

## INTROHUCIION AND DATA SOURCES

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

Retums submitted to Revenue Canada, Taxation, for the year 1987 were used to derive the infomation contained in these profiles. The statistics were compled for the businesses teporting sales of between $\$ 25,000$ and $\$ 2,000,000$. The choice of this panicular 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 $T 2$ form, a set of financial statements and supporing schedules. Similarly, unincoporated business tax retums, which report self-employment income, typically consist of a Tl (general) form, a set of financial statements and other supporive schedules.

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

## METHODOLOGY

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

## DATA LIMITATIONS

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

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

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

## STANDARD INDUSTRIAL CLASSIFICATION (SIC) DEFINITION

The SIC for each industry is described at the bottom of table 1 .
Logeing Industry ..... 0.911
Service Industrics Incidental to Crude Petroleum and Natural Gas ..... 0910
Services Industries Incidental to Mining ..... 0920
Women's Clothing Industries ..... 2441
Sowmill, Planning Mill \& Shingle Mill Products Industrics ..... 2510
Houschold Furniture Industrics ..... 2610
Commercial Printing Industrics ..... 2810
Platemaking. Typeseting \& Bindery Industry ..... 2820
Publishing Industries ..... 2830
Omamental and Architectural Mctal Products Industries ..... 3030
Scamped. Pressed and Coated Mctal Products Industries ..... 3040
Hardware, Tool and Culcry Industrics ..... 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 Miscellancous Fabricated Mctal Installation ..... 4292
Land Developers ..... 4491
Truck Transport Industries ..... 4560
General Freighe Trucking Indusury ..... 456
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 Pans and Accessories ..... 5520
Wholesale Plumbing, Heating, Air Conditioning Equipment and Supplics ..... 5622
Wholesale Lumber and Building Malerials ..... 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) Swres ..... 6012
Prescription Drugs and Palent Medicine Stores ..... 6030
Phamacies ..... 6031
Men's Clothing Stores ..... 6121
Women's Clothing Stores ..... 6131
Clothing Siores n.e.c. ..... 6141
Fabric and Yarn Stores ..... 6151
Mousehold Fumilure Stores ..... 6210
Furniture, Refinishing and Repair Shop ..... 6213
Appliance, Television, Radio and Stereo Swres ..... 6220
Appliance, Television, Radio and Stereo Stores ..... 6221
Television Radio and Stereo Stores ..... 6222
Appliance. Tclevision, Radio and Stereo Repair Shops ..... 6223
Auromobile (New) Dealers ..... 6311
Automobile (Used) Dealers ..... 6312
Gasolne Service Stations ..... 6331
Tisc, Bathery Parts and Accessorics Stores ..... 63.42
Garages (Genctal Kepairs) ..... 6351
Paint and Body Kepais Shops ..... 6352
General Stores ..... 6.412
Other General Merchandise Stores ..... 6413
Florist Shops ..... 6521
Hardware Stores ..... 6531
Sporting Goods Stores ..... 6541
Musical Instrument and Record Stores ..... 6550
Jewellery Siotes ..... 6561
Toy, Hobby Novelty and Souvenir Stores ..... 6.580
Gifs, Noveliy and Souvenir Stores ..... 6582
Second-Hand Merchandise Stores, n.e.c. ..... 6591
Vending Machine Operators ..... 6911
Direct Scllers ..... 6921
Operators of Buildings and Dwellings ..... 7510
Operators of Residential Buildings and Dwellings ..... 7511
Operators of Non-Residential Buildings ..... 7512
Insurance and Real Estate Agencics ..... 7611
Computer Setvices ..... 7721
Advertising Agencies ..... 7741
Management Consulting Services ..... 7771
Hotels and Motor Hotels ..... 9111
Motels ..... 9112
Licensed Restaurans ..... 9211
Unlicensed Restaurants (Including Drive-Ins) ..... 9212
Take-Out Food Scrvices ..... 9213
Caterets ..... 9214
Tavems, Bars and Night Clubs ..... 9221
Entertainment Production Companjes 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 Kental 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) Bot.om | Lower | Usper | Toc |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | midde $25 \%$ | $25 \%$ |


| Businesses in sample (No. Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) Hign sales value ( $\$ 000^{\prime}$ ' ) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | 8ot1om $25 \%$ | $\begin{aligned} & \text { Lowe? } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | Upper midole $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 x \end{aligned}$ |  | Total | $80+10 \mathrm{~m}$ $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \end{aligned}$ |
|  | Percent of sas |  |  |  |  |  | Percent of sales |  |  |  |  |
| Dupreciation | 11.0 | - -- | -- | -- | -- | 96.7 | 11.4 | -- | -- | -- | -- |
| Repsips s mointenance | 7.0 | * -- | -- | -- | -- | 71.9 | 9.7 | -- | -- |  | -- |
| Hest. light \& telephone Rent | 0.4 1.3 | -- | -- | -- | -- | 37.1 24.5 | 1.0 5.4 | -- | -- | -- | $\cdots$ |
| Personnel expenses | 21.2 | -- | - | -- | - | 98.2 | 21.7 | - | -- | -- | -- |
| Finenciet expenses | 3.2 | -- | -- | - | -- | 95.0 | 3.3 | -- | -- | -- | -- |
| Interest 8 banr charges Protessional fees | 2.6 0.6 | -- | -- | -- | -- | 91.3 57.9 | 3.2 1.0 | -- | -- | - | -- |
| Other expenses | 37.7 | -- | -- | -- | -- | 100.0 | 37.7 | -- | -- | -- | $\cdots$ |
| Protit (lose) | 11.3 | -- | - | - | -- | 100.0 | 11.3 | -- | -- | - | - |
| Totel | 100.0 | -- | -- | - | -- | 100.0 | . . | = | -- | -- | - |

## Symbol

zero or no observelions

- 100 smell 100 be expressed
not applicable
* confidentiol


## footnotes

(1) These estimates are besed on s semple of businesses peporting seles between 325,000 end 32.000,000.
rote weighted expenditure of a given item


This sortion of the table pertains only to the businesses poporting tho spocific topenso ipem. inerefore these petios ere calculated indivigusity and the cotal will not necesserily equel $100 \%$.

## Motes

Deto br shown by quariles when st least 13 of the sampled businesses report the specific item.
 one querter of the qoial number of businesses. Within esh quartile, the overse retio is presented. for comperison purposes, the high end low values of sel en ere show

How 80 use the tebles

(2) The selectod range wili Indicet the proper quertile, i. the botton 25\%. the lomer miodle 25\%, the upper midole 25\% or the top 25 I.
(3) Oata perteining to the selected wals size ranpe will be in the quar ille

Stenderd Induetriel Elaseifiction Definition (\$IE 1080):
S1C 0411 - Logging industry
Businesses primarily engaged in hervesting har 3wood and softwood pres on min own-account besis. Included are businesses primer ily engaged in the combined activities driving. booming. sorting and rafting and towing of wood. Barking mills are also included. These businesses include berking lrossingl logs. booming logs. Ducking trees. bunching logs, chipping logs, Christes tree cutiing. contract logging. lelling trees lloggingl. tuelwood cuiting. log selvaging. log scaling. logs end bolis. untreated wooden pit props Untreated wooden poles anc pilings, pulpwood cutting. sawlogs, veneer logs ind wood chips.

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

|  | Totel(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upper midole 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.l <br> Low sales value ( $\$ 000^{\prime}$ s) <br> High sales value ( $\$ 000^{\prime}$ s) | $(11)$ | -- | -- | -- | -- |
|  | Average ( 8000 s) |  |  |  |  |
| Asget: |  |  |  |  |  |
| Cash | $\overline{7}$ |  |  |  |  |
| Accounts and noter receivable Inventory | 7 | -- | -- | -- | - |
| Other cuprent assets | 31 | -- | -- | - | -- |
| Total cuicent assets | 31 | -- | -- | -- | -- |
| Fixed ossets | 64 | -- | -- | -. | -- |
| Less: Accum. dep. on fixed assets | - | -- | -* | - | -- |
| Other ssets | 3 | -* | -* | -- | - |
| Totel eseets | 105 | -- | -* | -* | $\cdots$ |
| Lisbllitios and equity |  |  |  |  |  |
| Other current limbilities | 4 | =- | - | - | -- |
| Total curient liabililies | 49 | -- | -- | -- | -- |
| Mor ${ }^{\text {cogages }}$ dayable | - | -- | -- | -- | -- |
| bong term debt | 11 | -- | -- | -- | -- |
| Othel liabilities | 11 | -- | - | - | - |
| Total listilities | 71 | - | *- | *- | -- |
| Totsl savisy | 34 | - | -- | -* | -* |

i1) These estimates are besed on anple of businesses reporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$
See ioble 1 for symols and notes.

TABLE 3. Financial ratios(1) for fncorporated businesses only. 1987
Menltobs. Logging Indusery (SIC 0411)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25\% | Upder midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samplo (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000^{\prime}$ s) | (11) |  |  | -- | -- |
|  | Averege |  |  |  |  |
| Liquidisy petio Cuprent ratio (times) | 0.8 | -- | -- | -- | -- |
| Leverage ratios | 2.1 6.0 0.7 | -- | -- | -- | -- |


12) Thase estinetes ef besed on semple of businesses raporting sales between 85.000 and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$
see reble for symbols and notes.

Definisions:

1. Liquidity retio:

Current surrent assets / current liabilities
2. Leverage retion:
a) Debtlequity $=$ total lisbilities $f$ equity
b) Debe ratio = toral liabilisies / toisl assets
c) Interest coverage s net profit - interest expense / interest expense.

TABLE 4. Statement of changes tn financial position for tncorporated businesses only. ig87
Manitoba. Logging Industry (SIC 0411)


111 These estintes are dosed on sample of incorporored businesses reporing seles beiween $\mathbf{\$ 2 5}, 000$ end $\$ 2.000 .000$. Sample count includes only those Dusinesses reporting sistenent of changes.
See lable 1 for symbols and noies.
TABLE 5. Employment changes by size of business. 1984-1887 besed on SiC cimssification in 1987
Manltobe, Logging Industry (SIC 0411)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in everope ibour units(!)} \& \multirow[b]{2}{*}{Number of businesses} \& \multirow[b]{2}{*}{\[
\begin{array}{r}
\text { Total payroll } \\
(\$ 000 \text { s) }
\end{array}
\]} \& \multirow[b]{2}{*}{Aversge labour units\{1\}} \& \multicolumn{2}{|l|}{Changes in number of businesses with pald emplorees} \\
\hline \& \& \& \& \[
\begin{array}{r}
\text { New }\{y \\
\text { reporting }\{2\}
\end{array}
\] \& No Ionger reporting(3) \\
\hline \multicolumn{6}{|l|}{1384} \\
\hline Tote 1 \& 20 \& 1,159 \& 46 \& 7 \& - \\
\hline \[
\begin{aligned}
\& \text { less than } 20 \\
\& 20-99 \\
\& 100-199 \\
\& 500 \text { and over }
\end{aligned}
\] \& \[
\begin{array}{r}
17 \\
2 \\
- \\
i
\end{array}
\] \& \[
\begin{array}{r}
1.137 \\
x \\
x
\end{array}
\] \& 45 \& 4
2
-1 \& -
\(=\)
\(=\) \\
\hline \multicolumn{6}{|l|}{1387} \\
\hline Total \& 13 \& 1.112 \& 37 \& 2 \& . . \\
\hline \[
\begin{aligned}
\& \text { 10s: then } 20 \\
\& 20-99 \\
\& 100-49 \\
\& 500 \text { end over }
\end{aligned}
\] \& \begin{tabular}{l}
18 \\
- \\
\hline
\end{tabular} \& \(x\)
\(=\)

x \& 37. \& 1 \& | . |
| :--- |
| $\cdots$ |
| $\ldots$ |
| . | <br>

\hline
\end{tabular}


 full-ime employee. Mote phot the business size groups used ore determined at she cangos level, fhus if business has at least 500 employees in Canda as a whole bui less than that number in any given province it is shown in the 500 and over group.
(2) मefers 10 businesses reporting no payroll deductions in the previous year.

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

- Mewly peporing" and mo longer reporifg businesses ore assumeo to have been in activity for six months and the informetion is edjustec accordingly

Set Table ifor symbois and notes.

TABLE 6. Selected operting charecteristics of small businesses by seles quertile, 1985-1987
Menitobs, Logging Industry (SiC 0411)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smmple | 30 |  |  |  |  |
| Average salas \$ | 155.093 | -- | -- | -* | -- |
| Average expenses | 129.219 | -- | -- | -- | -- |
| Average net drofis (loss) \$ | 25,874 | -- | -- | -- | -- |
| Businesses recorting profit (Mo.) | 157. 275 |  |  |  |  |
| Average sales? | 157.775 | - | -- | -- | -- |
| Averape expenses | 130.752 | -- | -- | - | -. |
| Averege net orofits | 27.023 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | 1 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 232,000 | -- | -- | -- | -- |
| Aversge expense \$ | 265.000 | -- | -- | -- | -- |
| Average net loss \$ | -33.000 | -- | -- | -- | -- |

1986

| Number of observetions in smple <br> Average soles \$ <br> Average expense $\$$ <br> Axerage net profit (loss) 9 | $\begin{array}{r} 58 \\ 127.867 \\ 307.887 \\ -180.020 \end{array}$ | $\begin{aligned} & 35.255 \\ & 16.694 \\ & 18.56! \end{aligned}$ | $\begin{aligned} & 65.512 \\ & 54.688 \\ & 10.824 \end{aligned}$ | $\begin{array}{r} 133.579 \\ 890.583 \\ -757.004 \end{array}$ | $\begin{array}{r} 277.122 \\ 269.583 \\ 7.539 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buginesses roporting proflt (Mo.) <br> Average salus $\$$ <br> Average expenses <br> Average net profit $\$$ | $\begin{array}{r} 50 \\ 168.252 \\ 142,446 \\ 25.808 \end{array}$ | $\begin{aligned} & 35.255 \\ & 16.694 \\ & 18.581 \end{aligned}$ | $\begin{aligned} & 62.893 \\ & 48.248 \\ & 14.645 \end{aligned}$ | $\begin{array}{r} 140.385 \\ 115.460 \\ 24.925 \end{array}$ | $\begin{array}{r} 434.475 \\ 389.383 \\ 45.093 \end{array}$ |
| Businesses reportine lose (Mo.) <br> Aversge seles <br> Average expense $\$$ <br> Average net loss | $\begin{array}{r} 5 \\ 139.981 \\ 1.389 .771 \\ -1.249 .790 \end{array}$ | - | $\begin{array}{r} 77.297 \\ 83.676 \\ -6.379 \end{array}$ | $\begin{array}{r} 107.610 \\ 3.848 .096 \\ -3.740 .486 \end{array}$ | $\begin{array}{r} 235.037 \\ 237.542 \\ -2.505 \end{array}$ |

1987

Mumber of observations in smple
Average saics
Average expenses
Averape net prolit (loss) g
28
116.712
102.215
14.497

Businesses reporting erofit (Mo.)
Aversge sales $\$$
22
115.029
96.247
Average expense है
Average net profit $\$$
18,782

Eusinesses seporting loes (Mo.)
Aversge seles?
189
185.156
185.210
185.210
-16.054

Aver sge expense
Averege net loss

III These estinates bre based on sample of businesses peporting estes between $\mathbf{1 2 5 . 0 0 0}$ ond 52.000 .000 .
See iable i for symbols and notes

TABLE 1. Selected operting ratios. in percant of sties. 1987
Manitoba, Sowmill, Plannling Mill Shlngle Mill Produces Induseries (SIC 251)


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Unoer middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | Top 25\% |
|  | Percent of esles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of selos | 11.8 | -- | -- | -- | - | 91.6 | 12.5 | -- | -- | -- | * |
| Occupancy expenses | 13.5 | -- | -" | - | =- | 100.0 | 13.5 | -- | -- | - | =- |
| Depreciation | 8.8 | -- | -- | - | -- | 91.6 | 9.6 | -- | -- | -- | -- |
| Repaips \% mintenance | 3.3 | -- | -- | -- | -- | 45.4 | 7.3 | -- | -- | -- | -- |
| Hest. light \& teluphone | 1.3 | -- | -- | -- | -- | 100.0 | 1.3 | -- | -- | -- | -- |
| Rent | 0.1 | -- | -- | -" | -- | 10.6 | 0.5 | -- | -- | -- | -- |
| Personnel expenses | 21.4 | -- | -- | -- | -- | 100.0 | 21.4 | -- | -- | -- | -- |
| Finencial expenses | 2.1 | -- | -- | - | -- | 84.1 | 2.5 | -- | -- | -- | -- |
| Inturest s bank charges | 1.8 0.3 | -- | - | -- | -- | 73.6 | 2.5 | -- | -- | -- | -- |
| Protessional lees | 0.3 | -- | - | - | -" | 84.1 | 0.4 | -- | -- | - | -- |
| Other expenses | 32.5 | -- | - | -- | - | 100.0 | 32.5 | -- | -- | -- | - |
| Profit (loss) | 16.7 | -- | -- | - | -- | 100.0 | 18.7 | -- | -- | -- | =- |
| Totel | 100.0 | - | -" | -- | -- | 100.0 | . . | -- | -- | =- | - |

Symbols

```
    zero or no opservations
    t00 smull to0 be expressed
    nop oppliceble
* conlidentisl
```


## Foornotes

(1) Thess estimetes ere based on sample of businesses reporiing seles between 325.000 end $\mathbf{2 2} .000 .000$. Totel weighted expenditure on a given item


 individuelly and the totel will not necesserily equal $100 \%$.

## Moten

Dets ere shown by quertiles when at liast 13 of the sompled businesses report the specific ithm,
 one querter of the totel number of businesses. Within esch quertile, the sversge retio is presented. For conparison purposes. the hiot and lom velues of siges er shom

Mow to uee the tebles

 top $25 \%$.
(31 Deta perteining to the selected selos size renge will be in thet quertilu.

