47	67	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	35	43	29	26	41
Total assets	333	293	236	326	475
Liabilities and equity					
Current loans	15	16	5	16	22
Other current liabilities	98	79	50	86	176
Total current liabilities	113	95	55	102	199
Mortgages payable	-	-	-	-	-
Long term debt	5	10	6	4	2
Other liabilities	85	159	57	55	75
Total liabilities	203	264	117	162	276
Total equity	130	29	118	164	199

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	53				
Low sales value (\$000's)	(1)	(1)	474	719	1,170
High sales value (\$000's)	(1)	474	719	1,170	(1)
Average					
Liquidity ratio					
Current ratio (times)	2.0	1.2	2.9	2.3	1.9
Leverage ratios					
Debt/equity ratio (times)	1.6	9.1	1.0	1.0	1.4
Interest coverage ratio (times)	7.5	2.9	7.4	11.9	10.1
Debt ratio (times)	0.6	0.9	0.5	0.5	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	40				
Low sales value (\$000's)	(1)	(1)	504	774	1,049
High sales value (\$000's)	(1)	504	774	1,049	(1)
Average (\$000's)					
Operating activities					
Cash from operations	50	38	42	53	69
Depreciation	8	5	8	10	11
Other	-15	-4	-12	-19	-27
Dividends	-29	-47	-15	-12	-43
Investment activities					
Disposal of fixed assets	1	-	1	2	-
Purchase of fixed assets	-7	-	-4	-11	-14
Increase in investment	-3	-	-2	-7	-1
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	1	-	4	1	-
Repayment of long term debt	-3	-	-2	-3	-6
Loans from shareholders	7	-	2	4	21
Repayment of loans from shareholders	-12	-2	-19	-6	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	-1	-11	3	13	-10
Cash & equivalents-Beginning of the year	46	37	59	34	52
Cash & equivalents - End of the year	45	26	62	48	42

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	187	26,355	2,481	12	9
less than 20	152	11,763	1,108	8	7
20 - 99	31	10,849	1,022	3	2
100 - 499	1	X	23	1	-
500 and over	3	X	328	-	-
1987					
Total	190	31,701	2,613	12	...
less than 20	153	13,513	1,114	8	...
20 - 99	33	13,101	1,080	4	...
100 - 499	-	-	-	-	...
500 and over	4	5,087	419	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

*Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	36				
Average sales \$	641,327	--	--	--	--
Average expense \$	595,442	--	--	--	--
Average net profit (loss) \$	45,885	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	644,197	--	--	--	--
Average expense \$	596,010	--	--	--	--
Average net profit \$	48,187	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	579,304	--	--	--	--
Average expense \$	596,297	--	--	--	--
Average net loss \$	-16,993	--	--	--	--
1986					
Number of observations in sample	90				
Average sales \$	673,824	167,864	448,991	689,755	1,388,685
Average expense \$	644,170	163,702	444,155	657,166	1,311,656
Average net profit (loss) \$	29,654	4,162	4,836	32,589	77,029
Businesses reporting a profit (No.)	75				
Average sales \$	638,970	153,846	430,850	689,538	1,281,647
Average expense \$	599,886	143,159	412,566	656,398	1,187,421
Average net profit \$	39,084	10,687	18,284	33,140	94,226
Businesses reporting a loss (No.)	15				
Average sales \$	826,868	205,336	468,842	705,801	1,927,491
Average expense \$	837,057	218,616	478,718	713,886	1,937,029
Average net loss \$	-10,189	-13,280	-9,876	-8,065	-9,538
1987					
Number of observations in sample	73				
Average sales \$	790,294	362,835	556,305	840,709	1,401,327
Average expense \$	752,118	344,512	518,743	799,041	1,346,174
Average net profit (loss) \$	38,176	18,323	37,562	41,668	55,153
Businesses reporting a profit (No.)	63				
Average sales \$	792,842	384,559	561,395	846,807	1,378,607
Average expense \$	744,092	351,508	519,038	795,810	1,310,010
Average net profit \$	48,750	33,051	42,357	50,997	68,597
Businesses reporting a loss (No.)	10				
Average sales \$	789,058	288,154	503,753	811,529	1,552,794
Average expense \$	809,482	320,459	515,699	814,498	1,587,272
Average net loss \$	-20,424	-32,305	-11,946	-2,969	-34,478

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	54.3	--	--	--	--	89.8	60.4	--	--	--	--
Occupancy expenses	8.5	--	--	--	--	100.0	8.5	--	--	--	--
Depreciation	1.5	--	--	--	--	94.7	1.5	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	87.6	1.0	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	75.6	1.5	--	--	--	--
Rent	5.0	--	--	--	--	69.7	7.2	--	--	--	--
Personnel expenses	17.7	--	--	--	--	100.0	17.7	--	--	--	--
Financial expenses	3.9	--	--	--	--	91.6	4.3	--	--	--	--
Interest & bank charges	2.9	--	--	--	--	70.4	4.1	--	--	--	--
Professional fees	1.0	--	--	--	--	85.2	1.2	--	--	--	--
Other expenses	14.7	--	--	--	--	100.0	14.7	--	--	--	--
Profit (loss)	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6121 - Men's Clothing Stores

Businesses primarily engaged in retail dealing in men's and boys' clothing (except athletic) and accessories. Businesses primarily engaged in custom tailoring are included here. Businesses engaged in retail men's and boys' apparel, retail men's and boys' beachwear, retail men's and boys' clothing, men's custom tailored clothing, men's retail gloves, haberdashery, retail men's and boys' hats and caps, retail men's and boys' hosiery, retail men's and boys' jackets, retail men's and boys' neckwear, men's clothing stores, retail men's furnishings, retail men's and boys' overcoats, retail men's and boys' pants and slacks, retail men's and boys' shirts, retail men's and boys' sleep and loungewear, retail men's and boys' sportswear, retail men's and boys' suits, retail men's and boys' sweaters, retail men's and boys' swimwear, retail men's and boys' underclothing, retail men's and boys' uniforms (except athletic) and retail men's and boys' clothing are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Men's Clothing Stores (SIC 6121)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	13	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	138	--	--	--	--
Total current assets	151	--	--	--	--
Fixed assets	31	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	26	--	--	--	--
Total assets	209	--	--	--	--
Liabilities and equity					
Current loans	21	--	--	--	--
Other current liabilities	64	--	--	--	--
Total current liabilities	85	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	47	--	--	--	--
Total liabilities	135	--	--	--	--
Total equity	74	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Men's Clothing Stores (SIC 6121)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.8	--	--	--	--
Interest coverage ratio (times)	2.2	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	14	--	--	--	--
Depreciation	3	--	--	--	--
Other	-6	--	--	--	--
Dividends	-6	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-4	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	12	--	--	--	--
Cash & equivalents - End of the year	7	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Men's Clothing Stores (SIC 6121)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	80	6,529	621	9	4
less than 20	71	3,075	293	8	3
20 - 99	5	1,168	111	1	-
100 - 499	3	X	32	-	1
500 and over	1	X	185	-	-
1987					
Total	74	8,841	644	8	...
less than 20	65	3,139	229	7	...
20 - 99	3	977	71	-	...
100 - 499	2	X	38	1	...
500 and over	4	X	306	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Men's Clothing Stores (SIC 6121)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	15				
Average sales \$	146,333	--	--	--	--
Average expense \$	141,852	--	--	--	--
Average net profit (loss) \$	4,481	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	155,242	--	--	--	--
Average expense \$	138,533	--	--	--	--
Average net profit \$	16,709	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	89,702	--	--	--	--
Average expense \$	98,211	--	--	--	--
Average net loss \$	-8,509	--	--	--	--
1986					
Number of observations in sample	12				
Average sales \$	573,826	--	--	--	--
Average expense \$	536,500	--	--	--	--
Average net profit (loss) \$	37,326	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	575,925	--	--	--	--
Average expense \$	535,807	--	--	--	--
Average net profit \$	40,118	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	62,726	--	--	--	--
Average expense \$	81,963	--	--	--	--
Average net loss \$	-19,237	--	--	--	--
1987					
Number of observations in sample	27				
Average sales \$	281,658	--	--	--	--
Average expense \$	269,832	--	--	--	--
Average net profit (loss) \$	11,826	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	353,948	--	--	--	--
Average expense \$	315,100	--	--	--	--
Average net profit \$	38,848	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	303,709	--	--	--	--
Average expense \$	320,199	--	--	--	--
Average net loss \$	-16,490	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.1	--	--	--	--	88.0	55.9	--	--	--	--
Occupancy expenses	10.7	--	--	--	--	100.0	10.7	--	--	--	--
Depreciation	2.4	--	--	--	--	89.5	2.7	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	68.6	1.0	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	97.8	1.9	--	--	--	--
Rent	5.8	--	--	--	--	77.6	7.5	--	--	--	--
Personnel expenses	13.1	--	--	--	--	79.4	16.5	--	--	--	--
Financial expenses	2.9	--	--	--	--	94.6	3.1	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	87.9	2.4	--	--	--	--
Professional fees	0.8	--	--	--	--	88.1	0.9	--	--	--	--
Other expenses	19.8	--	--	--	--	100.0	19.8	--	--	--	--
Profit (loss)	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6131 - Women's Clothing Stores

Businesses primarily engaged in retail dealing in women's clothing (except athletic) and accessories. Included are businesses engaged in retail women's clothing and accessories, retail women's apparel, retail women's clothing, retail women's coats, women's clothing custom tailoring, retail dresses, retail women's dressing gowns, retail foundation garments, retail women's gloves, retail women's headwear, retail women's hosiery, retail lingerie, retail millinery, retail women's neckwear, retail skirts, retail women's slacks and pants, retail women's sleepwear, retail women's sportswear (except athletic), retail women's suits, retail women's sweaters, retail women's undergarments, retail women's uniforms (except athletic) and women's clothing stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	8	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	100	--	--	--	--
Total current assets	108	--	--	--	--
Fixed assets	44	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	8	--	--	--	--
Total assets	160	--	--	--	--
Liabilities and equity					
Current loans	26	--	--	--	--
Other current liabilities	43	--	--	--	--
Total current liabilities	68	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	62	--	--	--	--
Total liabilities	133	--	--	--	--
Total equity	27	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Women's Clothing Stores (SIC 6131)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.9	--	--	--	--
Interest coverage ratio (times)	2.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	3	--	--	--	--
Other	-20	--	--	--	--
Dividends	-5	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-3	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	17	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-7	--	--	--	--
Cash & equivalents-Beginning of the year	7	--	--	--	--
Cash & equivalents - End of the year	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Women's Clothing Stores (SIC 6131)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	143	12,548	1,327	23	21
less than 20	123	3,874	410	23	20
20 - 99	4	1,427	151	-	-
100 - 499	7	1,170	123	-	1
500 and over	9	6,077	643	-	-
1987					
Total	175	17,899	1,890	32	...
less than 20	145	4,538	479	27	...
20 - 99	7	1,627	172	3	...
100 - 499	11	1,794	189	2	...
500 and over	12	9,940	1,050	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	16				
Average sales \$	222,484	--	--	--	--
Average expense \$	218,602	--	--	--	--
Average net profit (loss) \$	3,882	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	210,350	--	--	--	--
Average expense \$	192,794	--	--	--	--
Average net profit \$	17,556	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	250,504	--	--	--	--
Average expense \$	256,975	--	--	--	--
Average net loss \$	-6,471	--	--	--	--
1986					
Number of observations in sample	49				
Average sales \$	263,632	--	--	--	--
Average expense \$	261,049	--	--	--	--
Average net profit (loss) \$	2,583	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	276,760	--	--	--	--
Average expense \$	258,830	--	--	--	--
Average net profit \$	17,930	--	--	--	--
Businesses reporting a loss (No.)	21				
Average sales \$	256,876	--	--	--	--
Average expense \$	265,018	--	--	--	--
Average net loss \$	-8,142	--	--	--	--
1987					
Number of observations in sample	49				
Average sales \$	224,887	--	--	--	--
Average expense \$	220,283	--	--	--	--
Average net profit (loss) \$	4,604	--	--	--	--
Businesses reporting a profit (No.)	32				
Average sales \$	235,795	--	--	--	--
Average expense \$	218,690	--	--	--	--
Average net profit \$	17,106	--	--	--	--
Businesses reporting a loss (No.)	17				
Average sales \$	246,694	--	--	--	--
Average expense \$	265,976	--	--	--	--
Average net loss \$	-19,282	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	16					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	62.1	--	--	--	--	100.0	62.1	--	--	--	--
Occupancy expenses	7.1	--	--	--	--	100.0	7.1	--	--	--	--
Depreciation	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Repairs & maintenance	2.5	--	--	--	--	86.6	2.8	--	--	--	--
Heat, light & telephone	1.8	--	--	--	--	97.4	1.8	--	--	--	--
Rent	1.7	--	--	--	--	62.5	2.7	--	--	--	--
Personnel expenses	15.1	--	--	--	--	100.0	15.1	--	--	--	--
Financial expenses	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional fees	0.6	--	--	--	--	93.5	0.6	--	--	--	--
Other expenses	12.3	--	--	--	--	100.0	12.3	--	--	--	--
Profit (loss)	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6141 - Clothing Stores n.e.c.

Businesses primarily engaged in retail dealing in clothing not elsewhere classified or in a combination of men's, women's and children's clothing and accessories. Included in this industry are businesses primarily engaged in retailing fur goods, retail children's and infants' clothing, children's clothing stores, retail children's coats, combination (men's, women's and children's) clothing stores, retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infants and toddlers clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Clothing Stores n.e.c. (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	15	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	203	--	--	--	--
Total current assets	217	--	--	--	--
Fixed assets	25	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	258	--	--	--	--
Liabilities and equity					
Current loans	52	--	--	--	--
Other current liabilities	100	--	--	--	--
Total current liabilities	152	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	53	--	--	--	--
Total liabilities	205	--	--	--	--
Total equity	53	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Clothing Stores n.e.c. (SIC 6141)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.9	--	--	--	--
Interest coverage ratio (times)	0.6	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-1	--	--	--	--
Depreciation	6	--	--	--	--
Other	-14	--	--	--	--
Dividends	-13	--	--	--	--
Investment activities					
Disposal of fixed assets	6	--	--	--	--
Purchase of fixed assets	-10	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-1	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-22	--	--	--	--
Cash & equivalents-Beginning of the year	21	--	--	--	--
Cash & equivalents - End of the year	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Clothing Stores n.e.c. (SIC 6141)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	50	1,445	150	4	7
less than 20	49	X	137	4	5
20 - 99	-	-	-	-	2
100 - 499	-	-	-	-	-
500 and over	1	X	13	-	-
1987					
Total	49	2,288	208	7	...
less than 20	46	1,237	112	7	...
20 - 99	-	-	-	-	...
100 - 499	2	X	22	-	...
500 and over	1	X	74	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	24				
Average sales \$	167,574	--	--	--	--
Average expense \$	158,724	--	--	--	--
Average net profit (loss) \$	8,850	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	165,521	--	--	--	--
Average expense \$	153,883	--	--	--	--
Average net profit \$	11,638	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	97,018	--	--	--	--
Average expense \$	128,213	--	--	--	--
Average net loss \$	-31,195	--	--	--	--
1986					
Number of observations in sample	51				
Average sales \$	200,356	48,622	109,177	194,762	448,864
Average expense \$	198,602	52,625	118,217	189,313	434,252
Average net profit (loss) \$	1,754	-4,003	-9,040	5,449	14,612
Businesses reporting a profit (No.)	31				
Average sales \$	198,119	53,955	99,235	193,229	446,057
Average expense \$	184,803	48,318	93,043	183,979	413,873
Average net profit \$	13,316	5,637	6,192	9,250	32,184
Businesses reporting a loss (No.)	20				
Average sales \$	202,808	41,861	111,040	201,952	456,379
Average expense \$	221,043	58,086	122,932	214,346	488,809
Average net loss \$	-18,235	-16,225	-11,892	-12,394	-32,430
1987					
Number of observations in sample	23				
Average sales \$	279,447	--	--	--	--
Average expense \$	284,749	--	--	--	--
Average net profit (loss) \$	-5,302	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	305,263	--	--	--	--
Average expense \$	285,714	--	--	--	--
Average net profit \$	19,549	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	258,165	--	--	--	--
Average expense \$	288,377	--	--	--	--
Average net loss \$	-30,212	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	8					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	58.3	--	--	--	--	97.6	59.7	--	--	--	--
Occupancy expenses	10.4	--	--	--	--	100.0	10.4	--	--	--	--
Depreciation	0.7	--	--	--	--	53.1	1.4	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	77.8	0.4	--	--	--	--
Heat, light & telephone	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Rent	6.5	--	--	--	--	54.0	12.0	--	--	--	--
Personnel expenses	9.5	--	--	--	--	79.9	11.9	--	--	--	--
Financial expenses	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Interest & bank charges	4.8	--	--	--	--	74.2	6.5	--	--	--	--
Professional fees	0.7	--	--	--	--	77.8	0.9	--	--	--	--
Other expenses	13.4	--	--	--	--	100.0	13.4	--	--	--	--
Profit (loss)	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6151 - Fabric and Yarn Stores

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric) and retail yarn.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Fabric and Yarn Stores (SIC 6151)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.5	--	--	--	--
Interest coverage ratio (times)	30.4	--	--	--	--
Debt ratio (times)	0.3	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	34	2,385	253	5	5
less than 20	28	648	69	5	5
20 - 99	4	X	148	-	-
100 - 499	2	X	36	-	-
500 and over	-	-	-	-	-
1987					
Total	38	2,437	221	4	...
less than 20	33	746	68	4	...
20 - 99	3	X	112	-	...
100 - 499	2	X	41	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	226,084	--	--	--	--
Average expense \$	225,581	--	--	--	--
Average net profit (loss) \$	503	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	134,055	--	--	--	--
Average expense \$	123,073	--	--	--	--
Average net profit \$	10,982	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	227,714	--	--	--	--
Average expense \$	238,581	--	--	--	--
Average net loss \$	-10,867	--	--	--	--
1986					
Number of observations in sample	13				
Average sales \$	135,119	--	--	--	--
Average expense \$	128,876	--	--	--	--
Average net profit (loss) \$	6,243	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	134,925	--	--	--	--
Average expense \$	127,892	--	--	--	--
Average net profit \$	7,033	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	89,068	--	--	--	--
Average expense \$	91,048	--	--	--	--
Average net loss \$	-1,980	--	--	--	--
1987					
Number of observations in sample	14				
Average sales \$	125,967	--	--	--	--
Average expense \$	115,684	--	--	--	--
Average net profit (loss) \$	10,283	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	208,717	--	--	--	--
Average expense \$	183,965	--	--	--	--
Average net profit \$	24,752	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	43,217	--	--	--	--
Average expense \$	47,402	--	--	--	--
Average net loss \$	-4,185	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	46					
Low sales value (\$'000's)	(1)	--	--	--	--	
High sales value (\$'000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.6	--	--	--	--	89.8	43.0	--	--	--	--
Occupancy expenses	7.1	--	--	--	--	100.0	7.1	--	--	--	--
Depreciation	1.5	--	--	--	--	72.5	2.0	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	62.2	1.0	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	89.5	2.2	--	--	--	--
Rent	3.1	--	--	--	--	55.0	5.6	--	--	--	--
Personnel expenses	11.6	--	--	--	--	87.9	13.2	--	--	--	--
Financial expenses	2.5	--	--	--	--	99.2	2.5	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	90.1	2.3	--	--	--	--
Professional fees	0.4	--	--	--	--	77.8	0.5	--	--	--	--
Other expenses	22.6	--	--	--	--	100.0	22.6	--	--	--	--
Profit (loss)	17.6	--	--	--	--	100.0	17.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6210 - Household Furniture Stores

Businesses primarily engaged in retail dealing in household furniture. Businesses primarily engaged in furniture refinishing and repair are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Household Furniture Stores (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	33				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	59	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	221	--	--	--	--
Total current assets	279	--	--	--	--
Fixed assets	35	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	30	--	--	--	--
Total assets	345	--	--	--	--
Liabilities and equity					
Current loans	56	--	--	--	--
Other current liabilities	127	--	--	--	--
Total current liabilities	183	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	68	--	--	--	--
Total liabilities	260	--	--	--	--
Total equity	85	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Household Furniture Stores (SIC 521)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	33				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.1	--	--	--	--
Interest coverage ratio (times)	3.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	27				
Low sales value (\$000's)	(1)	(1)	342	582	842
High sales value (\$000's)	(1)	342	582	842	(1)
Average (\$000's)					
Operating activities					
Cash from operations	30	-7	29	45	46
Depreciation	6	5	5	4	11
Other	-29	-	-24	-10	-74
Dividends	-6	-	-10	-2	-8
Investment activities					
Disposal of fixed assets	3	2	2	-	10
Purchase of fixed assets	-12	-19	-3	-5	-24
Increase in investment	-7	-	-	-21	-4
Decrease in investment	4	-	3	11	1
Financing activities					
Increase in long term debt	9	20	1	1	15
Repayment of long term debt	-5	-1	-3	-2	-14
Loans from shareholders	14	-	13	21	18
Repayment of loans from shareholders	-13	-	-5	-41	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	-5	-	9	2	-27
Cash & equivalents-Beginning of the year	-18	-10	16	-71	-8
Cash & equivalents - End of the year	-23	-11	25	-69	-35

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Household Furniture Stores (SIC 621)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	150	12,572	896	27	13
less than 20	150	8,243	570	26	12
20 - 99	8	2,894	219	1	-
100 - 499	1	X	105	-	1
500 and over	1	X	2	-	-
1987					
Total	159	15,234	816	21	...
less than 20	148	8,872	475	21	...
20 - 99	7	3,683	198	-	...
100 - 499	4	2,679	143	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Household Furniture Stores (SIC 621)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	26				
Average sales \$	284,329	--	--	--	--
Average expense \$	272,096	--	--	--	--
Average net profit (loss) \$	12,233	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	287,850	--	--	--	--
Average expense \$	271,533	--	--	--	--
Average net profit \$	16,317	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	319,954	--	--	--	--
Average expense \$	325,892	--	--	--	--
Average net loss \$	-5,938	--	--	--	--
1986					
Number of observations in sample	35				
Average sales \$	389,264	--	--	--	--
Average expense \$	376,103	--	--	--	--
Average net profit (loss) \$	13,161	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	403,774	--	--	--	--
Average expense \$	382,882	--	--	--	--
Average net profit \$	20,892	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	540,161	--	--	--	--
Average expense \$	546,590	--	--	--	--
Average net loss \$	-8,429	--	--	--	--
1987					
Number of observations in sample	54				
Average sales \$	271,764	34,397	53,606	151,755	847,297
Average expense \$	256,534	22,189	41,086	146,254	816,605
Average net profit (loss) \$	15,230	12,208	12,520	5,501	30,692
Businesses reporting a profit (No.)	38				
Average sales \$	262,012	34,397	53,068	135,535	825,047
Average expense \$	240,095	22,189	38,596	123,284	775,309
Average net profit \$	21,917	12,208	13,472	12,251	49,738
Businesses reporting a loss (No.)	16				
Average sales \$	385,330	-	60,986	193,763	901,241
Average expense \$	394,662	-	61,519	205,741	916,725
Average net loss \$	-9,332	-	-533	-11,978	-15,484

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.6	--	--	--	--	83.1	29.6	--	--	--	--
Occupancy expenses	7.9	--	--	--	--	100.0	7.9	--	--	--	--
Depreciation	2.0	--	--	--	--	61.8	3.2	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	57.9	1.3	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	86.6	2.7	--	--	--	--
Rent	2.8	--	--	--	--	40.3	6.9	--	--	--	--
Personnel expenses	11.1	--	--	--	--	81.9	13.6	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Professional fees	0.4	--	--	--	--	65.7	0.6	--	--	--	--
Other expenses	26.2	--	--	--	--	100.0	26.2	--	--	--	--
Profit (loss)	27.3	--	--	--	--	100.0	27.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6213 - furniture Refinishing and Repair Shops

Businesses primarily engaged in the repair and refinishing of furniture such as retail antique furniture repair, retail furniture reupholstering, furniture refinishing and repair shops, furniture repair, furniture paint and varnish stripping and polishing of furniture.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.0	--	--	--	--
Interest coverage ratio (times)	5.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	33	--	--	--	--
Depreciation	13	--	--	--	--
Other	-19	--	--	--	--
Dividends	-27	--	--	--	--
Investment activities					
Disposal of fixed assets	4	--	--	--	--
Purchase of fixed assets	-16	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	3	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-16	--	--	--	--
Cash & equivalents-Beginning of the year	4	--	--	--	--
Cash & equivalents - End of the year	-12	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Furniture, Refinishing and Repair Shop (SIC 6213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	54	2,748	163	10	3
less than 20	53	X	161	10	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	2	-	-
1987					
Total	47	2,343	133	5	...
less than 20	46	X	108	5	...
20 - 99	1	X	25	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	89,308	--	--	--	--
Average expense \$	75,868	--	--	--	--
Average net profit (loss) \$	13,440	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	105,789	--	--	--	--
Average expense \$	89,174	--	--	--	--
Average net profit \$	16,615	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	85,856	--	--	--	--
Average expense \$	86,989	--	--	--	--
Average net loss \$	-1,133	--	--	--	--
1986					
Number of observations in sample	12				
Average sales \$	54,974	--	--	--	--
Average expense \$	45,632	--	--	--	--
Average net profit (loss) \$	9,342	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	52,548	--	--	--	--
Average expense \$	42,386	--	--	--	--
Average net profit \$	10,162	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	118,036	--	--	--	--
Average expense \$	122,658	--	--	--	--
Average net loss \$	-4,622	--	--	--	--
1987					
Number of observations in sample	14				
Average sales \$	93,098	--	--	--	--
Average expense \$	78,762	--	--	--	--
Average net profit (loss) \$	14,336	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	84,555	--	--	--	--
Average expense \$	69,144	--	--	--	--
Average net profit \$	15,411	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	485,212	--	--	--	--
Average expense \$	492,610	--	--	--	--
Average net loss \$	-7,398	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 522)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	85					
Low sales value (\$000's)	(1)	(1)	55	139	320	
High sales value (\$000's)	(1)	55	139	320	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	54.2	51.8	51.4	53.2	60.3	97.2	55.8	51.8	54.1	54.7	62.4
Occupancy expenses	12.2	25.8	8.6	7.7	6.7	94.9	12.8	28.3	9.5	7.9	6.7
Depreciation	5.1	13.6	3.3	1.6	2.0	88.0	5.8	14.9	3.7	2.0	2.1
Repairs & maintenance	0.6	1.1	0.4	0.6	0.3	53.9	1.1	2.7	0.9	0.9	0.4
Heat, light & telephone	2.3	3.5	2.5	2.0	1.3	93.4	2.5	4.1	2.8	2.1	1.3
Rent	4.2	7.6	2.5	3.5	3.1	74.6	5.6	9.9	5.0	4.7	3.3
Personnel expenses	15.0	11.0	12.2	21.1	15.5	83.8	17.9	17.4	16.7	21.5	15.5
Financial expenses	2.6	4.2	2.1	2.0	2.0	95.9	2.7	4.6	2.2	2.1	2.0
Interest & bank charges	1.8	3.1	1.4	1.4	1.4	79.0	2.3	4.1	1.8	1.9	1.6
Professional fees	0.7	1.1	0.7	0.6	0.6	87.4	0.9	1.3	0.8	0.7	0.6
Other expenses	13.8	13.2	16.5	12.7	12.9	100.0	13.8	13.2	16.5	12.7	12.9
Profit (loss)	2.2	-6.1	9.2	3.3	2.8	100.0	2.2	-6.1	9.2	3.3	2.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5220 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 522)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	54				
Low sales value (\$000's)	(1)	(1)	139	279	498
High sales value (\$000's)	(1)	139	279	498	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	18	2	9	17	42
Inventory	-	-	-	-	-
Other current assets	97	26	59	85	210
Total current assets	115	28	68	102	252
Fixed assets	29	14	32	25	43
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	3	10	2	27
Total assets	154	45	109	129	322
Liabilities and equity					
Current loans	19	3	6	17	48
Other current liabilities	66	34	33	59	134
Total current liabilities	85	37	39	76	181
Mortgages payable	-	-	-	-	-
Long term debt	3	2	-	6	3
Other liabilities	36	4	48	30	59
Total liabilities	124	43	87	112	243
Total equity	31	1	22	17	79