## Stenderd industrin! Clestificetion Definition (5IC 1080):

5IC 2510 - Sewill. Plening mill and Shingle Mill Products Industries


TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Sawill, Planning Mill Shingle mill products Industries (SIC 251)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper midole 25\% | $\begin{aligned} & \text { TOD } \\ & \mathbf{2 5 \%} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $5000^{\circ}$ s) High saies value $\left(\$ 000^{\circ}\right.$ ) | $(11)^{5}$ | -- |  | -- | -- |
|  | Average ( $5000{ }^{\text {c }}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 50 | - | -- | - | -- |
| Accounts and notes receiveble | 50 | -- | -- | - | -- |
| Inventory | - | - | - | - | -- |
| Other current sasets | 294 | -- | *- | -- | -- |
| Totel cupront assets | 343 | -- | -- | -- |  |
| Fixed assets | 159 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other assets |  | -- | -- | -- | -- |
| Total eseete | 503 | -- | -- | -- | -* |
| Lisbilleies and equity |  |  |  |  |  |
| Other current liabilities | 95 | - | -- | -- | -- |
| Total curient liabilitios | 122 | - | -- | -- | - |
| Mortgages payable | - | " | -- | -- | -- |
| Long term debt | 128 | -- | -- | -- |  |
| Other liabilities | 128 | -- | -- | -- | -- |
| Totel lisbilities Total equity | 250 253 | -- | -- | -- | -- |

(1) Thase estimetes besed on semple businesses reporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$.

Set isble i for symbols and nores.

TABLE 3. Financtal retios(1) for incorporated businesses only. 1987
Manltobe. Sawill. Planning mill Shingle will producte Industrles (Sic 251)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middi } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (MO.) <br> Lom sales value (\$000's) <br> High soles volue ( $\$ 0000^{\prime}$ s) | $(1)^{5}$ | -- | -- | -- | -- |
|  | Averoge |  |  |  |  |
| Liquidity retio Curcent itio (times) | 2.8 | - | -- | -- | -- |
| Loverage ratios ```Oobtlequity retio (times) Intorest coverege potio (times) Debt (mtio (times)``` | 1.0 13.3 0.5 | -- | -- | -- | -- |

(1) The retios represent the everge of retios for sech business in the group end cannot de colculated from the figures shom in Teble 2

See Tode 1 for sybois and netus.

Befinitions:

1. Liquidity retio:

Current = current assets / current lisbitities
2. Leverege retios:

- Detrequity = toial lisbilities / equity
b) Debt ratio $=$ cotal liabilities / qotal assets
c) interest coverage (net profis * interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitobe. Smmill. Planning Mill Shingle Mill Products Industries (Sic 251)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & 108 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l} 2 \\ 11)^{2} \end{array}\right.$ | -. | -- |  | -- |
|  |  |  | verage 15000 |  |  |
| Operating ectivities Casn from operations Depreciation Other | $x$ $\times$ $\times$ $\times$ | --- | -- | -- | -- |
| Dividende | $x$ | - | -- | -- | -- |
| Invertment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrese in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | - -- -- |
| Financine ectivities <br> lncrese in long term debt <br> Redayment of long term debt <br> Loans from sharenolders <br> Reparment of loans from sharsholders <br> Asvances \& loans fiom government <br> Incresse in equity <br> Decresse in equity <br> Other | $x$ $y$ $y$ $\chi$ $x$ $x$ $x$ $x$ $x$ $x$ | -- -- $=-$ $=-$ | - - - - - - | $=$ $=$ - - - - | -- -- -- -- -- |
| Increase(decrese) in cesh s equivalents Cash suvivalents-Beginning of the year Cash equivalents - End of the year | $x$ $\chi$ $\chi$ x | -- | -- | -- | -- |

11) These estimetes ore ossed on samplof incorporoted businesses peporting salis between s25, 000 end $\$ 2,000,000$. Stuple count includes only those businusses reporting a statement of changes.
See Teble 1 for symbals and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on sic classification in ige7
Manltobe, Samili, Pianning Mil shingle Mill Products Industries (Sic 251)


191 average labour units ore colculated by dividing cotal payroll by the everoge onnubl wage and solapy rate as reported in the Survey of Emoloyment. Deyroll and Mours, Statistics Cansde. Catelogue 72-002. An overage lobour unit could be interpreted as a full-time employee. Note that the business size proups used me determined at the conede level. Thus if a business has at ieast 500 omployees in canada as a whoie but less than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporiing no payroll deductions in the previous yeer.
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reportimg" businesses ore assumed to have been in activity for six months and the information is Bdjusteo accordingly

See lable i for symbols and notes.

TABLE 6. Selected operating cheracteristics of small businesses by ales quertile, 1985-1987
Manitobe. Samill. Planning Mill Shingle Mill Products Industries (SIC 251)
Bottom Lower Unoer


1985

| Number of observetions in sample <br> Average stles $\$$ <br> Average expense s <br> Averoge net profit (loss) s | $\begin{array}{r} 5 \\ 179.766 \\ 153.288 \\ 26.478 \end{array}$ |
| :---: | :---: |
| Susinesses reporting eprofit (Mo.) | - 5 |
| Aversege sales $\$$ | 179,766 |
| Average expense \$ | 153.288 |
| Average net profit \$ | 26.478 |
| Businesses reporting lose (Mo.) | - |
| Average sales ${ }^{\text {S }}$ | - |
| Average expense $\$$ | - |
| Aversoe net loss \$ | - |



1857


[^0]Set isble t for symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba. Mousehold Furniture Industries (SIC 261)
To:al(1) Bottom Lower Upper $\quad$ Uiodle $25 \%$ Too

| Businesses in sample (NC.) | 17 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Low sales tave (\$000 5 ) | (1) |  |  | -- |  |
| High saies vaiue ( 8000 s) | (1) |  | -- | -* |  |


| Selected expense item | Industiy suerage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | Lowe? middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |  | Tota | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 54.2 | -* | -- | -- | -- | 100.0 | 54.2 | -- | -- | -* | - |
| Occupmency expenses | 11.2 | -- | -- | -- | -- | 100.0 | 11.2 | -- | -- | -- | -- |
| Deprecistion | 8.0 | -- | - | - | -- | 92.4 | 8.7 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.4 | -- | -- | - | -- | 35.0 | 1.3 | -- | -- | -- | -- |
| hes\%. 1 igh\% 8 telephone | 1.9 | -- | -- | -- | -- | 100.0 | 1.9 | -- | -- | - |  |
| Ren : | 0.8 | -- | -- | -- | -- | 29.7 | 2.8 | - | -- | -- |  |
| Personnel expenses | 15.1 | -- | -- | -- | -- | 50.4 | 29.9 | -- | -- | -- | -- |
| Financiel expense: | 4.6 | -- | - | -- | -* | 100.0 |  | -- | - | -- | - |
| Interest \& bank charges | 3.7 0.9 | -- | -- | -- | -- | 97.4 95.1 | 3.8 1.0 | -- | -- | -- | *- |
| Other expenses | 12.4 | -- | -- | -- | -- | 100.0 | 12.4 | -- | -- | -- | -- |
| Profit (loss) | 2.5 | -- | -- | -- | -- | 100.0 | 2.5 | -- | - | -- |  |
| Total | 100.0 | - | -- | -- | -- | 100.0 | $\cdots$ | - | - | -- |  |

## Syebole

- cero or no observalions
- too smel! 100 oe exoressed
not applicable
- confidential


## gotnotes

(1) Phese ntimates are besed on a samole of businesses pepopting sales butween $\$ 25.000$ and $\$ 2.000 .000$
(2) Value in each cell $=$ lotal weighted expenditure on given itam
(3) Value in each call $=\frac{\text { Total weighted expendifure on given item }}{\text { Total weighted ssies of businesses peporiing this iten of expenditure }}$ for eth quertile

This portion of the toble pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individully and the cotal will not necessarily equal $100 \%$.

Motes
Deta be shown by quartiles when at least 13 of the sampled businasses report the specitic item.
Records were ranked in escending order bccording to soles siz. Eath quertile (i. boitom 25\%. lower midde 252. etc.) represents one quefter of the topel number of businesses. Within each quertile, the over age ratio is presented. For comperison purposes, the high and low values of sales me shown

## How to use the tebles


(2) The selected renge will indiceta the proper quartile. i. e. the botion 25\%. the lower middle 25\%, the upper miodl $25 \pm$ of the top 25\%.
(3) Deta pertsining to the selpcted sales size pange will be in that queptile

Stenderd Induetrial C(essificetion Definition (SIC 1980):
SIC 26i0. Houschold Furniture industries
gusinesses primarily engaged in manufacturing household furniture. of ell kinds and of sll meteris!

TABLE 2. Balance sheet proftle for incorporated businesses oniy, 1987
Manitoba, Mousehold Furniture Industries (SIC 261)

| - | Total(1) | Bottom $25 \%$ | Lowe: <br> midde $25 \%$ | Udoer middle 25: | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value \{ $\$ 000$ 's \} High sales value $(5000$ 's) | 11 11 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cssh | $12{ }^{-}$ | -- | -- | -- | -- |
| Accounts and notes rectivable | 126 | -- | -- | -- | -- |
| Inventory 0 Other Gurrent assets |  |  | -- |  | -- |
| Other current assets | 166 | -- | -- | -- | -- |
| Fixed ssgets | 158 | -- | -. | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | - | - | - |
| Other assets | 20 | -- | -- | -* | - |
| Totel eseets | 471 | -- | -* | -- | -- |
| Llebilities and equity |  |  |  |  |  |
| Other cureent lisbilities | 138 | -- | -- | -- | -- |
| Total current liabilities | 211 | -- | - | -- | - |
| Mortgages darable | - | - | $\cdots$ | -- | -- |
| Lang term debt | $2 \overline{-}^{-}$ | -- | - | - | - |
| Other liabilities | 225 | -- | -- | -- | - |
| Total liabilities | 437 | -- | -* | -* | -- |
| Total equity | 34 | -- | -- | -- | -- |

11 These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000,000$.
Sue table ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Monitobe, Mousthold Furnlture Industries (SIC 251)

|  | Total(2) | Botton $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value ( $\$ 000$ 's) High sales value ( 8000 's) | $\begin{aligned} & 13 \\ & \{1\} \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  |  |  | Average |  |  |
| Liquidity petio Current catio (times) | 1.4 | -- | -- | -- | - |
| Leverage patios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Oebt retio \{times | 12.9 2.3 0.9 | -- | -- | -- | -- |

(1) The ratios represent the everage of ratiof for each business in the group and cannot be celculeted from the figures shown in Teble 2 . (2) These estinates bered ben senple of businesses feporting selos between $\$ 25,000$ and $\$ 2,000,000$.
see ratel 1 for symbols and notes.

## Definitions:

1. Liquidity ratio:

Curront z current assets / currens liabilitios
2. Leverege ratios:
al Debt/equ: $\mathrm{a}=$ = total labilities / equity
D Debt ratio = total liabilities / qotal assets
c) Interest coverage = net profit interest expense / interest expense

TABLE 4. Statement of changes in financisl position for incorporated businesses only. ig87
Manitobe. Household Furniqure Industries (SIC 281)

|  | Total(1) | $\begin{array}{r} \text { Bo:10m } \\ 25 \% \end{array}$ | Lowe: $\text { middle } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { midol } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) |  |  |  |  |  |
| Low sales value (\$cee s) | (1) |  |  |  |  |
| High sales value \{\$000's ¢ | (1) |  |  |  |  |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities |  |  |  |  |  |
| Cash from operations | 21 | -- | -- | -- | -- |
| Dedreciation Dther | -39 | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | -- |
| Investment ectivities |  |  |  |  |  |
| Disposs of fixed assets | 24 | -- | - | -- | -- |
| Purchase of fixed assets | -42 | - | - | -- |  |
| Incresse in investment | -44 | -- | - | -- | -- |
| Decrese in investment | - | - | -- | -- | -- |
| Finmeing activities |  |  |  |  |  |
| increase in long term debt | - | -- | -- | -- | -- |
| Redayment of long term debt | -34 | -- | - | - |  |
| Loans from sharenolders | 25 |  | - |  |  |
| Revayment of loans from shareholders | -8 | -- | - |  |  |
| Advances \& loans trom government | 4 |  | -- | -- |  |
| Increase in ouity | 50 |  | - | -- |  |
| Decrease in eouity | -1 |  | -- | -- |  |
| Other |  | -- | -- | -- | -- |
| Incresse(decresse) in cash s equivalents | $-1$ | -- | - | - | - |
| Cash 6 equivelents-Beginning of the year | -73 | - | -- | -- | - |
| Cash \& quivalents . End of the rear | -74 | -- | - | - | - |

(1) These estimates bre bespo on sample of incorporated busintsses reporting soles between $\$ 25,000$ ond $\$ 2.000,000$. Semple count includes anly those Dusinesses eporiting statement of changes
set ital 1 for symools the notes.

TABLE 5. Employment changes by size of business, 1984-1987 besed on Sic ciassification in ig87
Menl toba. Household Furniture Industries (SIC 251)


1987

| Total | 50 |
| :--- | ---: |
| 1 ese than 20 | 35 |
| $20-99$ | 10 |
| $100-499$ | 3 |
| 500 and over |  |

 Survey of Employment. Dayroli and hours, Statistics Canads. Catalogue 72-002. An overege lubour unit could be interprered as a full-tine amployee Nole inat the Dusiness size groups used ar determined at the Canoda level. Thus if a business has er least 500 mployees in canada as a whole but less than that number in ony given province it is shown in the 500 and over proup.
(2) Refers 10 businesses reporting no payroll oeductions in the previous year
(3) Refers to businesses reporting no payrall deductions in the following vear.
"Newly eperting" and "no longer reporting" businesses ere assumed to have been in activity for six months and the information is adusieo accordingly.

See iable 1 for symbols ond nopes.

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

|  | Total(1) | Bot tom 25\% | Lower <br> midale 25 : | Uoder <br> midole 25: | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expmise <br> Avorage net profit (loss) $\$$ | $\begin{array}{r} 14 \\ 107.482 \\ 99.431 \\ 8.031 \end{array}$ | -- | -- | - <br> - | -- |
| Businesses reporting aprofit (Mo.) <br> Average sales <br> Averoge expenses <br> Average net profit $\$$ | 11 97.001 85.497 11.504 | -\% | -- | - <br> - | - <br> - |
| Businesses reporting loss (Mo.) Average gules 5 Average expenses Averape net loss $\delta$ | $\begin{array}{r} 278.631 \\ 313.815 \\ -35.184 \end{array}$ | $-=$ $-=$ | -- -- | -- | - -- |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mumber of observations in ssmple | 21 |  |  |  |  |
| Aversge sales \$ | 296,117 | -- | -- |  |  |
| Average expense \$. | 291.557 | -- | -- |  |  |
| Average net profit (loss) \$ | 4.560 | -- | -- | -- | -- |
| Susinesser reporting aproflt (Mo.) | 15 |  |  |  |  |
| Average soles $\$$ | 192.503 | -- | -- |  |  |
| Averape expenses | 181.604 | -- | -- | -- | -- |
| Average net protits | 10.898 | -- | - | -- | -- |
| Businusses reporting - lose (Mo.) | ${ }^{6}$ |  |  |  |  |
| Average sales 8 | 832.873 | -- | -- | -- |  |
| Average expense g. | 876.450 | -- | -- | -- | -- |
| Aversge net loss \$ | -43,577 | -- | =- | -- | -- |

1987
Wumber of observations in sample
Aver age stles
Average expense $s$

| 367.270 | -- | -- | -. | -- |
| :---: | :---: | :---: | :---: | :---: |
| 361,401 | -- | .. | .. | -. |
| 5,869 | -- | -. | -. | -- |
| 17 |  |  |  |  |
| 533.671 | -- | -- | -- | -- |
| 510.222 | -- | -- | - |  |
| 23.449 | -- | -- | -* | -- |
| 5 |  |  |  |  |
| 271.593 | -- | -- | -- | -- |
| 311.536 | -- | -- | -. |  |
| -39.943 | -- | -- |  |  |

11 These estimetes se based on semple of businesses reporting seles Detween $\$ 25,000$ and $\$ 2.000 .000$.
See Toble f for symbols and notes

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

|  | Total(1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lower$\text { riddle } 25 \%$ |  | Uepermidole 25: |  |  | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales vaiue $\left(\$ 000^{\circ}\right.$ s) | $\begin{array}{r} 54 \\ (1) \\ (1) \end{array}$ |  | $\begin{array}{r} 11 \\ 70 \end{array}$ |  | $\begin{array}{r} 70 \\ 164 \end{array}$ |  | $\begin{aligned} & 164 \\ & 396 \end{aligned}$ |  |  | 396111 |  |
| Selected expense ikem | Industry averagei2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot 40 m $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper <br> 10010 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { tower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { miodle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { YoD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percont of sales |  |  |  |  |
| Cost of salss | 28.1 | 17.7 | 34.1 | 29.2 | 25.9 | 35.5 | 25.4 | 17.7 | 34.1 | 35.6 | 25.9 |
| Occupency expenses | 9.4 | 11.1 | 10.9 | 1.2 | 7.5 3.6 | 100.0 | 3.6 3.8 | 11.1 5.9 | 10.9 3.2 | 8.2 | 7.5 4.0 |
| Depreciotion | 3.7 | 5.9 | 3.2 | 2.3 | 3.6 1.0 | 96.7 | 3.8 | 5.9 1.2 | 3.2 1.7 | 2.4 | 1.0 |
| Repairs \& maintenance | 0.9 | 0.5 | 1. 3 | 0.7 | 1.0 | 71.3 | 1.8 | 1.8 2.0 | 1.7 | 1.8 1.7 | 1.1 |
| Heat. light \& telephone Rent | 1.6 3.3 | 0.8 3.9 | 2.3 | 1.7 3.6 | 9.4 | 82.1 72.0 | 1.9 | 2.0 9.6 | 2.8 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 | 2.1 | 1.7 | 3.5 | 2.9 | 3.0 | 100.0 | 2.8 | 1.7 | 3.5 | 2.9 | 3.0 |
| Interest \& Dank chapges | 1.9 | 0.6 | 2.7 | 1.9 | 2.1 | 84.6 | 2.2 | 1.1 | 3.0 | 2.1 | 2.1 |
| Professiona! lees | 1.0 | 1.1 | 0.8 | 1.1 | C. 9 | 98.8 | 1.0 | 1.1 | 0.8 | 1.1 | 0.9 |
| Other expenses | 22.3 | 27.7 | 18.6 | 25.8 | 17.2 | 100.0 | 22.3 | 27.7 | 18.6 | 26.8 | 17.2 |
| Prollt (loss) | 7.3 | 15.5 | 3.7 | 2.7 | B. 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 | ... | . $\cdot$ | . . | . . | - $\cdot$ |

## Sywools

- tero or no observat ons
- 100 smell 100 be expressed not applicable
$x$ confidential


## Foosnotes

(1) These estimases are based on sample of businesses reporting sales between $\$ 25.000$ end $\mathbf{3 2} .000 .000$,
(2) velue in each cell $=\frac{\text { lotel weighted expenditure on given itetn }}{\text { Totel weighted sties of oll businesses in the ssmple }} \times$ for for ech quartile

31 Velue in ach cell = lotal weighteo expenditure on given iten
Totol weighted sales of businesses reporting this item of expenditure for esh gueptille.
This portion of the table perteins only to the businesses peporting the specific expense item. Therefore these retios efe estculated individually and the total will not necessarily equal 100x

Motes
Deis are shown by quertiles when ot least 13 of the sempled businuses popor: the specific item.
 on querter of the sotol number of businesses. Within eech quertile. phe suerseg patio is presented. For comparison purposes, the high and low values of selas er show
(1) Locopt the sppropriste selet penge thet is displeyed on the two lines entitisd tow steles velue end onigh entes velue
12) The selected range will indicste the proper quartile. i.e. the bottom 258. she lower nidol 258. the upper midele 25s or the $10025 \%$.
(3) Dete perteining to the selseted selas size range will be in thet quertile.

## Stenderd Industrisl Clessifietton Defimition (SIC IEs0):

SIC 2810 . Comerciel Printing Industrite
Businesses primarily engaged in the production of conmerciol andor job prinsing regerdess of the printing method or process used lletterpress. Ancluding flexographic. photographic or lithogrsphic: intoglio of gravure: stencil primting or silt-screen. etc.l

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

|  | Total(i) | $\begin{array}{r} \text { Bo: } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe <br> middle 25\% | Uoder middie 25\% | $\begin{aligned} & \text { TOO } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 800^{\prime}$. High sales vaiue ( $5000^{\prime \prime}$ s) | 46 (i) (1) | -- | -- | -- | -- |
|  | Average (\$000's? |  |  |  |  |
| Aseots |  |  |  |  |  |
| Cash | - | =- | - | ** | -- |
| Accounts and notes receivable | 66 | - - | - ${ }^{-}$ | - | -- |
| Inventary | - | -- | - | - | -- |
| Other current essets | 51 | -- | =- | -- | -* |
| Total current ussets | 117 | -- | - | -- | - |
| Fixed assets | 109 | -- | -- | -- | - |
| Less: Accum. dep. on fixed asseis | 14 | -- | $\cdots$ | -- | - |
| Other assets | 14 | =- | =- | - | -- |
| Totel usets | 240 | - - | - - | - | -* |
| Lisbilities end equity |  |  |  |  |  |
| Current losns | 13 | = | -- | - | - - |
| Othar current liabilities | 83 | - - | - | - | - |
| Total curiont lisbilities | 96 | -- | -- | -- | - |
| Mortgages payable | - | -- | -- | -* | - |
| Long term debt | 12 | -- | -- | -- | - |
| Other listilities | 87 | -- | -- | =* | = |
| Tetal liabilitios | 195 | - | - | -- | -- |
| Tosel equisy | 45 | - | - | -- | -* |

(1) These estimates ere based on a staple of businesses reporting soles betmen $\$ 25.000$ end $\$ 2.000 .000$.

See Table if for sumpols and nores

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Menltobs. Commerclsi Printing Industrles (SIC 281)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | Upper <br> midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 45 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Leversge ratios <br> Debt/equity Patio (times) <br> Interest coverage retio (qimes) <br> Oetr ratio (times) | $\begin{aligned} & 4.4 \\ & 4.4 \\ & 0.8 \end{aligned}$ | -- | - -- | -- | -- |

(1) The retios represent she merage of retios for esch business in the proup and chnot be celculated from the figures shown in toble 2 .
(2) These estinetes ore besed on semple of businesses reporting sel between 825,000 and $\mathbf{~ 2 0 , 0 0 0 , 0 0 0}$

See Table i for symoll end notes.

## Definitions:

1. biquidity retio:

Current $=$ curpent assers / cuprent lisbilities
2. Leveryge retios:

```
DeDt/equiry = ropal liabilities / equiry
Debt ratio = rotal lisbilitips / rotal sssets
Interes! covergoge s nat profit. interest expense/ interesi mxpense.
```

TABLE 4. Statement of changes in financtal postition for incorporated businesses only, 1987
Manitoba, Commercial Printing Industries (SIC 281)

|  | Total 11 ) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25^{\circ} \end{array}$ | $\begin{aligned} & \text { Lowe: } \\ & \text { middie } 25^{\circ} \end{aligned}$ | $\begin{aligned} & \text { Uope! } \\ & \text { midale } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Yog } \\ & \text { BE: } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ifi samole No. <br> Low sales value ( $\$ 000$ s) <br> High sales value ( $\$ 000$ 's) | $\begin{array}{r} 16 \\ 11 \\ (1) \end{array}$ |  |  |  |  |
|  |  |  | erage $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Dedrecistion Other | $\begin{array}{r} 25 \\ 17 \\ 9 \end{array}$ | --- | -- | -- | -- |
| Dividends | -15 | -- | -- | -- | - |
| Investeent ectivities <br> Disposal of fixed assets <br> Purchase of $f$ ixed ossets <br> Incresse in investment <br> Decrese in investment | $\begin{array}{r} 12 \\ -68 \\ -1 \end{array}$ | -- | -- | - <br> - <br> - | -- |
| Financing ectivities <br> Increse in long term debt <br> Redayment of long term debt <br> Loans from shareholders <br> Redarment of lons from shar holders <br> Advances 8 loans from govarnment <br> incrase in equity <br> Decrease in equity <br> Other | $\begin{array}{r}36 \\ -16 \\ 17 \\ -9 \\ - \\ - \\ \hline\end{array}$ | - - - - - - - | - - - - - - | -- -- - - - - | - <br> - <br> - <br> - |
| Incresse(decrease) in cosh s equivalente Cesh \& equivelents-Eeginning of the yeep Cash squivalents . End of the year | 6 -7 -1 | -- | -- | -- | -- |

fil These estimeres bre desed on semple of incorporateo businesses raporing saies oetween 825,000 and $\$ 2,000.000$. Sample count inciudes only those businesses ruporting stotement of changes.
set itele 1 for symbols end notes

TABLE 5. Employment changes by size of bu:intss. 1984-1987 besed on Sic ciessification in iget
Manitobe, Commerciel Priniling Industries (SIC 281)


(1) Aver age labour units bre catculated by dividing total poyroll oy the overage annus wage bid satery rate as reorted in the Supver of Employment, Payroll and Hours. Stesistics Canada. Catalogue 72-002. an merege labour unit could be interpreted as a \$ull-pime employee. Note that the business size groups used are determined ti the canade level. Thus if ousiness has at letast 500 enoloyes in canade as a whole but less than thas numoer in any given province it is shown in the goo and over group
21 Refers to businesses reporting no payroll deductions in the previous year
(3) Refers to Dusinesses peporing no paypoll deductions in the following year
-New'y reporing" and "ro longe" reporting businesses are ossumed po have deen in activity for six months end the intormation is adjusted accordingly

See iable for symbois and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitoba, Commercial Printing Industrles (S1C 28i)

|  | Total:1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe P $\text { middle } 25 \%$ | Upper midole 25: | $\begin{array}{r} 100 \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample <br> Averoge sates <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 69 \\ 352.908 \\ 315,563 \\ 37.345 \end{array}$ | $\begin{array}{r} 52.836 \\ 46.076 \\ 6.760 \end{array}$ | $\begin{array}{r} 113.398 \\ 105.253 \\ 8.145 \end{array}$ | $\begin{array}{r} 205.177 \\ 192.922 \\ 12.255 \end{array}$ | $\begin{array}{r} 1.040 .218 \\ 918.001 \\ 122.218 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Averape soles 5 <br> Average expense $\$$ <br> Average net profits | 56 368.969 325.603 43.366 | $\begin{aligned} & 57.469 \\ & 47.016 \\ & 10,453 \end{aligned}$ | $\begin{array}{r} 113.192 \\ 100.579 \\ 12.613 \end{array}$ | $\begin{array}{r} 210.779 \\ 194.297 \\ 16.482 \end{array}$ | $\begin{array}{r} 1.094 .435 \\ 950.520 \\ 133.915 \end{array}$ |
| Businessen reportinge loss (Mo.) <br> Avarsge sales $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 13 \\ 185.369 \\ 191.972 \\ -6.603 \end{array}$ | $\begin{aligned} & 42.771 \\ & 44.032 \\ & -1.261 \end{aligned}$ | $\begin{array}{r} 113.983 \\ 118,545 \\ -4.562 \end{array}$ | $\begin{array}{r} 181.936 \\ 187.216 \\ -5.280 \end{array}$ | $\begin{array}{r} 402.785 \\ 418.096 \\ -15.319 \end{array}$ |

1986

| Mumber of observetions in sample | 77 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 233.787 | 77.764 | - | 158.142 | 465. 454 |
| Aversge expense \$ | 208.510 | 71.072 |  | 150.209 | 404.219 |
| Average net Drotit (loss) \$ | 25.277 | 6.692 | - | 7.933 | 61.205 |
| Businesses reporting opofit (Mo.l | 60 |  |  |  |  |
| Average sales | 231.727 | 78,351 | - | 151.902 | 464.929 |
| Averse expense \$ | 202.371 | 57.107 | - | 139.566 | 400.441 |
| Average net drolit \$ | 29.356 | 11.244 | - | 12.336 | 64.488 |
| Ausinesses reporting loss (Mo.) | 17 |  |  |  |  |
| Averege sales | 247.686 | 76.284 | - | 190.103 | 475.610 |
| Average expenses | 256.970 | 81.088 | - | 204.726 | 485.117 |
| Average net loss \$ | -9.304 | -4.784 | - | -14.623 | -8.507 |

1987

| Mumber of obeervations in semple <br> Average saies <br> Average exDense \$ <br> Average net protit (loss) \$ | $\begin{array}{r} 62 \\ 334.882 \\ 313.388 \\ 21.494 \end{array}$ | $\begin{array}{r} 10.781 \\ 35.003 \\ 5.778 \end{array}$ | $\begin{array}{r} 128.635 \\ 126.105 \\ 3.531 \end{array}$ | $\begin{array}{r} 291.876 \\ 282.826 \\ 9.050 \end{array}$ | $\begin{array}{r} 877.136 \\ 809.518 \\ 67.616 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting proflt (Mo.) <br> Average sales $\$$ <br> Average expense s <br> Averepe net prof it $\$$ | $\begin{array}{r} 47 \\ 345.839 \\ 315.269 \\ 30.570 \end{array}$ | $\begin{array}{r} 37.496 \\ 30.004 \\ 7.492 \end{array}$ | $\begin{array}{r} 119.770 \\ 108.094 \\ 11.676 \end{array}$ | $\begin{array}{r} 301.162 \\ 281.473 \\ 19.689 \end{array}$ | $\begin{array}{r} 924.825 \\ 841.504 \\ 83.422 \end{array}$ |
| ```Businesses reporting loss (Mo.) Avermge soles$ Aversge expense $ Average net loss$``` | $\begin{array}{r} 15 \\ 278.271 \\ 286.149 \\ -7.878 \end{array}$ | $\begin{array}{r} 52.065 \\ 52.175 \\ -110 \end{array}$ | $\begin{aligned} & 146.363 \\ & 156.638 \\ & -10.275 \end{aligned}$ | $\begin{array}{r} 275.484 \\ 285.533 \\ -10.049 \end{array}$ | $\begin{aligned} & 639.170 \\ & 650.251 \\ & -11.081 \end{aligned}$ |

11 These estimetes are based on semple of businesses reporting ssies ontween $\$ 25.000$ and $\$ 2.000 .000$.
See itble 1 for symols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Manltoba. Platemaking. Typesetting 8 Bindery Indusery (SiC 282)


| Businesses in samele (No.) | 115 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(11)$ | - |  |  |  |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bot 40 m $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tot 1 | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Upder middle 25\% | 700 |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 22.1 | -- | -- | -- | -- | 54.4 | 23.4 | -- | -- | -- | - |
| Occupancy expentes | 13.1 | -- | -- | -- | -- | 100.0 | 13.1 | - | -- | -- | - |
| Depreciation | 6.5 |  | -- | -* | -- | 94.1 | 6.9 | -- | -* | - | -- |
| Repaits o maintenance | 1.4 | -- | -- | - | -- | 77.8 | 1.8 | -- | -- | -- | - |
| Heat. Iight s 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 | -- | -- | -- | -- |  |  | -- | - | - | - |
| interest \& bank charges Professional fees | 2.5 1.4 | -- | -- | -- | -- | 90.4 91.0 | 2.8 1.6 | -- | -- | -- | -- |
| Other expenses | 15.2 | -- | -- | -- | -- | 100.0 | 15.2 | -- | -- | -- | -* |
| Profit (lose) | 11.4 | -- | -- | -- | -- | 100.0 | 11.4 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 |  | =- | -- | *- | -- |

## Symbol:

```
zero or no observetions
-- 200 smell to0 De expressed
not spoliceble
```

* confidentil


## Foornotes

(1) These estimeres be bied on sample of businesses peporting sales berween 525,000 and $32,000,000$ Totel weighted expenditure on given item
2) Velue in mech cell $s$ fotal weignted solos of sil businesses in the sample $\times 100$ for fech quartile
(3) Yelue in each cell $=\frac{\text { Totsl wighted expendizure on given item }}{\text { lotal woighted soles of businesses reporting this item of expenditure }}$ for ach gurtile

This portion of the seble pertsins only to the businesses peporting the specific expense item. Therefore these ratios are celculeted individuelly and the total will mot necesserily equal $100 \%$

## Notes

Dets are shown by oubrtiles when Bl lest !? of the sampled businesses peport the specific ifem
Records wer panked in escending order sccording to sales size. Esch quertice li. e. bottom 25\%. Iower midol 25z. etc. I epresenes on querter of the total numoer of businesses. Within esch quartile. the overage ratio is presented. For comparison purposes, the high end low volues of seles ere shown.

How to ute the teblet
lil Locete the oproprinte teles pange thet is digplayed on the two lines entipled low seles vilue end wigh seles velue
(2) The selected range will indicete the proper quertile. i.t. the bottom 25\%. the lower midde 25\%. the uppt midole 252 or the top $25 x$
(3) Dote pertsining to the selected sales size range will be in that quarsile

## Stenderd Indueterlel Elsgeifiestion Definltlen (SIC 1980)

SIC 2820 - PIBtemeking, Iypeteting and Bindery Industey
businesses primarily engaged in providing specielized services to the printing end publishing prades, edvertising agencies or others: the making of image bear ing photographic films. plates and printers" dies of bll pyoes. typesetting for the primith erade making binders of covers: hand or machine bindery work and allied post-priniing. converqing or finishing operafions. Included are businesses engaged in phorogiaphic film developing. printing and enlarging

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

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper midole 25: | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000^{\circ}$ s) | 12 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash Accounts and notes peceivabie | 51 | -- | -- | -- | -- |
| Inventory | 5 | -- | -- | -- | -- |
| Other curtent assets | 80 | -- | -- | -- | -- |
| Total cuitent assets | 111 | -- | -- | -- | -- |
| fixed esset: | 123 | -- | -- | -- | -- |
|  |  | - | -- | $\cdots$ | - |
| Dther ascets | 15 | - | -- | - | -- |
| Totel usets | 250 | - | -- | -- | -- |
| Liebilities and squity |  |  |  |  |  |
| Other cuprent lisbilities | 102 | -- | -- | +- | -- |
| Total current lisbilities | 113 | $\cdots$ | -- | +- | -- |
| Mortgages osyable | - | -- | -- | -- | -- |
| Long term debt | 11 | - | -- | -- | - |
| Other liabilities | 53 | - | -- | =- | -- |
| Total listilities | 178 | -- | -- | - | -- |
| Total equity | 72 | - | -- | -- | -- |

III These estimstes or based on sample of businesses reporting ssies betwen $\$ 25,000$ and $\$ 2.000,000$
see Iatel i for symbols and notes

TABLE 3. Financial ratios(1) for incorporeted businesses only, 1987
Menitobe. Pletemaking. Typesetting Bindery industry (SIC 2e2)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 x \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low seles velue ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ s) | 112 $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current tatio (times) | 1.0 | -- | -- | -- | -- |
| ```Leverage patios Debt/equify retio (times) Interest coverage retio (times) Dobt ratio (times)``` | 2.5 5.2 0.7 | - | -- | -- | -- |

111 The patios represent the everage of retios for each business in the group and cannot de colculated from the figures shom in table 2 .
12) These estimetes ere besed on sample of businesses feporting seles between 525,000 and $82,000,000$

See rable 1 for symbols and motes.