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 522)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	54				
Low sales value (\$000's)	(1)	(1)	139	279	498
High sales value (\$000's)	(1)	139	279	498	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.4	0.8	1.7	1.3	1.4
Leverage ratios					
Debt/equity ratio (times)	4.0	35.0	4.0	6.6	3.1
Interest coverage ratio (times)	2.8	1.7	2.1	1.2	4.4
Debt ratio (times)	0.8	1.0	0.8	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	(1)	152	320	562
High sales value (\$000's)	(1)	152	320	562	(1)
Average (\$000's)					
Operating activities					
Cash from operations	7	7	2	-2	21
Depreciation	7	-	3	5	19
Other	-8	1	-15	-3	-12
Dividends	-2	-	-	-4	-4
Investment activities					
Disposal of fixed assets	1	-	-	3	-
Purchase of fixed assets	-7	-1	-4	-6	-17
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	2	-	2	6	2
Repayment of long term debt	-3	-	-3	-3	-7
Loans from shareholders	8	3	10	3	15
Repayment of loans from shareholders	-4	-6	-1	-3	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-3	-	-	-4
Other	-	2	-	-	-
Increase(decrease) in cash & equivalents	-1	3	-6	-5	5
Cash & equivalents-Beginning of the year	7	56	2	-1	-18
Cash & equivalents - End of the year	6	59	-4	-5	-13

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	312	19,004	1,460	60	29
less than 20	303	12,240	943	59	27
20 - 99	5	1,804	136	1	1
100 - 499	3	X	287	-	1
500 and over	1	X	94	-	-
1987					
Total	292	21,852	1,142	32	...
less than 20	280	14,759	743	28	...
20 - 99	7	2,162	115	2	...
100 - 499	3	X	175	1	...
500 and over	2	X	109	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	74				
Average sales \$	236,968	40,219	69,759	179,119	658,773
Average expense \$	230,817	40,752	65,930	169,935	646,650
Average net profit (loss) \$	6,151	-533	3,829	9,184	12,123
Businesses reporting a profit (No.)	58				
Average sales \$	256,317	35,370	69,832	180,222	739,843
Average expense \$	243,599	31,451	58,151	167,784	717,010
Average net profit \$	12,718	3,919	11,681	12,438	22,833
Businesses reporting a loss (No.)	16				
Average sales \$	202,032	46,677	69,556	159,847	532,048
Average expense \$	221,245	53,140	87,652	207,519	536,667
Average net loss \$	-19,213	-6,463	-18,096	-47,672	-4,619
1986					
Number of observations in sample	73				
Average sales \$	302,283	42,740	91,264	235,776	839,352
Average expense \$	289,409	38,182	82,148	217,536	819,768
Average net profit (loss) \$	12,874	4,558	9,116	18,240	19,584
Businesses reporting a profit (No.)	64				
Average sales \$	326,053	41,538	92,220	235,279	935,175
Average expense \$	308,564	34,700	78,816	216,551	904,188
Average net profit \$	17,489	6,838	13,404	18,728	30,987
Businesses reporting a loss (No.)	9				
Average sales \$	222,208	56,031	87,489	258,021	487,251
Average expense \$	235,808	76,681	95,293	261,657	509,601
Average net loss \$	-13,600	-20,650	-7,804	-3,636	-22,310
1987					
Number of observations in sample	103				
Average sales \$	262,891	37,968	89,545	228,596	695,455
Average expense \$	254,927	39,535	82,729	221,207	676,235
Average net profit (loss) \$	7,964	-1,567	6,816	7,389	19,220
Businesses reporting a profit (No.)	74				
Average sales \$	284,453	39,502	91,318	231,244	775,746
Average expense \$	267,259	29,204	83,483	217,650	738,699
Average net profit \$	17,194	10,298	7,835	13,594	37,047
Businesses reporting a loss (No.)	29				
Average sales \$	219,783	37,071	75,789	222,712	543,560
Average expense \$	227,408	45,575	76,878	229,111	558,066
Average net loss \$	-7,625	-8,504	-1,089	-6,399	-14,506

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	26					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	63.0	--	--	--	--	100.0	63.0	--	--	--	--
Occupancy expenses	7.3	--	--	--	--	96.5	7.6	--	--	--	--
Depreciation	1.1	--	--	--	--	88.4	1.2	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	58.2	0.5	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	89.7	1.7	--	--	--	--
Rent	4.4	--	--	--	--	82.9	5.3	--	--	--	--
Personnel expenses	14.9	--	--	--	--	90.4	16.4	--	--	--	--
Financial expenses	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Interest & bank charges	0.9	--	--	--	--	76.6	1.1	--	--	--	--
Professional fees	0.6	--	--	--	--	96.5	0.6	--	--	--	--
Other expenses	10.7	--	--	--	--	100.0	10.7	--	--	--	--
Profit (loss)	2.7	--	--	--	--	100.0	2.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6221 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in household appliances, radios, television sets and sound equipment. These businesses include retail portable household air conditioners, appliance, radio, television and stereo stores, retail household appliances, retail household laundry driers, retail household food preparation appliances, retail household floor and rug care appliances, retail household freezers, retail household hair driers, retail household kitchen appliances, retail microwave and convention ovens, retail household ranges (stoves), retail household refrigerators, retail household sewing machines, retail household stoves, retail household vacuum cleaners and retail household washing machines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	16	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	103	--	--	--	--
Total current assets	119	--	--	--	--
Fixed assets	38	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	7	--	--	--	--
Total assets	164	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	60	--	--	--	--
Total current liabilities	68	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	51	--	--	--	--
Total liabilities	119	--	--	--	--
Total equity	46	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.6	--	--	--	--
Interest coverage ratio (times)	5.0	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	11	--	--	--	--
Depreciation	4	--	--	--	--
Other	-6	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-6	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	8	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-4	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	19	--	--	--	--
Cash & equivalents - End of the year	25	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Appliance, Television, Radio & Stereo Stores (SIC 6221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	61	2,740	203	11	8
less than 20	60	X	192	11	7
20 - 99	-	-	-	-	-
100 - 499	1	X	11	-	1
500 and over	-	-	-	-	-
1987					
Total	57	3,094	161	10	...
less than 20	56	X	157	10	...
20 - 99	-	-	-	-	...
100 - 499	1	X	4	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Appliance, Television, Radio & Stereo Stores (SIC 5221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	17				
Average sales \$	82,296	--	--	--	--
Average expense \$	76,579	--	--	--	--
Average net profit (loss) \$	5,717	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	81,995	--	--	--	--
Average expense \$	71,472	--	--	--	--
Average net profit \$	10,523	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	108,154	--	--	--	--
Average expense \$	136,640	--	--	--	--
Average net loss \$	-28,486	--	--	--	--
1986					
Number of observations in sample	14				
Average sales \$	224,213	--	--	--	--
Average expense \$	208,600	--	--	--	--
Average net profit (loss) \$	15,613	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	224,213	--	--	--	--
Average expense \$	208,600	--	--	--	--
Average net profit \$	15,613	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	30				
Average sales \$	312,628	--	--	--	--
Average expense \$	298,338	--	--	--	--
Average net profit (loss) \$	14,290	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	334,021	--	--	--	--
Average expense \$	310,396	--	--	--	--
Average net profit \$	23,625	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	248,202	--	--	--	--
Average expense \$	256,138	--	--	--	--
Average net loss \$	-7,936	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Television, Radio & Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	58.7	--	--	--	--	94.4	62.2	--	--	--	--
Occupancy expenses	13.4	--	--	--	--	91.7	14.6	--	--	--	--
Depreciation	6.1	--	--	--	--	83.8	7.2	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	61.7	1.4	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	91.7	2.2	--	--	--	--
Rent	4.4	--	--	--	--	68.1	6.5	--	--	--	--
Personnel expenses	12.9	--	--	--	--	86.6	14.8	--	--	--	--
Financial expenses	3.0	--	--	--	--	94.5	3.2	--	--	--	--
Interest & bank charges	2.3	--	--	--	--	80.0	2.8	--	--	--	--
Professional fees	0.7	--	--	--	--	79.1	0.9	--	--	--	--
Other expenses	14.8	--	--	--	--	100.0	14.8	--	--	--	--
Profit (loss)	-2.8	--	--	--	--	100.0	-2.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6222 - Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in television and radio receiving sets and sound equipment. Such stores may be secondarily engaged in selling records, tapes, musical instruments and parts for television and radio sets and stereo equipment as well as some repairing of such equipment. Included are businesses engaged in retail home computers; retail loud speakers; retail household radio receiving sets; retail sound equipment, components and parts; retail household stereo record players; retail household tape players and recorders; retail telephones; television and radio stores; television, radio and stereo stores; retail television sets; retail tuners and amplifiers and retail video recorders.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Television, Radio & Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	119	--	--	--	--
Total current assets	142	--	--	--	--
Fixed assets	32	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	189	--	--	--	--
Liabilities and equity					
Current loans	31	--	--	--	--
Other current liabilities	86	--	--	--	--
Total current liabilities	117	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	37	--	--	--	--
Total liabilities	159	--	--	--	--
Total equity	30	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Television, Radio & Stereo Stores (SIC 6222)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	5.2	--	--	--	--
Interest coverage ratio (times)	2.4	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Television, Radio & Stereo Stores (SIC 6222)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	14	--	--	--	--
Other	-11	--	--	--	--
Dividends	-6	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-13	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	4	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	11	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-3	--	--	--	--
Cash & equivalents-Beginning of the year	-23	--	--	--	--
Cash & equivalents - End of the year	-26	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Television, Radio & Stereo Stores (SIC 6222)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	149	12,614	960	30	17
less than 20	141	6,007	455	29	16
20 - 99	5	1,804	136	1	1
100 - 499	2	X	275	-	-
500 and over	1	X	94	-	-
1987					
Total	146	14,515	796	18	...
less than 20	135	7,500	401	14	...
20 - 99	7	2,162	115	2	...
100 - 499	2	X	171	1	...
500 and over	2	X	109	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Television, Radio & Stereo Stores (SIC 6222)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	43				
Average sales \$	308,105	--	--	--	--
Average expense \$	302,695	--	--	--	--
Average net profit (loss) \$	5,410	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	323,559	--	--	--	--
Average expense \$	311,673	--	--	--	--
Average net profit \$	11,886	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	287,502	--	--	--	--
Average expense \$	295,996	--	--	--	--
Average net loss \$	-8,494	--	--	--	--
1986					
Number of observations in sample	47				
Average sales \$	294,188	--	--	--	--
Average expense \$	283,710	--	--	--	--
Average net profit (loss) \$	10,478	--	--	--	--
Businesses reporting a profit (No.)	38				
Average sales \$	326,327	--	--	--	--
Average expense \$	309,709	--	--	--	--
Average net profit \$	16,618	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	190,382	--	--	--	--
Average expense \$	204,028	--	--	--	--
Average net loss \$	-13,646	--	--	--	--
1987					
Number of observations in sample	55				
Average sales \$	292,224	36,546	73,319	254,100	804,930
Average expense \$	287,324	44,513	70,510	248,938	785,334
Average net profit (loss) \$	4,900	-7,967	2,809	5,162	19,596
Businesses reporting a profit (No.)	37				
Average sales \$	418,686	-	81,310	246,350	928,398
Average expense \$	399,590	-	76,263	235,559	886,948
Average net profit \$	19,096	-	5,047	10,791	41,450
Businesses reporting a loss (No.)	18				
Average sales \$	242,263	36,546	60,005	274,827	597,675
Average expense \$	251,231	44,513	60,923	284,724	614,765
Average net loss \$	-8,968	-7,967	-918	-9,897	-17,090

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	37.7	--	--	--	--	100.0	37.7	--	--	--	--
Occupancy expenses	13.8	--	--	--	--	100.0	13.8	--	--	--	--
Depreciation	6.5	--	--	--	--	97.4	6.7	--	--	--	--
Repairs & maintenance	0.2	--	--	--	--	32.2	0.5	--	--	--	--
Heat, light & telephone	3.6	--	--	--	--	100.0	3.6	--	--	--	--
Rent	3.6	--	--	--	--	81.1	4.4	--	--	--	--
Personnel expenses	18.4	--	--	--	--	71.9	25.6	--	--	--	--
Financial expenses	2.7	--	--	--	--	95.5	2.8	--	--	--	--
Interest & bank charges	1.7	--	--	--	--	82.5	2.1	--	--	--	--
Professional fees	1.0	--	--	--	--	95.5	1.0	--	--	--	--
Other expenses	14.8	--	--	--	--	100.0	14.8	--	--	--	--
Profit (loss)	12.6	--	--	--	--	100.0	12.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6223 - Appliance, Television, Radio and Stereo Repair Shops

Businesses primarily engaged in the repair and maintenance of radios, television sets, stereo equipment, tape recorders and household electrical appliances. Such shops may be secondarily engaged in selling such equipment and parts. Businesses primarily engaged in retail dealing in such equipment and appliances are classified in one of the preceding classes of this industry group. Businesses engaged in the repair of household appliances, repair of radios, repair of stereo equipment and the repair of television sets are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	12	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	36	--	--	--	--
Total current assets	48	--	--	--	--
Fixed assets	10	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	4	--	--	--	--
Total assets	62	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	28	--	--	--	--
Total current liabilities	36	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	14	--	--	--	--
Total liabilities	50	--	--	--	--
Total equity	12	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.2	--	--	--	--
Interest coverage ratio (times)	0.8	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	95	3,358	274	18	4
less than 20	95	3,358	274	18	4
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	85	4,101	175	4	...
less than 20	85	4,101	175	4	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	14				
Average sales \$	113,855	--	--	--	--
Average expense \$	102,299	--	--	--	--
Average net profit (loss) \$	11,556	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	79,933	--	--	--	--
Average expense \$	62,492	--	--	--	--
Average net profit \$	17,441	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	286,005	--	--	--	--
Average expense \$	289,311	--	--	--	--
Average net loss \$	-3,306	--	--	--	--
1986					
Number of observations in sample	12				
Average sales \$	90,243	--	--	--	--
Average expense \$	73,758	--	--	--	--
Average net profit (loss) \$	16,485	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	90,243	--	--	--	--
Average expense \$	73,758	--	--	--	--
Average net profit \$	16,485	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	18				
Average sales \$	113,569	--	--	--	--
Average expense \$	106,287	--	--	--	--
Average net profit (loss) \$	7,282	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	109,373	--	--	--	--
Average expense \$	99,586	--	--	--	--
Average net profit \$	9,787	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	279,752	--	--	--	--
Average expense \$	293,329	--	--	--	--
Average net loss \$	-13,577	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Automobile (New) Dealers (SIC 6311)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	55.1	--	--	--	--	90.8	60.7	--	--	--	--
Occupancy expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Depreciation	0.3	--	--	--	--	58.4	0.4	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	57.8	1.1	--	--	--	--
Heat, light & telephone	0.6	--	--	--	--	78.3	0.8	--	--	--	--
Rent	0.8	--	--	--	--	45.1	1.7	--	--	--	--
Personnel expenses	5.3	--	--	--	--	97.4	5.5	--	--	--	--
Financial expenses	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	96.8	1.4	--	--	--	--
Professional fees	0.4	--	--	--	--	91.6	0.5	--	--	--	--
Other expenses	31.3	--	--	--	--	100.0	31.3	--	--	--	--
Profit (loss)	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6311 - Automobile (New) Dealers

Businesses primarily engaged in retail dealing in new automobiles. These businesses are usually operated under a factory franchise and have departments engaged in the sale of used cars, parts and accessories, motor vehicle repairs and often include service station facilities.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Automobile (New) Dealers (SIC 6311)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	22	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	237	--	--	--	--
Total current assets	258	--	--	--	--
Fixed assets	50	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	2	--	--	--	--
Total assets	311	--	--	--	--
Liabilities and equity					
Current loans	32	--	--	--	--
Other current liabilities	196	--	--	--	--
Total current liabilities	227	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	82	--	--	--	--
Total liabilities	310	--	--	--	--
Total equity	1	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Automobile (New) Dealers (SIC 6311)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	...	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Automobile (New) Dealers (SIC 6311)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-16	--	--	--	--
Depreciation	5	--	--	--	--
Other	-20	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-27	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	12	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-47	--	--	--	--
Cash & equivalents-Beginning of the year	-62	--	--	--	--
Cash & equivalents - End of the year	-109	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Automobile Dealers

(SI

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	238	82,794	4,106	31	13
less than 20	180	22,311	1,108	24	12
20 - 99	48	38,063	1,887	5	1
100 - 499	10	22,420	1,111	2	-
500 and over	-	-	-	-	-
1987					
Total	250	112,049	5,127	30	...
less than 20	181	24,175	1,109	24	...
20 - 99	54	47,278	2,162	4	...
100 - 499	14	X	1,856	1	...
500 and over	1	X	-	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Automobile (New) Dealers (SIC 6311)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	17				
Average sales \$	848,106	--	--	--	--
Average expense \$	842,233	--	--	--	--
Average net profit (loss) \$	5,873	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	774,322	--	--	--	--
Average expense \$	762,638	--	--	--	--
Average net profit \$	11,684	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	802,584	--	--	--	--
Average expense \$	829,390	--	--	--	--
Average net loss \$	-26,806	--	--	--	--
1986					
Number of observations in sample	14				
Average sales \$	1,307,847	--	--	--	--
Average expense \$	1,285,764	--	--	--	--
Average net profit (loss) \$	22,083	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	1,314,027	--	--	--	--
Average expense \$	1,272,828	--	--	--	--
Average net profit \$	41,199	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	1,354,779	--	--	--	--
Average expense \$	1,387,243	--	--	--	--
Average net loss \$	-32,464	--	--	--	--
1987					
Number of observations in sample	39				
Average sales \$	694,217	--	--	--	--
Average expense \$	685,788	--	--	--	--
Average net profit (loss) \$	8,429	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	646,747	--	--	--	--
Average expense \$	631,781	--	--	--	--
Average net profit \$	14,966	--	--	--	--
Businesses reporting a loss (No.)	18				
Average sales \$	896,939	--	--	--	--
Average expense \$	908,661	--	--	--	--
Average net loss \$	-11,722	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	66.2	--	--	--	--	92.7	71.4	--	--	--	--
Occupancy expenses	2.1	--	--	--	--	74.1	2.8	--	--	--	--
Depreciation	0.7	--	--	--	--	55.1	1.3	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	36.5	0.9	--	--	--	--
Heat, light & telephone	0.5	--	--	--	--	70.9	0.7	--	--	--	--
Rent	0.6	--	--	--	--	51.2	1.1	--	--	--	--
Personnel expenses	2.3	--	--	--	--	47.4	4.9	--	--	--	--
Financial expenses	1.4	--	--	--	--	82.8	1.7	--	--	--	--
Interest & bank charges	0.9	--	--	--	--	65.0	1.4	--	--	--	--
Professional fees	0.5	--	--	--	--	81.5	0.6	--	--	--	--
Other expenses	21.5	--	--	--	--	100.0	21.5	--	--	--	--
Profit (loss)	6.5	--	--	--	--	100.0	6.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6312 - Automobile (Used) Dealers

Businesses primarily engaged in retail dealing in used cars. Such businesses may be secondarily engaged in selling new cars and equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	3	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	92	--	--	--	--
Total current assets	95	--	--	--	--
Fixed assets	9	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	5	--	--	--	--
Total assets	109	--	--	--	--
Liabilities and equity					
Current loans	22	--	--	--	--
Other current liabilities	32	--	--	--	--
Total current liabilities	53	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	45	--	--	--	--
Total liabilities	99	--	--	--	--
Total equity	10	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Automobile (Used) Dealers (SIC 6312)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	9.9	--	--	--	--
Interest coverage ratio (times)	4.5	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Automobile Dealers

(\$)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	238	82,794	4,108	31	13
less than 20	180	22,311	1,108	24	12
20 - 99	48	38,063	1,887	5	1
100 - 499	10	22,420	1,111	2	-
500 and over	-	-	-	-	-
1987					
Total	250	112,049	5,127	30	...
less than 20	181	24,175	1,109	24	...
20 - 99	54	47,278	2,162	4	...
100 - 499	14	X	1,856	1	...
500 and over	1	X	-	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	22				
Average sales \$	298,921	--	--	--	--
Average expense \$	293,153	--	--	--	--
Average net profit (loss) \$	5,768	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	302,912	--	--	--	--
Average expense \$	286,432	--	--	--	--
Average net profit \$	16,480	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	204,678	--	--	--	--
Average expense \$	210,338	--	--	--	--
Average net loss \$	-5,660	--	--	--	--
1986					
Number of observations in sample	21				
Average sales \$	423,510	--	--	--	--
Average expense \$	420,357	--	--	--	--
Average net profit (loss) \$	3,153	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	269,929	--	--	--	--
Average expense \$	254,611	--	--	--	--
Average net profit \$	15,318	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	1,001,497	--	--	--	--
Average expense \$	1,034,208	--	--	--	--
Average net loss \$	-32,711	--	--	--	--
1987					
Number of observations in sample	42				
Average sales \$	215,805	--	--	--	--
Average expense \$	209,582	--	--	--	--
Average net profit (loss) \$	6,223	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	218,921	--	--	--	--
Average expense \$	206,538	--	--	--	--
Average net profit \$	12,383	--	--	--	--
Businesses reporting a loss (No.)	17				
Average sales \$	204,669	--	--	--	--
Average expense \$	210,546	--	--	--	--
Average net loss \$	-5,877	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	190				
Low sales value (\$000's)	(1)	(1)	215	552	837
High sales value (\$000's)	(1)	215	552	837	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	72.0	64.4	75.0	76.2	72.1	96.3	74.8	70.8	75.0	78.1	74.8
Occupancy expenses	3.5	5.1	3.8	2.7	2.9	99.0	3.6	5.1	3.8	2.8	2.9
Depreciation	0.8	0.8	0.8	0.8	0.7	78.5	1.0	1.2	1.0	1.0	0.8
Repairs & maintenance	0.6	1.2	0.6	0.3	0.3	83.9	0.7	1.3	0.7	0.5	0.4
Heat, light & telephone	1.1	2.0	1.2	0.8	0.7	93.2	1.2	2.3	1.3	0.8	0.7
Rent	1.0	1.0	1.0	0.8	1.1	52.7	1.9	2.0	3.5	1.3	1.5
Personnel expenses	10.1	11.8	8.9	10.8	9.1	94.3	10.7	13.6	9.5	11.2	9.1
Financial expenses	0.9	1.0	1.1	0.7	0.7	95.2	0.9	1.1	1.1	0.8	0.7
Interest & bank charges	0.6	0.6	0.8	0.5	0.4	76.1	0.8	1.0	1.0	0.7	0.5
Professional fees	0.3	0.3	0.3	0.2	0.2	83.9	0.3	0.5	0.4	0.2	0.2
Other expenses	10.3	10.4	8.9	8.3	13.8	100.0	10.3	10.4	8.9	8.3	13.8
Profit (loss)	3.1	7.4	2.5	1.3	1.4	99.7	3.1	7.4	2.5	1.3	1.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This industry group includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services and self-serve gasoline stations.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	81				
Low sales value (\$000's)	(1)	(1)	617	794	1,089
High sales value (\$000's)	(1)	617	794	1,089	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	14	14	14	10	19
Inventory	-	-	-	-	-
Other current assets	92	44	135	95	101
Total current assets	107	58	149	105	121
Fixed assets	69	41	60	55	121
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	-	3	6	17
Total assets	183	99	213	167	258
Liabilities and equity					
Current loans	9	7	5	9	15
Other current liabilities	48	32	60	44	56
Total current liabilities	57	40	66	53	71
Mortgages payable	-	-	-	-	-
Long term debt	6	3	7	4	9
Other liabilities	64	27	53	98	71
Total liabilities	126	70	126	155	151
Total equity	56	29	86	12	107

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Gasoline Service Stations (SIC 6331)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	81				
Low sales value (\$000's)	(1)	(1)	617	794	1,089
High sales value (\$000's)	(1)	617	794	1,089	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.9	1.5	2.3	2.0	1.7
Leverage ratios					
Debt/equity ratio (times)	2.2	2.4	1.5	12.8	1.4
Interest coverage ratio (times)	2.7	3.1	3.7	...	3.8
Debt ratio (times)	0.7	0.7	0.6	0.9	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	(1)	565	837	1,076
High sales value (\$000's)	(1)	565	837	1,076	(1)
Average (\$000's)					
Operating activities					
Cash from operations	11	1	22	5	15
Depreciation	11	7	11	9	16
Other	-9	-36	7	-12	-2
Dividends	-2	-1	-1	-3	-1
Investment activities					
Disposal of fixed assets	3	2	-	2	8
Purchase of fixed assets	-14	-16	-5	-12	-24
Increase in investment	-1	-	-	-2	-1
Decrease in investment	-	-	-	-	-
Financing activities					
Increase in long term debt	15	45	-	11	11
Repayment of long term debt	-7	-9	-4	-5	-11
Loans from shareholders	8	1	14	7	8
Repayment of loans from shareholders	-6	-1	-7	-3	-13
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-2	-	-5	-	-4
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	7	-7	34	-5	2
Cash & equivalents-Beginning of the year	17	1	47	3	14
Cash & equivalents - End of the year	24	-5	81	-2	15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	473	36,638	3,483	76	33
less than 20	458	25,549	2,423	74	32
20 - 99	10	2,751	263	1	1
100 - 499	2	X	197	1	-
500 and over	3	X	500	-	-
1987					
Total	507	44,877	4,222	82	...
less than 20	481	28,639	2,683	79	...
20 - 99	20	5,546	526	1	...
100 - 499	3	2,979	282	2	...
500 and over	3	7,713	731	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	267				
Average sales \$	586,006	125,355	360,057	619,507	1,239,104
Average expense \$	578,150	126,343	354,252	610,521	1,221,485
Average net profit (loss) \$	7,856	-988	5,805	8,986	17,619
Businesses reporting a profit (No.)	217				
Average sales \$	580,625	130,944	349,292	611,307	1,230,955
Average expense \$	564,533	119,999	338,840	593,344	1,205,947
Average net profit \$	16,092	10,945	10,452	17,963	25,008
Businesses reporting a loss (No.)	50				
Average sales \$	601,744	113,026	390,251	632,997	1,270,701
Average expense \$	614,582	140,338	397,480	638,775	1,281,736
Average net loss \$	-12,838	-27,312	-7,229	-5,778	-11,035
1986					
Number of observations in sample	256				
Average sales \$	571,725	78,035	306,082	616,646	1,286,138
Average expense \$	564,865	77,171	295,259	605,621	1,281,407
Average net profit (loss) \$	6,860	864	10,823	11,025	4,731
Businesses reporting a profit (No.)	216				
Average sales \$	577,315	85,362	309,227	617,893	1,296,777
Average expense \$	561,782	77,303	291,589	602,938	1,275,288
Average net profit \$	15,533	8,059	17,628	14,955	21,489
Businesses reporting a loss (No.)	40				
Average sales \$	558,974	58,428	297,622	610,821	1,269,023
Average expense \$	572,831	76,817	305,106	618,151	1,291,249
Average net loss \$	-13,857	-18,389	-7,484	-7,330	-22,226
1987					
Number of observations in sample	236				
Average sales \$	587,264	133,154	380,450	695,310	1,140,140
Average expense \$	575,328	125,743	370,417	683,581	1,121,570
Average net profit (loss) \$	11,936	7,411	10,033	11,729	18,570
Businesses reporting a profit (No.)	189				
Average sales \$	589,313	125,571	380,485	700,753	1,150,444
Average expense \$	568,188	112,990	364,697	674,588	1,120,477
Average net profit \$	21,125	12,581	15,788	26,165	29,967
Businesses reporting a loss (No.)	47				
Average sales \$	581,208	156,150	380,346	682,816	1,105,518
Average expense \$	595,340	164,422	387,467	704,225	1,125,244
Average net loss \$	-14,132	-8,272	-7,121	-21,409	-19,726

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	32				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.9	--	--	--	--	85.4	62.0	--	--	--	--
Occupancy expenses	6.0	--	--	--	--	100.0	6.0	--	--	--	--
Depreciation	1.6	--	--	--	--	98.6	1.6	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	90.6	1.0	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	87.8	1.9	--	--	--	--
Rent	1.9	--	--	--	--	62.9	3.0	--	--	--	--
Personnel expenses	17.0	--	--	--	--	90.6	18.7	--	--	--	--
Financial expenses	2.4	--	--	--	--	99.0	2.5	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	82.9	2.2	--	--	--	--
Professional fees	0.6	--	--	--	--	92.0	0.7	--	--	--	--
Other expenses	16.9	--	--	--	--	100.0	16.9	--	--	--	--
Profit (loss)	4.8	--	--	--	--	100.0	4.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes, batteries and other automobile parts and accessories separately or in combination. These businesses may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (including C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	33	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	111	--	--	--	--
Total current assets	144	--	--	--	--
Fixed assets	61	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	211	--	--	--	--
Liabilities and equity					
Current loans	39	--	--	--	--
Other current liabilities	70	--	--	--	--
Total current liabilities	109	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	57	--	--	--	--
Total liabilities	167	--	--	--	--
Total equity	44	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.8	--	--	--	--
Interest coverage ratio (times)	2.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	3	--	--	--	--
Depreciation	9	--	--	--	--
Other	-	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-8	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-8	--	--	--	--
Cash & equivalents-Beginning of the year	-30	--	--	--	--
Cash & equivalents - End of the year	-38	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Tire, Battery, Parts and Accessories Stores (SIC 6342)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	81	6,000	424	20	6
less than 20	79	3,463	243	20	6
20 - 99	1	X	66	-	-
100 - 499	1	X	115	-	-
500 and over	-	-	-	-	-
1987					
Total	92	8,825	563	15	---
less than 20	84	4,233	269	12	---
20 - 99	7	X	188	3	---
100 - 499	1	X	106	-	---
500 and over	-	-	-	-	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	33				
Average sales \$	318,112	--	--	--	--
Average expense \$	305,241	--	--	--	--
Average net profit (loss) \$	12,871	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	317,203	--	--	--	--
Average expense \$	296,489	--	--	--	--
Average net profit \$	20,714	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	305,118	--	--	--	--
Average expense \$	328,403	--	--	--	--
Average net loss \$	-23,285	--	--	--	--
1986					
Number of observations in sample	34				
Average sales \$	321,732	--	--	--	--
Average expense \$	332,926	--	--	--	--
Average net profit (loss) \$	-11,194	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	354,057	--	--	--	--
Average expense \$	334,309	--	--	--	--
Average net profit \$	19,748	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	377,286	--	--	--	--
Average expense \$	406,121	--	--	--	--
Average net loss \$	-28,835	--	--	--	--
1987					
Number of observations in sample	36				
Average sales \$	366,197	--	--	--	--
Average expense \$	357,329	--	--	--	--
Average net profit (loss) \$	8,868	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	361,215	--	--	--	--
Average expense \$	340,712	--	--	--	--
Average net profit \$	20,503	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	359,141	--	--	--	--
Average expense \$	380,902	--	--	--	--
Average net loss \$	-21,761	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	46					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.1	--	--	--	--	96.0	51.1	--	--	--	--
Occupancy expenses	9.5	--	--	--	--	100.0	9.5	--	--	--	--
Depreciation	2.5	--	--	--	--	81.6	3.0	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	78.3	1.0	--	--	--	--
Heat, light & telephone	2.6	--	--	--	--	97.1	2.7	--	--	--	--
Rent	3.5	--	--	--	--	58.7	6.0	--	--	--	--
Personnel expenses	15.9	--	--	--	--	80.2	19.8	--	--	--	--
Financial expenses	2.5	--	--	--	--	98.2	2.6	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	85.9	2.1	--	--	--	--
Professional fees	0.7	--	--	--	--	91.0	0.8	--	--	--	--
Other expenses	14.7	--	--	--	--	100.0	14.7	--	--	--	--
Profit (loss)	8.4	--	--	--	--	92.5	9.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1)- These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6351 - Garages (General Repairs)

Businesses primarily engaged in general mechanical and electrical repairs to motor vehicles. Garages may be secondarily engaged in selling gasoline and lubricating motor vehicles. These businesses include motor vehicle general repairs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	25	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	67	--	--	--	--
Total current assets	92	--	--	--	--
Fixed assets	108	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	213	--	--	--	--
Liabilities and equity					
Current loans	25	--	--	--	--
Other current liabilities	50	--	--	--	--
Total current liabilities	75	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	72	--	--	--	--
Total liabilities	154	--	--	--	--
Total equity	59	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Garages (General Repairs) (SIC 6351)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.6	--	--	--	--
Interest coverage ratio (times)	1.2	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	5	--	--	--	--
Depreciation	10	--	--	--	--
Other	-1	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	11	--	--	--	--
Purchase of fixed assets	-16	--	--	--	--
Increase in investment	-7	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	7	--	--	--	--
Repayment of long term debt	-12	--	--	--	--
Loans from shareholders	4	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-4	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-8	--	--	--	--
Cash & equivalents-Beginning of the year	10	--	--	--	--
Cash & equivalents - End of the year	2	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Garages (General Repairs) (SIC 6351)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	275	12,488	774	56	22
less than 20	271	10,192	638	56	22
20 - 99	4	2,296	136	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	271	14,289	817	43	...
less than 20	267	12,426	711	42	...
20 - 99	4	1,863	106	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	48				
Average sales \$	155,028	--	--	--	--
Average expense \$	145,998	--	--	--	--
Average net profit (loss) \$	9,030	--	--	--	--
Businesses reporting a profit (No.)	42				
Average sales \$	178,572	--	--	--	--
Average expense \$	166,325	--	--	--	--
Average net profit \$	12,247	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	99,463	--	--	--	--
Average expense \$	105,375	--	--	--	--
Average net loss \$	-5,912	--	--	--	--
1986					
Number of observations in sample	70				
Average sales \$	145,926	41,645	67,899	115,472	358,687
Average expense \$	135,897	41,135	60,393	100,959	341,100
Average net profit (loss) \$	10,029	510	7,506	14,513	17,587
Businesses reporting a profit (No.)	62				
Average sales \$	147,911	46,770	66,888	115,878	362,106
Average expense \$	135,208	41,204	56,909	99,006	343,713
Average net profit \$	12,703	5,566	9,979	16,872	18,393
Businesses reporting a loss (No.)	8				
Average sales \$	120,289	35,344	73,786	110,467	261,559
Average expense \$	128,401	41,050	80,676	125,011	266,867
Average net loss \$	-8,112	-5,706	-6,890	-14,544	-5,308
1987					
Number of observations in sample	60				
Average sales \$	269,087	43,799	92,853	247,360	692,336
Average expense \$	258,772	42,336	79,499	229,906	683,345
Average net profit (loss) \$	10,315	1,463	13,354	17,454	8,991
Businesses reporting a profit (No.)	50				
Average sales \$	273,789	40,970	92,853	247,360	713,973
Average expense \$	257,266	32,598	79,499	229,906	687,060
Average net profit \$	16,523	8,372	13,354	17,454	26,913
Businesses reporting a loss (No.)	10				
Average sales \$	350,759	53,471	-	-	648,047
Average expense \$	375,685	75,630	-	-	675,740
Average net loss \$	-24,926	-22,159	-	-	-27,693

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Paint & Body Repair Shops (SIC 6352)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	56					
Low sales value (\$000's)	(1)	(1)	84	134	307	
High sales value (\$000's)	(1)	84	134	307	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.2	39.8	63.7	43.0	35.9	97.1	47.6	39.8	63.7	45.2	38.5
Occupancy expenses	8.1	12.1	6.9	7.4	6.7	99.4	8.2	12.1	6.9	7.4	6.9
Depreciation	2.4	2.8	1.8	2.6	2.5	92.5	2.6	2.8	2.2	2.7	2.6
Repairs & maintenance	1.0	1.1	1.1	0.7	1.1	71.3	1.4	1.6	2.4	0.8	1.2
Heat, light & telephone	3.1	6.0	2.9	2.1	1.9	97.8	3.2	6.5	2.9	2.1	2.0
Rent	1.6	2.2	1.1	2.1	1.2	39.4	4.1	6.9	4.4	4.0	2.5
Personnel expenses	23.1	17.3	11.1	30.9	33.3	83.2	27.7	24.2	17.2	31.9	33.3
Financial expenses	3.5	5.9	3.8	2.9	1.7	97.8	3.6	6.3	3.8	2.9	1.8
Interest & bank charges	2.7	5.0	2.8	2.1	1.1	86.3	3.1	5.9	3.4	2.1	1.4
Professional fees	0.8	0.9	1.0	0.9	0.6	96.1	0.9	1.0	1.0	0.9	0.6
Other expenses	13.5	14.6	14.1	10.5	14.9	100.0	13.5	14.6	14.1	10.5	14.9
Profit (loss)	5.6	10.3	0.5	5.3	7.4	98.1	5.7	11.2	0.5	5.3	7.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6352 - Paint and Body Repairs

Businesses primarily engaged in repairing and/or repainting motor vehicle bodies, fenders and doors. Businesses in this industry may be secondarily engaged in mechanical repairs. Motor vehicle body repairs, motor vehicle collision repairs, motor vehicle frame straightening and the painting of motor vehicles are businesses also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	74	--	--	--	--
Total current assets	97	--	--	--	--
Fixed assets	79	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	25	--	--	--	--
Total assets	202	--	--	--	--
Liabilities and equity					
Current loans	19	--	--	--	--
Other current liabilities	52	--	--	--	--
Total current liabilities	71	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	48	--	--	--	--
Total liabilities	123	--	--	--	--
Total equity	79	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Paint & Body Repair Shops (SIC 6352)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.6	--	--	--	--
Interest coverage ratio (times)	4.9	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	15	--	--	--	--
Depreciation	7	--	--	--	--
Other	-7	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	6	--	--	--	--
Purchase of fixed assets	-17	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	11	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	3	--	--	--	--
Cash & equivalents-Beginning of the year	18	--	--	--	--
Cash & equivalents - End of the year	21	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Paint & Body Repair Shops (SIC 6352)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	220	13,579	849	40	24
less than 20	216	12,440	778	38	24
20 - 99	4	1,139	71	2	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	228	18,429	1,054	35	...
less than 20	222	16,054	919	33	...
20 - 99	6	2,375	135	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Paint & Body Repair Shops (SIC 6352)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	44				
Average sales \$	197,983	--	--	--	--
Average expense \$	174,010	--	--	--	--
Average net profit (loss) \$	23,973	--	--	--	--
Businesses reporting a profit (No.)	39				
Average sales \$	193,109	--	--	--	--
Average expense \$	165,860	--	--	--	--
Average net profit \$	27,249	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	228,378	--	--	--	--
Average expense \$	232,675	--	--	--	--
Average net loss \$	-4,297	--	--	--	--
1986					
Number of observations in sample	52				
Average sales \$	281,692	68,703	146,267	232,557	679,239
Average expense \$	257,102	55,881	122,067	221,129	629,331
Average net profit (loss) \$	24,590	12,822	24,200	11,428	49,908
Businesses reporting a profit (No.)	50				
Average sales \$	291,259	68,703	148,586	268,507	679,239
Average expense \$	259,835	55,881	122,798	231,328	629,331
Average net profit \$	31,424	12,822	25,788	37,179	49,908
Businesses reporting a loss (No.)	2				
Average sales \$	154,276	-	108,507	200,045	-
Average expense \$	161,041	-	110,177	211,905	-
Average net loss \$	-6,765	-	-1,670	-11,860	-
1987					
Number of observations in sample	77				
Average sales \$	256,334	59,183	117,033	249,433	599,687
Average expense \$	240,980	52,314	113,953	237,219	560,424
Average net profit (loss) \$	15,354	6,869	3,070	12,214	39,263
Businesses reporting a profit (No.)	57				
Average sales \$	268,698	56,169	124,213	263,530	630,879
Average expense \$	241,619	44,098	112,638	230,746	578,992
Average net profit \$	27,079	12,071	11,575	32,784	51,887
Businesses reporting a loss (No.)	20				
Average sales \$	222,897	67,709	103,510	234,237	486,133
Average expense \$	232,258	75,553	116,458	244,196	492,823
Average net loss \$	-9,361	-7,844	-12,948	-9,959	-6,690

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	66				
Low sales value (\$000's)	(1)	(1)	88	229	395
High sales value (\$000's)	(1)	88	229	395	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	80.5	78.6	89.4	81.1	72.8	100.0	80.5	78.6	89.4	81.1	72.8
Occupancy expenses	6.4	13.3	4.7	5.4	2.5	100.0	6.4	13.3	4.7	5.4	2.5
Depreciation	2.8	6.2	1.9	2.6	0.9	89.0	3.2	6.8	2.2	3.3	0.9
Repairs & maintenance	1.1	2.5	0.6	0.9	0.4	91.8	1.2	2.7	0.6	1.0	0.4
Heat, light & telephone	2.3	4.3	2.2	1.6	1.0	100.0	2.3	4.3	2.2	1.6	1.0
Rent	0.2	0.3	0.1	0.3	0.3	31.8	0.7	0.7	0.4	0.9	0.8
Personnel expenses	4.1	1.1	2.5	6.2	6.6	73.5	5.6	3.3	3.5	7.0	6.9
Financial expenses	1.4	2.1	1.5	0.7	1.5	96.8	1.5	2.1	1.7	0.7	1.5
Interest & bank charges	1.0	1.6	1.0	0.4	1.1	68.5	1.5	3.6	1.5	0.7	1.1
Professional fees	0.4	0.5	0.5	0.3	0.4	90.0	0.5	0.5	0.6	0.3	0.4
Other expenses	8.4	12.4	4.6	3.2	13.2	100.0	8.4	12.4	4.6	3.2	13.2
Profit (loss)	-0.9	-7.5	-2.8	3.2	3.5	100.0	-0.9	-7.5	-2.8	3.2	3.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as, country general stores and general stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	130	--	--	--	--
Total current assets	152	--	--	--	--
Fixed assets	67	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	23	--	--	--	--
Total assets	243	--	--	--	--
Liabilities and equity					
Current loans	30	--	--	--	--
Other current liabilities	69	--	--	--	--
Total current liabilities	98	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	55	--	--	--	--
Total liabilities	155	--	--	--	--
Total equity	88	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, General Stores (SIC 6412)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.8	--	--	--	--
Interest coverage ratio (times)	2.6	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, General Stores (SIC 5412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	5	--	--	--	--
Depreciation	9	--	--	--	--
Other	-2	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-3	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-9	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-3	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	2	--	--	--	--
Cash & equivalents-Beginning of the year	-1	--	--	--	--
Cash & equivalents - End of the year	1	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, General Merchandise Stores (SIC 541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	203	160,039	15,437	21	14
less than 20	183	6,456	624	19	13
20 - 99	8	3,165	311	2	-
100 - 499	3	5,844	565	-	-
500 and over	9	144,574	13,937	-	1
1987					
Total	205	160,306	13,890	29	---
less than 20	183	7,512	653	27	---
20 - 99	8	2,708	239	2	---
100 - 499	4	8,482	654	-	---
500 and over	10	141,604	12,344	-	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	77				
Average sales \$	361,735	85,210	179,527	366,104	816,100
Average expense \$	350,553	83,761	170,058	349,634	798,760
Average net profit (loss) \$	11,182	1,449	9,469	16,470	17,340
Businesses reporting a profit (No.)	62				
Average sales \$	359,127	94,913	180,804	367,201	793,791
Average expense \$	343,310	88,058	168,363	346,781	770,038
Average net profit \$	15,817	6,855	12,241	20,420	23,753
Businesses reporting a loss (No.)	15				
Average sales \$	389,522	76,663	172,273	357,401	927,750
Average expense \$	394,055	79,975	181,470	372,265	942,510
Average net loss \$	-10,533	-3,312	-9,197	-14,864	-14,760
1986					
Number of observations in sample	93				
Average sales \$	276,783	111,895	170,555	225,528	599,152
Average expense \$	272,090	114,405	175,632	217,617	580,707
Average net profit (loss) \$	4,693	-2,510	-5,077	7,911	18,445
Businesses reporting a profit (No.)	66				
Average sales \$	307,172	96,292	-	224,290	600,934
Average expense \$	294,896	93,238	-	213,281	578,170
Average net profit \$	12,276	3,054	-	11,009	22,764
Businesses reporting a loss (No.)	27				
Average sales \$	278,288	123,379	170,555	231,280	587,938
Average expense \$	285,018	129,986	175,632	237,772	596,681
Average net loss \$	-6,730	-6,607	-5,077	-6,492	-8,743
1987					
Number of observations in sample	90				
Average sales \$	310,651	48,013	154,603	286,348	743,641
Average expense \$	304,224	49,792	158,774	287,320	721,008
Average net profit (loss) \$	6,427	-1,779	-4,171	9,028	22,633
Businesses reporting a profit (No.)	64				
Average sales \$	317,202	57,798	160,471	310,647	739,893
Average expense \$	302,635	56,168	150,214	290,938	713,221
Average net profit \$	14,567	1,630	10,257	19,709	26,672
Businesses reporting a loss (No.)	26				
Average sales \$	307,243	41,006	152,854	266,245	768,868
Average expense \$	314,915	45,225	161,324	279,703	773,406
Average net loss \$	-7,672	-4,219	-8,470	-13,458	-4,538

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Other General Merchandise Stores (SIC 5413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	67.9	--	--	--	--	100.0	67.9	--	--	--	--
Occupancy expenses	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Depreciation	0.6	--	--	--	--	71.5	0.9	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Rent	0.3	--	--	--	--	25.0	1.3	--	--	--	--
Personnel expenses	11.9	--	--	--	--	95.8	12.4	--	--	--	--
Financial expenses	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Interest & bank charges	1.1	--	--	--	--	94.9	1.2	--	--	--	--
Professional fees	0.4	--	--	--	--	85.4	0.5	--	--	--	--
Other expenses	13.1	--	--	--	--	100.0	13.1	--	--	--	--
Profit (loss)	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5413 - Other General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where one commodity line accounts for more than 50% of total revenue. General merchandise stores (except department stores and general stores), mail order offices of department stores and variety stores are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Other General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	12	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	267	--	--	--	--
Total current assets	279	--	--	--	--
Fixed assets	40	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	50	--	--	--	--
Total assets	369	--	--	--	--
Liabilities and equity					
Current loans	25	--	--	--	--
Other current liabilities	77	--	--	--	--
Total current liabilities	102	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	4	--	--	--	--
Total liabilities	112	--	--	--	--
Total equity	257	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Other General Merchandise Stores (SIC 6413)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.4	--	--	--	--
Interest coverage ratio (times)	3.3	--	--	--	--
Debt ratio (times)	0.3	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	203	160,039	15,437	21	14
less than 20	183	6,456	624	19	13
20 - 99	8	3,165	311	2	-
100 - 499	3	5,844	565	-	-
500 and over	9	144,574	13,937	-	1
1987					
Total	205	160,306	13,890	29	...
less than 20	183	7,512	653	27	...
20 - 99	8	2,708	239	2	...
100 - 499	4	8,482	654	-	...
500 and over	10	141,604	12,344	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Other General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	8				
Average sales \$	244,512	--	--	--	--
Average expense \$	227,741	--	--	--	--
Average net profit (loss) \$	16,771	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	345,022	--	--	--	--
Average expense \$	307,791	--	--	--	--
Average net profit \$	37,231	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	144,003	--	--	--	--
Average expense \$	147,691	--	--	--	--
Average net loss \$	-3,688	--	--	--	--
1986					
Number of observations in sample	20				
Average sales \$	400,343	--	--	--	--
Average expense \$	409,749	--	--	--	--
Average net profit (loss) \$	-9,406	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	381,515	--	--	--	--
Average expense \$	353,550	--	--	--	--
Average net profit \$	27,965	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	436,224	--	--	--	--
Average expense \$	496,052	--	--	--	--
Average net loss \$	-59,828	--	--	--	--
1987					
Number of observations in sample	21				
Average sales \$	522,283	--	--	--	--
Average expense \$	509,517	--	--	--	--
Average net profit (loss) \$	12,766	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	555,671	--	--	--	--
Average expense \$	533,335	--	--	--	--
Average net profit \$	22,336	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	501,645	--	--	--	--
Average expense \$	512,885	--	--	--	--
Average net loss \$	-11,240	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Florist Shops (SIC 6521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	48.5	--	--	--	--	88.9	54.5	--	--	--	--
Occupancy expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Depreciation	2.2	--	--	--	--	77.2	2.9	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	87.9	1.3	--	--	--	--
Heat, light & telephone	2.7	--	--	--	--	87.0	3.2	--	--	--	--
Rent	5.8	--	--	--	--	65.5	8.8	--	--	--	--
Personnel expenses	13.3	--	--	--	--	84.9	15.7	--	--	--	--
Financial expenses	4.7	--	--	--	--	93.6	5.0	--	--	--	--
Interest & bank charges	3.5	--	--	--	--	83.7	4.1	--	--	--	--
Professional fees	1.2	--	--	--	--	93.6	1.3	--	--	--	--
Other expenses	23.2	--	--	--	--	100.0	23.2	--	--	--	--
Profit (loss)	-1.5	--	--	--	--	97.6	-1.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6521 - Florist Shops

Businesses primarily engaged in retail dealing in cut flowers, potted plants and the like. These businesses may be secondarily engaged in selling seeds, bulbs, nursery stock and garden supplies. Businesses engaged in retail cut flowers, florist shops, retail potted plants and retail fresh flowers and wreaths are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	8	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	35	--	--	--	--
Total current assets	42	--	--	--	--
Fixed assets	30	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	20	--	--	--	--
Total assets	92	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	24	--	--	--	--
Total current liabilities	29	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	8	--	--	--	--
Other liabilities	24	--	--	--	--
Total liabilities	61	--	--	--	--
Total equity	31	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Florist Shops (SIC 6521)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.0	--	--	--	--
Interest coverage ratio (times)	2.4	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Florist Shops (SIC 6521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	113	4,470	442	13	9
less than 20	109	3,124	309	13	9
20 - 99	4	1,346	133	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	144	5,406	483	26	...
less than 20	140	3,781	338	26	...
20 - 99	4	1,625	145	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Florist Shops (SIC 6521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	56				
Average sales \$	66,324	39,617	57,388	66,519	101,771
Average expense \$	62,229	36,425	55,923	59,366	97,203
Average net profit (loss) \$	4,095	3,192	1,465	7,153	4,568
Businesses reporting a profit (No.)	46				
Average sales \$	73,600	36,957	57,311	66,862	133,270
Average expense \$	65,612	30,490	55,774	56,866	119,318
Average net profit \$	7,988	6,467	1,537	9,996	13,952
Businesses reporting a loss (No.)	10				
Average sales \$	63,043	49,895	61,430	65,373	75,475
Average expense \$	67,407	59,364	63,807	67,715	78,740
Average net loss \$	-4,364	-9,469	-2,377	-2,342	-3,265
1986					
Number of observations in sample	35				
Average sales \$	132,114	--	--	--	--
Average expense \$	127,952	--	--	--	--
Average net profit (loss) \$	4,162	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	133,728	--	--	--	--
Average expense \$	121,833	--	--	--	--
Average net profit \$	11,895	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	180,957	--	--	--	--
Average expense \$	169,914	--	--	--	--
Average net loss \$	-8,957	--	--	--	--
1987					
Number of observations in sample	51				
Average sales \$	128,692	35,479	61,760	112,869	304,858
Average expense \$	123,741	45,732	59,537	100,920	288,773
Average net profit (loss) \$	4,951	-10,253	2,223	11,949	15,885
Businesses reporting a profit (No.)	27				
Average sales \$	127,323	33,258	53,296	110,158	312,578
Average expense \$	115,680	29,220	46,269	92,061	295,168
Average net profit \$	11,643	4,038	7,027	18,097	17,410
Businesses reporting a loss (No.)	24				
Average sales \$	98,030	36,423	67,312	120,234	168,151
Average expense \$	106,130	52,749	68,240	124,993	178,536
Average net loss \$	-8,100	-16,326	-928	-4,759	-10,385