Definitions:
t. Liquidity retio:

Curpent = currant assets / current liabibities
2. Leverge raliot:
a) Deot/equity = potal liabilities / equity
b) Debi ratio = total liabilities / ioral assers
c) Inter cost coverge a net profit + interest expense/interest expense

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

|  | Total(1) | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper $\text { middle } 25 \%$ | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinerses in samele (No. Low sales vaiue ( 5000 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 5 \\ (1) \\ (i) \\ \hline \end{array}$ |  | -- | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Operating ectivities Cash from operations Dapieciation Other | $\begin{array}{r} 10 \\ 33 \\ 4 \end{array}$ | -- | -- | -- | -- |
| Dividends | -7 | -- | -- | - | -* |
| Investment activities <br> Disposel of fixed assets <br> Purchsse of fixed assets <br> Increse in investment <br> Decrese in investment | $\begin{array}{r}5 \\ -49 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Financing activities <br> increase in long ferm debt Repayment of long term debt <br> Loans from stareholders <br> Repayment of loans from shateholders <br> Aovances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 16 \\ -39 \\ 50 \\ -5 \\ - \\ - \\ 2 \end{array}$ | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - |
| Incresse(decrease) in cash sequivalents Cash \& equivalents-Buginning of the rear Cash equivalents - End of the year | 19 6 25 | -- | -- | -- | -- |

 only those businesses reporting a stasement of changes.
See fole i fot sympols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic ciessification in 1987
Manitobe. Pletemaking. Typesetting Bindery industry (SIC 282)

| Business size expressed in |
| :--- | :--- | :--- |
| sversge labour units(l) |


surver of Employment. Payroll and Mours. Stetistics Canada. Catalogue 12-002. An overage labour unit couto be interpreted es o full-fime employee note that the business size groups used aredernined at the Canada level. Thus if a business has at least 500 employees in conad as owhole but less thon thot number in any given province it is shown in the 500 ond over proup
(2) Refers 10 businesses reporting no paytoll deductions in the previous yeer.
(3) Refers 10 businesses reporting no payrolt deductions in the following year
"Newly peporing" and "no longe: reporing" businesses are assumed to have bean in activity for six months and the informasion is sdjusted accordingly.

See Teble ifor symbols and notes.

THBLE 6. Selected opertifng characteristics of small businesseg by sales quartile. ig85-ig87
Manltobs. PiatemakIng. Typesetting \&indery Industry (SiC 282)

|  | Total: 11 | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowep } \\ & \text { midole } 25 \% \end{aligned}$ | UDoe? $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in smple Aversge saies $\$$ | 157.743 | -- | -- |  |  |
| Averspe expense \$ | 145.317 | -- | .- | -- | -- |
| Average net protit (lass) \$ | 12.428 | -- | -* | -- | -- |
| Businesees reporting profit (Mo.) Averoge seles $\$$ | 10 153.928 | -- | -- | - | - |
| Aversge expense $\$$ | 149.116 | -- | -- | -- | -- |
| Average net profits | 12.812 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 681.952 ${ }^{2}$ | -- |  | -- |  |
| Averege sems | 700.542 | -- |  | -- |  |
| Average net loss \$ | -18.590 | -- | -- | -- | .- |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mumber of observations in sample | 16 |  |  |  |  |
| Average sales \$ | 361.643 | -* | -- | - | - |
| Averape expense $\$$ | 355.312 | -- | - | - |  |
| Average net profit (loss) s | 6.331 | -- | - | -* | -- |
| Susinesses reporting profit (Mo.) |  |  |  |  |  |
| Average sales \$ | 553.328 | -- | -- | -- | -- |
| Aversge expense 3 | 488.354 | -- | -- | -- | -- |
| Avernge net prafit \% | 64,974 | -- | - | -- | -* |
| Eusinesses reporting loses (Mo.) | 7 |  |  |  |  |
| Average sales \$ | 332.437 | -- | -- | -- | - |
| Average expense $\$$ | 366.955 | -- | -- | - | - |
| Averege net loss 5 | -34.518 | - | -- | -- | -- |

1987


[^1]TABLE 1. Selected operating ratios. in percent of sales. 1987
Manltobs, Publishing Industries (SIC 283)

|  | Total(1) |  | $\begin{array}{r} \text { Bo: } 40 \mathrm{~m} \\ 25: \end{array}$ |  | Lowe?$\text { miodle } 25 \%$ |  | Upde: midole $25 \%$ |  |  | $\begin{aligned} & \text { TOO } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) H.gh sales vaiue ( $5000^{\prime}$ s) |  | $\begin{aligned} & 11 \\ & 11 \\ & 11 \end{aligned}$ |  | -- |  | .- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | * businesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { iodie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tot 1 | Botiom 25* | $\begin{array}{r} \text { Lowe: } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of salos |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 8.2 | -- | -* | -- | -- | 32.1 | 25.5 | -- | - | - | -- |
| Dccupancy expenses | 11.8 | -- | -- | - | - | 100.0 | 11.8 | = | - | -- | -- |
| Deprecistion | 6.4 | -- | -- |  | -- | 92.1 | 6.9 | - | - | -- | -- |
| Repaips s maintenunce | 0.4 | -- | -- | -- | -- | 44.8 | 0.9 | - | -- | -- | -- |
| Heat. light f telophone | 4.2 | -- | -- | -- | -- | 94.4 | 4.5 | - | -- | -- |  |
| Rent | 0. 8 | -- | -- | -- | -- | 34.1 | 2.5 | -- | -- | -- | - |
| Personnel expenses | 21.9 | -- | -- | -- | -* | 87.1 | 22.6 | -- | -- | -* | -- |
| Finencial expenses |  | -- | -- | -- | -- |  | 4.4 | -- | -- | - | -- |
| Interest 8 bank charges Protessional fees | 2.7 1.5 | -- | -- | -* | -- | 92.1 | 3.0 1.6 | -- | -- | -- | -- |
| Other expenses | 75.8 | -- | -- | - | - | 100.0 | 75.8 | -- | -- | - | -- |
| Profit (loss) | -22.0 | -- | -- | -- | -- | 100.0 | -22.0 | -* | - | - | -- |
| Total | 100.0 | -= | = | -- | - | 100.0 |  | -- | -- | -- | - |

```
Svmbol:
    2era or no observarions
    - 200 small q00 be expresseo
    not applicable
* confidentitl
```


## fooenote:

(1) inese estimates are basso on sample of businesses reporting seles between $\$ 25,000$ mo \$2,000,000

121 velue in each cell $=\underline{\text { lotal weighted expenditure on given item }}$

This portion of the table putains only to the businesses reporting the specific expense item. Therefore these retios are calculated indivioueliy and the cotal will not necessarily equal $100 \%$

## Motes

Dote re shown by quargiles when ar leest 13 of the sampleo businesses repopt the specific ipem
Records were renked in oscending order eccording to sults size. Eteh quartile fi. bottom 25z. Iower midde 25\%. elc. lepresenis one quarter of the istel number of businesses. Within eech quartile. the over ge petio is presented. For comperison purposes. the high ano low vilues of seles are shown

Mow to use the sabies

(2) The selscied range will indicate the proper quartile. i. the botton 25\%. the lower mitde 25 s . the upper midole 25t of the $10025 \%$
(3) Date pertaining to the selseted soles size renge will be in thot queptile

## Stenderd Industriel CIeseillcetion Definition (SIC 1980):

S1C 2830 - Publishing Industrics
Businesses primarily engaged in oublishing eno which do no printing. The termepublishingo es applited in this industry group includes the putishing of Dooks, other resding matter. mops. guides and the like.

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

|  | Total(1) | Bottom $25 \%$ | Lower $\text { middle } 25 \%$ | UDDer $\text { miodie } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $\left(\$ 000^{\prime}\right.$ s) High sales value $\{\$ 000$ s) | (11) ${ }^{9}$ | -- | -- |  |  |
|  | Average ( 9000 's) |  |  |  |  |
| Asents |  |  |  |  |  |
| Cash Accounts and notes receivable | 58 | -- | -- | -- | -- |
| Accounts and notes receivable inventory | 58 | - | -- | -- | - |
| Dther cuprent assets | 35 | -- | - | -- | - |
| Total cuprent essets | 92 | - | -* | - | -- |
| Fixed assets | 24 | - | -- | - | -- |
| Less: Accum, dep. on ixed assets | - | - | -- |  | -- |
| Other essets | 5 | -- | -- |  | -- |
| Total msets | 121 | -- | -- | -- | -- |
| Lisbilities end equity |  |  |  |  |  |
| Curpent loans liobilities | 96 | -- | -- | -- | -- |
| Total current labilities | 109 | -- | -- | -- | - |
| Mortgages Dayable | - | -- | -- | -- | - |
| Long term debt | " | -- | -- |  |  |
| Other liabilities | 28 | = | -- | -- | -- |
| Total liabilities | 137 | - | - | - | - |
| Torel equity | -16 | - | - |  |  |


See Tote ifor symbols and notes

TABLE 3. Ftnancisi retios(1) for incorporated businesese only. 1987
Manitobs. Publlshing Industrles (S|C 2ss)

|  | Tots1(2) | $\begin{array}{r} 80 t t o m \\ 25 x \end{array}$ | Lower midele 25\% | Uoder middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businustes in sample (Mo.) Low sales value ( $\$ 0000^{\circ}$ s) High soles value ( 9000 's) | $(11)^{9}$ |  | -- |  | -- |
|  | Averege |  |  |  |  |
| Liquidity retio Current ratio (times) | 0.8 | -- | -- | -- | -- |
| Leverage ratios <br> Debtlequity retio (times) <br> Interest coverage ratio (times) <br> Debt istio (times) | $\begin{gathered} -8.5 \\ i . i \end{gathered}$ | -- | -- | -- | -- |

(1) The ratios represent the werage of ratios for sach businass in the group and connot be colcuiated from the figures shown in feble 2
(2) These estimates resed on semole of businesses paporting ssles between $\mathbf{5 2 5 , 0 0 0}$ and $\$ 2.000,000$.

See tuble ifor symols and notes

Definitions:

1. Liquidity retio:

Curcent s euprent assets / current liabilities
2. Levertoge retios:
a) Debi/equity = poral liabiliqies / touipy.
b) Dedr ratio $=$ potal liabilipies / total bssets.
c) Interust coverage a nel profit interest expense / interest expense

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

|  | Total(l) | Botiom |
| :--- | :--- | :--- |

11) These estimates br based on sample of incorporated businesses poprting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and 52.000 .000 . 5 enple count includes only those businesses reporting siatement of changes.
See Table i for symbols and nores.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in i987
Manitobe. Publishing Induetries (SIC 283)


11) Average labour units are calculated by dividing total poypoll by the overoge annubl wage and salary fate as roported in the Surver of Employment Payroll and Hours. Statistics Consos. Cetologue 72-002. An over geg labour unit could be interpreted as B full-qime employet mote thet the business size groups used se deterined at the tanede level. Thus if obusiness has ot less? 50 C exployens in Canade os owhole but less than thet numeer in eny given province it is show in the 500 and over group
(2) Reters to Dusinesses reporting no payroll deductions in the provious reat
(3) Refers to businesses reporting no paytoll deductions in the following year

- Mewly ceporsing" and "no tonger reporting" businesses ore assumed to have been in ectivipy for six months and the information is acjusteo accordingly
see lable 1 for symbols and notes.

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

|  | Total(1) | Botiom 25\% | $\text { miodle } \frac{\text { Lower }}{25 \%}$ | Joper middle 25: | Toe $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample Average sales | 109, 12 | -- | -- |  | -- |
| Average Expense | 118.940 | - | -- | - | . |
| Average net drolit (lose) ? | -9.936 | - | - | - | -- |
| Dusinesses reporting oroflt (Mo.) | 14.707 |  |  |  |  |
| Aver $\mathrm{A}_{\text {ate }}$ soles \$ | 149.707 | -- | -- | -- | -- |
| Average expenses. | 139.240 | -- | -- | -- | -- |
| Average not profit \$ | 10.467 | - | -- | -- | *- |
| Businesses reporting lose (Mo.) | 121.687 ${ }^{3}$ |  |  |  |  |
| Average sules ${ }_{\text {Aver }}$ | 121.683 | -- | -- |  | -- |
| Average net losss | -16.666 | -- | -- | -- | -- |

1988

Wumber of observations in sempla

| 15 |  |  |  |
| :---: | :---: | :---: | :---: |
| 301.849 | =- | =- | -- |
| 280.439 | - | - | -- |
| 21.410 | -- | - | -- |

$\begin{array}{rr}\text { Average expense s } & 280.439 \\ 21.410\end{array}$
Average net profit (loss) S

Businesses reporting a profit (Mo.)
Averige sales \$
11
298.384
273.757
Aver ege expense b 273.757
Averege net profits $\quad 24.627$

Butimesees reporting lose (Mo.)
Average sales
4
190.879
196.464
Average net loss s $\quad-5.585$

1987

Number of observetions in eample
Average soles
$\begin{array}{ll}\text { Average expense } \$ & 214.491\end{array}$
Averbge. net opofit (loss) \$ 7,437

Businesses reporting oroflt (Mo.)

$\begin{array}{ll}\text { Avarse sales s } & 237.310 \\ \text { Aversege expense s } & 198.871\end{array}$
Averege net prolis 38.439

Dusinesees reporting lese (Mo.)
Aversge seles
5
268.974
291.493
-22.519
Averspe net loses
$-22.519$
(11) These estimstes bre based on sampl of businesses poporting sales berween 525.000 sho 52.000 .000

See Table i for symbols and nomes

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


## 5ymole

zero of no observetions
-- too small too be expressed
nct sppliceble
$\times$ confidentiol

## Footnotet

(11) These estimates ore besed on somple of businsstes reporting teles between 525.000 end $\mathbf{3 2 , 0 0 0 , 0 0 0}$

Totsl weighted expenditure on given item

3) Value in sech celt, $\frac{\text { Total wighted expenditure on a given item }}{\text { Total whighted sales of businesses reporting this item of expenditure }}$ for quertile.

This portion of the table pertains only to the businesses reporting the specilic expense item. Therefore these retios ar colculated individually and the cotal will not necessarily equal 100z.

## motea

Data ore shown by quertilos when at leas 13 of the sempled businesses report the specific ifem.
 ane quat ter of the totsi numper of businesses. Within each qubrtile, the average ratio is presented. For comparison purposes. the high and lom vaiues of sel les shown

How to use the tebles

2) The selected renge will indicete the proper quertite. i.e. the bottom 25\%. the lower midde 25\%, the upper midde 25z op the LOD $25 \%$.
(3) Deto Dertiming to the selected sales size pange will be in that quertile

## Stander imdustrisl Clasificetion Definition (SIC 1880):

[^2]TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Manitoba. Ornamentel Architectural metal Products Industries (SIC 303)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe ! $\text { midole } 25 \%$ | Uppe: $\text { midole } 25 \%$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ s) | $\left(\begin{array}{l}12 \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asseta - . - . - |  |  |  |  |  |
| Cash Accounts and notes receivable | 132 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -. |
| Other current sssets | 212 | -- | -- | -- | -- |
| Total curient essers | 344 | -- | -- | -- | -- |
| Fixed assets | 71 | -- | -- | -- | -- |
|  | - | "- | -- | -- | - |
| Other essets | 8 | -- | -- | -- | -- |
| Total esents | 423 | -- | - | - | = |
| Lisbilities end equity 68 |  |  |  |  |  |
| Current losns Other eurrent liabilities | 68 143 | -- | -- | -- | -- |
| Total eurrent liabilities | 210 | -- | -- | -- | - |
| Mortgages Dayable | - | -- | -- | -- | -- |
| Long term dedt | 5 | -- | -- | -- | - |
| Other liabilities | 75 | -- | -- | -* | -- |
| Total lisbilities | 290 133 | -- | -- | -- | -- |
| Total equity | 133 | - |  | -- | -- |


Ste isble I for symools and noies.

TABLE 3. Financisi ratios(1) for incorporated businesses only. 1987
Manitobe, Ornamentel s Architecturai Metel Products Industrles (Sic sog)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | midde $25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { midde } 25 \% \end{aligned}$ | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low sales value $1 \$ 000$ 's) Migh seles vilue ( $\$ 000$ 's) | (1) ${ }^{11}$ | -- |  | -* | -- |
|  | Aversae |  |  |  |  |
| Liquidity retio <br> Current ratio (times) | 1.6 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity fatio (times) <br> Interest coverage cotio (times) <br> Debt ratio (tines) | 2.2 2.9 0.7 | -- | -- | -- | =- |

(1) ing retios represent the everege of ratios for usch business in the group ond eannot be calculated from the figures shown in table 2 .
(2) innse estimetes are beed on sumple of businesses peporting seles beiween 525,000 and $52,000,000$.

Sme ieble ; for symbols and notes.