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	58				
Low sales value (\$000's)	(1)	(1)	75	277	495
High sales value (\$000's)	(1)	75	277	499	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	80.5	47.2	65.4	63.9	61.9	92.2	65.7	63.4	65.4	71.3	61.9
Occupancy expenses	4.8	9.1	4.4	3.6	3.2	100.0	4.8	9.1	4.4	3.6	3.2
Depreciation	1.5	4.0	0.8	0.8	0.9	93.2	1.6	4.3	0.8	0.9	1.0
Repairs & maintenance	0.3	0.6	0.1	0.2	0.3	69.9	0.4	1.4	0.2	0.2	0.3
Heat, light & telephone	1.4	2.8	1.0	1.2	0.8	90.8	1.5	2.8	1.5	1.2	0.8
Rent	1.7	1.7	2.5	1.4	1.2	58.6	2.9	3.9	3.5	2.7	1.8
Personnel expenses	9.5	5.4	8.3	13.0	10.4	83.4	11.4	8.6	12.4	13.0	10.4
Financial expenses	1.8	0.5	2.1	1.9	2.4	100.0	1.8	0.5	2.1	1.9	2.4
Interest & bank charges	1.4	0.1	1.7	1.4	2.0	94.2	1.5	0.2	1.7	1.6	2.1
Professional fees	0.4	0.3	0.4	0.5	0.4	85.4	0.5	0.4	0.6	0.5	0.4
Other expenses	15.7	18.6	10.1	15.6	19.8	100.0	15.7	18.6	10.1	15.8	19.8
Profit (loss)	7.6	19.2	9.6	2.0	2.2	99.0	7.7	20.3	9.6	2.0	2.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc. This industry includes retail builders' hardware, retail carpenters' tools, retail electrical supplies, retail fasteners (except clothing), retail furniture and cabinet fittings, retail hand edge tools, hardware stores, retail mechanics' measuring tools, retail mechanics' tools, retail nails, retail plumbing supplies and retail power driven hand tools.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	22	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	164	--	--	--	--
Total current assets	185	--	--	--	--
Fixed assets	35	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	22	--	--	--	--
Total assets	243	--	--	--	--
Liabilities and equity					
Current loans	18	--	--	--	--
Other current liabilities	73	--	--	--	--
Total current liabilities	91	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	14	--	--	--	--
Other liabilities	65	--	--	--	--
Total liabilities	170	--	--	--	--
Total equity	72	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Hardware Stores (SIC 6531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	2.4	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	3	--	--	--	--
Depreciation	5	--	--	--	--
Other	-22	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-16	--	--	--	--
Increase in investment	-5	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	17	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-10	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-32	--	--	--	--
Cash & equivalents-Beginning of the year	26	--	--	--	--
Cash & equivalents - End of the year	-5	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Hardware, Paint, Glass and Wallpaper Stores (SIC 653)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	156	8,677	650	25	12
less than 20	150	5,075	436	24	12
20 - 99	4	X	88	-	-
100 - 499	2	X	126	1	-
500 and over	-	-	-	-	-
1987					
Total	151	8,386	579	17	...
less than 20	147	6,510	472	17	...
20 - 99	4	1,876	107	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	34				
Average sales \$	444,518	--	--	--	--
Average expense \$	423,735	--	--	--	--
Average net profit (loss) \$	20,783	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	425,521	--	--	--	--
Average expense \$	398,384	--	--	--	--
Average net profit \$	27,137	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	654,067	--	--	--	--
Average expense \$	689,783	--	--	--	--
Average net loss \$	-35,716	--	--	--	--
1986					
Number of observations in sample	105				
Average sales \$	252,037	34,930	89,363	191,411	692,443
Average expense \$	242,611	32,173	87,131	186,668	664,472
Average net profit (loss) \$	9,426	2,757	2,232	4,743	27,971
Businesses reporting a profit (No.)	71				
Average sales \$	259,058	35,078	89,650	184,763	726,739
Average expense \$	241,835	30,843	81,958	168,452	686,087
Average net profit \$	17,223	4,235	7,692	16,311	40,652
Businesses reporting a loss (No.)	34				
Average sales \$	216,018	34,460	89,055	201,191	539,364
Average expense \$	227,637	36,408	92,676	213,468	567,994
Average net loss \$	-11,619	-1,948	-3,621	-12,277	-28,630
1987					
Number of observations in sample	80				
Average sales \$	339,293	48,236	161,988	378,615	768,331
Average expense \$	327,472	36,946	143,671	373,017	756,255
Average net profit (loss) \$	11,821	11,290	18,317	5,598	12,076
Businesses reporting a profit (No.)	52				
Average sales \$	352,452	61,950	160,321	363,525	824,013
Average expense \$	330,797	43,348	138,120	347,486	794,232
Average net profit \$	21,655	18,602	22,201	16,039	29,781
Businesses reporting a loss (No.)	28				
Average sales \$	320,514	25,244	177,110	397,422	682,279
Average expense \$	330,663	26,212	194,038	404,836	697,565
Average net loss \$	-10,149	-968	-16,928	-7,414	-15,286

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	69.2	--	--	--	--	98.0	70.6	--	--	--	--
Occupancy expenses	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Depreciation	1.1	--	--	--	--	82.8	1.3	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	76.0	0.6	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	98.0	1.3	--	--	--	--
Rent	2.1	--	--	--	--	72.0	2.9	--	--	--	--
Personnel expenses	11.9	--	--	--	--	83.6	14.2	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	2.4	--	--	--	--	88.3	2.7	--	--	--	--
Professional fees	0.6	--	--	--	--	81.7	0.7	--	--	--	--
Other expenses	8.7	--	--	--	--	100.0	8.7	--	--	--	--
Profit (loss)	2.5	--	--	--	--	96.3	2.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (including uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (except tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	21	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	187	--	--	--	--
Total current assets	208	--	--	--	--
Fixed assets	35	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	249	--	--	--	--
Liabilities and equity					
Current loans	41	--	--	--	--
Other current liabilities	85	--	--	--	--
Total current liabilities	126	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	59	--	--	--	--
Total liabilities	187	--	--	--	--
Total equity	61	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Sporting Goods Stores (SIC 6541)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.1	--	--	--	--
Interest coverage ratio (times)	3.4	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	17	--	--	--	--
Depreciation	5	--	--	--	--
Other	-22	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-9	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	6	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-4	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	-5	--	--	--	--
Cash & equivalents-Beginning of the year	-	--	--	--	--
Cash & equivalents - End of the year	-6	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	105	5,697	458	22	8
less than 20	98	3,268	260	20	8
20 - 99	5	1,708	141	1	-
100 - 499	1	X	45	-	-
500 and over	1	X	12	1	-
1987					
Total	119	6,861	464	22	---
less than 20	115	4,790	324	22	---
20 - 99	3	X	123	-	---
100 - 499	-	-	-	-	---
500 and over	1	X	17	-	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	24				
Average sales \$	212,439	--	--	--	--
Average expense \$	210,186	--	--	--	--
Average net profit (loss) \$	2,253	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	141,573	--	--	--	--
Average expense \$	136,115	--	--	--	--
Average net profit \$	5,458	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	384,143	--	--	--	--
Average expense \$	397,591	--	--	--	--
Average net loss \$	-13,448	--	--	--	--
1986					
Number of observations in sample	46				
Average sales \$	208,846	--	--	--	--
Average expense \$	205,484	--	--	--	--
Average net profit (loss) \$	3,362	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	298,345	--	--	--	--
Average expense \$	278,678	--	--	--	--
Average net profit \$	19,667	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	173,294	--	--	--	--
Average expense \$	186,682	--	--	--	--
Average net loss \$	-13,388	--	--	--	--
1987					
Number of observations in sample	35				
Average sales \$	348,812	--	--	--	--
Average expense \$	339,403	--	--	--	--
Average net profit (loss) \$	9,409	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	364,828	--	--	--	--
Average expense \$	333,941	--	--	--	--
Average net profit \$	30,887	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	358,218	--	--	--	--
Average expense \$	384,095	--	--	--	--
Average net loss \$	-25,877	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Musical Instrument and Record Stores (SIC 655)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	64.9	--	--	--	--	100.0	64.9	--	--	--	--
Occupancy expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Depreciation	0.9	--	--	--	--	94.5	0.9	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	62.4	1.0	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	94.5	1.1	--	--	--	--
Rent	5.0	--	--	--	--	69.7	7.1	--	--	--	--
Personnel expenses	10.7	--	--	--	--	94.5	11.4	--	--	--	--
Financial expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Interest & bank charges	1.3	--	--	--	--	94.5	1.4	--	--	--	--
Professional fees	0.9	--	--	--	--	94.5	0.9	--	--	--	--
Other expenses	7.8	--	--	--	--	100.0	7.8	--	--	--	--
Profit (loss)	6.8	--	--	--	--	52.7	7.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6550 - Musical Instrument and Record Stores

Businesses primarily engaged in retail dealing in musical instruments, sheet music, records and tapes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Musical Instrument and Record Stores (SIC 655)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)				
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	134	--	--	--	--
Total current assets	140	--	--	--	--
Fixed assets	47	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	-	--	--	--	--
Total assets	187	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	64	--	--	--	--
Total current liabilities	81	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	8	--	--	--	--
Other liabilities	35	--	--	--	--
Total liabilities	124	--	--	--	--
Total equity	64	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Musical Instrument and Record Stores (SIC 655)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.9	--	--	--	--
Interest coverage ratio (times)	3.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit * interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	14	--	--	--	--
Depreciation	6	--	--	--	--
Other	-18	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-14	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	2	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	17	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	6	--	--	--	--
Cash & equivalents-Beginning of the year	-15	--	--	--	--
Cash & equivalents - End of the year	-9	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Musical Instrument and Record Stores (SIC 655)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	66	3,043	243	13	4
less than 20	62	2,252	181	12	3
20 - 99	3	X	56	1	-
100 - 499	1	X	6	-	1
500 and over	-	-	-	-	-
1987					
Total	73	4,741	318	16	...
less than 20	64	2,603	175	14	...
20 - 99	6	1,221	82	2	...
100 - 499	3	917	61	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Musical Instrument and Record Stores (SIC 655)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	253,541	--	--	--	--
Average expense \$	243,897	--	--	--	--
Average net profit (loss) \$	9,644	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	385,420	--	--	--	--
Average expense \$	357,133	--	--	--	--
Average net profit \$	28,287	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	79,067	--	--	--	--
Average expense \$	81,628	--	--	--	--
Average net loss \$	-2,561	--	--	--	--
1986					
Number of observations in sample	16				
Average sales \$	247,079	--	--	--	--
Average expense \$	241,855	--	--	--	--
Average net profit (loss) \$	5,220	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	252,385	--	--	--	--
Average expense \$	237,041	--	--	--	--
Average net profit \$	15,348	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	377,951	--	--	--	--
Average expense \$	385,762	--	--	--	--
Average net loss \$	-7,811	--	--	--	--
1987					
Number of observations in sample	15				
Average sales \$	411,987	--	--	--	--
Average expense \$	394,760	--	--	--	--
Average net profit (loss) \$	17,227	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	426,806	--	--	--	--
Average expense \$	406,441	--	--	--	--
Average net profit \$	20,365	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	392,253	--	--	--	--
Average expense \$	403,926	--	--	--	--
Average net loss \$	-11,673	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	45.2	--	--	--	--	100.0	45.2	--	--	--	--
Occupancy expenses	13.5	--	--	--	--	100.0	13.5	--	--	--	--
Depreciation	3.4	--	--	--	--	82.6	4.1	--	--	--	--
Repairs & maintenance	1.6	--	--	--	--	96.3	1.6	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	84.9	2.4	--	--	--	--
Rent	6.5	--	--	--	--	86.0	7.5	--	--	--	--
Personnel expenses	17.5	--	--	--	--	92.3	19.0	--	--	--	--
Financial expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional fees	0.8	--	--	--	--	84.9	0.9	--	--	--	--
Other expenses	16.9	--	--	--	--	100.0	16.9	--	--	--	--
Profit (loss)	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6561 - Jewellery Stores

Businesses primarily engaged in retail dealing in new jewellery. Many such businesses have a department engaged in watch, clock and jewellery repair. Businesses engaged in retail costume jewellery, custom jewellery, retail precious metal flatware and hollow ware, retail jewellery, retail precious metal jewellery, retail precious stone jewellery and retail watches and clocks are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Jewellery Stores (SIC 6561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	9	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	163	--	--	--	--
Total current assets	172	--	--	--	--
Fixed assets	24	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	32	--	--	--	--
Total assets	228	--	--	--	--
Liabilities and equity					
Current loans	28	--	--	--	--
Other current liabilities	80	--	--	--	--
Total current liabilities	108	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	47	--	--	--	--
Total liabilities	155	--	--	--	--
Total equity	72	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Jewellery Stores (SIC 6561)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.1	--	--	--	--
Interest coverage ratio (times)	3.0	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	14	--	--	--	--
Depreciation	4	--	--	--	--
Other	9	--	--	--	--
Dividends	-7	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-1	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-15	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-6	--	--	--	--
Other	-3	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	-40	--	--	--	--
Cash & equivalents - End of the year	-40	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Jewellery Stores (SIC 6561)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	101	10,297	852	18	8
less than 20	88	3,460	286	16	8
20 - 99	7	1,947	161	-	-
100 - 499	4	X	163	2	-
500 and over	2	X	242	-	-
1987					
Total	114	11,856	889	19	...
less than 20	100	4,185	314	17	...
20 - 99	8	3,041	228	1	...
100 - 499	4	X	104	1	...
500 and over	2	X	243	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Jewellery Stores (SIC 6561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	21				
Average sales \$	179,087	--	--	--	--
Average expense \$	152,722	--	--	--	--
Average net profit (loss) \$	26,365	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	178,702	--	--	--	--
Average expense \$	151,731	--	--	--	--
Average net profit \$	26,971	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	35,910	--	--	--	--
Average expense \$	36,068	--	--	--	--
Average net loss \$	-158	--	--	--	--
1986					
Number of observations in sample	19				
Average sales \$	167,172	--	--	--	--
Average expense \$	162,448	--	--	--	--
Average net profit (loss) \$	4,724	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	175,479	--	--	--	--
Average expense \$	165,419	--	--	--	--
Average net profit \$	10,060	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	125,691	--	--	--	--
Average expense \$	141,697	--	--	--	--
Average net loss \$	-16,006	--	--	--	--
1987					
Number of observations in sample	43				
Average sales \$	170,671	--	--	--	--
Average expense \$	159,558	--	--	--	--
Average net profit (loss) \$	11,113	--	--	--	--
Businesses reporting a profit (No.)	28				
Average sales \$	216,150	--	--	--	--
Average expense \$	192,959	--	--	--	--
Average net profit \$	23,191	--	--	--	--
Businesses reporting a loss (No.)	15				
Average sales \$	222,066	--	--	--	--
Average expense \$	232,391	--	--	--	--
Average net loss \$	-10,325	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	44.3	--	--	--	--	84.9	52.1	--	--	--	--
Occupancy expenses	16.2	--	--	--	--	100.0	16.2	--	--	--	--
Depreciation	1.5	--	--	--	--	80.0	1.9	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	45.5	0.6	--	--	--	--
Heat, light & telephone	2.7	--	--	--	--	95.0	2.8	--	--	--	--
Rent	11.7	--	--	--	--	91.8	12.8	--	--	--	--
Personnel expenses	15.7	--	--	--	--	69.5	22.5	--	--	--	--
Financial expenses	3.1	--	--	--	--	95.9	3.2	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	72.7	2.5	--	--	--	--
Professional fees	1.3	--	--	--	--	95.0	1.4	--	--	--	--
Other expenses	20.6	--	--	--	--	100.0	20.6	--	--	--	--
Profit (loss)	0.1	--	--	--	--	92.4	0.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6580 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	55	--	--	--	--
Total current assets	57	--	--	--	--
Fixed assets	8	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	71	--	--	--	--
Liabilities and equity					
Current loans	12	--	--	--	--
Other current liabilities	27	--	--	--	--
Total current liabilities	38	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	33	--	--	--	--
Total liabilities	71	--	--	--	--
Total equity	-	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-269.7	--	--	--	--
Interest coverage ratio (times)	0.9	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	3	--	--	--	--
Depreciation	3	--	--	--	--
Other	-5	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-2	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-10	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-8	--	--	--	--
Cash & equivalents-Beginning of the year	-5	--	--	--	--
Cash & equivalents - End of the year	-13	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	153	4,085	327	25	17
less than 20	145	3,204	256	25	16
20 - 99	1	X	11	-	1
100 - 499	7	X	60	-	-
500 and over	-	-	-	-	-
1987					
Total	167	6,882	459	34	---
less than 20	158	4,030	267	34	---
20 - 99	1	X	4	-	---
100 - 499	7	2,515	170	-	---
500 and over	1	X	18	-	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quantile, 1985-1987
Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 558)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	15				
Average sales \$	145,094	--	--	--	--
Average expense \$	151,341	--	--	--	--
Average net profit (loss) \$	-6,247	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	131,555	--	--	--	--
Average expense \$	119,281	--	--	--	--
Average net profit \$	12,274	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	150,959	--	--	--	--
Average expense \$	171,063	--	--	--	--
Average net loss \$	-20,104	--	--	--	--
1986					
Number of observations in sample	42				
Average sales \$	120,904	--	--	--	--
Average expense \$	115,583	--	--	--	--
Average net profit (loss) \$	5,321	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	120,958	--	--	--	--
Average expense \$	107,793	--	--	--	--
Average net profit \$	13,175	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	119,402	--	--	--	--
Average expense \$	133,706	--	--	--	--
Average net loss \$	-14,304	--	--	--	--
1987					
Number of observations in sample	34				
Average sales \$	128,174	--	--	--	--
Average expense \$	125,563	--	--	--	--
Average net profit (loss) \$	1,611	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	166,655	--	--	--	--
Average expense \$	158,261	--	--	--	--
Average net profit \$	8,394	--	--	--	--
Businesses reporting a loss (No.)	14				
Average sales \$	97,416	--	--	--	--
Average expense \$	107,471	--	--	--	--
Average net loss \$	-10,055	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	23				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.2	--	--	--	--	93.5	49.4	--	--	--	--
Occupancy expenses	17.1	--	--	--	--	100.0	17.1	--	--	--	--
Depreciation	1.1	--	--	--	--	79.2	1.3	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	43.4	0.7	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	94.6	2.5	--	--	--	--
Rent	13.4	--	--	--	--	90.6	14.7	--	--	--	--
Personnel expenses	14.7	--	--	--	--	65.0	22.7	--	--	--	--
Financial expenses	3.4	--	--	--	--	94.6	3.6	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	82.1	2.5	--	--	--	--
Professional fees	1.4	--	--	--	--	93.5	1.5	--	--	--	--
Other expenses	21.0	--	--	--	--	100.0	21.0	--	--	--	--
Profit (loss)	-2.4	--	--	--	--	90.4	-2.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft découpage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery and retail souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	49	--	--	--	--
Total current assets	52	--	--	--	--
Fixed assets	8	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
Total assets	66	--	--	--	--
Liabilities and equity					
Current loans	12	--	--	--	--
Other current liabilities	24	--	--	--	--
Total current liabilities	36	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	33	--	--	--	--
Total liabilities	69	--	--	--	--
Total equity	-3	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-26.7	--	--	--	--
Interest coverage ratio (times)	0.6	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	1	--	--	--	--
Depreciation	2	--	--	--	--
Other	-1	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-1	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-6	--	--	--	--
Cash & equivalents-Beginning of the year	-11	--	--	--	--
Cash & equivalents - End of the year	-17	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	125	3,281	263	21	14
less than 20	119	X	205	21	13
20 - 99	1	X	11	-	1
100 - 499	5	576	47	-	-
500 and over	-	-	-	-	-
1987					
Total	132	5,571	371	30	...
less than 20	125	X	201	30	...
20 - 99	1	X	4	-	...
100 - 499	6	2,451	166	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	166,711	--	--	--	--
Average expense \$	166,451	--	--	--	--
Average net profit (loss) \$	260	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	155,678	--	--	--	--
Average expense \$	140,849	--	--	--	--
Average net profit \$	14,829	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	178,031	--	--	--	--
Average expense \$	193,441	--	--	--	--
Average net loss \$	-15,410	--	--	--	--
1986					
Number of observations in sample	34				
Average sales \$	130,810	--	--	--	--
Average expense \$	122,077	--	--	--	--
Average net profit (loss) \$	8,733	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	133,952	--	--	--	--
Average expense \$	120,983	--	--	--	--
Average net profit \$	12,969	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	119,005	--	--	--	--
Average expense \$	125,867	--	--	--	--
Average net loss \$	-6,862	--	--	--	--
1987					
Number of observations in sample	26				
Average sales \$	147,287	--	--	--	--
Average expense \$	146,723	--	--	--	--
Average net profit (loss) \$	564	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	173,150	--	--	--	--
Average expense \$	164,814	--	--	--	--
Average net profit \$	8,336	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	121,109	--	--	--	--
Average expense \$	125,963	--	--	--	--
Average net loss \$	-4,854	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	35.4	--	--	--	--	65.5	54.1	--	--	--	--
Occupancy expenses	17.7	--	--	--	--	100.0	17.7	--	--	--	--
Depreciation	1.5	--	--	--	--	27.6	5.4	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	60.0	1.8	--	--	--	--
Heat, light & telephone	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Rent	12.6	--	--	--	--	72.1	17.5	--	--	--	--
Personnel expenses	8.6	--	--	--	--	58.6	14.7	--	--	--	--
Financial expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Interest & bank charges	1.7	--	--	--	--	96.3	1.8	--	--	--	--
Professional fees	0.4	--	--	--	--	42.4	1.0	--	--	--	--
Other expenses	27.2	--	--	--	--	100.0	27.2	--	--	--	--
Profit (loss)	8.8	--	--	--	--	100.0	8.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6591 - Second-Hand Merchandise Stores n.e.c.

Businesses primarily engaged in retail dealing in used merchandise, not elsewhere classified. Pawnshops are included in this industry. This industry includes retail antiques, retail used appliances, retail used books, retail used clothing, retail used crockery, retail used furniture, retail used glassware and china, retail used jewellery, retail used musical instruments, pawnshops and retail second-hand merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.9	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	46	1,286	106	10	7
less than 20	45	X	75	10	7
20 - 99	1	X	31	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	52	1,712	103	12	...
less than 20	51	X	78	12	...
20 - 99	1	X	25	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	14				
Average sales \$	56.659	--	--	--	--
Average expense \$	53.517	--	--	--	--
Average net profit (loss) \$	3.142	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	56.969	--	--	--	--
Average expense \$	52.363	--	--	--	--
Average net profit \$	4.606	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	96.601	--	--	--	--
Average expense \$	99.418	--	--	--	--
Average net loss \$	-2.817	--	--	--	--
1986					
Number of observations in sample	17				
Average sales \$	51.558	--	--	--	--
Average expense \$	48.521	--	--	--	--
Average net profit (loss) \$	3.037	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	51.108	--	--	--	--
Average expense \$	47.664	--	--	--	--
Average net profit \$	3.444	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	132.530	--	--	--	--
Average expense \$	150.717	--	--	--	--
Average net loss \$	-18.187	--	--	--	--
1987					
Number of observations in sample	16				
Average sales \$	93.675	--	--	--	--
Average expense \$	89.084	--	--	--	--
Average net profit (loss) \$	4.591	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	109.227	--	--	--	--
Average expense \$	96.774	--	--	--	--
Average net profit \$	12.453	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	111.291	--	--	--	--
Average expense \$	115.616	--	--	--	--
Average net loss \$	-4.325	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	53.3	--	--	--	--	75.3	67.2	--	--	--	--
Occupancy expenses	2.9	--	--	--	--	74.7	3.9	--	--	--	--
Depreciation	0.9	--	--	--	--	46.9	1.9	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	44.7	1.2	--	--	--	--
Heat, light & telephone	0.5	--	--	--	--	34.4	1.4	--	--	--	--
Rent	1.0	--	--	--	--	42.8	2.4	--	--	--	--
Personnel expenses	7.2	--	--	--	--	68.5	10.5	--	--	--	--
Financial expenses	1.4	--	--	--	--	80.1	1.7	--	--	--	--
Interest & bank charges	1.2	--	--	--	--	70.8	1.7	--	--	--	--
Professional fees	0.2	--	--	--	--	64.5	0.3	--	--	--	--
Other expenses	34.2	--	--	--	--	100.0	34.2	--	--	--	--
Profit (loss)	1.0	--	--	--	--	80.1	1.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6921 - Direct Sellers