## Definitions:

1. Liquidity rela:

Current $=$ current assets / current lisbilities
2. Leverage retios:

```
Oebr/equiry = rosal liabiliries / equity
Debi ratio = total liabilities/fotal assets
lnterest coverage s net protit * interest expense/ inserest expense.
```

TABLE 4. Statement of changes in financill posttion for tncorporated businesses only. 1987
Manitoba. Ornamental A Architectural Metal Products Industries (SIC 303)

|  | Total11 | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { midule } 25^{\circ}$ | Unoe: $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value i $\$ 000$ sl High sales value (\$002's) | $\begin{aligned} & \text { ? } \\ & \text { (1) } \end{aligned}$ | -- |  | . |  |
|  |  |  | Average 19000 |  |  |
| Operating activities Cash from operations Deprecistion Other | $\begin{array}{r} -7 \\ 8 \\ 9 \end{array}$ | -- | -- | -- | -- |
| Dividends | -8 | -- | -- | -- | - |
| Investment activities <br> Disposel of fixed ussets <br> Purchase of tixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r}1 \\ -21 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Financing ectivitios <br> Increase in long term debt Repayment of long term debt <br> Loans from shareholders <br> Reparment of loans from sharenolders <br> Adoances 8 loans from government <br> lncrease in equity <br> Decpease in equity <br> Othe: | 4 -4 - - -5 | - <br> - <br> - <br> - <br> - <br> - | -- -- - - - -- | - - - - - - - | - - - - - - |
| Incresseldecreasel in cash \& equivalents Cash \& equivelents-Beginning of the year Cash \& equivalents - End of the yeer | $\begin{array}{r} -23 \\ -94 \\ -116 \end{array}$ | -- | -- | -- | -- |

(1) These estimares are based on a sample of incorporated ousinesses reporting sales betweer \$25.000 and \$2.000.000. Sampl count incluoes only those businesses reporting a statemen? of chsnges
Son isole 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic ciasstfication tn i987
Manitoba. Ornamental Architectural Metal Products Industries (SIC 303)


III Gerage labour units are calculate by dividing total poypoll by the average onnul wage and salary rate as ceportad in the Surver of Employmen:. Payroll and Hours. Stetispics canada. Caqalogue 72-002. An average labour uni coulc de inierpiesed as b
 500 employees in Consda as whole but less than that number in any given province if is shown in the 500 and over group
12) Refers to businesses reporting no payroll deducitors in the previous year

13 Refers to Dusinesses reporting no paycoll deducitons in the following yeap

- New ly reporiing" and to longer reporting" businesses are assumed to have been in activity for six months anc ine informalion is adjusted accosdinçly

See isble for symbols find motes

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



1985


1987

Number of observetions in sample
Average sales $\$$
16
715.308
Aversge expense $\$$ -
Averoge net profit (loss) \$

Businesses reporting a profit (Mo.)
Averoge sules
837.188

Average expenses
772.730
--

Average sales $\$$
Average net profit (loss) \$
usinesses repopting eppolit (Mo.)
Average sales \$
345.331
9. 867

526,534
539, 159
$-12.625$

Average not profits

Businesses reporting loss (Mo.)
Aversoe seles \$
$715.53{ }^{5}$
Aversge expenses
795.867
$-80.335$
-- =

| -- | -- |
| :--- | :--- |
| -- | -- |
|  |  |
| $=-$ | -- |
| $=-$ | - |
|  |  |
| $=$ | - |
| $=$ | - |
| $=$ | - |

(1) These estinstes are based on s semple of businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$

See tiole 1 fop symols and notes

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

|  | Total(1) |  | $\begin{array}{r} \mathrm{Bor} 10 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lowe:$\text { midd e } 25 \%$ |  | UDDer <br> middle 25 \% |  |  | $\begin{aligned} & \text { Too } \\ & 25^{\circ}: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole No. Low sales value ( $\$ 000$ s High sales vaive 19000 s |  | $\begin{aligned} & 14 \\ & 11 \\ & 11 \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selecied expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businasses only 3 ) |  |  |  |  |
|  | Tots 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Uode? middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 45.3 | - | -- | -- | -- | 93.8 | 48.4 | *- | $\cdots$ | - | -- |
| Occupency expenses | 7.5 | -- | -- | *- | -- | 100.0 | 7.5 | - | $\cdots$ | -- | -- |
| Dedreciation | 2.5 | -- | -- | -- | -- | 87.4 | 2.9 1.5 | - | -- | -- | -- |
| Repairs omaintenance | 0.9 | -- | -- | -- | -- | 59.7 | 1.5 | - | - |  | - |
| Meat, light s teieohone | 1.9 2.2 | -- | -- |  | -- | 87.1 66.8 | 2.2 3 | -- | -- | -- | - |
| Rent |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 22.3 | - | -- | -- | -- | 93.8 | 23.8 | -- | -- | -- | - |
| Financisl expenses | 3.0 | - | -- | -- | - |  | 3.2 | -- | - | - | =- |
| Interest s bank cha:ges Professional fees | 2.1 0.9 | -- | -- | -- | -- | 86.4 81.2 | 2.4 | -- | -- | -- | -- |
| Other expenses | 12.0 | -- | -- | -- | -- | 100.0 | 12.0 | $\cdots$ | -- | -- | -- |
| Profit (loss) | 9.8 | -- | -- | -- | -- | 100.0 | 9.8 | -- | -* | $=$ | - |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | - | -- | -- | -- |

## Symol

- zero or no odservetions
- 200 small too be expressed
not oppliceble
$\times$ confidentis!


## ootnotes

(1) These estimetes are besed on a senpl of businesses reporting seles beiween \$25.000 and $\mathbf{8 2}, 000.000$
(2) Yalue in each cell: $\frac{\text { lozal weighed expenditure on ogiven item }}{\text { Toqal weighted sales of all businesses in the sample }} \times$ loo for ash quertile.

131 Value in esen cell $=\frac{\text { Totel wighted expenditure on given item }}{\text { Total weighted soles of businesses reporting this item of expenditur }}$ poch ofertile
This portion of the table periains only to the businesses reporting the specific expense item therefore these retios ere calculated individully and the cotal will not necesserily equal $100 \%$

## Motes

Data are shown by quartiles when ot luast 13 of the sampled businasses report the specific ifem.
 one quarter of the rotal number of businesses. Within esch quartile. the average ratio is presented. For comparison pupposes. the high and low values of seles sere shown

## Now to use the tebles


121 The selected renge will indicete the proper quertile, i. e. the bottom 25s. the lower midde 25z, the upper midole 25\% of the top $25 \%$
13) Dete pertaining so the selected seles size range wisl be in qhat queptile.

Stenoerd Industris! Claseificetion Definition (SIC 19801:
SIC 3040 - Stamped, Pressed and Couted Metel Producta Indutiriez
Businesses primarily engaged in custom metal coating. manufacturing metal closures and containers and other stamped and pressed meial prooucis

TABLE 2. Balance sheet proftle for incorporated businesses only. 1987
Manitobs, Stamped, Pressed Eoated metel Products Industries (SIC 304)

|  | Total(1) | Bottom $25 \%$ | Lowe midole 25\% | Uoder midde 25\% | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses it. sample (Mo.) Low sales value ( 3000 's) Migh sales vaiue ( 8000 's) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aserts - ... .- .- |  |  |  |  |  |
| Cash Accounte and notes receivable | 54 | -- | -- | -- | -- |
| Inventory | 5 | -- | -- | -- | -- |
| Other current assets | 167 | -- | -- | -- | - |
| Total curiont asseis | 221 | -- | -- | - | -- |
| Fixed ascets | 107 | -- | *- | - | -- |
| Less: Accum. dep. on flxed ssets | - | -- |  |  |  |
| Other assets | 48 | -- | - | -- | -- |
| Total essets | 376 | -* | - | -- | -- |
| Liebilities end equity |  |  |  |  |  |
| Curpent losns | 21 122 | -- | -- | -- | -- |
| Other current iobilities | 143 | -- | -- | -- | -- |
| Mortgages oayable | - | -- | - | -* | -- |
| Long term oebt | 28 | -- | -- | -- | -- |
| Other lisbilities | 38 | -- | -- | -* | -- |
| Total lisbilisios | 183 | -- | -- | -- | -- |
| Total equity | 193 | -- | - | -- | -* |


See iable ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
manitobs, Stsmped, Pressed Coated Metel Products Industries (Sic 304)

|  | Total(2) | $\begin{array}{r} \text { Botiom } \\ 25 x \end{array}$ | Lower middle $25 x$ | UoDer middle 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 13 \\ & 111 \\ & 11 \end{aligned}$ | -- | -- | -- | -- |
|  | Aversoge |  |  |  |  |
| Liquidity ratio Cupfent ratio (times) | 1.5 | -- | -- | - | - |
| ```Leversege ratios Debt/\mp@code{uity retio (times)} Interest coversge patio (times) Debt ratio (times)``` | $\begin{aligned} & 0.9 \\ & 6.3 \\ & 0.5 \end{aligned}$ | -- | -- | -- | -- |

Ill The retios represent the weroge of potios for each business in the group ond cannot bu celculated from the figures show in teble 2 .

See itable ifor symbols ind notes.

Definitions:

1. Liquidity retio:

Current = current ossezs / cuprent liobilities
2. Leverige retios:

```
DeDi/equity = tosal liabililies / equify.
Debt ratio = totel liabililios/ qotbl assets
Interest coverage = net profit * interest expensef interese expense
```

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

|  | Tcaal: | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales va ue ( 8000 s) High sales value ! $\$ 00 C^{\prime}$ s? | $\begin{array}{r} 8 \\ (1) \\ (1) \end{array}$ | -- | -- | -- |  |
|  | Averoge (5000's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Dther | $\begin{array}{r} 74 \\ 23 \\ -42 \end{array}$ | -- | -- | -- | -- |
| Oividends | -17 | -- | -- | $\cdots$ | - |
| Investment ectivities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 6 \\ -20 \\ -2 \\ -2 \end{array}$ | -- | -- | -- | - |
| Financing tetivitios <br> Increase in long term debt <br> Repayment cf long term debt <br> Loons from shareholoers <br> Reparment of loans from shareholders <br> Advances 8 loans trom government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 8 \\ -2 \\ 2 \\ -46 \\ 1 \\ -63 \\ \hline \end{array}$ | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | -- -- - - - | - |
| Increaseldecresse) in cash tequivalents Cssh squivalents-Beginning of the rear Cush equivalents - End of the rear | -74 87 12 | -- | -- | -- | -- |

(il) inese espimates are based on sample of incorporated pusinesses raporting sales deiween $\mathbf{2 5 5 . 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 \text { . Sample count includes }}$ only those businesses reporting of sitement of changes
see toble ifor symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 besed on SiC classification in 1987 Manitobe. Stumped, Pressed fosted Metsl Products Indugtries (SIC 304)


(1) Aver age labour units ere colculated by dividing ropal poyroll by the overoge onnul wage ond solery rate as feported in the Survey of Emploment, Payroll and Hours. Staristics Canado. Catalogue 12-002. An average labour unit coula be inferpreted as a full-time employet. Mote thet the business size groups used are determined at the Canade level. Thus if ousiness has at least 500 employees in Canada as whole but iess than that number in any given province it is shown in the 500 and over group
121 Reters to businesses reporting no payroll deductions in the previous yas
131 Refers to businesses reporting no payroll oeductions in the following year
"Newly repo-sing" ara "no fonger reporting" businesses are assumed 10 have been in activity for six months anc the informasion is adjusted accoroing'y.

See tatie 1 for symools ano notes.

TABLE 6. Selected opersting charmcteristics of suall businesses by sales quartile. 1985-1987
Manitobs, Stamped, Pressed soted Metsl Products Industrlies (SIC 304)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | midole $25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } 25 \% \end{aligned}$ | TOD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in ssmple | 16 |  |  |  |  |
| Average seles 5 | 273.783 | -- | -- | - | -- |
| Average exdense $\$$ | 258.824 | -- | -- | -- | -- |
| Averege net profit (loze) \$ | 14.959 | -- | -- | -- | -- |
| Busineses reporting eprofit (Mo.) | 15 |  |  |  |  |
| Average seles $\$$ | 277.014 | -- | -- | -- | -- |
| Average expense \$ | 258.744 | -- | -- | -- | *- |
| Average net profits | 18.270 | -- | -- | -- | -- |
| Busineseen reporting a loss (Mo.) |  |  |  |  |  |
| Average sales $\$$ | 90.000 | -- | -- | -- | -- |
| Average expense Average net loss | 107.000 -17.000 | - | -- | -- |  |
| Average net loss | -17.000 | - | -- | -- |  |

1986


987

Mumber of observations in semple
Average solus $\$$
Average expenses
567.017
508.892
60.125
60.125

Businesses reporting oprofit (Mo.)
Avorage selos 5
560.202

Average expenses
479.522
$\begin{array}{ll}\text { Averege net profits } & 80.680\end{array}$

Businmstes reporting lese (Mo.)
Average sales 8
2
169.887
183.759
Average expense s
183.759
-13.872
(11) These estimates are based on sample of businesses reporsing sties between $\$ 25.000$ and $\$ 2,000,000$

See iable I for symbols and notes

TABLE 1. Seiected operating ratios. In percent of sales, 1987
Manitoba. Machine Shop industry (SIC 3081)

|  | Total (1) |  | Bottom 25* |  | Lowermidde 25\% |  | UDDer$\text { miodle } 25 \%$ |  |  | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in samplo (No.) Low sales value ( $\$ 000$ s? Migh saies value (IOCO's) |  | $\left.\begin{array}{r} 39 \\ \langle 1 \\ 19 \end{array}\right\}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industir suerage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on\|y| 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lome } \\ \text { midd } 10 \\ 25 \% \end{array}$ | Upper middl 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Botrom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | UoDer middle 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 23.4 | -- | -- | -- | -- | 32.0 | 32.0 | - | - | -- | -- |
| Decupsncy expenses | 10.9 | -- | -- | -- | -- | 100.0 | 10.9 | - |  | - | -- |
| Deprecistion | 4.4 | -- | -- | -- | -- | 93.2 | 4.8 | -- | -- | " | - |
| Repsirs s maintenance | 0.9 | -- | -- | -- | -- | 66.9 | 1.3 | -* | -- | -- | -- |
| Hest. 1 ight 8 telephone | 2.7 | -* | -- | -- | . | 91.6 | 3.0 | -- |  | -- | -- |
| Rent | 2.9 | -- | -- | -- | -- | 48.2 | 6.0 | -- | -- | -* | -- |
| Personnel expenses | 37.5 | -- | -- | -- | -* | 100.0 | 37.5 | -- | -- | -- | -- |
| Financiel expenses | 3.9 | -- | -- | -- | -- | 100.0 | 3.9 | -- | - | -- | - |
| interest 8 bank cheiges | 2.8 | -- | -- | -- | - | 94.0 | 3.6 | -- |  | -* | -- |
| Profess onal fees. | 1.1 | -- | -- | -- | -- | 100.0 | 1.1 | -- | -- | -* | -- |
| Other expenses | 13.8 | - | -* | - | -- | 100.0 | 13.8 | -- | -- | -* | -- |
| Prorit (10ss) | 4.4 | -- | - | -- | -- | 100.0 | 4.4 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . . | - | -- | - | -- |

## 5ymbol:

- zero or no observations
.. 100 smal! \$00 be expressed
not applicable
- confidential


## Footnotes

111 These estimetes ar based on semple of businesses reporying ssles between \$25.000 und 82.000 .000
(2) Volu in each cell = lotel weighted expendipure on given isem

This portion of the table pertains only to the businesses raporting the specific oxpense item. therefore thest retios sre calculated individually and the total will not necesserily equal $100 \%$

Motes
Dete are show by quartiles when af least 13 of the sampled businasses report the specific iten
Records were renked in escendimg order according so siles size. Each guerqile li. e. bottom 25\%, lower midde 25z. eic. represent
 high and lom velues of stes are shown.

## How 80 une the sebles


 $10025 \%$.
(3) Dets perteining to the selected sales size renge will be in thet quertile

Standerd Industrial CIssifiestion Definition (SIC 1980):
SIC 3081 - Machime Shoo Industry
Businesses primarily engaged in manufacturing machine parts and oquipment. other than complete machines. for the trae. This inoustry ircludes machine shops providing custom ano repai services. Businesses primarily engaged in pebildimg or remanufaciuping sutomotive ungines are included her

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba. Mechine Shop Industry (SIC 3081)

|  | To:al(1) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | Lower midde 25\% | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ High sales value ( $\$ 000$ 's) | (38) | -- | -- | -- | -- |
|  | Average ( $5000{ }^{\text {c }}$ s |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts ond notes peceivoble | 61 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 73 | -- | -- | -- | $\cdots$ |
| Total current assets | 135 | -- | -- | -- | -- |
| Fixed assets | 107 | -- | - | =- | -- |
|  |  | -- | - | -- | -- |
| Other aseets | 10 | -- | -- | - | -- |
| Total essets | 252 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Other euprent liabilities | 63 | -- | - | -. | -- |
| Total curient liabilitios | 90 | -- | - | - | - |
| Mortgages Dayable | - | -- | - | -- | -- |
| Long term debt | 14 | -- | " | -- | -- |
| Other liabilities | 55 | -- | -- | -- | = |
| Total liabilities | 159 | -- | -- | -- | - |
| Totel equisp | 93 | -- | -- | -- | - |

(1) These estimeses me based on sompl of businesses peporing sales beiwen $\$ 25.000$ and $\$ 2.000 .000$
see toble i for smools and notes.

TABLE 3. Financisi ratios (1) for incorporated bu粦inestes oniy. 1987
Manlsobe, Mechine Shop Industry (SIC gosi)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower miode $25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $8000^{\circ}$ s) Migh sales value ( $\$ 000^{\prime}$ s) | (11) | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.5 | -- | -- | -- | -- |
| Leverage itios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Dest patio (times) | $\begin{aligned} & 1.7 \\ & 3.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The ritios represent the everge of ratios for each business in the proup and cennos de celculated from the figures shown in leole 2 .

See rable 1 for symbela and notes.

## Definitions:

1. Liquidity perio:

Current = current assets / current lisbilisics
2. Leverage retios:
a) Debt/equity : total lizbilities f quity
b) Debt fatio = total fabitities / totel assets
cl interes: coverage = net profit intermsi expense finterest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitobs, Machine Shop industry (SIC 3081)

|  | Total(1) | $\begin{array}{r} \text { Bot+0m } \\ 25 \% \end{array}$ | Lowep $\text { midele } 25 \%$ | $\begin{aligned} & \text { Uode: } \\ & \text { midole } 25 \text { : } \end{aligned}$ | $\begin{aligned} & \text { Toc } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 0000^{\circ} \mathrm{s}$ ) Migh sales value (\$000's) | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  |  |  | erage $1 \$ 000$ |  |  |
| Operating ectivitios Cash trom operations Dedreciotion Dther | $\begin{aligned} & 20 \\ & 14 \\ & -4 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | -10 | -- | - | - | -- |
| Investment ectivities Disposal of fixed assets Putchase of fixed assets Increase in investment Decresse in investment | $\begin{array}{r} 1 \\ -22 \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> increase in long lerm debt <br> Repayment of long term debt <br> Losis from shareholders <br> Repayment of loans from shareholders <br> Adyances \& loans from government <br> Increase in equipy <br> Decrease in equitr <br> Dther | $\begin{array}{r} 6 \\ -13 \\ 7 \\ -11 \\ 2 \\ 1 \\ \hline 1 \end{array}$ | - <br> - <br> - <br> - <br> - | - - - - - - - | - <br> - <br> -- <br> -- <br> -- | - <br> - <br> -- <br> -- |
| Increase(decrease) in cash s equivatents Csgh 8 cauivalents-Beginning of the yes? Cash s equivalents - End of the yeer | $\begin{aligned} & -9 \\ & 20 \\ & 11 \end{aligned}$ | -- | -- |  | - |

11 Inese estimetes are osec on somple of incorporated businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. 5 emple coun incluotes only those Dusinesses reporting statement of changes
ser Tode 1 for symbo!s and notes

TABLE 5. Employment changes by Eize of business. $1984=1987$ bssad on SIC ciassification in ige7
Menitoba, Mechine Shop Industry (SIC 30s1)


(1) Average isooup units ore colculated by dividing tozal payrolf oy the overage annual wage and salary rate as reported in the Surver of Employment. Paypoll and Houfs. Stetistics Canda. Calalogue 72-002 an over me lobour unit could be interpreted os a fult-time amployet. Note that the Dusiness size groups used are determinec ot the Canada level. Thus if a business has at least 500 employes in Conada os a whole bu? less than that number in any given province it is shown in the 500 and over group
(2) Defers to businesses reporting no daytoll deductions in the Dievious vear
(3) Reters to businesset repotting no payroll deductions in the following yeer
"Newly reporting" and "no longer peporting" businesses are assumed to hove beer in activity for six monits and the information is adjusted aceordingly

See Table i for symbols and notes

TABLE 6. Selected operating charactertstics of small businesses by sales quartile. 1985-1987
Manitobe. Machine Shop Industry (SiC 3081)

| Tors119) | Bottom | Lowe? | UDDE: | To |
| :---: | :---: | :---: | :---: | :---: |
|  | 25\% | midale 25\% | midele 25: | 5 |

1985

| Number of observations in semple | 30 |
| :---: | :---: |
| Aversoe soles \$ | 244.044 |
| Averspe expense 5 | 226.957 |
| Averege net profit (lose) \$ | 17.087 |
| Businesses reporting profit (Mo.) | 24 |
| Average sales $\$$ | 357.898 |
| Averoge expense \$ | 316.824 |
| Average net profit \$ | 41.074 |
| Businesens reporting elose (No.) | 6 |
| Averoge seles \$ | 152.499 |
| Aver age expense | 165.118 |
| Average net loss \$ | -12.919 |

1986

Wumber of observations in sample Average sales \$
Average expense \$
Average net profit (loss) $\$$
185.201
185.201
usinesees reporting e profit (Mo.)
Aver ge seles $\$$
200.891

Average oxpense \&
184.899

Averoee net profit $\$ 15.992$

Businesses peporting loss (Mo.)
Averge sales $s$
7
108.613
117.553
$-9.140$

|  | -- | - |
| :---: | :---: | :---: |
| -- | -- | - |
| -- | -- | -- |
| -- | -* | -- |
| -- | -- | -- |
| -- | -- | -- |
| -- | -- | -- |
| -- | -- | -- |
| $\cdots$ | -- | -- |


| 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 244.044 | - | -- | -- | -- |
| 226.957 | - | -- | -- | -- |
| 17.087 | -- | -- |  | -- |
| 24 357.898 | -- | - | -- |  |
| 316.824 | -- | -- | -- | -- |
| 11.074 | - | -- | -- | -- |
| 6 |  |  |  |  |
| 152.499 | -- | -- | -- | -- |
| 165.118 | -- | -- |  | -- |
| -12.819 | -- | -- | - | - |

$=-$
--

| 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 244.044 | - | -- | -- | -- |
| 226.957 | - | -- | -- | -- |
| 17.087 | -- | -- |  | -- |
| 24 357.898 | -- | - | -- |  |
| 316.824 | -- | -- | -- | -- |
| 11.074 | - | -- | -- | -- |
| 6 |  |  |  |  |
| 152.499 | -- | -- | -- | -- |
| 165.118 | -- | -- |  | -- |
| -12.819 | -- | -- | - | - |

198

Aversge expense s

1987


111 These estimates are based on a sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000,000$.
See table for symbols and noies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitobs, Single Family Mousing (SIC 4011)

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

## Syebols

- zero or no observarions
- too smell 100 oe expressed
not noplicable
x confidentiol
Feotnotes
(19) Thest estimates ere based on a semple of businesses peporiing seles beiwen \$25,000 and $\$ 2,000,000$
(2) Velue in each cell s $\frac{\text { Total weighted expenditure on given item }}{\text { lotal meighted sales of all ousinesses in the semple }} \times$ loo for mach quar?ile

This portion of the toble periains only to the businesses reporting the specific expense item. Therefore fhese ralios ere calculated individually and the total wil: not necesserily equal 1002.


## Notes

Deta are shown by quertiles when e? least 13 of ith sampled businesses report the specific itum
 one quarter of the totel number of businesses. Within esch quartile, the overage ratio is presented. For comperison purposes. the high and low vilues of sales ore shown

How to use the tebles
(1) locse the approprite soles renge that is displayed on the two lines entitied bow sales value and enigh sales vilue"
(2) in selecied range will indicte the proper quaptile. i.t. the Dottom 25\%. the lower midde 25t. the upper midde 25I or the toD $25 \%$.
(3) Deis pertaining to the selscted sales size penge will be in thet quertile

Sienderd Industriel Claseificetion Definltion (SIC 1080):
SIC 4011 - Single family Housing Contreetors
Businesses primarily engaged in the development and consiruction of single deteched end single bttached owellings such bs: cotisges single duplexes. geiden homes. semi-deisched houses. sthgle apiached houses, single detached houses. erecting prefabicted homes. pow houses lexcep: rom duplexes), single fesidences ond sumaier homes

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

|  | Total11) | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miodle } 25 \% \end{aligned}$ | Uncer middle 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $9000{ }^{\text {s }}$ ) High sales value ( $8000^{\prime}$ ) | 83 $(1)$ $(1)$ | $\begin{array}{r}11 \\ 55 \\ \hline\end{array}$ | 55 245 | $\begin{aligned} & 245 \\ & 48 \mathrm{C} \end{aligned}$ | 48 C $(1)$ |
|  | Avepage (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash | - | - | - | 5 | $\bigcirc$ |
| Accounts and notes receivabl | 25 | - | 13 | 15 | 59 |
| Inventory | - | - | - | - | - |
| Other current assets | 84 | 39 | 37 | 62 | 197 |
| Totel cufrent assets | 109 | 39 | 50 | 78 | 266 |
| Fixed assets | 20 | 23 | 7 | 24 | 27 |
| Less: Accum. dep. On fixed aseets Other sesets | 13 | = | 11 | 15 | 26 |
| Total assets | 142 | 82 | 87 | 117 | 319 |
|  |  |  |  |  |  |
| Cupent losns | 20 | 8 | 22 36 |  |  |
| Other eurrent limbilities Total current liabilities | 69 89 | 29 37 | 36 59 | 12 51 | 168 200 |
| Mortgeges dayable | 8 | 3 | - | - | - |
| Long term debt | 1 | - | - | 9 | 2 |
| Other lisbilities | 32 | 38 | 15 | 28 | 49 |
| Total liabilities | 122 | 75 | 72 | 89 | 251 |
| Total equity | 20 | -13 | -5 | 28 | 68 |

(1) These estimetes be beco on semple of businesses reporing seles beiwen $\mathbf{1 2 5 . 0 0 0}$ and 12.000.000.

See lable 1 for symouls and notes

TABLE 3. Financiel ratios (1) for incorporeted businesses only. 1987
Manltoba. Single Ftmily Mousing (SIC so11)

|  | Total(2) | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Usper <br> middl 25\% | $\begin{aligned} & \text { 10p } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesser in sample (No. Low sales value ( $5000^{\prime}$ s) High sales value ( $9000^{\prime}$.s) | $\begin{array}{r} 83 \\ (1) \\ (1) \end{array}$ | 19 55 | 55 245 | 245 480 | 480 $11)$ |
|  | Averepe |  |  |  |  |
| Liquidity retio Current ctio (times) | 1.2 | 1.0 | 0.9 | 1.3 | 1.3 |
| Leverege retios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Oebt iatio (times) | 6.2 2.5 0.9 | -5.7 $i .2$ | -13.6 2.2 1.1 | 3.2 4.4 0.8 | 3.7 2.9 0.8 |

(1) The retios foorosent the everge of ritios for each business in the group and connot de culculted from the figures shown in isblo?
(2) These ssimes ore beed on semplo of businesses reporting sel between 525,000 and $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$

Ser Teble 1 for symole and notes.

Definitions:

1. Liquidity retio:

Currons = cuprent assets / current liabilities
2. Levertge fotiot
a) Dobs/equity $=$ tozal liabilisies/equity.
b) Oebt rsico = 20:al lisoiliqies/ 10 isl essets
el inverest coverage $=$ net profip interest expense / interest moense

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

|  | Total(1) | $\begin{array}{r} B 0: 40 m \\ 25 \% \end{array}$ | Lowe <br> midcle 25: | Upper midole 25\% | Tof 25 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Ne.) Low sales value (5000's) H:gh sales value $\$ 000$ 's | $\begin{array}{r} 59 \\ (11 \\ 11) \end{array}$ | $\begin{array}{r}11 \\ 55 \\ \hline\end{array}$ | $\begin{array}{r} 55 \\ 236 \end{array}$ | $\begin{array}{r}236 \\ 493 \\ \hline\end{array}$ | $42 \vdots$ |
|  | Average ( 8000 s) |  |  |  |  |
| Operating stivities Cash from operations Dapreciation Dther | $\begin{array}{r} 3 \\ 5 \\ -38 \end{array}$ | $\begin{array}{r} -25 \\ 7 \\ -50 \end{array}$ | $\begin{array}{r} -8 \\ 5 \\ -100 \end{array}$ | 14 2 | 29 -11 |
| Dividends | -2 | - | -1 | -5 | -2 |
| Investment ctivities Disposal of fixed assets Purchase of fixed assets lncresse in investment Dacresse in investment | $\begin{array}{r} 9 \\ -16 \\ -2 \\ -4 \end{array}$ | -15 | $\begin{array}{r}22 \\ -94 \\ \hline\end{array}$ | 1 -10 -5 12 | $\begin{array}{r} 15 \\ -23 \\ -1 \\ 3 \end{array}$ |
| Financing activities <br> Increase in long term dett <br> Repayment of long term debt <br> Loans from sharenolders <br> Redayment of loans from shareholders <br> Advances 8 loans fom government <br> Incresse in eauity <br> Decresse in equity <br> Diner | $\begin{array}{r} 18 \\ -2 \\ 7 \\ -5 \\ - \\ = \\ i \end{array}$ | -2 | $\begin{array}{r}76 \\ \hline\end{array}$ | -12 | $\begin{array}{r}3 \\ -8 \\ 8 \\ -18 \\ \hline\end{array}$ |
| lncreseldecrease) in cash \& equivalents Cash equivelents-Seginning of the year Cash \& equivalents - End of the rear | $\begin{aligned} & -18 \\ & -18 \\ & -36 \end{aligned}$ | $\begin{array}{r} -85 \\ -74 \\ -159 \end{array}$ | -12 -1 -13 | 14 -13 1 | 7 16 23 |

(11) These estimates bre desed on sample of incorporsted businesses reporting soles between $\$ 25,000$ and 82.000 .000 . $\$ 3 m p l$ count includes only those Dusinesses feporting statement of changes.
See iable 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on sic elassification in i987
Manitobs, Residential Building and Development (SIC 401)


(1) Averse labour units se calculated by dividing lotal payroll by the average anncal wage ond solary pate as paported in the Surver of Employment. Doyroll and hours, Statistics Canada. Cataloque 92-002. An average laboup unit could be interproted as a full-rime employee. Note thas the bus ness size groups used are determined af the canco level thus if a business has at least 500 mployees in Canada as a whole bur less than that number if any given province it is shown in the 500 and over group.
(2) Reiers io busiresses poporting no payioll deductions in the previous year
(3) Refers to Dusinesses reporting no payroll deductions in the following year
"Kowly reporting" and mo longer reporting" Dusinesses are assumed to have been in activity for six months and the intormation is adfusted eccordingly
see lable I for symbols ana notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe, Singie Family Housing (SIC 4011 )

|  | Totalil) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middie 25\% | Upper middle $25^{\kappa}$ | Toc 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average salos \$ | 213.096 | 45.966 | 93.411 | 138.062 | 574.944 |
| Average expense 5 | 199.080 | 34.906 | 90.493 | 125.885 | 545.034 |
| Average net orotit (loss) \$ | 14.016 | 11.060 | 2,918 | 12.177 | 29.910 |
| Ousinesses reporting eprofit (tho.) | 130 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 221.664 | 48.931 | 91.027 | 135.364 | 611.333 |
| Average expense 5 | 198.484 | 35.919 | 75.036 | 120.438 | 562.541 |
| average net profit s | 23.180 | 13,012 | 15.991 | 14.926 | 48.792 |
| Cusinesses reporting lose (No.) | 24 |  |  |  |  |
| Average sales \$ | 193.161 | 28.580 | 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 |

198


1987

| Mumber of observations in sample <br> Average sales $\$$ <br> Avarage expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 172 \\ 283.624 \\ 271.255 \\ 12.369 \end{array}$ | $\begin{aligned} & 51.054 \\ & 53.650 \\ & -2.606 \end{aligned}$ | $\begin{array}{r} 121.152 \\ 106.059 \\ 15.093 \end{array}$ | $\begin{array}{r} 256.795 \\ 242.487 \\ 14.308 \end{array}$ | $\begin{array}{r} 705.193 \\ 582.814 \\ 22.679 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting proflt (Mo.) | 138 |  |  |  |  |
| Average sales \$ | 294.764 | 55,379 | 116.573 | 265.612 | 741.468 |
| 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 |
| Susinesses raporting elose (Mo.) | 34 |  |  |  |  |
| Averoge soles | 248.527 | 45.396 | 139.295 | 227.842 | 581.575 |
| Aversge expense ${ }^{\text {a }}$ | 261.638 | 60.570 | 140.708 | 237,364 | 807.908 |
| Average net loses | -13.111 | -15.174 | -1.413 | -9.522 | $-26,333$ |

(1) inese estimates are based on stomple businesses reporting salns between $\$ 25,000$ and $\$ 2.000 .000$.

See Toble 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Residentlal Renovation (SIC 4013)

| Potallij Bottom | Lowe: UPDE: | Top |  |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | middle $25 \%$ |


| Businesses in sample iNo. Low sales value ! $\$ 000$ s) Hign sates value $\{\$ 000$ 's | $\begin{aligned} & 58 \\ & 11) \\ & (i) \end{aligned}$ |  | $\begin{array}{r} 11 \\ 38 \end{array}$ |  |  | $\begin{aligned} & 38 \\ & 55 \end{aligned}$ |  | $\begin{array}{r} 55 \\ 108 \end{array}$ |  | 108 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { Obusi- } \\ & \text { nesses } \\ & \text { rodorting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe } \\ \text { middie } \\ 25 \% \end{array}$ | Upper midde 25 \% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  |  |  | rcent of | sales |  |
| Cost of ssies | 23.3 | 5.7 | 27.0 | 26.0 | 21.2 | 60.5 | 38.6 | 25.9 | 42.6 | 36.8 | 42.1 |
| Decupency expenses | 5.8 | 7. 8 | 7.4 | 3.7 |  | 56.1 | B. 1 | 7.8 | 8. 1 | 3.9 | 6.5 2.6 |
| Deprection | 2.7 | 3.7 | 3.3 | 1.7 | 2.3 | 76.8 | 3.6 | 4.3 | 5.6 4.5 | 2.3 | 2.6 1.9 |
| Repair s maintenance | 1.4 | 1. 6 | 2.3 | 0.9 | 0.8 | 49.9 | 3.2 1.4 | 1.2 2.4 | 4.5 2.0 | 2.1 0.6 | 1.9 0.8 |
| Meat. light \& telepnone Rent | 1.0 0.7 | 2.1 0.4 | 1.1 0.8 | 0.3 0.8 | 0.7 0.6 | 71.0 47.8 | 1.4 1.4 | 2.4 1.6 | 2.0 1.3 | 0.6 2.2 | 0.8 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 |  |  |
| Interest 8 bank charges | 1.3 | 1.9 | 1.3 | 9.3 | 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 | 63.9 | 1.0 | 0.8 | 1.3 | 1.3 | 0.4 |
| Other expenses | 38.4 | 41.9 | 35.9 | 36.6 | 10.2 | 99.8 | 38.5 | 41.9 | 35.9 | 36.6 | 40.5 |
| Profit (lost) | 17.7 | 30.9 | 16.1 | 18.0 | 7.9 | 99.9 | 17.8 | 30.9 | 16.1 | 18.0 | 8. 0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | $\cdots$ | $\ldots$ | -•• |

## Sybols

* zero or no otservations
- 100 smali 100 be expressed
nor applicable
- contidential

Footnotes
(1) These estimeqes are besed on semple of businesses reporting sales beiween $\$ 25.000$ ond $\$ 2.000,000$

121 Velue in ash cell $=\frac{\text { Jotsl weighted expenditur on given item }}{\text { lopal weighted sales of all businesses in the ssmple }} \times 100$ for each quertile
(3) Volue in tach celi Tots: weighted expenditure on given item Torel weighted sales of businesses reporting this item of expenditure for fach quertile

This porition of the table pertains only to the ousinesses reporting the specific oxpense item. Therefore these ratios are calculated individutly and the toial will not necessarily equel $100 \%$.

Motes
Dats are shown Dy oustites when ai least 13 of the sampled businesses report ite soecific iten
Records were fanked in ascending order eccording to seles size. Each quartile (i. botzom 25\%, lower midde 25\%. etc.) fepresent one querter of the $10 \%$ sl number of businesses. Within each quartile. the average retio is presented. For comparison purposes. the high and low values of sales ge shown.