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. Mail-order houses are included here. Direct mail marketing operators, direct personal retailing operators, direct selling of merchandise, door-to-door retailing of merchandise, retail food and beverage home delivery, mail order houses, home delivery newspapers, direct sales non-store retailing party plan merchandising and retail telephone selling of merchandise are included here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Direct Sellers (SIC 6921)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	X	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	X	--	--	--	--
Interest coverage ratio (times)	X	--	--	--	--
Debt ratio (times)	X	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit - interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Direct Sellers (SIC 6921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	32	2,440	187	13	4
less than 20	26	1,180	87	11	4
20 - 99	3	520	41	1	-
100 - 499	3	740	59	1	-
500 and over	-	-	-	-	-
1987					
Total	36	2,820	180	8	...
less than 20	28	1,294	78	6	...
20 - 99	5	915	61	1	...
100 - 499	3	611	41	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	45				
Average sales \$	133,633	--	--	--	--
Average expense \$	128,070	--	--	--	--
Average net profit (loss) \$	5,563	--	--	--	--
Businesses reporting a profit (No.)	30				
Average sales \$	81,385	--	--	--	--
Average expense \$	69,210	--	--	--	--
Average net profit \$	12,175	--	--	--	--
Businesses reporting a loss (No.)	15				
Average sales \$	317,202	--	--	--	--
Average expense \$	324,651	--	--	--	--
Average net loss \$	-7,449	--	--	--	--
1986					
Number of observations in sample	61				
Average sales \$	91,906	27,037	54,998	81,706	203,882
Average expense \$	83,617	21,289	46,639	79,795	186,745
Average net profit (loss) \$	8,289	5,748	8,359	1,911	17,137
Businesses reporting a profit (No.)	49				
Average sales \$	92,664	27,359	51,634	81,355	210,306
Average expense \$	79,914	13,307	37,729	78,596	190,023
Average net profit \$	12,750	14,052	13,905	2,759	20,283
Businesses reporting a loss (No.)	12				
Average sales \$	81,699	26,715	63,652	87,195	149,235
Average expense \$	89,051	29,266	69,565	98,515	158,858
Average net loss \$	-7,352	-2,551	-5,913	-11,320	-9,623
1987					
Number of observations in sample	24				
Average sales \$	104,437	--	--	--	--
Average expense \$	100,596	--	--	--	--
Average net profit (loss) \$	3,841	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	124,559	--	--	--	--
Average expense \$	117,248	--	--	--	--
Average net profit \$	7,311	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	63,702	--	--	--	--
Average expense \$	71,944	--	--	--	--
Average net loss \$	-8,242	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	52					
Low sales value (\$000's)	(1)	(1)	48	70	175	
High sales value (\$000's)	(1)	48	70	175	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	23.3	24.6	21.9	32.7	13.4	97.3	23.9	24.6	21.9	32.9	14.9
Depreciation	8.7	8.6	12.9	6.9	6.6	82.5	10.5	10.9	15.1	8.9	7.5
Repairs & maintenance	6.8	6.6	3.7	12.7	3.7	74.4	9.1	9.7	4.3	16.8	5.5
Heat, light & telephone	6.7	6.0	5.3	12.3	3.0	67.3	10.0	9.7	9.0	13.9	5.2
Rent	1.1	...	...	...	...	11.0	9.7	...	-	...	...
Personnel expenses	10.1	0.6	11.9	16.5	11.2	48.6	20.8	4.0	28.6	24.7	16.4
Financial expenses	25.6	29.8	40.6	6.4	27.5	93.1	27.5	29.8	40.6	7.6	30.7
Interest & bank charges	22.2	25.3	33.1	5.2	26.7	81.6	27.2	32.1	35.1	8.0	29.8
Professional fees	3.4	4.5	7.5	1.2	0.6	90.4	3.8	4.5	7.5	1.4	1.0
Other expenses	32.1	21.7	27.9	33.4	45.1	100.0	32.1	21.7	27.9	33.4	45.1
Profit (loss)	8.9	23.3	-2.3	11.0	2.8	93.0	9.5	23.3	-2.3	15.0	2.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7510 - Operators of Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	48	70	175
High sales value (\$000's)	(1)	48	70	175	(1)
Average (\$000's)					
Assets					
Cash	-	-	-	-	-
Accounts and notes receivable	21	1	-	2	76
Inventory	-	-	-	-	-
Other current assets	85	45	12	25	249
Total current assets	105	46	12	27	325
Fixed assets	449	142	427	149	1,056
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	47	62	27	2	96
Total assets	601	250	465	179	1,478
Liabilities and equity					
Current loans	11	4	10	1	27
Other current liabilities	54	33	13	23	142
Total current liabilities	65	37	23	24	169
Mortgages payable	-	-	-	-	-
Long term debt	-	-	-	-	-
Other liabilities	353	74	172	71	1,062
Total liabilities	417	111	196	95	1,232
Total equity	184	139	270	84	246

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Operators of Buildings and Dwellings (SIC 751)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	48	70	175
High sales value (\$000's)	(1)	48	70	175	(1)
Average					
Liquidity ratio					
Current ratio (times)	1.6	1.2	0.5	1.1	1.9
Leverage ratios					
Debt/equity ratio (times)	2.3	0.8	0.7	1.1	5.0
Interest coverage ratio (times)	1.2	2.2	1.0	2.9	1.0
Debt ratio (times)	0.7	0.4	0.4	0.5	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	642	66,697	3,843	104	79
less than 20	584	19,853	1,142	98	76
20 - 99	36	19,881	1,127	5	3
100 - 499	11	11,974	731	1	-
500 and over	11	14,989	843	-	-
1987					
Total	668	77,076	4,380	92	...
less than 20	613	23,425	1,340	84	...
20 - 99	33	19,312	1,034	4	...
100 - 499	15	15,315	926	3	...
500 and over	7	19,024	1,078	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Operators of Buildings and Dwellings (SIC 751)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	42				
Average sales \$	192,988	--	--	--	--
Average expense \$	154,699	--	--	--	--
Average net profit (loss) \$	38,289	--	--	--	--
Businesses reporting a profit (No.)	32				
Average sales \$	200,961	--	--	--	--
Average expense \$	141,532	--	--	--	--
Average net profit \$	59,429	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	193,377	--	--	--	--
Average expense \$	209,597	--	--	--	--
Average net loss \$	-16,220	--	--	--	--
1986					
Number of observations in sample	112				
Average sales \$	214,028	38,159	66,683	178,523	572,746
Average expense \$	176,535	35,269	51,080	127,612	492,177
Average net profit (loss) \$	37,493	2,890	15,603	50,911	80,569
Businesses reporting a profit (No.)	84				
Average sales \$	208,037	38,466	65,236	179,333	549,111
Average expense \$	157,192	34,682	45,596	126,152	422,336
Average net profit \$	50,845	3,784	19,640	53,181	126,775
Businesses reporting a loss (No.)	28				
Average sales \$	229,215	31,689	81,670	154,377	649,124
Average expense \$	261,147	47,636	107,902	171,176	717,874
Average net loss \$	-31,932	-15,947	-26,232	-16,799	-68,750
1987					
Number of observations in sample	93				
Average sales \$	167,664	36,151	54,677	118,521	461,307
Average expense \$	161,256	29,716	49,337	104,235	461,735
Average net profit (loss) \$	6,408	6,435	5,340	14,286	-428
Businesses reporting a profit (No.)	61				
Average sales \$	139,821	37,189	54,601	117,693	349,800
Average expense \$	118,222	28,521	34,520	101,264	308,584
Average net profit \$	21,599	8,668	20,081	16,429	41,216
Businesses reporting a loss (No.)	32				
Average sales \$	183,478	32,103	54,773	126,178	520,856
Average expense \$	194,375	34,375	67,895	131,707	543,524
Average net loss \$	-10,897	-2,272	-13,122	-5,529	-22,661

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	23.3	--	--	--	--	95.7	24.4	--	--	--	--
Depreciation	5.5	--	--	--	--	66.7	8.2	--	--	--	--
Repairs & maintenance	8.2	--	--	--	--	73.4	11.2	--	--	--	--
Heat, light & telephone	8.8	--	--	--	--	75.6	11.7	--	--	--	--
Rent	0.8	--	--	--	--	18.5	4.2	--	--	--	--
Personnel expenses	9.9	--	--	--	--	58.3	17.0	--	--	--	--
Financial expenses	25.6	--	--	--	--	91.1	28.2	--	--	--	--
Interest & bank charges	22.0	--	--	--	--	80.7	27.3	--	--	--	--
Professional fees	3.6	--	--	--	--	86.9	4.2	--	--	--	--
Other expenses	28.1	--	--	--	--	100.0	28.1	--	--	--	--
Profit (loss)	13.0	--	--	--	--	95.4	13.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7511 - Operators of Residential Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating residential buildings and dwellings. This industry includes apartment building operating, apartment hotel operating, condominium management, leasing of residential buildings and residential buildings real estate operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	24	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	18	--	--	--	--
Total current assets	42	--	--	--	--
Fixed assets	330	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	25	--	--	--	--
Total assets	397	--	--	--	--
Liabilities and equity					
Current loans	14	--	--	--	--
Other current liabilities	42	--	--	--	--
Total current liabilities	56	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	272	--	--	--	--
Total liabilities	329	--	--	--	--
Total equity	68	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	4.8	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Operators of Residential Buildings and Dwellings (SIC 7511)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	346	22,565	1,265	44	36
less than 20	324	9,826	551	41	34
20 - 99	18	9,310	522	3	2
100 - 499	2	X	154	-	-
500 and over	2	X	38	-	-
1987					
Total	364	27,937	1,560	48	...
less than 20	343	12,446	702	45	...
20 - 99	17	9,875	540	2	...
100 - 499	4	5,616	318	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	19				
Average sales \$	157,915	--	--	--	--
Average expense \$	109,484	--	--	--	--
Average net profit (loss) \$	48,431	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	212,121	--	--	--	--
Average expense \$	111,058	--	--	--	--
Average net profit \$	101,063	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	197,061	--	--	--	--
Average expense \$	207,182	--	--	--	--
Average net loss \$	-10,121	--	--	--	--
1986					
Number of observations in sample	31				
Average sales \$	236,489	--	--	--	--
Average expense \$	193,575	--	--	--	--
Average net profit (loss) \$	42,914	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	242,902	--	--	--	--
Average expense \$	181,933	--	--	--	--
Average net profit \$	60,969	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	235,193	--	--	--	--
Average expense \$	259,543	--	--	--	--
Average net loss \$	-24,350	--	--	--	--
1987					
Number of observations in sample	52				
Average sales \$	158,664	38,213	59,002	127,160	410,281
Average expense \$	151,735	31,024	51,659	119,525	404,733
Average net profit (loss) \$	6,929	7,189	7,343	7,635	5,548
Businesses reporting a profit (No.)	37				
Average sales \$	117,454	41,347	59,647	127,335	241,488
Average expense \$	98,345	29,305	46,626	117,356	200,091
Average net profit \$	19,109	12,042	13,021	9,979	41,397
Businesses reporting a loss (No.)	15				
Average sales \$	177,792	32,103	57,867	126,178	495,018
Average expense \$	183,517	34,375	60,519	131,707	507,486
Average net loss \$	-5,725	-2,272	-2,652	-5,529	-12,468

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	25.9	--	--	--	--	100.0	25.9	--	--	--	--
Depreciation	13.0	--	--	--	--	96.2	13.6	--	--	--	--
Repairs & maintenance	5.8	--	--	--	--	77.0	7.5	--	--	--	--
Heat, light & telephone	4.8	--	--	--	--	58.2	8.3	--	--	--	--
Rent	2.3	--	--	--	--	12.0	19.4	--	--	--	--
Personnel expenses	10.3	--	--	--	--	36.9	28.0	--	--	--	--
Financial expenses	23.8	--	--	--	--	96.3	24.7	--	--	--	--
Interest & bank charges	21.0	--	--	--	--	82.4	25.5	--	--	--	--
Professional fees	2.8	--	--	--	--	96.1	3.0	--	--	--	--
Other expenses	34.1	--	--	--	--	100.0	34.1	--	--	--	--
Profit (loss)	5.8	--	--	--	--	88.0	6.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating non-residential buildings. This industry includes arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, operating non-residential buildings real estate, shopping centre operating, stadium operating and theatre building operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	138	--	--	--	--
Total current assets	148	--	--	--	--
Fixed assets	507	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	77	--	--	--	--
Total assets	732	--	--	--	--
Liabilities and equity					
Current loans	3	--	--	--	--
Other current liabilities	57	--	--	--	--
Total current liabilities	60	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	321	--	--	--	--
Total liabilities	381	--	--	--	--
Total equity	351	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Operators of Non-Residential Buildings (SIC 7512)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.1	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Operators of Non-Residential Buildings (SIC 7512)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	173	35,171	2,077	29	25
less than 20	145	5,984	348	26	24
20 - 99	12	5,843	358	2	1
100 - 499	6	9,173	574	1	-
500 and over	8	14,171	797	-	-
1987					
Total	181	41,287	2,388	23	...
less than 20	151	6,214	355	18	...
20 - 99	13	6,359	345	2	...
100 - 499	10	9,690	610	2	...
500 and over	7	19,024	1,078	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	15				
Average sales \$	240,519	--	--	--	--
Average expense \$	230,131	--	--	--	--
Average net profit (loss) \$	10,388	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	239,136	--	--	--	--
Average expense \$	220,964	--	--	--	--
Average net profit \$	18,172	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	439,365	--	--	--	--
Average expense \$	482,052	--	--	--	--
Average net loss \$	-42,687	--	--	--	--
1986					
Number of observations in sample	73				
Average sales \$	180,455	34,305	59,742	164,195	463,578
Average expense \$	154,991	31,831	53,708	145,858	388,567
Average net profit (loss) \$	25,464	2,474	6,034	18,337	75,011
Businesses reporting a profit (No.)	56				
Average sales \$	155,461	34,367	57,937	165,961	363,580
Average expense \$	121,258	30,325	45,333	145,961	263,413
Average net profit \$	34,203	4,042	12,604	20,000	100,167
Businesses reporting a loss (No.)	17				
Average sales \$	388,285	33,208	72,381	136,628	1,310,923
Average expense \$	441,052	58,525	112,349	144,252	1,449,082
Average net loss \$	-52,767	-25,317	-39,968	-7,624	-138,159
1987					
Number of observations in sample	41				
Average sales \$	154,213	--	--	--	--
Average expense \$	148,563	--	--	--	--
Average net profit (loss) \$	5,650	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	129,296	--	--	--	--
Average expense \$	105,322	--	--	--	--
Average net profit \$	23,974	--	--	--	--
Businesses reporting a loss (No.)	17				
Average sales \$	226,747	--	--	--	--
Average expense \$	251,306	--	--	--	--
Average net loss \$	-24,559	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28	--	--	--	--
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	7.6	--	--	--	--	83.9	9.0	--	--	--	--
Depreciation	2.8	--	--	--	--	74.9	3.8	--	--	--	--
Repairs & maintenance	0.4	--	--	--	--	31.7	1.2	--	--	--	--
Heat, light & telephone	2.6	--	--	--	--	72.2	3.6	--	--	--	--
Rent	1.7	--	--	--	--	56.3	3.0	--	--	--	--
Personnel expenses	35.2	--	--	--	--	91.7	39.5	--	--	--	--
Financial expenses	3.8	--	--	--	--	86.5	4.4	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	53.5	3.9	--	--	--	--
Professional fees	1.7	--	--	--	--	86.5	2.0	--	--	--	--
Other expenses	28.7	--	--	--	--	100.0	28.7	--	--	--	--
Profit (loss)	23.5	--	--	--	--	100.0	23.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields. Businesses engaged in real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	23	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	42	--	--	--	--
Total current assets	65	--	--	--	--
Fixed assets	309	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	58	--	--	--	--
Total assets	432	--	--	--	--
Liabilities and equity					
Current loans	2	--	--	--	--
Other current liabilities	103	--	--	--	--
Total current liabilities	104	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	236	--	--	--	--
Total liabilities	340	--	--	--	--
Total equity	92	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Insurance and Real Estate Agencies (SIC 7611)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.7	--	--	--	--
Interest coverage ratio (times)	7.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	639	59,357	3,200	93	82
less than 20	590	31,568	1,704	89	78
20 - 99	23	11,840	633	1	3
100 - 499	18	6,332	345	3	1
500 and over	8	9,617	518	-	-
1987					
Total	755	99,253	4,065	98	...
less than 20	697	48,417	1,921	95	...
20 - 99	31	22,147	900	2	...
100 - 499	17	17,432	801	1	...
500 and over	10	11,257	443	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	39				
Average sales \$	151,470	--	--	--	--
Average expense \$	134,802	--	--	--	--
Average net profit (loss) \$	16,668	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	154,909	--	--	--	--
Average expense \$	130,162	--	--	--	--
Average net profit \$	24,747	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	100,746	--	--	--	--
Average expense \$	116,862	--	--	--	--
Average net loss \$	-16,116	--	--	--	--
1986					
Number of observations in sample	87				
Average sales \$	190,007	42,535	102,216	174,537	440,739
Average expense \$	179,450	35,361	89,331	168,948	424,159
Average net profit (loss) \$	10,557	7,174	12,885	5,589	16,580
Businesses reporting a profit (No.)	78				
Average sales \$	190,706	43,232	100,463	157,758	461,371
Average expense \$	171,597	35,112	80,155	145,193	425,927
Average net profit \$	19,109	8,120	20,308	12,565	35,444
Businesses reporting a loss (No.)	9				
Average sales \$	175,390	36,453	107,627	192,252	365,227
Average expense \$	191,728	37,537	117,660	194,029	417,686
Average net loss \$	-16,338	-1,084	-10,033	-1,777	-52,459
1987					
Number of observations in sample	69				
Average sales \$	150,573	29,583	52,111	121,182	399,415
Average expense \$	126,214	14,717	38,163	97,539	354,437
Average net profit (loss) \$	24,359	14,866	13,948	23,643	44,978
Businesses reporting a profit (No.)	54				
Average sales \$	176,121	29,583	52,111	106,965	515,823
Average expense \$	141,984	14,717	38,163	71,300	443,754
Average net profit \$	34,137	14,866	13,948	35,665	72,069
Businesses reporting a loss (No.)	15				
Average sales \$	161,153	-	-	151,247	171,059
Average expense \$	166,126	-	-	153,029	179,223
Average net loss \$	-4,973	-	-	-1,782	-8,164

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	9.7	--	--	--	--	100.0	9.7	--	--	--	--
Depreciation	2.9	--	--	--	--	44.5	6.6	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	13.2	6.5	--	--	--	--
Heat, light & telephone	2.0	--	--	--	--	69.9	2.8	--	--	--	--
Rent	3.9	--	--	--	--	64.6	6.1	--	--	--	--
Personnel expenses	14.1	--	--	--	--	69.9	20.1	--	--	--	--
Financial expenses	26.2	--	--	--	--	82.0	32.0	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	79.1	2.0	--	--	--	--
Professional fees	24.7	--	--	--	--	44.7	55.2	--	--	--	--
Other expenses	35.2	--	--	--	--	100.0	35.2	--	--	--	--
Profit (loss)	14.8	--	--	--	--	100.0	14.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7721 - Computer Services

Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work. This industry includes computer consulting services, computer input preparation services, computer processing services, computer programming services, computer rental or leasing services (except finance leasing), computer services, computer software services, computer time-sharing services, computer services software packages, computer services systems analysis and design and computer services systems design.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	59	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	26	--	--	--	--
Total current assets	79	--	--	--	--
Fixed assets	29	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	12	--	--	--	--
Total assets	120	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	61	--	--	--	--
Total current liabilities	77	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	12	--	--	--	--
Other liabilities	23	--	--	--	--
Total liabilities	113	--	--	--	--
Total equity	8	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Computer Services (SIC 7721)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	14.1	--	--	--	--
Interest coverage ratio (times)	2.2	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	86	24,201	1,009	22	14
less than 20	67	4,366	192	18	12
20 - 99	4	1,843	75	1	1
100 - 499	10	8,714	359	2	1
500 and over	5	9,278	383	1	-
1987					
Total	103	30,513	1,103	25	...
less than 20	74	6,427	241	18	...
20 - 99	10	2,309	82	3	...
100 - 499	14	10,869	390	3	...
500 and over	5	10,908	390	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	20				
Average sales \$	99,789	--	--	--	--
Average expense \$	89,930	--	--	--	--
Average net profit (loss) \$	9,859	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	116,352	--	--	--	--
Average expense \$	95,521	--	--	--	--
Average net profit \$	20,831	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	67,206	--	--	--	--
Average expense \$	85,768	--	--	--	--
Average net loss \$	-18,562	--	--	--	--
1987					
Number of observations in sample	22				
Average sales \$	203,792	--	--	--	--
Average expense \$	190,139	--	--	--	--
Average net profit (loss) \$	13,653	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	258,247	--	--	--	--
Average expense \$	212,822	--	--	--	--
Average net profit \$	45,425	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	354,999	--	--	--	--
Average expense \$	381,868	--	--	--	--
Average net loss \$	-26,869	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	21					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	11.8	--	--	--	--	29.3	40.2	--	--	--	--
Occupancy expenses	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Depreciation	1.2	--	--	--	--	68.3	1.7	--	--	--	--
Repairs & maintenance	0.1	--	--	--	--	12.7	0.5	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	53.8	2.4	--	--	--	--
Rent	2.6	--	--	--	--	65.8	4.0	--	--	--	--
Personnel expenses	11.4	--	--	--	--	59.5	19.2	--	--	--	--
Financial expenses	0.7	--	--	--	--	70.6	0.9	--	--	--	--
Interest & bank charges	0.3	--	--	--	--	29.6	1.1	--	--	--	--
Professional fees	0.3	--	--	--	--	69.5	0.5	--	--	--	--
Other expenses	26.8	--	--	--	--	100.0	26.8	--	--	--	--
Profit (loss)	44.2	--	--	--	--	95.4	46.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7741 - Advertising Agencies

Businesses primarily engaged in creating and/or placing advertising with the publications, radio and television media. This industry includes advertising placement services, advertising services, advertising and publicity agency consulting services and sales promotion campaign services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	74	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	44	--	--	--	--
Total current assets	118	--	--	--	--
Fixed assets	21	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	19	--	--	--	--
Total assets	158	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	78	--	--	--	--
Total current liabilities	89	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	-	--	--	--	--
Other liabilities	17	--	--	--	--
Total liabilities	106	--	--	--	--
Total equity	52	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Advertising Agencies (SIC 7741)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.3	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.0	--	--	--	--
Interest coverage ratio (times)	4.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Advertising Agencies (SIC 7741)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	10	--	--	--	--
Depreciation	9	--	--	--	--
Other	3	--	--	--	--
Dividends	-15	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-25	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	19	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	13	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	13	--	--	--	--
Cash & equivalents-Beginning of the year	-15	--	--	--	--
Cash & equivalents - End of the year	-3	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Advertising Agencies (SIC 7741)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	60	4,042	219	18	9
less than 20	54	2,452	134	18	8
20 - 99	3	784	42	-	1
100 - 499	1	X	18	-	-
500 and over	2	X	25	-	-
1987					
Total	78	5,981	327	15	...
less than 20	70	2,924	160	14	...
20 - 99	4	1,288	70	1	...
100 - 499	2	X	79	-	...
500 and over	2	X	18	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Advertising Agencies (SIC 7741)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	6				
Average sales \$	337,532	--	--	--	--
Average expense \$	312,333	--	--	--	--
Average net profit (loss) \$	25,199	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	337,532	--	--	--	--
Average expense \$	312,333	--	--	--	--
Average net profit \$	25,199	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	29				
Average sales \$	291,665	--	--	--	--
Average expense \$	282,211	--	--	--	--
Average net profit (loss) \$	9,454	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	252,771	--	--	--	--
Average expense \$	242,723	--	--	--	--
Average net profit \$	10,048	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	599,459	--	--	--	--
Average expense \$	602,407	--	--	--	--
Average net loss \$	-2,948	--	--	--	--
1987					
Number of observations in sample	28				
Average sales \$	162,336	--	--	--	--
Average expense \$	139,822	--	--	--	--
Average net profit (loss) \$	22,514	--	--	--	--
Businesses reporting a profit (No.)	21				
Average sales \$	165,436	--	--	--	--
Average expense \$	141,183	--	--	--	--
Average net profit \$	24,253	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	466,217	--	--	--	--
Average expense \$	467,204	--	--	--	--
Average net loss \$	-987	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	64				
Low sales value (\$000's)	(1)	(1)	32	47	108
High sales value (\$000's)	(1)	32	47	108	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	5.2	2.7	3.9	5.8	8.0	57.2	9.1	9.3	7.2	10.1	9.6
Depreciation	2.7	2.6	3.3	3.3	1.8	52.9	5.1	9.0	6.0	7.8	2.2
Repairs & maintenance	0.1	-	-	0.1	0.2	16.2	0.5	-	0.1	0.5	0.8
Heat, light & telephone	0.8	0.1	0.1	0.8	2.1	34.4	2.3	0.6	0.9	2.7	2.7
Rent	1.6	-	0.5	1.7	3.9	27.9	5.7	-	8.7	5.6	5.6
Personnel expenses	19.0	3.7	15.6	22.4	32.5	45.4	41.9	26.8	39.7	56.8	39.0
Financial expenses	2.2	0.7	1.0	3.2	3.9	61.0	3.6	2.2	2.0	4.6	4.1
Interest & bank charges	1.0	0.5	0.4	2.1	1.1	40.3	2.6	3.5	2.0	3.5	1.8
Professional fees	1.2	0.1	0.5	1.0	2.7	56.1	2.1	1.0	1.1	1.5	3.1
Other expenses	21.5	7.4	15.7	19.9	40.3	76.4	28.1	17.2	21.2	23.5	40.3
Profit (loss)	52.1	85.5	64.0	48.7	15.4	96.0	54.3	85.5	64.0	56.3	15.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, office systems management consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	21	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	84	--	--	--	--
Total current assets	104	--	--	--	--
Fixed assets	35	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	61	--	--	--	--
Total assets	201	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	83	--	--	--	--
Total current liabilities	91	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	53	--	--	--	--
Total liabilities	148	--	--	--	--
Total equity	53	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Management Consulting Services (SIC 7771)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	41				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.8	--	--	--	--
Interest coverage ratio (times)	13.3	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	25	--	--	--	--
Depreciation	6	--	--	--	--
Other	-13	--	--	--	--
Dividends	-8	--	--	--	--
Investment activities					
Disposal of fixed assets	6	--	--	--	--
Purchase of fixed assets	-31	--	--	--	--
Increase in investment	-35	--	--	--	--
Decrease in investment	6	--	--	--	--
Financing activities					
Increase in long term debt	12	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	51	--	--	--	--
Repayment of loans from shareholders	-24	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	-10	--	--	--	--
Cash & equivalents-Beginning of the year	30	--	--	--	--
Cash & equivalents - End of the year	19	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	390	35,741	2,410	76	52
less than 20	367	16,576	1,108	70	48
20 - 99	16	4,143	298	5	3
100 - 499	3	484	32	-	1
500 and over	4	14,538	972	1	-
1987					
Total	483	42,823	1,954	107	...
less than 20	451	24,768	1,130	97	...
20 - 99	17	3,884	192	4	...
100 - 499	12	12,524	559	6	...
500 and over	3	1,647	73	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	13				
Average sales \$	152,939	--	--	--	--
Average expense \$	110,270	--	--	--	--
Average net profit (loss) \$	42,669	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	152,939	--	--	--	--
Average expense \$	110,270	--	--	--	--
Average net profit \$	42,669	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	45				
Average sales \$	93,414	--	--	--	--
Average expense \$	61,022	--	--	--	--
Average net profit (loss) \$	32,392	--	--	--	--
Businesses reporting a profit (No.)	44				
Average sales \$	93,415	--	--	--	--
Average expense \$	60,955	--	--	--	--
Average net profit \$	32,460	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	41,976	--	--	--	--
Average expense \$	45,334	--	--	--	--
Average net loss \$	-3,358	--	--	--	--
1987					
Number of observations in sample	83				
Average sales \$	115,538	28,693	38,825	69,541	325,092
Average expense \$	81,579	4,277	15,892	41,967	264,178
Average net profit (loss) \$	33,959	24,416	22,933	27,574	60,914
Businesses reporting a profit (No.)	70				
Average sales \$	131,198	28,693	38,424	69,048	388,628
Average expense \$	89,372	4,277	13,550	39,528	300,134
Average net profit \$	41,826	24,416	24,874	29,520	88,494
Businesses reporting a loss (No.)	13				
Average sales \$	100,283	-	45,595	77,701	177,554
Average expense \$	106,156	-	55,431	82,354	180,683
Average net loss \$	-5,873	-	-9,836	-4,653	-3,129