## How so use the sebles


(2) The selected range will indicete the proper quartile. i. E. the botion 25x. the lower midde 25\%. the upper midde 25\% or the $10025 \%$
(3) Deta pertaining to the sulacted seles sizo range will be in thet quartile

## Seanderd Industriel Classification Definition (SIC 1980):

SIC 1013 - Mesióntial Penovalion Consectors
Businesses primarily engagec in pesidentiaj boditions, major improvements and repairs, renovation. rehoilitation, reto-firting and conversions ipvolving more than ope trade such as: general consraciors for residential adcitions. general contractors for home improvemenis anc repairs. general contractors for house alierations and gereral contraciors for fesiontial penovations

TABLE 2. Balance sheet profila for incorporated businesses only, 1987
Manltobe. Residentill Renovation (SIC 4013)

|  | Tors)(1) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower middle 25\% | UDDe: midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (Mo.1 Low sales value ( $5000{ }^{\prime}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 21 \\ & 11 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( $5000{ }^{\prime}$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts end notes receivable | 37 | =- | -- | -- | -- |
| Inventory | 3 | -- | -- | -- | -- |
| Other current issets | 31 | $\cdots$ | - | -- | -- |
| Totel current essets | 67 | -- | - | -- | -- |
| Fixed assets | 25 | -- | - | -- | -- |
|  |  | - | - | -- | -- |
| Other essets |  | - | -- | -- | -- |
| Total esets | 116 | -* | = | --- | - |
| Lisbillites and equisy . . . . - |  |  |  |  |  |
| Current laans | $5{ }^{9}$ | -- | -- | -- | -- |
| Totsl current liabilities | 64 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | - | - |
| Long term debt | 1 | -- | -- | -- | - |
| Other liabilities | 36 | -- | -- | -- | -- |
| Totel liabilities Total equity | 101 15 | - | -- | -- | -- |

(1) These estimates are based on sample of Dusinesses reporting sules beimeen $\$ 25,000$ no $82,000.000$.

See Toble for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesese only. 1987
Manitobe. Resldential Renovetion (SIC 4013)

|  | Total(2) | $\begin{array}{r} 80+t 0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sules value ( $\$ 000$ 's) High sales value (\$000's) | $\left(\begin{array}{l} 21 \\ (1) \\ (1) \end{array}\right)$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Lauidity retio Cuprent ratio (limes) | 1.0 | - | -- | -- | -- |
| ```Leverage ratios Debt/equity retio (times) Interest coversge retio (times) Debt retio (times)``` | 6.8 6.7 0.9 | -- | -- | -- | -- |

(1) The petios represtent the overage of rutios for each business in the group and cannot be colculated fiom the figures shown in leble 2 .

See ieble I for symols and notes

## Definitions:

1. biquidity retio:

Current $=$ current assees / curront liobilipies.
2. leverege retias:
-1 Debtlequity ${ }^{2}$ lotal 1 i bilities / equity
of Debr retio = total liabilities/sotal assers
ci Inerest coverage $=$ net profit . inserest expense $/$ inseres? expense.

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

|  | Total:1) | Bot:0m 25* | Lower $\text { midd } \in 25 \%$ | Uope! miadle 25\% | $\begin{aligned} & \text { Too } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if samole (No.) Low sales vaiuf! $\$ 0000^{\circ}$ s! High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 6 \\ 11 \\ 11 \end{array}$ | -- | -- | -- |  |
|  |  |  | versge $1 \$ 000$ |  |  |
| Operting ectivities Cash from operations Dedreciation Other | $\begin{array}{r} 11 \\ 5 \\ 3 \end{array}$ | -- | -- | -- | -- |
| Oividends | - | -* | -- | -- | -- |
| Investment ectivifies <br> Disposai of fixed assuts <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | -19 | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repoyment of long leem debt <br> Loans fiom sharenolders <br> Repayment of loens from shar cholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Othe: | $\begin{array}{r} 4 \\ -1 \\ 9 \\ -4 \\ - \\ - \\ -2 \end{array}$ | - - -- -- -- -- | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - - - - - - |
| Increase(decrease) in eash equivalents Cash equivalents-Beginning of the year Cash equivelents - End of the year | $\begin{array}{r} 7 \\ -7 \end{array}$ | -- | -- | -- | -- |

11 inese estimetes bre based on a semple of incorporated businesses reporting soles between 525,000 and $\$ 2.000 .000$. Sanple count includes only those busintsses reporiing a siatement of changes
see fable for symoois and nores.
TABLE 5. Employment changes by size of business. 1984-1987 based on sic classification in ig87
Manitobe. Residentlal Building and Development (SIC 401)


111 Average labour units or calculated by dividing total payroll by the overage onnuel wage and solary pote as reported in the
Surver of Employmen:, Payroll and Hours, Statistics Canado. Catalogue 72-002. An overage labour unit could be inierdreted as
full-time emplovee. Note inat ing Dusiness size groups used ere deiermined at the Canade level thus if obusiness hos at last
500 moloyees in Conada as whole bus less than that number in ony given provinct it is shown in the 500 and over group
(2) Refers io tusinesses peporting no payroli deductions in the previous year
(3) Refers to businesses reporting no paypoll deductions in the following yesr
"Newly reporting" and "no longer peporting" Dusinesses are assumed to have been in activity for six mon ths and the information is aojustec accordingly

See latie for symools and notes

TABLE 6. Selected operating characterietics of small businesses by sales quertile, 1985-1987
Manitoba. Residentlal Renovation (S|C 4013)

|  | Tots 1111 | Bottom 25\% | Lowe ? middle 25\% | Upoer midde $25:$ | Too 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample |  |  |  |  |  |
| Average sales $\$$ | 129.635 |  |  | 106.565 | 288.930 |
| Average mpense s | 122.165 | 36.780 | 80.153 | 93.840 | 279.887 |
| Aversge net profit (loss) \& |  |  |  | 12.725 | 7,043 |
| Businesses reporting eproflt (Mo.) | 130.51 |  |  |  |  |
| Average sales $\$$ | 130.019 | 45.880 | 82.150 | 105.095 | 286.950 |
| Aver ge expense <br> Aversen net Drofit $\$$ | 119.616 | 33.010 | 80.153 | 88.029 | 277.272 |
| Averege net profits | 10.403 | 12.870 | 1.997 | 17.086 | 9.678 |
| Businesses redertinge lose (No.) Average sales | 144.859 |  |  |  |  |
| Aversoge sales 5 <br> Average expense $\$$ | 144.857 152.030 | 35.660 39.067 | - | 112.144 115.887 | 286.766 301.137 |
| Average net loss \$ | -7.173 |  | - |  |  |

1985


1987

| Mumber of observetions in sample | 15 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 diofit (loss) 5 | 14.116 | 8.533 | 11.225 | 15.511 | 21,194 |
| Businesses reportine eprofit (Mo.) | 78 |  |  |  |  |
| Average sales 5 | 108.258 | 31.420 | 49.763 | 79.971 | 271,931 |
| Aversege expense 3 | 92.178 | 21.176 | 37.470 | 62.349 | 247,718 |
| Averse net profit $\$$ | 16.080 | 10.244 | 12.293 | 17,589 | 24.213 |
| Businmsee reporting a lose (Mo.) | 7 |  |  |  |  |
| Averaga sales | 184.850 | 40.256 | 44.724 | 107.399 | 547.019 |
| Average expense ${ }^{\text {s }}$ | 190.987 | 41.365 | 47.330 | 112.001 | 563.252 |
| Averege net loss | -6.137 | -1.109 | -2.606 | -4,802 | -16.233 |

[^3]TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitobe. Excavating and Grading (SIC 4214)

|  | Topal(1) |  | Bot tom 25: |  | Lower <br> miasle 25\% |  | Uooe midele 25\% |  |  | $\begin{aligned} & \text { Yot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales vaiue (\$000's) High sales value ( 8000 's) |  | $\begin{gathered} 56 \\ 11 \\ 11 \end{gathered}$ |  | $\begin{array}{r} 11 \\ 38 \end{array}$ |  | $\begin{aligned} & 38 \\ & 7! \end{aligned}$ |  |  |  |  |  |
| Selected expense item | Industir average(2) |  |  |  |  | $\begin{array}{\|l\|} \text { Z busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only 3 \} |  |  |  |  |
|  | Total | Bot $\$ 0 \mathrm{~m}$ 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middl. 25\% | $\begin{aligned} & \text { Top } \\ & \text { 25\% } \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salos |  |  |  |  |
| Cost of esles | 12.3 | 14.5 | 15.8 | 14.2 | 5.1 | 38.5 | 32.0 | 42.7 | 33.8 | 49.5 | 11.8 |
| Decupency 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.! | 11.7 |
| Redairs \& 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 s teleohone | 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 | 23. 9 | 20.9 | 13.5 | 15.0 | 33.2 |
| Finoncisl expenses | 4.3 | 8.0 | 2.5 | 3.4 | 4.0 | 97.5 |  | 8.0 | 2.5 | 3.8 | 4.0 |
| lnterest 8 bank charges | 3.3 1.0 | 6.2 1.8 | 9.5 | 2.1 | 3.3 | 92.7 90.9 | 3.6 | 6. 2 | 1.9 0.7 | 3.1 1.2 | 3.4 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 (losg) | 9.8 | 7.0 | 12.3 | 14.5 | 5.1 | 97.2 | 10.1 | B. 0 | 12.3 | 14.5 | 5.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\ldots$ | $\ldots$ | . . | $\ldots$ |

Symols

- zero or no observations
-. too small roo be expressed
not applictol
$x$ confionntial

```
Pootnetes
(11) These estimates bre based on sample of businesses peporting eales between \(\$ 25.000\) and \(\$ 2.000 .000\)
21 valu in esh cell \(=\frac{\text { lota weighted expenditure on given item }}{\text { Totat weighed sales of alt businesses in the sangle }} \times 100\) for obch quartile
(3) Value in each cell \(=\frac{\text { Totol wighted expenditure on given isem }}{\text { Total weighted sales of businesses poorting this iten of expendique }}\) for quartile
```

This portion of the table pertains only so the businesses peparting she specific expense item. Therefore these retios are calculated individublly and the cosal will not necessarily equal 100 \%

## Motet

Dsia sie shown by queriiles when ai least 13 of the sampled businesses report the specific item
Records were ranked in ascending order according io sales size. Each quartile li. . Doitom 25x. lower miode 25x. ete. represents one querter of the total number of businesses. Within each quartile, the averge rotio is presented por conparison purposes. the high and low values of sel es shown

## Mow 80 use the teoles


(2) Fhe setecteo renge will indicete the proper quertile. i. e. the bottom 25x. the lower widde 258 . the upper midol 25 , or she top 25\%
(3) Deta perteining to the selected sales sige range will be in that quertile.

## Standerd Induetrisi Cleseificstion Definition (51C 1980):

SIC 4214 - Exceveting and Greding Contrectors
8usinesses primarity engaged in construction site excavating anc grading. Included are businesses engeged in constuction site biasiing. consfruction site drainage. construction site excavaing. construction site grading. construction site land breaking and clearing. construction site rock removal and consiruction site trenthing

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

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (Mo.) Low sales vilue ( $\$ 000$ 's) High sales value ( $8000^{\prime}$ s) | $\left.\begin{array}{r} 38 \\ (1) \\ 1 \end{array}\right)$ | -- | -- |  | -- |
|  | Averape (5000's) |  |  |  |  |
| Aseats |  |  |  |  |  |
| Cash | 23 | -- | -- | -- | -- |
| Inventory | 2 | -- | -- | -- | -- |
| Other curfent osseis | 50 | -- | - | -- | - |
| Total cupiont assets | 73 | -- | - | -- |  |
| Fixed assets | 164 | =- | -- | -- |  |
| Less: Accum. dep. on ixed assets | - | -- | -- | -- | -- |
| Other assets | 16 | -- | -- | -- | -- |
| Totel esmets | 254 | - | -- | -- | -- |
| Liabilltios and equitr on .o. |  |  |  |  |  |
| Current loans | 9 68 | -- | -- | -- | -- |
| Total cuprent lisbilities | 75 | -- | -- | -- | - |
| Mortgages payable | - | -- | -- | - |  |
| Lono term debt | 3 | -- | -- | -- | -- |
| Other liabilities | 95 | -- | -- | -- | -- |
| Total lisbilities | 173 | - | - -- | -- | -- |
| Totel equity | 81 | -- | - -- | -- | -- |


See Table for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitobe. Exesvating and Grading (Sic 4214)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle $25 \%$ | T00 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\circ}$ ) Migh sales value $\left(9000^{\circ}\right.$ s) | 38 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current itio (times) | 1.0 | -- | -- | -- | -- |
| Leverage retion <br> Debtiequity istio (times) <br> Interest coverape totio (times) <br> Debt rotio (times) | 2.1 3.5 0.7 | -- | -- | -- | -- |

(1) The retios represent the verege of petios for esh business in the group and cannot be calculoted from the figures show im tebl 2 .

Ste Teble for smoels and notes.

## Definitions:

1. Liquidity retio

Curtent $=$ current essets / curpent lisoilities.
2. levereg ratios:

```
Dep:/equily = 20qal lisoillities / equity
```

    Debi ratio \(=\) rotal liabilities \(/\) rotal assets
    Interest coversge $=$ net profin interest oxpense $/$ interest expense.

TABLE 4. Statement of Changes In financial position for incorporeted businesses only. 1987
Manitoba, Excavating and Grading (SIC 4214)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe P $\text { midde } 25 \%$ | Upoe. <br> masie 25: | $\begin{aligned} & \text { Ooc } \\ & \text { " }{ }^{\circ} \mathrm{C} \text {. } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.l Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 10 \\ & 11! \\ & 111 \end{aligned}$ | - | -- | -- | -- |
|  |  |  | verage 1800 |  |  |
| Operating ectivities Casn trom operations Depreciation Dther | 31 40 -9 | -- | -- | -- | -- |
| Dividends | -2 | - | - | -- | - |
| Investment ectivitios <br> Disposel of fixed sssets <br> Purchase of fixed ossets <br> increase in investment <br> Decresse in investment | $\begin{array}{r} 12 \\ -67 \\ - \\ \hline \end{array}$ | - | -- | -- | -- |
| financing ectivities <br> Incrase in long term debt <br> Repayment of long teim debt <br> Loans from shareholders <br> Reoayment of loans from shareholders <br> Advances \& loans from government <br> lncrease in equily <br> Decrease in equity <br> Dther | $\begin{array}{r}44 \\ -26 \\ 6 \\ -5 \\ - \\ - \\ \hline\end{array}$ | - - - - - -- | $-=$ - $=-$ -- $=-$ | -- -- -- -- -- | $=-$ - - - - - |
| Increaseldecreasel in cesh s equivalents Cash s equivalents-Beginning of the rear Cssh 8 equivalenis - End of the year | $\begin{aligned} & 17 \\ & 15 \\ & 32 \end{aligned}$ | -- | -- | -- | -- |

(1) These estimetes are daseo on sample of incorporated businesses reporting soles between $\$ 25,000$ and $\$ 2,000,000$. Sample count includes only those businesses eoporting a statement of changes
see Thole i for symols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassificetion in ig87
Manitobe. Exceveting and Greding (SIC 4214)


(18) average labout units calculeted by dividing toisl payroll oy the average annual wage and salary rote as reported in the Survey of Employment. Payroll and Hours. Statistics Canaco. Catologue $72-002$ An average labour unit could be interpreted os a full-time employee Note that the business size groups used are devermined at the Conado lovel. inus if obusiness has ot leas? 500 mployeés in Canada as whol but less than that number in any given province it is shown in the soo and over group
121 Refers 10 businesses reporting no payroll deductions in the previous year.
131 Refers to businesses reporting no paypoll deductions in the following yeap
*Newly reporting" and "no longer reporting" businesses are assumed to have been in acrivity for six monims and the informar ion is asiusted accordingly
see iatie 1 for symbols ana notes

TABLE 6. Seiected operating characteristics of smail businesses by sales quartile. i985-1987
Manltoba, Excavating and Grading (SIC 4214)

|  | Tots1(1) | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lower <br> midele $25 \%$ | Upder middle 25\% | $\begin{aligned} & \text { YOO } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  | 1.93114 |  |  |  |  |
| Averege soles $\$$ | 123.217 |  |  |  |  |
| Average expenses | 109.150 | $26.292$ | $39.360$ | $60.678$ | $310.269$ |
| Averseg net profit (lose) \$ | 14.067 | 5.113 | 5.068 | $13.381$ | $32.706$ |
| Businesees reporting epofit (Mo.) | 98 |  |  |  |  |
|  | 119.700 | 31.467 | 14.264 | 73.203 | 329.887 |
| Average expense \$ <br> Averege net profit \$ | 102,585 | 25.318 | 36.105 | 52.860 | 296.055 |
| Averege net profit \$ |  |  | 8. 159 | 20.343 | 33.832 |
| Businesses reporting loss (Mo.) Aversog sales $\$$ |  |  |  |  |  |
| Average sales \$ <br> Average expense $\$$ | 241.049 246.288 | 30.899 38.064 | 44.905 48.782 | 75.981 78.235 | 812.411 820.069 |
| Average net loss |  |  |  |  | -7.658 |


| Mumber of observations in smple <br> Average sales \$ <br> Average expense $\$$ <br> Average net protit (loss) \$ | $\begin{array}{r} 146 \\ 137.712 \\ 125,651 \\ 12.061 \end{array}$ | $\begin{array}{r} 49.541 \\ 41.929 \\ 7.612 \end{array}$ | $\begin{aligned} & 97.921 \\ & 82.593 \\ & 15.328 \end{aligned}$ | $\begin{array}{r} 135.357 \\ 121.176 \\ 14.181 \end{array}$ | $\begin{array}{r} 268.027 \\ 256.904 \\ 11.123 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting eprofit (Mo.) <br> Aversoge sales \$ <br> Average expenses <br> Average net profit $\$$ | $\begin{array}{r} 115 \\ 132.175 \\ 116.989 \\ 15.186 \end{array}$ | $\begin{aligned} & 51.766 \\ & 38.298 \\ & 13.468 \end{aligned}$ | $\begin{aligned} & 97.217 \\ & 81.508 \\ & 15.709 \end{aligned}$ | $\begin{array}{r} 135.188 \\ 119.770 \\ 15.418 \end{array}$ | $\begin{array}{r} 244.529 \\ 228.380 \\ 16.149 \end{array}$ |
| ```Businesees roporting a lose(Mo.) Average ules s Average expenses Average net los:$``` | $\begin{array}{r} 31 \\ 173.881 \\ 178.403 \\ -4.522 \end{array}$ | $\begin{array}{r} 45.769 \\ 48.086 \\ -2.317 \end{array}$ | $\begin{array}{r} 127.355 \\ 128.001 \\ -546 \end{array}$ | $\begin{array}{r} 137.468 \\ 138.715 \\ -1.247 \end{array}$ | $\begin{aligned} & 384.931 \\ & 398.810 \\ & -13.879 \end{aligned}$ |