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	55				
Low sales value (\$000's)	(1)	(1)	147	316	580
High sales value (\$000's)	(1)	147	316	580	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	13.5	26.4	9.7	8.3	9.5	100.0	13.5	26.4	9.7	8.3	9.5
Depreciation	6.1	14.7	3.3	3.4	2.9	84.5	7.2	20.7	3.7	4.1	3.1
Repairs & maintenance	3.0	4.6	2.8	2.1	2.4	97.9	3.0	4.6	2.8	2.3	2.4
Heat, light & telephone	3.7	6.9	3.1	2.7	2.4	98.3	3.8	6.9	3.3	2.7	2.4
Rent	0.7	0.2	0.6	0.1	1.7	42.8	1.6	0.6	1.4	0.3	3.3
Personnel expenses	19.3	13.6	28.1	16.5	18.8	100.0	19.3	13.6	28.1	16.5	18.8
Financial expenses	6.3	7.8	5.3	8.2	4.1	100.0	6.3	7.8	5.3	8.2	4.1
Interest & bank charges	5.2	6.8	3.7	6.8	3.7	93.3	5.6	6.8	3.7	7.3	4.6
Professional fees	1.1	1.0	1.6	1.4	0.4	92.9	1.2	1.2	1.6	1.5	0.4
Other expenses	60.7	57.9	49.2	72.4	63.5	100.0	60.7	57.9	49.2	72.4	63.5
Profit (loss)	0.3	-5.8	7.7	-5.4	4.1	97.3	0.3	-5.8	7.7	-5.4	4.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior. Included are businesses engaged in hostels, hotel accommodation services (except apartment hotels), hotel lodging services (except apartment hotels), hotels (except apartment and private hotels) and motor hotels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	85	--	--	--	--
Total current assets	89	--	--	--	--
Fixed assets	257	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	48	--	--	--	--
Total assets	394	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	65	--	--	--	--
Total current liabilities	74	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	13	--	--	--	--
Other liabilities	212	--	--	--	--
Total liabilities	299	--	--	--	--
Total equity	95	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Hotels and Motor Hotels (SIC 9111)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	28				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	3.1	--	--	--	--
Interest coverage ratio (times)	1.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	12	--	--	--	--
Depreciation	20	--	--	--	--
Other	-18	--	--	--	--
Dividends	-7	--	--	--	--
Investment activities					
Disposal of fixed assets	78	--	--	--	--
Purchase of fixed assets	-43	--	--	--	--
Increase in investment	-32	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	67	--	--	--	--
Repayment of long term debt	-48	--	--	--	--
Loans from shareholders	10	--	--	--	--
Repayment of loans from shareholders	-47	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-3	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-10	--	--	--	--
Cash & equivalents-Beginning of the year	25	--	--	--	--
Cash & equivalents - End of the year	15	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Hotels and Motor Hotels (SIC 9111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	289	59,238	6,456	53	26
less than 20	202	11,110	1,208	41	19
20 - 99	70	25,640	2,800	7	5
100 - 499	12	16,446	1,783	4	1
500 and over	5	6,042	665	1	1
1987					
Total	322	73,760	6,920	53	...
less than 20	233	13,842	1,298	44	...
20 - 99	70	28,626	2,695	8	...
100 - 499	13	23,586	2,206	1	...
500 and over	6	7,706	721	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	83				
Average sales \$	404,893	42,232	219,029	424,761	933,548
Average expense \$	164,930	40,294	703,326	402,217	920,533
Average net profit (loss) \$	239,963	1,938	-484,297	22,544	13,015
Businesses reporting a profit (No.)	45				
Average sales \$	435,504	50,874	215,750	413,433	1,061,957
Average expense \$	161,461	47,742	792,925	376,794	1,014,231
Average net profit \$	274,043	3,132	-577,175	36,639	47,726
Businesses reporting a loss (No.)	18				
Average sales \$	372,016	26,422	255,086	462,989	743,565
Average expense \$	394,637	26,668	281,957	488,019	781,905
Average net loss \$	-22,621	-246	-26,871	-25,030	-38,340
1986					
Number of observations in sample	110				
Average sales \$	654,138	198,347	446,487	703,319	1,268,397
Average expense \$	609,504	193,692	464,234	673,652	1,106,439
Average net profit (loss) \$	44,634	4,655	-17,747	29,667	161,958
Businesses reporting a profit (No.)	81				
Average sales \$	671,927	216,796	467,500	708,986	1,294,427
Average expense \$	611,943	205,804	454,689	668,355	1,118,923
Average net profit \$	59,984	10,992	12,811	40,631	175,504
Businesses reporting a loss (No.)	29				
Average sales \$	519,199	140,959	427,087	684,598	824,151
Average expense \$	553,397	156,016	473,046	691,152	893,375
Average net loss \$	-34,198	-15,057	-45,959	-6,554	-69,224
1987					
Number of observations in sample	79				
Average sales \$	418,394	102,914	219,244	475,259	876,157
Average expense \$	410,097	101,290	211,135	487,308	840,655
Average net profit (loss) \$	8,297	1,624	8,109	-12,049	35,502
Businesses reporting a profit (No.)	49				
Average sales \$	426,240	115,304	221,583	490,544	877,529
Average expense \$	401,039	100,865	197,691	478,722	826,879
Average net profit \$	25,201	14,439	23,892	11,822	50,650
Businesses reporting a loss (No.)	30				
Average sales \$	409,067	90,832	215,251	459,618	870,565
Average expense \$	432,171	101,704	234,097	496,094	896,789
Average net loss \$	-23,104	-10,872	-18,846	-36,476	-26,224

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	19.8	--	--	--	--	100.0	19.8	--	--	--	--
Depreciation	6.3	--	--	--	--	68.3	9.2	--	--	--	--
Repairs & maintenance	3.8	--	--	--	--	94.7	4.0	--	--	--	--
Heat, light & telephone	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Rent	0.7	--	--	--	--	52.9	1.2	--	--	--	--
Personnel expenses	16.6	--	--	--	--	100.0	16.6	--	--	--	--
Financial expenses	7.7	--	--	--	--	100.0	7.7	--	--	--	--
Interest & bank charges	6.7	--	--	--	--	82.5	8.1	--	--	--	--
Professional fees	1.1	--	--	--	--	90.6	1.2	--	--	--	--
Other expenses	50.6	--	--	--	--	100.0	50.6	--	--	--	--
Profit (loss)	5.2	--	--	--	--	100.0	5.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity. These businesses include motel accommodation services, motel lodging services and motels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Motels (SIC 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	39	--	--	--	--
Total current assets	43	--	--	--	--
Fixed assets	469	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	51	--	--	--	--
Total assets	562	--	--	--	--
Liabilities and equity					
Current loans	19	--	--	--	--
Other current liabilities	65	--	--	--	--
Total current liabilities	84	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	34	--	--	--	--
Other liabilities	283	--	--	--	--
Total liabilities	402	--	--	--	--
Total equity	161	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Motels (SIC 9112)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.5	--	--	--	--
Interest coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	16	--	--	--	--
Other	-102	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	90	--	--	--	--
Purchase of fixed assets	-38	--	--	--	--
Increase in investment	-54	--	--	--	--
Decrease in investment	7	--	--	--	--
Financing activities					
Increase in long term debt	121	--	--	--	--
Repayment of long term debt	-73	--	--	--	--
Loans from shareholders	41	--	--	--	--
Repayment of loans from shareholders	-21	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-9	--	--	--	--
Cash & equivalents-Beginning of the year	16	--	--	--	--
Cash & equivalents - End of the year	8	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	80	4,138	451	15	10
less than 20	76	2,760	305	15	10
20 - 99	3	X	137	-	-
100 - 499	1	X	9	-	-
500 and over	-	-	-	-	-
1987					
Total	94	5,273	500	14	...
less than 20	88	3,413	319	13	...
20 - 99	5	X	180	-	...
100 - 499	1	X	1	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	23				
Average sales \$	391,568	--	--	--	--
Average expense \$	368,219	--	--	--	--
Average net profit (loss) \$	23,349	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	379,816	--	--	--	--
Average expense \$	347,266	--	--	--	--
Average net profit \$	32,550	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	682,700	--	--	--	--
Average expense \$	708,158	--	--	--	--
Average net loss \$	-25,458	--	--	--	--
1986					
Number of observations in sample	31				
Average sales \$	373,239	--	--	--	--
Average expense \$	355,464	--	--	--	--
Average net profit (loss) \$	17,775	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	372,793	--	--	--	--
Average expense \$	348,156	--	--	--	--
Average net profit \$	24,637	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	145,567	--	--	--	--
Average expense \$	175,671	--	--	--	--
Average net loss \$	-30,104	--	--	--	--
1987					
Number of observations in sample	27				
Average sales \$	241,779	--	--	--	--
Average expense \$	232,365	--	--	--	--
Average net profit (loss) \$	9,414	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	245,117	--	--	--	--
Average expense \$	225,232	--	--	--	--
Average net profit \$	19,885	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	251,027	--	--	--	--
Average expense \$	268,069	--	--	--	--
Average net loss \$	-17,042	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	91					
Low sales value (\$000's)	(1)	(1)	79	197	387	
High sales value (\$000's)	(1)	79	197	387	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	39.0	53.2	38.2	36.0	29.2	94.6	41.2	60.9	38.2	36.8	31.2
Occupancy expenses	12.6	11.4	12.2	15.1	11.4	92.3	13.6	15.1	13.1	15.1	11.4
Depreciation	3.0	0.7	4.2	4.0	3.0	71.9	4.1	4.1	4.5	4.7	3.3
Repairs & maintenance	1.5	2.4	1.3	1.2	1.1	76.3	2.0	3.8	1.6	1.5	1.4
Heat, light & telephone	3.3	3.6	4.0	3.4	2.3	89.6	3.7	5.0	4.3	3.5	2.4
Rent	4.8	4.6	2.7	6.6	5.0	69.0	6.9	15.3	3.3	8.7	5.7
Personnel expenses	24.1	15.8	23.5	30.2	26.2	97.7	24.7	16.2	25.3	30.2	26.2
Financial expenses	4.4	5.7	5.5	3.4	3.3	95.6	4.6	6.4	5.9	3.4	3.3
Interest & bank charges	3.6	5.2	4.1	2.9	2.4	85.2	4.2	8.2	4.4	3.0	2.6
Professional fees	0.8	0.5	1.4	0.5	1.0	87.7	0.9	0.7	1.5	0.5	1.0
Other expenses	18.5	14.7	16.8	14.1	28.5	100.0	18.5	14.7	16.8	14.1	28.5
Profit (loss)	1.4	-0.6	3.8	1.1	1.4	100.0	1.4	-0.6	3.8	1.1	1.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises with a license to serve alcoholic beverages. Licensed food and beverage service restaurants, licensed restaurants and licensed restaurant services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	30	--	--	--	--
Total current assets	36	--	--	--	--
Fixed assets	139	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	27	--	--	--	--
Total assets	202	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	45	--	--	--	--
Total current liabilities	52	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	24	--	--	--	--
Other liabilities	108	--	--	--	--
Total liabilities	184	--	--	--	--
Total equity	18	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Licensed Restaurants (SIC 9211)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	45				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	10.2	--	--	--	--
Interest coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	22				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	20	--	--	--	--
Depreciation	16	--	--	--	--
Other	-12	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-2	--	--	--	--
Increase in investment	-7	--	--	--	--
Decrease in investment	1	--	--	--	--
Financing activities					
Increase in long term debt	1	--	--	--	--
Repayment of long term debt	-20	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-7	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-3	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	9	--	--	--	--
Cash & equivalents - End of the year	9	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	471	59,221	8,643	82	50
less than 20	352	15,293	2,218	64	41
20 - 99	103	23,542	3,435	16	8
100 - 499	10	8,367	1,227	1	-
500 and over	6	12,019	1,763	1	1
1987					
Total	570	76,696	10,054	115	...
less than 20	436	20,822	2,701	92	...
20 - 99	119	31,358	4,127	22	...
100 - 499	9	8,316	1,094	1	...
500 and over	6	16,200	2,132	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

Newly reporting and *no longer reporting* businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	84				
Average sales \$	371,907	81,746	153,986	349,700	902,194
Average expense \$	353,078	86,912	146,103	334,488	884,810
Average net profit (loss) \$	8,829	-5,166	7,883	15,212	17,384
Businesses reporting a profit (No.)	72				
Average sales \$	365,103	71,974	153,338	350,970	884,131
Average expense \$	346,415	59,331	142,691	335,353	848,286
Average net profit \$	18,688	12,643	10,647	15,617	35,845
Businesses reporting a loss (No.)	12				
Average sales \$	376,828	89,977	159,071	291,989	966,274
Average expense \$	398,157	110,145	172,895	295,202	1,014,384
Average net loss \$	-21,329	-20,168	-13,824	-3,213	-48,110
1986					
Number of observations in sample	306				
Average sales \$	285,804	62,820	118,638	214,556	747,400
Average expense \$	273,449	56,331	116,976	205,455	715,032
Average net profit (loss) \$	12,355	6,289	1,662	9,101	32,368
Businesses reporting a profit (No.)	220				
Average sales \$	285,604	59,383	128,358	207,943	746,731
Average expense \$	260,343	48,178	116,871	193,188	683,136
Average net profit \$	25,261	11,205	11,487	14,755	63,595
Businesses reporting a loss (No.)	86				
Average sales \$	295,056	76,280	114,065	240,544	749,333
Average expense \$	317,159	90,743	117,026	253,662	807,206
Average net loss \$	-22,103	-14,463	-2,961	-13,118	-57,873
1987					
Number of observations in sample	121				
Average sales \$	291,625	45,074	136,309	278,077	707,039
Average expense \$	284,446	44,678	130,037	274,564	688,506
Average net profit (loss) \$	7,179	396	6,272	3,513	18,533
Businesses reporting a profit (No.)	74				
Average sales \$	309,912	54,828	139,232	270,652	774,935
Average expense \$	288,454	44,641	130,774	252,464	725,935
Average net profit \$	21,458	10,187	8,458	18,188	49,000
Businesses reporting a loss (No.)	47				
Average sales \$	264,985	35,599	115,396	297,586	611,360
Average expense \$	284,468	44,714	124,765	332,631	635,761
Average net loss \$	-19,483	-9,115	-9,369	-35,045	-24,401

1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	88				
Low sales value (\$000's)	(1)	(1)	73	118	192
High sales value (\$000's)	(1)	73	118	192	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	41.9	45.3	46.0	42.0	35.5	90.3	46.4	51.2	50.2	47.1	38.7
Occupancy expenses	13.4	13.9	15.6	12.3	12.3	100.0	13.4	13.9	15.6	12.3	12.3
Depreciation	1.8	1.1	1.7	2.0	2.3	63.0	2.8	3.7	2.8	2.7	2.7
Repairs & maintenance	1.9	2.0	2.4	1.9	1.4	88.1	2.2	2.2	3.2	1.9	1.6
Heat, light & telephone	3.8	5.2	4.9	3.1	2.5	93.4	4.1	6.6	5.3	3.1	2.5
Rent	5.9	5.6	6.6	5.4	6.2	63.3	9.4	8.0	10.1	12.9	8.2
Personnel expenses	21.1	14.2	18.8	21.9	28.2	96.9	21.8	16.4	18.8	21.9	28.2
Financial expenses	2.7	2.6	3.3	2.2	2.9	95.0	2.9	3.2	3.4	2.2	2.9
Interest & bank charges	1.9	2.0	2.3	1.6	1.8	83.8	2.3	2.6	3.0	1.9	1.9
Professional fees	0.8	0.6	0.9	0.6	1.0	84.9	0.9	1.1	1.1	0.6	1.1
Other expenses	15.7	19.2	12.6	14.3	16.6	100.0	15.7	19.2	12.6	14.3	16.6
Profit (loss)	5.1	4.7	3.7	7.3	4.5	98.0	5.2	4.7	4.1	7.3	4.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises but without a license to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises. Drive-in restaurants, unlicensed restaurant services and unlicensed restaurants are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	23	--	--	--	--
Total current assets	29	--	--	--	--
Fixed assets	65	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	24	--	--	--	--
Total assets	118	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	42	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	58	--	--	--	--
Total liabilities	108	--	--	--	--
Total equity	10	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	11.2	--	--	--	--
Interest coverage ratio (times)	3.0	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	17	--	--	--	--
Depreciation	12	--	--	--	--
Other	-5	--	--	--	--
Dividends	-16	--	--	--	--
Investment activities					
Disposal of fixed assets	6	--	--	--	--
Purchase of fixed assets	-29	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	11	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	26	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	15	--	--	--	--
Cash & equivalents-Beginning of the year	11	--	--	--	--
Cash & equivalents - End of the year	26	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	442	38,240	5,521	89	42
less than 20	389	12,526	1,790	78	34
20 - 99	46	9,276	1,321	10	8
100 - 499	1	X	-	1	-
500 and over	6	X	2,410	-	-
1987					
Total	594	54,223	7,056	150	...
less than 20	529	18,623	2,416	142	...
20 - 99	57	12,511	1,602	7	...
100 - 499	3	833	109	1	...
500 and over	5	22,256	2,929	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level, thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	92				
Average sales \$	216,319	37,784	66,701	117,235	643,555
Average expense \$	207,369	34,187	61,904	106,934	626,452
Average net profit (loss) \$	8,950	3,597	4,797	10,301	17,103
Businesses reporting a profit (No.)	72				
Average sales \$	225,809	36,816	68,278	118,230	679,911
Average expense \$	211,627	30,374	58,491	102,250	655,391
Average net profit \$	14,182	6,442	9,787	15,980	24,520
Businesses reporting a loss (No.)	20				
Average sales \$	187,824	39,837	61,783	114,067	535,609
Average expense \$	194,303	42,274	72,546	121,859	540,531
Average net loss \$	-6,479	-2,437	-10,763	-7,792	-4,922
1986					
Number of observations in sample	185				
Average sales \$	185,786	51,664	88,660	168,075	434,746
Average expense \$	179,570	50,894	88,065	162,435	416,887
Average net profit (loss) \$	6,216	770	595	5,640	17,859
Businesses reporting a profit (No.)	138				
Average sales \$	182,462	51,077	88,018	166,033	424,720
Average expense \$	168,533	44,301	78,402	155,050	396,377
Average net profit \$	13,929	6,776	9,616	10,983	28,343
Businesses reporting a loss (No.)	47				
Average sales \$	198,824	53,504	89,563	176,489	475,739
Average expense \$	216,714	71,580	101,667	192,866	500,743
Average net loss \$	-17,890	-18,076	-12,104	-16,377	-25,004
1987					
Number of observations in sample	110				
Average sales \$	187,336	54,759	97,529	153,807	443,248
Average expense \$	179,199	51,221	95,945	140,911	428,716
Average net profit (loss) \$	8,137	3,538	1,584	12,896	14,530
Businesses reporting a profit (No.)	82				
Average sales \$	188,189	56,202	101,350	154,974	440,229
Average expense \$	174,124	50,855	94,445	138,326	412,869
Average net profit \$	14,065	5,347	6,905	16,648	27,360
Businesses reporting a loss (No.)	28				
Average sales \$	182,250	48,164	89,891	141,397	449,546
Average expense \$	195,501	52,894	98,941	168,383	461,787
Average net loss \$	-13,251	-4,730	-9,050	-26,986	-12,241

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	44				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	43.8	--	--	--	--	100.0	43.8	--	--	--	--
Occupancy expenses	15.4	--	--	--	--	100.0	15.4	--	--	--	--
Depreciation	3.2	--	--	--	--	72.9	4.4	--	--	--	--
Repairs & maintenance	1.3	--	--	--	--	76.5	1.7	--	--	--	--
Heat, light & telephone	3.4	--	--	--	--	92.1	3.7	--	--	--	--
Rent	7.5	--	--	--	--	88.1	8.5	--	--	--	--
Personnel expenses	21.1	--	--	--	--	98.8	21.3	--	--	--	--
Financial expenses	4.1	--	--	--	--	95.5	4.3	--	--	--	--
Interest & bank charges	3.1	--	--	--	--	79.9	3.9	--	--	--	--
Professional fees	0.9	--	--	--	--	86.2	1.1	--	--	--	--
Other expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Profit (loss)	-0.4	--	--	--	--	98.4	-0.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths and prepared food take-out services (except caterers and mobile food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	3	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	19	--	--	--	--
Total current assets	22	--	--	--	--
Fixed assets	74	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	37	--	--	--	--
Total assets	133	--	--	--	--
Liabilities and equity					
Current loans	9	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	39	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	15	--	--	--	--
Other liabilities	45	--	--	--	--
Total liabilities	99	--	--	--	--
Total equity	34	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Take-Out Food Services (SIC 9213)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.9	--	--	--	--
Interest coverage ratio (times)	2.7	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	3	--	--	--	--
Depreciation	15	--	--	--	--
Other	-1	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-7	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	5	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-1	--	--	--	--
Increase(decrease) in cash & equivalents	7	--	--	--	--
Cash & equivalents-Beginning of the year	19	--	--	--	--
Cash & equivalents - End of the year	26	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Take-Out Food Services (SIC 9213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	206	10,095	1,461	41	21
less than 20	189	6,475	933	40	19
20 - 99	16	X	511	1	2
100 - 499	-	-	-	-	-
500 and over	1	X	17	-	-
1987					
Total	341	16,246	2,123	125	...
less than 20	313	9,926	1,293	120	...
20 - 99	26	6,052	796	5	...
100 - 499	1	X	19	-	...
500 and over	1	X	15	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	45				
Average sales \$	231,664	--	--	--	--
Average expense \$	204,934	--	--	--	--
Average net profit (loss) \$	26,730	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	231,247	--	--	--	--
Average expense \$	197,302	--	--	--	--
Average net profit \$	33,945	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	127,572	--	--	--	--
Average expense \$	143,699	--	--	--	--
Average net loss \$	-16,127	--	--	--	--
1986					
Number of observations in sample	132				
Average sales \$	180,222	34,117	63,035	162,446	461,289
Average expense \$	170,027	29,288	56,271	154,454	440,115
Average net profit (loss) \$	10,195	4,829	6,764	8,012	21,174
Businesses reporting a profit (No.)	95				
Average sales \$	180,573	36,537	61,985	159,431	464,339
Average expense \$	164,336	26,245	51,958	144,474	434,667
Average net profit \$	16,237	10,292	10,027	14,957	29,672
Businesses reporting a loss (No.)	37				
Average sales \$	179,185	29,280	67,448	170,727	449,286
Average expense \$	188,275	35,372	74,385	181,790	461,553
Average net loss \$	-9,090	-6,092	-6,937	-11,063	-12,267
1987					
Number of observations in sample	72				
Average sales \$	177,665	38,457	76,963	159,879	435,362
Average expense \$	172,077	36,599	82,349	150,947	418,412
Average net profit (loss) \$	5,588	1,858	-5,386	8,932	16,950
Businesses reporting a profit (No.)	46				
Average sales \$	194,767	40,031	91,863	168,001	479,172
Average expense \$	178,344	33,659	80,378	156,026	447,311
Average net profit \$	15,423	6,372	11,485	11,975	31,861
Businesses reporting a loss (No.)	26				
Average sales \$	150,011	36,187	69,804	126,956	367,098
Average expense \$	156,969	40,841	83,296	130,358	373,381
Average net loss \$	-6,958	-4,654	-13,492	-3,402	-6,283

11) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	21				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.5	--	--	--	--	99.3	52.8	--	--	--	--
Occupancy expenses	9.8	--	--	--	--	100.0	9.8	--	--	--	--
Depreciation	3.4	--	--	--	--	67.8	5.0	--	--	--	--
Repairs & maintenance	1.2	--	--	--	--	83.0	1.5	--	--	--	--
Heat, light & telephone	2.1	--	--	--	--	61.9	3.4	--	--	--	--
Rent	3.1	--	--	--	--	71.3	4.3	--	--	--	--
Personnel expenses	13.4	--	--	--	--	98.7	13.5	--	--	--	--
Financial expenses	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	78.8	1.9	--	--	--	--
Professional fees	0.6	--	--	--	--	98.6	0.6	--	--	--	--
Other expenses	11.4	--	--	--	--	100.0	11.4	--	--	--	--
Profit (loss)	10.9	--	--	--	--	100.0	10.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9214 - Caterers

Businesses primarily engaged in catering whether by mobile canteens or in private halls, camps, etc. Businesses engaged in cafeterias, social and industrial home food catering services, mobile canteens and social catering services (weddings, parties, etc.) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	17	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	27	--	--	--	--
Total current assets	44	--	--	--	--
Fixed assets	109	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	13	--	--	--	--
Total assets	166	--	--	--	--
Liabilities and equity					
Current loans	28	--	--	--	--
Other current liabilities	49	--	--	--	--
Total current liabilities	77	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	9	--	--	--	--
Other liabilities	104	--	--	--	--
Total liabilities	189	--	--	--	--
Total equity	-23	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Caterers (SIC 9214)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-8.3	--	--	--	--
Interest coverage ratio (times)	0.9	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Caterers (SIC 9214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	87	14,425	2,111	11	12
less than 20	70	2,144	314	8	10
20 - 99	4	670	98	-	1
100 - 499	6	5,983	877	1	1
500 and over	7	5,628	822	2	-
1987					
Total	112	20,237	2,662	31	...
less than 20	90	2,594	341	25	...
20 - 99	9	1,906	250	3	...
100 - 499	6	6,352	836	-	...
500 and over	7	9,385	1,235	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	23				
Average sales \$	114,703	--	--	--	--
Average expense \$	107,160	--	--	--	--
Average net profit (loss) \$	7,543	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	154,314	--	--	--	--
Average expense \$	138,637	--	--	--	--
Average net profit \$	15,677	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	135,705	--	--	--	--
Average expense \$	141,257	--	--	--	--
Average net loss \$	-5,552	--	--	--	--
1986					
Number of observations in sample	37				
Average sales \$	153,712	--	--	--	--
Average expense \$	138,174	--	--	--	--
Average net profit (loss) \$	15,538	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	153,875	--	--	--	--
Average expense \$	136,926	--	--	--	--
Average net profit \$	16,949	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	90,065	--	--	--	--
Average expense \$	98,459	--	--	--	--
Average net loss \$	-8,394	--	--	--	--
1987					
Number of observations in sample	32				
Average sales \$	155,927	--	--	--	--
Average expense \$	150,117	--	--	--	--
Average net profit (loss) \$	5,810	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	149,190	--	--	--	--
Average expense \$	138,608	--	--	--	--
Average net profit \$	10,582	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	466,091	--	--	--	--
Average expense \$	522,113	--	--	--	--
Average net loss \$	-56,022	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Taverns, Bars and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	20.3	--	--	--	--	48.9	43.2	--	--	--	--
Occupancy expenses	4.8	--	--	--	--	50.9	9.5	--	--	--	--
Depreciation	1.1	--	--	--	--	50.9	2.2	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	50.9	2.2	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	50.9	2.5	--	--	--	--
Rent	1.3	--	--	--	--	16.8	8.0	--	--	--	--
Personnel expenses	30.6	--	--	--	--	100.0	30.6	--	--	--	--
Financial expenses	1.6	--	--	--	--	50.9	3.1	--	--	--	--
Interest & bank charges	1.2	--	--	--	--	40.8	3.0	--	--	--	--
Professional fees	0.3	--	--	--	--	43.1	0.8	--	--	--	--
Other expenses	24.0	--	--	--	--	100.0	24.0	--	--	--	--
Profit (loss)	18.7	--	--	--	--	96.0	19.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity. Bars (drinking places), beer gardens, beer parlours, brasseries (beer gardens), cabarets (night clubs) and cocktail lounges are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	21	--	--	--	--
Total current assets	23	--	--	--	--
Fixed assets	127	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	8	--	--	--	--
Total assets	158	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	22	--	--	--	--
Total current liabilities	26	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	116	--	--	--	--
Total liabilities	143	--	--	--	--
Total equity	15	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Taverns, Bars and Night Clubs (SIC 9221)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	9.4	--	--	--	--
Interest coverage ratio (times)	9.4	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Taverns, Bars and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Taverns, Bars and Night Clubs (SIC 9221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	50	3,104	452	10	2
less than 20	43	1,513	219	8	2
20 - 99	7	1,591	233	2	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	48	3,524	451	14	...
less than 20	38	1,124	146	11	...
20 - 99	10	2,400	315	3	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	10				
Average sales \$	391,244	--	--	--	--
Average expense \$	371,298	--	--	--	--
Average net profit (loss) \$	19,948	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	270,975	--	--	--	--
Average expense \$	245,581	--	--	--	--
Average net profit \$	25,394	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	1,365,000	--	--	--	--
Average expense \$	1,378,000	--	--	--	--
Average net loss \$	-13,000	--	--	--	--
1986					
Number of observations in sample	30				
Average sales \$	236,730	--	--	--	--
Average expense \$	237,390	--	--	--	--
Average net profit (loss) \$	-660	--	--	--	--
Businesses reporting a profit (No.)	22				
Average sales \$	235,078	--	--	--	--
Average expense \$	216,257	--	--	--	--
Average net profit \$	18,821	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	234,390	--	--	--	--
Average expense \$	259,719	--	--	--	--
Average net loss \$	-25,329	--	--	--	--
1987					
Number of observations in sample	15				
Average sales \$	397,988	--	--	--	--
Average expense \$	360,238	--	--	--	--
Average net profit (loss) \$	37,750	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	394,538	--	--	--	--
Average expense \$	356,092	--	--	--	--
Average net profit \$	38,446	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	306,804	--	--	--	--
Average expense \$	319,495	--	--	--	--
Average net loss \$	-12,691	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	13	--	--	--	--	
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	-	--	--	--	--	-	-	--	--	--	--
Occupancy expenses	25.5	--	--	--	--	97.2	26.2	--	--	--	--
Depreciation	8.9	--	--	--	--	92.5	9.7	--	--	--	--
Repairs & maintenance	1.7	--	--	--	--	50.8	3.4	--	--	--	--
Heat, light & telephone	1.6	--	--	--	--	57.1	2.7	--	--	--	--
Rent	13.2	--	--	--	--	55.8	23.7	--	--	--	--
Personnel expenses	8.5	--	--	--	--	28.4	30.0	--	--	--	--
Financial expenses	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Interest & bank charges	0.2	--	--	--	--	38.6	0.6	--	--	--	--
Professional fees	0.9	--	--	--	--	83.4	1.1	--	--	--	--
Other expenses	45.7	--	--	--	--	100.0	45.7	--	--	--	--
Profit (loss)	19.2	--	--	--	--	100.0	19.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	---	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9631 - Entertainment Production Companies and Artists

Businesses primarily engaged in promoting, producing and performing in "live" theatrical productions and staged entertainment. Promotion agencies primarily engaged in arranging the advertising, location, ticket sales, etc., of such productions are included here. Own-account actors, ballet and other dance companies, band or orchestras, own-account entertainers, own-account musicians, opera companies, orchestras, own-account performers (entertainer), pop groups, road companies, own-account singers, staged entertainment, stock (theatrical) companies, theatre companies, theatre production agencies, theatrical promotion agencies and own-account vocalists are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Entertainment Production Companies and Artists (SIC 9631)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Entertainment Production Companies and Artists (SIC 9631)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	4.6	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-10.9	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Theatrical & Other Staged Entertainment Services (SIC 963)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	45	6,607	392	9	4
less than 20	42	2,131	127	9	4
20 - 99	2	X	160	-	-
100 - 499	1	X	105	-	-
500 and over	-	-	-	-	-
1987					
Total	51	8,341	497	10	...
less than 20	46	2,277	138	10	...
20 - 99	3	X	131	-	...
100 - 499	2	X	228	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	9				
Average sales \$	156,686	--	--	--	--
Average expense \$	152,575	--	--	--	--
Average net profit (loss) \$	4,111	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	71,941	--	--	--	--
Average expense \$	60,902	--	--	--	--
Average net profit \$	11,039	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	836,000	--	--	--	--
Average expense \$	843,000	--	--	--	--
Average net loss \$	-7,000	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	87,132	--	--	--	--
Average expense \$	71,301	--	--	--	--
Average net profit (loss) \$	15,831	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	86,352	--	--	--	--
Average expense \$	70,118	--	--	--	--
Average net profit \$	16,234	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	136,550	--	--	--	--
Average expense \$	137,303	--	--	--	--
Average net loss \$	-753	--	--	--	--
1987					
Number of observations in sample	13				
Average sales \$	65,715	--	--	--	--
Average expense \$	57,748	--	--	--	--
Average net profit (loss) \$	7,967	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	61,292	--	--	--	--
Average expense \$	51,872	--	--	--	--
Average net profit \$	9,420	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	197,895	--	--	--	--
Average expense \$	210,689	--	--	--	--
Average net loss \$	-12,794	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Sports and Recreation Clubs and Services (SIC 965)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	4.0	--	--	--	--	17.1	23.4	--	--	--	--
Occupancy expenses	28.0	--	--	--	--	96.5	29.0	--	--	--	--
Depreciation	2.5	--	--	--	--	53.7	4.7	--	--	--	--
Repairs & maintenance	6.8	--	--	--	--	80.2	8.5	--	--	--	--
Heat, light & telephone	8.0	--	--	--	--	90.5	8.9	--	--	--	--
Rent	10.6	--	--	--	--	67.9	15.7	--	--	--	--
Personnel expenses	23.0	--	--	--	--	69.1	33.4	--	--	--	--
Financial expenses	3.7	--	--	--	--	75.5	5.0	--	--	--	--
Interest & bank charges	1.7	--	--	--	--	26.8	6.2	--	--	--	--
Professional fees	2.1	--	--	--	--	75.5	2.8	--	--	--	--
Other expenses	38.6	--	--	--	--	100.0	38.6	--	--	--	--
Profit (loss)	2.6	--	--	--	--	96.7	2.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9650 - Sports and Recreation Clubs and Services

Businesses primarily engaged in operating golf courses, curling clubs, skiing facilities, boat rentals, marinas and other sports and recreation clubs and services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Sports and Recreation Clubs and Services (SIC 965)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	27	--	--	--	--
Total current assets	33	--	--	--	--
Fixed assets	39	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	2	--	--	--	--
Total assets	73	--	--	--	--
Liabilities and equity					
Current loans	4	--	--	--	--
Other current liabilities	14	--	--	--	--
Total current liabilities	18	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	33	--	--	--	--
Total liabilities	55	--	--	--	--
Total equity	19	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Sports and Recreation Clubs and Services (SIC 965)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.9	--	--	--	--
Interest coverage ratio (times)	0.2	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	-36	--	--	--	--
Depreciation	17	--	--	--	--
Other	71	--	--	--	--
Dividends	-11	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-22	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	24	--	--	--	--
Repayment of long term debt	-9	--	--	--	--
Loans from shareholders	7	--	--	--	--
Repayment of loans from shareholders	-27	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	12	--	--	--	--
Cash & equivalents-Beginning of the year	-	--	--	--	--
Cash & equivalents - End of the year	13	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Sports and Recreation Clubs and Services (SIC 965)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	283	13,804	1,008	37	18
less than 20	271	7,845	547	37	17
20 - 99	12	5,759	461	-	-
100 - 499	-	-	-	-	1
500 and over	-	-	-	-	-
1987					
Total	277	17,536	1,116	27	...
less than 20	263	8,087	514	26	...
20 - 99	12	X	463	-	...
100 - 499	2	X	139	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Sports and Recreation Clubs and Services (SIC 965)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	17				
Average sales \$	115,138	--	--	--	--
Average expense \$	97,744	--	--	--	--
Average net profit (loss) \$	17,394	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	113,226	--	--	--	--
Average expense \$	95,326	--	--	--	--
Average net profit \$	17,900	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	201,082	--	--	--	--
Average expense \$	205,780	--	--	--	--
Average net loss \$	-4,698	--	--	--	--
1986					
Number of observations in sample	15				
Average sales \$	281,169	--	--	--	--
Average expense \$	294,341	--	--	--	--
Average net profit (loss) \$	-13,172	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	331,559	--	--	--	--
Average expense \$	296,276	--	--	--	--
Average net profit \$	35,283	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	259,841	--	--	--	--
Average expense \$	289,206	--	--	--	--
Average net loss \$	-29,365	--	--	--	--
1987					
Number of observations in sample	24				
Average sales \$	93,051	--	--	--	--
Average expense \$	85,636	--	--	--	--
Average net profit (loss) \$	7,415	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	95,855	--	--	--	--
Average expense \$	83,260	--	--	--	--
Average net profit \$	12,595	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	122,229	--	--	--	--
Average expense \$	144,025	--	--	--	--
Average net loss \$	-21,796	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	14.3	--	--	--	--	100.0	14.3	--	--	--	--
Depreciation	0.5	--	--	--	--	49.8	1.0	--	--	--	--
Repairs & maintenance	2.4	--	--	--	--	68.6	3.4	--	--	--	--
Heat, light & telephone	3.1	--	--	--	--	74.9	4.1	--	--	--	--
Rent	8.4	--	--	--	--	59.2	14.2	--	--	--	--
Personnel expenses	7.3	--	--	--	--	40.9	17.8	--	--	--	--
Financial expenses	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Interest & bank charges	0.3	--	--	--	--	15.7	2.1	--	--	--	--
Professional fees	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Other expenses	11.4	--	--	--	--	100.0	11.4	--	--	--	--
Profit (loss)	66.2	--	--	--	--	97.6	67.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9711 - Barber Shops

Businesses primarily engaged in providing men's barbering and hair styling services such as barber shops and men's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Barber Shops (SIC 9711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	X	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	X	--	--	--	--
Interest coverage ratio (times)	X	--	--	--	--
Debt ratio (times)	X	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	451	16,927	1,562	75	46
less than 20	440	13,165	1,215	75	45
20 - 99	9	X	258	-	1
100 - 499	2	X	69	-	-
500 and over	-	-	-	-	-
1987					
Total	514	22,778	1,929	81	...
less than 20	498	15,782	1,338	78	...
20 - 99	11	3,426	290	3	...
100 - 499	4	X	300	-	...
500 and over	1	X	1	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Barber Shops (SIC 9711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	90,969	--	--	--	--
Average expense \$	72,638	--	--	--	--
Average net profit (loss) \$	18,331	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	109,856	--	--	--	--
Average expense \$	87,481	--	--	--	--
Average net profit \$	22,375	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	43,220	--	--	--	--
Average expense \$	45,408	--	--	--	--
Average net loss \$	-2,188	--	--	--	--
1986					
Number of observations in sample	12				
Average sales \$	51,918	--	--	--	--
Average expense \$	37,526	--	--	--	--
Average net profit (loss) \$	14,392	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	51,918	--	--	--	--
Average expense \$	37,526	--	--	--	--
Average net profit \$	14,392	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	9				
Average sales \$	36,667	--	--	--	--
Average expense \$	15,570	--	--	--	--
Average net profit (loss) \$	21,097	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	36,667	--	--	--	--
Average expense \$	15,570	--	--	--	--
Average net profit \$	21,097	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	33				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	19.5	--	--	--	--	100.0	19.5	--	--	--	--
Depreciation	3.2	--	--	--	--	73.4	4.4	--	--	--	--
Repairs & maintenance	1.2	--	--	--	--	76.2	1.6	--	--	--	--
Heat, light & telephone	2.3	--	--	--	--	68.0	3.4	--	--	--	--
Rent	12.8	--	--	--	--	76.8	16.7	--	--	--	--
Personnel expenses	24.0	--	--	--	--	76.6	31.3	--	--	--	--
Financial expenses	3.9	--	--	--	--	94.6	4.2	--	--	--	--
Interest & bank charges	2.0	--	--	--	--	68.7	2.8	--	--	--	--
Professional fees	2.0	--	--	--	--	82.5	2.4	--	--	--	--
Other expenses	26.4	--	--	--	--	100.0	26.4	--	--	--	--
Profit (loss)	26.1	--	--	--	--	94.1	27.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services such as beauty parlours, beauty salons, beauty shops, women's only manicuring and women's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	33	--	--	--	--
Total current assets	33	--	--	--	--
Fixed assets	34	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	29	--	--	--	--
Total assets	95	--	--	--	--
Liabilities and equity					
Current loans	2	--	--	--	--
Other current liabilities	25	--	--	--	--
Total current liabilities	27	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	31	--	--	--	--
Total liabilities	60	--	--	--	--
Total equity	35	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Beauty Shops (SIC 9712)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.2	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.7	--	--	--	--
Interest coverage ratio (times)	4.3	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	451	16,927	1,562	75	46
less than 20	440	13,165	1,215	75	45
20 - 99	9	X	258	-	1
100 - 499	2	X	89	-	-
500 and over	-	-	-	-	-
1987					
Total	514	22,778	1,929	81	...
less than 20	498	15,782	1,338	78	...
20 - 99	11	3,426	290	3	...
100 - 499	4	X	300	-	...
500 and over	1	X	1	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	38				
Average sales \$	60,760	--	--	--	--
Average expense \$	45,378	--	--	--	--
Average net profit (loss) \$	15,382	--	--	--	--
Businesses reporting a profit (No.)	38				
Average sales \$	60,760	--	--	--	--
Average expense \$	45,378	--	--	--	--
Average net profit \$	15,382	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	48				
Average sales \$	61,434	--	--	--	--
Average expense \$	49,089	--	--	--	--
Average net profit (loss) \$	12,345	--	--	--	--
Businesses reporting a profit (No.)	44				
Average sales \$	61,280	--	--	--	--
Average expense \$	48,291	--	--	--	--
Average net profit \$	12,989	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	49,910	--	--	--	--
Average expense \$	50,693	--	--	--	--
Average net loss \$	-783	--	--	--	--
1987					
Number of observations in sample	38				
Average sales \$	74,381	--	--	--	--
Average expense \$	61,035	--	--	--	--
Average net profit (loss) \$	13,345	--	--	--	--
Businesses reporting a profit (No.)	35				
Average sales \$	75,238	--	--	--	--
Average expense \$	60,512	--	--	--	--
Average net profit \$	14,726	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	96,053	--	--	--	--
Average expense \$	100,467	--	--	--	--
Average net loss \$	-4,414	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	19.2	--	--	--	--	100.0	19.2	--	--	--	--
Depreciation	2.5	--	--	--	--	81.5	3.0	--	--	--	--
Repairs & maintenance	1.3	--	--	--	--	68.1	2.0	--	--	--	--
Heat, light & telephone	3.6	--	--	--	--	100.0	3.6	--	--	--	--
Rent	11.8	--	--	--	--	91.1	13.0	--	--	--	--
Personnel expenses	39.3	--	--	--	--	93.5	42.0	--	--	--	--
Financial expenses	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Interest & bank charges	1.9	--	--	--	--	74.0	2.5	--	--	--	--
Professional fees	1.2	--	--	--	--	82.3	1.4	--	--	--	--
Other expenses	26.0	--	--	--	--	100.0	26.0	--	--	--	--
Profit (loss)	12.4	--	--	--	--	100.0	12.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9713 - Combination Barber and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises such as barber and beauty shop combinations and unisex hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	19	--	--	--	--
Total current assets	19	--	--	--	--
Fixed assets	74	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	12	--	--	--	--
Total assets	106	--	--	--	--
Liabilities and equity					
Current loans	5	--	--	--	--
Other current liabilities	32	--	--	--	--
Total current liabilities	36	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	68	--	--	--	--
Total liabilities	106	--	--	--	--
Total equity	-1	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Combination Barber and Beauty Shops (SIC 9713)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	-119.0	--	--	--	--
Interest coverage ratio (times)	1.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	4	--	--	--	--
Depreciation	15	--	--	--	--
Other	-	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-11	--	--	--	--
Increase in investment	-4	--	--	--	--
Decrease in investment	2	--	--	--	--
Financing activities					
Increase in long term debt	4	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	14	--	--	--	--
Repayment of loans from shareholders	-17	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	4	--	--	--	--
Cash & equivalents-Beginning of the year	5	--	--	--	--
Cash & equivalents - End of the year	9	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	451	16.927	1,562	75	46
less than 20	440	13.165	1,215	75	45
20 - 99	9	X	258	-	1
100 - 499	2	X	89	-	-
500 and over	-	-	-	-	-
1987					
Total	514	22.778	1,929	81	...
less than 20	498	15.782	1,338	78	...
20 - 99	11	3.426	290	3	...
100 - 499	4	X	300	-	...
500 and over	1	X	1	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	19				
Average sales \$	108,126	--	--	--	--
Average expense \$	94,321	--	--	--	--
Average net profit (loss) \$	13,805	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	108,354	--	--	--	--
Average expense \$	92,600	--	--	--	--
Average net profit \$	15,754	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	62,630	--	--	--	--
Average expense \$	65,278	--	--	--	--
Average net loss \$	-2,648	--	--	--	--
1986					
Number of observations in sample	34				
Average sales \$	57,407	--	--	--	--
Average expense \$	47,455	--	--	--	--
Average net profit (loss) \$	9,952	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	56,956	--	--	--	--
Average expense \$	45,475	--	--	--	--
Average net profit \$	11,481	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	111,150	--	--	--	--
Average expense \$	117,230	--	--	--	--
Average net loss \$	-6,080	--	--	--	--
1987					
Number of observations in sample	21				
Average sales \$	155,383	--	--	--	--
Average expense \$	145,043	--	--	--	--
Average net profit (loss) \$	10,340	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	136,456	--	--	--	--
Average expense \$	118,827	--	--	--	--
Average net profit \$	17,629	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	202,084	--	--	--	--
Average expense \$	207,288	--	--	--	--
Average net loss \$	-5,204	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	34.0	--	--	--	--	96.5	35.2	--	--	--	--
Depreciation	9.4	--	--	--	--	91.9	10.2	--	--	--	--
Repairs & maintenance	4.2	--	--	--	--	67.3	6.3	--	--	--	--
Heat, light & telephone	14.2	--	--	--	--	95.8	14.8	--	--	--	--
Rent	6.1	--	--	--	--	45.0	13.6	--	--	--	--
Personnel expenses	24.8	--	--	--	--	82.2	30.2	--	--	--	--
Financial expenses	3.2	--	--	--	--	78.2	4.1	--	--	--	--
Interest & bank charges	2.8	--	--	--	--	58.9	4.8	--	--	--	--
Professional fees	0.4	--	--	--	--	69.3	0.6	--	--	--	--
Other expenses	31.2	--	--	--	--	100.0	31.2	--	--	--	--
Profit (loss)	6.8	--	--	--	--	97.0	7.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9720 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Laundry and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	30	--	--	--	--
Total current assets	40	--	--	--	--
Fixed assets	111	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	165	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	47	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	23	--	--	--	--
Other liabilities	77	--	--	--	--
Total liabilities	147	--	--	--	--
Total equity	19	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Laundry and Cleaners (SIC 972)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	7.9	--	--	--	--
Interest coverage ratio (times)	1.4	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	12	--	--	--	--
Depreciation	14	--	--	--	--
Other	13	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-15	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-3	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	7	--	--	--	--
Cash & equivalents-Beginning of the year	12	--	--	--	--
Cash & equivalents - End of the year	19	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	131	16,634	1,362	31	5
less than 20	117	3,886	292	26	5
20 - 99	6	2,519	212	1	-
100 - 499	5	8,908	747	3	-
500 and over	3	1,321	111	1	-
1987					
Total	134	25,464	1,881	24	...
less than 20	122	4,491	344	22	...
20 - 99	4	1,417	103	1	...
100 - 499	6	X	547	1	...
500 and over	2	X	887	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	20				
Average sales \$	92,977	--	--	--	--
Average expense \$	79,484	--	--	--	--
Average net profit (loss) \$	13,493	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	79,025	--	--	--	--
Average expense \$	63,392	--	--	--	--
Average net profit \$	15,633	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	151,581	--	--	--	--
Average expense \$	152,806	--	--	--	--
Average net loss \$	-1,245	--	--	--	--
1986					
Number of observations in sample	38				
Average sales \$	78,027	--	--	--	--
Average expense \$	74,015	--	--	--	--
Average net profit (loss) \$	4,012	--	--	--	--
Businesses reporting a profit (No.)	35				
Average sales \$	81,489	--	--	--	--
Average expense \$	71,162	--	--	--	--
Average net profit \$	10,327	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	50,934	--	--	--	--
Average expense \$	64,863	--	--	--	--
Average net loss \$	-13,929	--	--	--	--
1987					
Number of observations in sample	44				
Average sales \$	118,824	--	--	--	--
Average expense \$	109,307	--	--	--	--
Average net profit (loss) \$	9,517	--	--	--	--
Businesses reporting a profit (No.)	31				
Average sales \$	122,315	--	--	--	--
Average expense \$	105,097	--	--	--	--
Average net profit \$	17,218	--	--	--	--
Businesses reporting a loss (No.)	13				
Average sales \$	136,112	--	--	--	--
Average expense \$	150,475	--	--	--	--
Average net loss \$	-14,363	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	7.9	--	--	--	--	51.4	15.3	--	--	--	--
Occupancy expenses	30.6	--	--	--	--	93.1	32.9	--	--	--	--
Depreciation	11.7	--	--	--	--	93.1	12.6	--	--	--	--
Repairs & maintenance	1.6	--	--	--	--	70.0	2.4	--	--	--	--
Heat, light & telephone	6.2	--	--	--	--	91.6	6.8	--	--	--	--
Rent	11.0	--	--	--	--	68.1	16.2	--	--	--	--
Personnel expenses	38.8	--	--	--	--	93.1	41.7	--	--	--	--
Financial expenses	4.5	--	--	--	--	91.6	5.0	--	--	--	--
Interest & bank charges	4.2	--	--	--	--	61.7	6.7	--	--	--	--
Professional fees	0.4	--	--	--	--	73.3	0.5	--	--	--	--
Other expenses	21.0	--	--	--	--	100.0	21.0	--	--	--	--
Profit (loss)	-2.8	--	--	--	--	95.2	-2.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9721 - Power Laundries and/or Dry Cleaners

Businesses primarily engaged in operating mechanical laundries and plants which dry clean and/or dye apparel and household fabrics. These businesses include dry cleaners (except self-service), power laundry services (except self-service) and power laundry and dry cleaning plants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	23	--	--	--	--
Total current assets	28	--	--	--	--
Fixed assets	92	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	9	--	--	--	--
Total assets	130	--	--	--	--
Liabilities and equity					
Current loans	7	--	--	--	--
Other current liabilities	22	--	--	--	--
Total current liabilities	30	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	25	--	--	--	--
Other liabilities	67	--	--	--	--
Total liabilities	122	--	--	--	--
Total equity	8	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	15.1	--	--	--	--
Interest coverage ratio (times)	0.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	19	--	--	--	--
Depreciation	14	--	--	--	--
Other	2	--	--	--	--
Dividends	-2	--	--	--	--
Investment activities					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-17	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-6	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-6	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	7	--	--	--	--
Cash & equivalents-Beginning of the year	31	--	--	--	--
Cash & equivalents - End of the year	38	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	131	16,634	1,362	31	5
less than 20	117	3,886	292	26	5
20 - 99	6	2,519	212	1	-
100 - 499	5	8,908	747	3	-
500 and over	3	1,321	111	1	-
1987					
Total	134	25,464	1,881	24	...
less than 20	122	4,491	344	22	...
20 - 99	4	1,417	103	1	...
100 - 499	6	X	547	1	...
500 and over	2	X	887	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	7				
Average sales \$	111,153	--	--	--	--
Average expense \$	95,895	--	--	--	--
Average net profit (loss) \$	15,258	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	112,925	--	--	--	--
Average expense \$	95,348	--	--	--	--
Average net profit \$	17,577	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	79,601	--	--	--	--
Average expense \$	82,308	--	--	--	--
Average net loss \$	-2,707	--	--	--	--
1986					
Number of observations in sample	18				
Average sales \$	136,264	--	--	--	--
Average expense \$	143,450	--	--	--	--
Average net profit (loss) \$	-7,186	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	210,650	--	--	--	--
Average expense \$	202,472	--	--	--	--
Average net profit \$	8,178	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	50,331	--	--	--	--
Average expense \$	64,652	--	--	--	--
Average net loss \$	-14,321	--	--	--	--
1987					
Number of observations in sample	25				
Average sales \$	140,457	--	--	--	--
Average expense \$	140,243	--	--	--	--
Average net profit (loss) \$	214	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	179,056	--	--	--	--
Average expense \$	158,367	--	--	--	--
Average net profit \$	20,699	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	130,744	--	--	--	--
Average expense \$	146,318	--	--	--	--
Average net loss \$	-15,574	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	7					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	8.0	--	--	--	--	22.8	35.0	--	--	--	--
Occupancy expenses	43.1	--	--	--	--	100.0	43.1	--	--	--	--
Depreciation	8.7	--	--	--	--	98.0	8.8	--	--	--	--
Repairs & maintenance	7.4	--	--	--	--	67.1	11.1	--	--	--	--
Heat, light & telephone	24.7	--	--	--	--	100.0	24.7	--	--	--	--
Rent	2.3	--	--	--	--	24.8	9.2	--	--	--	--
Personnel expenses	4.9	--	--	--	--	67.1	7.3	--	--	--	--
Financial expenses	2.4	--	--	--	--	56.7	4.2	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	56.7	3.7	--	--	--	--
Professional fees	0.3	--	--	--	--	55.7	0.5	--	--	--	--
Other expenses	23.9	--	--	--	--	100.0	23.9	--	--	--	--
Profit (loss)	17.7	--	--	--	--	100.0	17.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9723 - Self-Serve Laundries and/or Dry Cleaners

Businesses primarily engaged in providing coin-operated automatic laundry and/or dry cleaning facilities for the use of the public. Included in this industry are businesses engaged in coin-operated dry cleaners, coin-operated laundries, self-serve dry cleaners and self-serve laundries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	X	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	X	--	--	--	--
Interest coverage ratio (times)	X	--	--	--	--
Debt ratio (times)	X	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities	-				
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities	-				
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	131	16,634	1,362	31	5
less than 20	117	3,886	292	26	5
20 - 99	6	2,519	212	1	-
100 - 499	5	8,908	747	3	-
500 and over	3	1,321	111	1	-
1987					
Total	134	25,454	1,881	24	...
less than 20	122	4,491	344	22	...
20 - 99	4	1,417	103	1	...
100 - 499	6	X	547	1	...
500 and over	2	X	887	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	7				
Average sales \$	38,097	--	--	--	--
Average expense \$	32,169	--	--	--	--
Average net profit (loss) \$	5,928	--	--	--	--
Businesses reporting a profit (No.)	6				
Average sales \$	37,933	--	--	--	--
Average expense \$	30,067	--	--	--	--
Average net profit \$	7,866	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	26,083	--	--	--	--
Average expense \$	26,109	--	--	--	--
Average net loss \$	-26	--	--	--	--
1986					
Number of observations in sample	9				
Average sales \$	36,045	--	--	--	--
Average expense \$	29,714	--	--	--	--
Average net profit (loss) \$	6,331	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	35,227	--	--	--	--
Average expense \$	28,450	--	--	--	--
Average net profit \$	6,777	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	68,407	--	--	--	--
Average expense \$	73,834	--	--	--	--
Average net loss \$	-5,427	--	--	--	--
1987					
Number of observations in sample	10				
Average sales \$	68,271	--	--	--	--
Average expense \$	63,034	--	--	--	--
Average net profit (loss) \$	5,237	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	69,003	--	--	--	--
Average expense \$	61,891	--	--	--	--
Average net profit \$	7,112	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	167,327	--	--	--	--
Average expense \$	186,222	--	--	--	--
Average net loss \$	-18,895	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	13	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	48	--	--	--	--
Total current assets	61	--	--	--	--
Fixed assets	290	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	43	--	--	--	--
Total assets	393	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	131	--	--	--	--
Total current liabilities	145	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	10	--	--	--	--
Other liabilities	65	--	--	--	--
Total liabilities	219	--	--	--	--
Total equity	174	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.3	--	--	--	--
Interest coverage ratio (times)	6.6	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	31	1,280	56	11	2
less than 20	28	957	42	10	2
20 - 99	-	-	-	-	-
100 - 499	3	323	14	1	-
500 and over	-	-	-	-	-
1987					
Total	38	2,698	145	8	...
less than 20	32	1,944	104	6	...
20 - 99	1	X	1	1	...
100 - 499	4	449	25	1	...
500 and over	1	X	15	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	8				
Average sales \$	486,184	--	--	--	--
Average expense \$	275,934	--	--	--	--
Average net profit (loss) \$	210,250	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	486,184	--	--	--	--
Average expense \$	275,934	--	--	--	--
Average net profit \$	210,250	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	13				
Average sales \$	121,221	--	--	--	--
Average expense \$	84,124	--	--	--	--
Average net profit (loss) \$	37,097	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	176,441	--	--	--	--
Average expense \$	107,463	--	--	--	--
Average net profit \$	68,978	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	125,802	--	--	--	--
Average expense \$	137,924	--	--	--	--
Average net loss \$	-12,122	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	23.5	--	--	--	--	100.0	23.5	--	--	--	--
Depreciation	10.7	--	--	--	--	73.0	14.6	--	--	--	--
Repairs & maintenance	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	73.0	1.6	--	--	--	--
Rent	9.9	--	--	--	--	87.9	11.2	--	--	--	--
Personnel expenses	23.8	--	--	--	--	100.0	23.8	--	--	--	--
Financial expenses	6.1	--	--	--	--	100.0	6.1	--	--	--	--
Interest & bank charges	4.3	--	--	--	--	82.3	5.3	--	--	--	--
Professional fees	1.7	--	--	--	--	97.4	1.8	--	--	--	--
Other expenses	31.8	--	--	--	--	100.0	31.8	--	--	--	--
Profit (loss)	14.8	--	--	--	--	100.0	14.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9912 - Audio-Visual Equipment Rental and Leasing

Businesses primarily engaged renting and leasing audio-visual equipment. Businesses engaged in audio-visual rental and leasing, projection equipment rental, public address system rental, rental of audio-visual equipment, sound equipment rental, tape recorder rental and television rental are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	88	--	--	--	--
Total current assets	95	--	--	--	--
Fixed assets	103	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	47	--	--	--	--
Total assets	245	--	--	--	--
Liabilities and equity					
Current loans	22	--	--	--	--
Other current liabilities	47	--	--	--	--
Total current liabilities	69	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	4	--	--	--	--
Other liabilities	100	--	--	--	--
Total liabilities	174	--	--	--	--
Total equity	72	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	5.3	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	17	--	--	--	--
Depreciation	151	--	--	--	--
Other	50	--	--	--	--
Dividends	-	--	--	--	--
Investment activities					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-229	--	--	--	--
Increase in investment	-33	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	43	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	5	--	--	--	--
Repayment of loans from shareholders	-17	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-12	--	--	--	--
Cash & equivalents-Beginning of the year	6	--	--	--	--
Cash & equivalents - End of the year	-6	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	61	2,517	110	28	12
less than 20	59	2,080	92	28	12
20 - 99	1	X	1	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	17	-	-
1987					
Total	73	3,406	189	17	...
less than 20	72	X	159	17	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	30	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	16				
Average sales \$	194,006	--	--	--	--
Average expense \$	170,501	--	--	--	--
Average net profit (loss) \$	23,505	--	--	--	--
Businesses reporting a profit (No.)	14				
Average sales \$	195,091	--	--	--	--
Average expense \$	169,599	--	--	--	--
Average net profit \$	25,492	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	50,350	--	--	--	--
Average expense \$	60,749	--	--	--	--
Average net loss \$	-10,399	--	--	--	--
1986					
Number of observations in sample	14				
Average sales \$	101,465	--	--	--	--
Average expense \$	107,223	--	--	--	--
Average net profit (loss) \$	-5,758	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	111,890	--	--	--	--
Average expense \$	96,608	--	--	--	--
Average net profit \$	15,282	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	107,688	--	--	--	--
Average expense \$	125,934	--	--	--	--
Average net loss \$	-18,246	--	--	--	--
1987					
Number of observations in sample	22				
Average sales \$	321,769	--	--	--	--
Average expense \$	297,290	--	--	--	--
Average net profit (loss) \$	24,479	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	334,847	--	--	--	--
Average expense \$	300,971	--	--	--	--
Average net profit \$	33,876	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	222,276	--	--	--	--
Average expense \$	231,004	--	--	--	--
Average net loss \$	-8,728	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	10					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	16.7	--	--	--	--	62.3	26.8	--	--	--	--
Occupancy expenses	27.9	--	--	--	--	100.0	27.9	--	--	--	--
Depreciation	17.0	--	--	--	--	92.1	18.5	--	--	--	--
Repairs & maintenance	3.5	--	--	--	--	60.4	5.7	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	60.4	2.1	--	--	--	--
Rent	6.2	--	--	--	--	45.5	13.5	--	--	--	--
Personnel expenses	21.9	--	--	--	--	92.1	23.7	--	--	--	--
Financial expenses	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Interest & bank charges	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Professional fees	0.8	--	--	--	--	92.1	0.9	--	--	--	--
Other expenses	12.1	--	--	--	--	100.0	12.1	--	--	--	--
Profit (loss)	16.7	--	--	--	--	92.6	18.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9921 - Automobile and Truck Rental and Leasing Services

Businesses primarily engaged in renting and leasing passenger cars or trucks without drivers. Automobile rental or leasing (without driver), car rental agencies and truck rentals (without driver) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	44	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	50	--	--	--	--
Total current assets	94	--	--	--	--
Fixed assets	311	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	196	--	--	--	--
Total assets	601	--	--	--	--
Liabilities and equity					
Current loans	27	--	--	--	--
Other current liabilities	82	--	--	--	--
Total current liabilities	109	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	47	--	--	--	--
Other liabilities	120	--	--	--	--
Total liabilities	276	--	--	--	--
Total equity	325	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.9	--	--	--	--
Interest coverage ratio (times)	5.5	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Automobile and Truck Rental and Leasing Services (SIC 9921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	44	5,398	351	10	7
less than 20	30	1,266	93	8	7
20 - 99	8	2,708	154	-	-
100 - 499	4	X	63	2	-
500 and over	2	X	41	-	-
1987					
Total	46	7,962	399	9	---
less than 20	30	1,294	64	6	---
20 - 99	10	5,108	254	1	---
100 - 499	4	X	52	2	---
500 and over	2	X	29	-	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	3				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1986					
Number of observations in sample	4				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
1987					
Number of observations in sample	15				
Average sales \$	458,656	--	--	--	--
Average expense \$	415,127	--	--	--	--
Average net profit (loss) \$	43,529	--	--	--	--
Businesses reporting a profit (No.)	11				
Average sales \$	451,037	--	--	--	--
Average expense \$	395,560	--	--	--	--
Average net profit \$	55,477	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	286,018	--	--	--	--
Average expense \$	309,946	--	--	--	--
Average net loss \$	-23,928	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Photographers (SIC 9931)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
Total assets	X	--	--	--	--
Liabilities and equity					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
Total liabilities	X	--	--	--	--
Total equity	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Photographers (SIC 9931)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.7	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	0.7	--	--	--	--
Interest coverage ratio (times)	25.0	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Photographers (SIC 9931)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Photographers (SIC 9931)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	73	6,194	377	12	8
less than 20	66	2,036	124	12	7
20 - 99	4	139	8	-	-
100 - 499	3	4,019	245	-	-
500 and over	-	-	-	-	1
1987					
Total	73	7,795	534	12	...
less than 20	66	2,133	146	10	...
20 - 99	3	47	3	-	...
100 - 499	3	X	332	1	...
500 and over	1	X	53	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Photographers (SIC 9931)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	12				
Average sales \$	95,017	--	--	--	--
Average expense \$	91,893	--	--	--	--
Average net profit (loss) \$	3,124	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	98,230	--	--	--	--
Average expense \$	90,321	--	--	--	--
Average net profit \$	7,909	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	61,328	--	--	--	--
Average expense \$	67,427	--	--	--	--
Average net loss \$	-6,099	--	--	--	--
1986					
Number of observations in sample	17				
Average sales \$	94,041	--	--	--	--
Average expense \$	78,831	--	--	--	--
Average net profit (loss) \$	15,210	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	93,162	--	--	--	--
Average expense \$	74,976	--	--	--	--
Average net profit \$	18,186	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	77,897	--	--	--	--
Average expense \$	80,263	--	--	--	--
Average net loss \$	-2,366	--	--	--	--
1987					
Number of observations in sample	20				
Average sales \$	210,052	--	--	--	--
Average expense \$	171,629	--	--	--	--
Average net profit (loss) \$	38,423	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	216,985	--	--	--	--
Average expense \$	167,634	--	--	--	--
Average net profit \$	49,351	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	139,513	--	--	--	--
Average expense \$	153,861	--	--	--	--
Average net loss \$	-14,348	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	10.1	--	--	--	--	100.0	10.1	--	--	--	--
Depreciation	6.2	--	--	--	--	98.9	6.2	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	58.0	1.8	--	--	--	--
Heat, light & telephone	2.2	--	--	--	--	86.7	2.5	--	--	--	--
Rent	0.7	--	--	--	--	16.6	3.9	--	--	--	--
Personnel expenses	18.4	--	--	--	--	64.8	28.4	--	--	--	--
Financial expenses	3.1	--	--	--	--	86.7	3.6	--	--	--	--
Interest & bank charges	2.0	--	--	--	--	83.0	2.4	--	--	--	--
Professional fees	1.1	--	--	--	--	70.8	1.6	--	--	--	--
Other expenses	55.4	--	--	--	--	100.0	55.4	--	--	--	--
Profit (loss)	13.0	--	--	--	--	100.0	13.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding services, blacksmith services, brazing (welding) services, electric welding services (except construction site), welding repair work and welding shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	27	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	32	--	--	--	--
Total current assets	59	--	--	--	--
Fixed assets	42	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	3	--	--	--	--
Total assets	103	--	--	--	--
Liabilities and equity					
Current loans	8	--	--	--	--
Other current liabilities	36	--	--	--	--
Total current liabilities	43	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	20	--	--	--	--
Total liabilities	68	--	--	--	--
Total equity	35	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Welding (SIC 9942)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.9	--	--	--	--
Interest coverage ratio (times)	6.6	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:**1. Liquidity ratio:**

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	91	4,158	255	20	11
less than 20	89	X	194	20	11
20 - 99	2	X	61	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	95	5,736	272	11	...
less than 20	92	4,168	198	11	...
20 - 99	3	1,568	74	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	10				
Average sales \$	94,252	--	--	--	--
Average expense \$	85,138	--	--	--	--
Average net profit (loss) \$	9,114	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	102,796	--	--	--	--
Average expense \$	88,160	--	--	--	--
Average net profit \$	14,636	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	176,344	--	--	--	--
Average expense \$	182,149	--	--	--	--
Average net loss \$	-5,805	--	--	--	--
1986					
Number of observations in sample	24				
Average sales \$	155,500	--	--	--	--
Average expense \$	143,025	--	--	--	--
Average net profit (loss) \$	12,475	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	155,500	--	--	--	--
Average expense \$	143,025	--	--	--	--
Average net profit \$	12,475	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1987					
Number of observations in sample	40				
Average sales \$	119,773	--	--	--	--
Average expense \$	108,024	--	--	--	--
Average net profit (loss) \$	11,749	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	120,154	--	--	--	--
Average expense \$	104,502	--	--	--	--
Average net profit \$	15,652	--	--	--	--
Businesses reporting a loss (No.)	16				
Average sales \$	162,288	--	--	--	--
Average expense \$	185,973	--	--	--	--
Average net loss \$	-3,685	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	48				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Depreciation	3.5	--	--	--	--	90.7	3.8	--	--	--	--
Repairs & maintenance	0.7	--	--	--	--	40.2	1.7	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	62.3	1.9	--	--	--	--
Rent	1.4	--	--	--	--	49.8	2.8	--	--	--	--
Personnel expenses	22.8	--	--	--	--	79.6	28.7	--	--	--	--
Financial expenses	2.1	--	--	--	--	94.4	2.2	--	--	--	--
Interest & bank charges	1.5	--	--	--	--	79.4	1.9	--	--	--	--
Professional fees	0.6	--	--	--	--	87.9	0.7	--	--	--	--
Other expenses	39.8	--	--	--	--	100.0	39.8	--	--	--	--
Profit (loss)	28.5	--	--	--	--	98.7	28.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9950 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	30	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	34	--	--	--	--
Total current assets	64	--	--	--	--
Fixed assets	21	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	25	--	--	--	--
Total assets	110	--	--	--	--
Liabilities and equity					
Current loans	11	--	--	--	--
Other current liabilities	32	--	--	--	--
Total current liabilities	43	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	16	--	--	--	--
Total liabilities	62	--	--	--	--
Total equity	48	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Services to Buildings and Dwellings (SIC 995)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.3	--	--	--	--
Interest coverage ratio (times)	4.4	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	9	--	--	--	--
Depreciation	5	--	--	--	--
Other	-5	--	--	--	--
Dividends	-3	--	--	--	--
Investment activities					
Disposal of fixed assets	20	--	--	--	--
Purchase of fixed assets	-4	--	--	--	--
Increase in investment	-16	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-17	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-8	--	--	--	--
Cash & equivalents-Beginning of the year	19	--	--	--	--
Cash & equivalents - End of the year	12	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
 See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987
Manitoba, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	242	16,913	2,071	58	27
less than 20	210	4,774	541	56	25
20 - 99	20	5,385	631	1	2
100 - 499	9	5,822	775	1	-
500 and over	3	938	124	-	-
1987					
Total	290	25,035	2,764	96	...
less than 20	254	7,065	687	93	...
20 - 99	22	6,500	707	2	...
100 - 499	10	7,866	935	1	...
500 and over	4	3,664	435	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	43				
Average sales \$	96,459	--	--	--	--
Average expense \$	86,681	--	--	--	--
Average net profit (loss) \$	9,778	--	--	--	--
Businesses reporting a profit (No.)	41				
Average sales \$	129,291	--	--	--	--
Average expense \$	114,603	--	--	--	--
Average net profit \$	14,688	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	91,932	--	--	--	--
Average expense \$	93,474	--	--	--	--
Average net loss \$	-1,542	--	--	--	--
1986					
Number of observations in sample	81				
Average sales \$	128,561	29,810	40,461	55,701	388,270
Average expense \$	110,947	18,258	26,843	42,283	356,403
Average net profit (loss) \$	17,614	11,552	13,618	13,418	31,867
Businesses reporting a profit (No.)	69				
Average sales \$	100,183	29,810	40,461	55,150	275,309
Average expense \$	79,370	18,258	26,843	39,848	232,530
Average net profit \$	20,813	11,552	13,618	15,302	42,779
Businesses reporting a loss (No.)	12				
Average sales \$	403,506	-	-	59,815	747,197
Average expense \$	405,225	-	-	60,448	750,002
Average net loss \$	-1,719	-	-	-633	-2,805
1987					
Number of observations in sample	55				
Average sales \$	131,049	29,250	43,922	68,148	382,875
Average expense \$	115,682	18,994	25,938	48,810	368,986
Average net profit (loss) \$	15,367	10,256	17,984	19,338	13,889
Businesses reporting a profit (No.)	43				
Average sales \$	147,728	29,250	43,922	67,684	450,057
Average expense \$	127,227	18,994	25,938	47,845	416,132
Average net profit \$	20,501	10,256	17,984	19,839	33,925
Businesses reporting a loss (No.)	12				
Average sales \$	186,429	-	-	88,059	284,787
Average expense \$	195,174	-	-	90,196	300,151
Average net loss \$	-8,751	-	-	-2,137	-15,364

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	33				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	6.6	--	--	--	--	100.0	6.6	--	--	--	--
Depreciation	3.6	--	--	--	--	87.0	4.1	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	36.2	1.3	--	--	--	--
Heat, light & telephone	0.9	--	--	--	--	52.5	1.7	--	--	--	--
Rent	1.7	--	--	--	--	50.3	3.3	--	--	--	--
Personnel expenses	24.1	--	--	--	--	79.4	30.3	--	--	--	--
Financial expenses	1.9	--	--	--	--	92.9	2.1	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	71.7	2.0	--	--	--	--
Professional fees	0.5	--	--	--	--	89.4	0.6	--	--	--	--
Other expenses	37.5	--	--	--	--	100.0	37.5	--	--	--	--
Profit (loss)	29.9	--	--	--	--	98.6	30.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as chair service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	46	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	29	--	--	--	--
Total current assets	75	--	--	--	--
Fixed assets	25	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	32	--	--	--	--
Total assets	132	--	--	--	--
Liabilities and equity					
Current loans	17	--	--	--	--
Other current liabilities	38	--	--	--	--
Total current liabilities	55	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	23	--	--	--	--
Total liabilities	81	--	--	--	--
Total equity	51	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitoba, Janitorial Services (SIC 9953)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.6	--	--	--	--
Interest coverage ratio (times)	6.2	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	242	16,919	2,071	58	27
less than 20	210	4,774	541	56	25
20 - 99	20	5,385	631	1	2
100 - 499	9	5,822	775	1	-
500 and over	3	938	124	-	-
1987					
Total	290	25,095	2,764	96	...
less than 20	254	7,065	687	93	...
20 - 99	22	6,500	707	2	...
100 - 499	10	7,866	935	1	...
500 and over	4	3,664	435	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	25				
Average sales \$	82,913	--	--	--	--
Average expense \$	72,174	--	--	--	--
Average net profit (loss) \$	10,739	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	174,192	--	--	--	--
Average expense \$	152,878	--	--	--	--
Average net profit \$	21,314	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	91,932	--	--	--	--
Average expense \$	93,474	--	--	--	--
Average net loss \$	-1,542	--	--	--	--
1986					
Number of observations in sample	54				
Average sales \$	133,716	34,051	44,495	52,557	403,762
Average expense \$	120,346	23,716	26,066	41,949	389,652
Average net profit (loss) \$	13,370	10,335	18,429	10,608	14,110
Businesses reporting a profit (No.)	43				
Average sales \$	79,926	34,051	44,495	50,969	190,189
Average expense \$	63,532	23,716	26,066	37,903	166,441
Average net profit \$	16,394	10,335	18,429	13,066	23,748
Businesses reporting a loss (No.)	11				
Average sales \$	420,838	-	-	59,815	781,861
Average expense \$	422,630	-	-	60,448	784,812
Average net loss \$	-1,792	-	-	-633	-2,951
1987					
Number of observations in sample	39				
Average sales \$	108,646	--	--	--	--
Average expense \$	94,740	--	--	--	--
Average net profit (loss) \$	13,906	--	--	--	--
Businesses reporting a profit (No.)	29				
Average sales \$	99,152	--	--	--	--
Average expense \$	80,384	--	--	--	--
Average net profit \$	18,768	--	--	--	--
Businesses reporting a loss (No.)	10				
Average sales \$	393,519	--	--	--	--
Average expense \$	418,130	--	--	--	--
Average net loss \$	-24,611	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987

Manitoba, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	3.4	--	--	--	--	7.0	48.3	--	--	--	--
Occupancy expenses	18.2	--	--	--	--	100.0	18.2	--	--	--	--
Depreciation	1.8	--	--	--	--	98.3	1.8	--	--	--	--
Repairs & maintenance	0.3	--	--	--	--	35.6	1.0	--	--	--	--
Heat, light & telephone	3.3	--	--	--	--	79.7	4.1	--	--	--	--
Rent	10.8	--	--	--	--	88.4	12.2	--	--	--	--
Personnel expenses	50.0	--	--	--	--	97.5	51.3	--	--	--	--
Financial expenses	4.1	--	--	--	--	97.5	4.2	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	86.1	1.6	--	--	--	--
Professional fees	2.7	--	--	--	--	97.5	2.7	--	--	--	--
Other expenses	32.5	--	--	--	--	100.0	32.5	--	--	--	--
Profit (loss)	-6.1	--	--	--	--	97.5	-6.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

Symbols

- zero or no observations
 -- too small to be expressed
 ... not applicable
 x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
 (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments. Included are businesses engaged in booking accommodation for travellers, booking transportation for travellers, travel arranging, travel booking and planning services, travel information services and vacation travel services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Manitoba, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and notes receivable	35	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	76	--	--	--	--
Total current assets	111	--	--	--	--
Fixed assets	11	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	15	--	--	--	--
Total assets	137	--	--	--	--
Liabilities and equity					
Current loans	13	--	--	--	--
Other current liabilities	60	--	--	--	--
Total current liabilities	73	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	11	--	--	--	--
Total liabilities	85	--	--	--	--
Total equity	52	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Manitoba, Ticket and Travel Agencies (SIC 9961)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity ratio					
Current ratio (times)	1.5	--	--	--	--
Leverage ratios					
Debt/equity ratio (times)	1.6	--	--	--	--
Interest coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Manitoba, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
Dividends	X	--	--	--	--
Investment activities					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
Financing activities					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
Increase(decrease) in cash & equivalents	X	--	--	--	--
Cash & equivalents-Beginning of the year	X	--	--	--	--
Cash & equivalents - End of the year	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Manitoba, Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	111	8,035	455	14	11
less than 20	100	5,111	290	12	10
20 - 99	5	1,291	73	2	-
100 - 499	5	X	68	-	-
500 and over	1	X	24	-	1
1987					
Total	130	9,572	539	19	...
less than 20	125	7,437	419	18	...
20 - 99	-	-	-	-	...
100 - 499	4	X	59	1	...
500 and over	1	X	61	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	15				
Average sales \$	185,210	--	--	--	--
Average expense \$	174,386	--	--	--	--
Average net profit (loss) \$	10,824	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	185,210	--	--	--	--
Average expense \$	174,386	--	--	--	--
Average net profit \$	10,824	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
1986					
Number of observations in sample	21				
Average sales \$	350,429	--	--	--	--
Average expense \$	327,055	--	--	--	--
Average net profit (loss) \$	23,374	--	--	--	--
Businesses reporting a profit (No.)	19				
Average sales \$	351,948	--	--	--	--
Average expense \$	328,399	--	--	--	--
Average net profit \$	23,549	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	379,784	--	--	--	--
Average expense \$	398,568	--	--	--	--
Average net loss \$	-18,784	--	--	--	--
1987					
Number of observations in sample	36				
Average sales \$	281,331	--	--	--	--
Average expense \$	286,829	--	--	--	--
Average net profit (loss) \$	-5,498	--	--	--	--
Businesses reporting a profit (No.)	24				
Average sales \$	248,663	--	--	--	--
Average expense \$	233,505	--	--	--	--
Average net profit \$	15,158	--	--	--	--
Businesses reporting a loss (No.)	12				
Average sales \$	306,830	--	--	--	--
Average expense \$	332,620	--	--	--	--
Average net loss \$	-25,790	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

Statistics Canada Library
Bibliothèque Statistique Canada



1010062001

c.2