1987

| Mumber of observstions in semple | 57 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge sales \$ | 171.098 | 30.981 | 57.895 | 120.472 | 475.063 |
| Average expense \$ | 156.955 | 26,656 | 53.609 | 104.261 | 443.295 |
| Aversge net Drofit (loss) \$ | 14.143 | 4.325 | 4.285 | 16.211 | 31.748 |
| Businesses repopting eprofit (No.) | 44 |  |  |  |  |
| Average salos | 177.605 | 31.055 | 56.119 | 125.150 | 497.796 |
| Averoge expenses | 156.848 | 25.573 | 48.933 | 104.995 | 447.896 |
| Averose net orolits | 20.756 | 5.482 | 7.486 | 20.155 | 19.900 |
| Dusineses reporting lese (Mo.) | 13 |  |  |  |  |
| Average salos ${ }^{\text {s }}$ | 144.082 | 29.858 | 60.829 | 99.106 | 386.533 |
| Average expense 3 | 158.039 | 42.948 | 62.906 | 100.910 | 425,393 |
| Average net loss\$ | -13.957 | -13.090 | -2.077 | -1.804 | -38.850 |

(1) These estimetes are based on somple of Dusinesses reporiing sales deimeen $\$ 25.000$ ano $\$ 2.000 .000$

See Table f for symbols and notes

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

|  | Totalii) | Bot 10 m 25\% | middie 25: | Upper $\text { modle } 25 \%$ | 100 25. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | 23 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | 11) | -- | -- | -- | -- |
| High sales value ( 8000 's) | (1) | -- |  | -- | - |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only $(3)$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tots1 | Bottom 25\% | Lower middle 25\% | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bor } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 19.4 | - | -- | -- | $\cdots$ | 63.1 | 30.3 | -- | -* | - | $=$ |
| Occupancy expenses | 13.5 | - | -- | -- | - | 100.0 | 13.5 | - | -- | -- | -- |
| Deprecietion | 7.4 | -- | - | -. | -- | 94.2 | 7.9 | -- | -- | - | - |
| Repairs s maintenance | 3.7 | - | -- | -- | - | 69.7 | 5.3 | -- | -- | -- | -- |
| Hest. lighi b telephone | 0.9 | -- | -- | $\cdots$ | -- | 62.4 | 1.5 | -- | -* | -- | -- |
| Rent | 1.5 | -- | -- | - | -- | 54.5 | 2.8 | -- | -* | -- | -- |
| Personnel expenses | 26.9 | -- | -- | -- | - | 90.8 | 29.6 | -- | - | -- | - |
| Financiel expenses | 3.0 | -- | -- | - | - | 94.5 | 3.2 | -- | - | - | -- |
| interest s bank charges Professional fees | 2.3 0.7 | -- | -- | -- | -- | 93.3 74.1 | 2.5 0.9 | -- | - | - | -- |
| Other expenses | 26.1 | -- | -- | -- | -- | 100.0 | 26.1 | -- | -- | -- | - |
| Profit (loss) | 11.1 | -- | - | -- | -- | 98. | 11.2 | -- | -- | - | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . . . | - | - | -- | -- |

## Sywbols

zero or no observerions

- 100 small io0 be expressed
nof 8pDlicetol
$\times$ confidentiat


## footnoter

11) These estimates are based on a semple of businesses reporting sales between 325,000 no 32,000,000
valu in each cell= Total weighted expendizure on agiven itam
lopal weighted sales of all businesses in the samplay

This Dortion of the tBDle pertains only to the businesses reporting the specific expense iरem. Therefore these retios ere calculated individully and the sotal will not necessarily equel 1002

## motes

Datar ghown by quartiles when at lesst 13 of the sampleo businesses report the specific itam
 one quarter of the topel number of businestes. Within bech qustile, the averege ratio is presented. For comperison purposes, the high and low vilues of sales it shown.

How to use the tebles

121 The selected renge will indicste the proper quaptile, i.e. the bottom 25\%. the lower midde 25\%. the upper midele 25\% or the $10025 \%$
3! Date perteining to the selected seles size range will be in the: quaftile.

## Stunderd Industrisl CIEssificetion Definition (SIC 1DsO):

SIC 4219 - Diner site Mork
Businesses primarily engaged in site work not olswhere classified. Inciuded in this industry er businesses primerily engaged


TABLE 2. Balance sheet prof 11 e for incorporsted businesses only. 1987
Manitoba, ORher site Work (SIC 4219)

| Total(1) Botiom | Lower | Upoer | Top |
| :--- | ---: | ---: | ---: |
|  | $25 \%$ | midole $25 \%$ | midole $25 \%$ |


| Businesses in sample (No.) Low sales vaiue (\$000's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 11 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Asents |  |  |  |  |  |
| Cash |  | - | -- | -- | -- |
| Accounts and notes receivable | 15 | $\cdots$ | -- | -- | -- |
| Inventory | - | - | -- |  |  |
| Other current assets | 27 | - | - | - |  |
| Total current assets | 41 | -- | - | - |  |
| fixed ussets | 75 | - | - | - |  |
| less: sccum. dep. on fixed usets | - | - | - |  |  |
| Other essets | 6 | - | -* | -- | -- |
| Totel assets | 123 | - | -- | -- | -- |
| Liabilities end equity |  |  |  |  |  |
| Current loans | , | - | - | - |  |
| Deher curcent lisbilities | 23 | -- | -- | - |  |
| Total curcent lisbilities | 32 |  | -- | -- |  |
| Mortgages Doyable | - | -- | -- | - | - |
| Lang term debt | 11 | -- | -- | - | -- |
| Other lisbilities | 59 | - | -- | - | -- |
| Total lisbilities | 102 | -* | - | -- | - |
| Totel equity | 20 | = | -* | - | - |

(1) Thase esvimates are based on a smple of Dusinesses reporing sales between 525.000 and 82.000 .000 .

Set rable 1 for symbols sid noies

TABLE 3. Financial ratios(i) for incorporeted businesses only. 1987
Menltobs, Other Site Work (SIC 4219)

|  | Tots $1(2)$ | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 x \end{array}$ | Upper middle 25\% | 500 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 11 \\ (1) \\ 11 \end{array}\right)$ |  | -- |  | -- |
|  |  |  | Average |  |  |
| Liquidity retio Current retio (times) | 1.3 | - | -- | -- | -- |
| Leverage ratios <br> Debt/aquity retio (times) <br> Interest coverege ratio (times) <br> Dabt ratio (times) | 5.0 2.5 0.8 | - | -- | -- | -- |


(2) These estimetes er besed on smple of businesses reporting seles between 525,000 and $52,000,000$.

See fable for symols end notes.

## Definitions:

1. Liquidity petie:

Gurrent = current assets / currant linbilities.
2. Leverege retios:
al Debi/equipy $=$ soral liabilipies / quity
ol Debt ratio = toial lisoilipies/total assets.
c) Interest coverage $=$ net profis . 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) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> micde 25\% | Uoper $\text { midole } 25:$ | $\begin{aligned} & \text { Tot } \\ & 2 E: ~ \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble (No.) <br> Low soles value (\$000's) <br> High sales value $\$ \$ 000^{\circ}$ s? | $\begin{aligned} & 7 \\ & (1)^{7} \end{aligned}$ |  | -- | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Opereting ectivities Cesh from operations Depreciation Dther | 8 11 -11 | -- | -- | -- | -- |
| Dividends | - | -- | -- | - | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchese of lixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r}6 \\ -17 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Ineresse in long term debt Repayment of long term debt Loans from shareholders <br> Repayment of loans from shareholders <br> Advances 8 loans from government <br> Inciesse in equity <br> Decresse in equity <br> Other | $\begin{array}{r}17 \\ -3 \\ 8 \\ -23 \\ \hline\end{array}$ | - <br> - <br> - <br> - <br> - <br> - | -- <br> -- <br> -- <br> -- <br> - <br> - | $=$ $=$ $\therefore-$ $=-$ $=-$ | $\square$ <br> $\square$ <br> $\therefore$ <br> $\square$ |
| Increase(decresse) in cesh equivelents Cash $A$ equivalents-Beginning of the year Cesh \& equivelents - End of the year | -5 -4 -9 | -- | -- | -- | -- |

(I) These estimates are Desed on © smple of incorporgted businesses reporting seles between $\mathbf{3 2 5 . 0 0 0}$ and $\$ 2.000 .000$. Sample count inciudes only those businesses feporting statement of changes.
see teole 1 for symols ano notes.

TABLE 5. Emplayment changes by size of business, 1984-1987 based on SIC ciassification in ig87
Mant toba, Dther Slte Work (SIC 4219)

|  |  |  |  | Changes in numb with pai | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in oversge bour unitsil) | Number of businesses | Total payrall ( $8000^{\prime} \mathrm{s}$ ) | Aversge l bour units(i) | Newly reporting(2) | No ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 77 | 3.694 | 162 | 21 | 10 |
| less than 20 | 76 | K | 109 | 21 | 10 |
| 20 $100-49$ | - | - | - | - | - |
| 500 and over | 1 | $x$ | 53 | - | - |
| 1987 |  |  |  |  |  |
| Totel 1 | 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 | - | . . . |

[^4]-Nmily reporting and mo longer peporing" businesses are assumed po have been in activity for six months and the information is adjusted accordingly

See iable 1 for symbols and notes

TABLE 6. Selected operating charactertstics of small businesses by sales quartile, 1985-1987 Munltoba, Other SIte Work (SIC 4219)

|  | T0:8111) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | midde ${ }^{\text {Lower }}$ 25\%. | Uppe: $\text { midole } 25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample | 30 |  |  |  |  |
| Average soles ${ }^{\text {s }}$ | 97.244 | -- | -- | - | -- |
| Average expense 5 | 88.113 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 9.131 | - | -- | -- | -- |
| Businesses repopting profit (No.) | 27 |  |  |  |  |
| Average sales \$ | 96.884 | -- | -- | -- | -- |
| Average expenses | 85.271 | -- | -- | -- | - |
| Average net profit \$ | 11.613 | - | -- | -- | -- |
| Businesses reporting losm (Mo.) | 448.3 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ ( ${ }^{\text {a }}$ | 248.649 | -- | -- | - | -- |
| Aversge exdenses | 259.036 | -- | - | - | -- |
| Average net loss 5 | -10.387 | -- | - | -- | -- |


| Mumber of observetions in sample | 189.910 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 181.910 | -- | -- | -- | -- |
| Average expense \$ | 163.196 | -- | -- | -- | -- |
| Average net Drofit (loss) \$ | 18.714 | -- | -- | -- | -- |
| Businesees reporting profit (Mo.) | 35 |  |  |  |  |
| Average soles 5 | 183.788 | -- | - | -- | -- |
| Averege expense $\$$ | 164.180 | -- | -- | -- | -- |
| Average net drofits | 19.608 | -- | - | -- | - |
| Businesses reporting lose (Mo.) | 6 |  |  |  |  |
| Average sales 5 | 139.110 | -- | -- | -- |  |
| Aversge expense \$ | 144.970 | -- | -- | -- |  |
| Aversge net loss | -5.860 | -- | -* | -- | -- |

1987

| Wumber of observotions in sample | 24 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 123.495 | -- | -- | -- | -- |
| Average expenses | 116.202 | -* | -- | -- | -- |
| Averege net profit (loss) \$ | 7.293 | -- | -* | -- | -- |
| Businesses pmporting eprolit (Mo.) | 20 |  |  |  |  |
| Average salos | 128.843 | -- | -- | -- | -- |
| Average expense? | 116.239 | -- | -- | -- | -- |
| Average net profit | 12.604 | -- | -- | -- | - - |
| Businesser peporting tose (Mo.) | . 1 |  |  |  |  |
| Average siles 5 | 157.075 | -- | -- | -- | -- |
| Average expense ${ }^{\text {S }}$ | 166.755 | -- | -* | -- | -- |
| Averepe net los: 5 | -9.880 | - | -- | -- | -- |

[^5]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Concrete Pourling Finishing (SIC 4224)

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

## Symbols

zero or no observarions

- 100 smili 800 be expressed
mot spplicable
* conficentiel

Footnotes

(2) Value in each cell $=\frac{\text { Totel wighted expenditure on given item }}{\text { Totsl wighted seles of all businesses in the semple }} \times$ for fech quertile.
(3) Velue in osch cell Totel weighted expenditure on given item
Total weighted sales of businesses reporting this itmon ofpenditure
This portion of the table pertsins only to the businesses reporting the specific expente item. Therefore these retios ere calculated individully and the totel will not mecesserily equel $100 z$

## Motes

Ceto ar shown Dy quart les when ot lesst 13 of the stmplad businesses pepors the specific item.
 one querter of the ropt number of busingeses. Within esch quertile. the everage retio is presented. for comparison purposes. she high and low vilues of seles be shown.

How to ust the tebles

(2) The selecsed pange will ind cete the proper quartile. i. the bottom $25 \%$. the lower midde 25\%. the upper midde 25\% or the 10025 I
(3) Dats pertaining to the selected seles size range will be in thet quertile.

Stenderd Industrisl Elaseificetion Definltion (SIC 1880):
S1C 4224 - Concrete Pouring and Finishing Contractors
Businesses primerily engeged in concrete pouring or placement end concrete finishing. Concrete dempproofing. concrete finishing. concrete pouring concrete pumping ldacementl. gunning concrete. paving with concrere, prissure grouting. sealing or costing concrete. watepprocfing concpete and weatherproofing concrete se blso incluote in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manltobs, Concrete Pouring $\mathrm{E}_{\mathrm{E}}$ Finishing (SIC 4224)

|  | Total(1) | Bottom 25\% | Lowe? $\text { middie } 25 \%$ | Uoder middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in ssmple (Mo.) <br> Low sales value ( 8000 's) <br> High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}25 \\ (1) \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes recuivable | 41 | -- | -- | - | -- |
| Inventory | 1 | -- | -- | -- | -- |
| Other curpent assets | 29 | -- | -- | -- | -- |
| Total current assets | 70 | -- | - | -- | -- |
| Fixed essets | 51 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed sesets | - | -- | -- | -- | -- |
| Other issets | 8 | -- | -- | -- | - |
| Totel assets | 129 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Other curcent !iabilisies | 51 | -- | -- | -- | -- |
| Total current limbilities | 62 | -- | , -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 7 | -- | - |  | - |
| Other lisbilities | 29 | -- | -- | -- | -- |
| Totel listilities | 98 | -- | - | $\cdots$ | -- |
| Total equity | 31 | -- | -- | -- | - |

(1) These ustimetes sre based on semple of Dusinesses peporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{8 2 . 0 0 0 , 0 0 0}$.

See rable i for symbols and noles.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manltobs. Concrete Fourlng FInishing (SIC 4224)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 x \end{aligned}$ | Lower $\text { middle } 25 \text { m }$ | Upper miode $25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) High sales value $\left(\$ 000^{\circ} \mathrm{s}\right)$ | $\begin{array}{r} 25 \\ \{1\} \\ 11\} \end{array}$ | - | -- | -- | -- |
|  | Averoge |  |  |  |  |
| Liquidity retio Curient retio (times) | 1.1 | -- | -- | -- | - |
| Leverege ratios <br> Oebt/equity retio (times) <br> Interest coverege retio (times) <br> Debt retio (times) | $\begin{aligned} & 3.2 \\ & 6.7 \\ & 0.8 \end{aligned}$ | -- | -- | -- | - |

(1) The rotios ropresens the overge of ratios for ath busintes in the group end connot be celeulsed from the figures shom in table 2 .
12) These estimetere beset on memple of businesses reporting seles between $\mathbf{2 5}, 000$ end $\mathbf{8 2}, 000,000$.

See rable for sybols and notes.

## Definitions:

1. Lionidity resio:

Current s current assets / curfent liabilities
2. Leverage raties:
a) Debt/equity = lotal liabilipies / equity.
bl Debt ratio = tota! liabi!itios/ total assets.
c) Interest coverage s 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)

|  | Totat 11 ! | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe? } \\ & \text { miodie } 25 \% \end{aligned}$ | Uoder midole 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales value ( $\$ 000$ 's) <br> Hich saies value i $300{ }^{\prime}$ 's) | $\begin{aligned} & 1 i \\ & 1 i \\ & i 1 \end{aligned}$ | -- | -- | -- |  |
|  | Average 15000s : |  |  |  |  |
| Operating activities Cosh fiom operstions Oedreciation Other | $\begin{aligned} & -2 \\ & 11 \\ & 19 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | - | -- | - | -- | - |
| Investment activities <br> Disposal of fixed essets <br> Purchese of fixed assets <br> increase in investment <br> Decresse in investment | $\begin{array}{r} 2 \\ -32 \\ -3 \\ -\quad . \end{array}$ | -- | -- | - <br> - <br> - | -- |
| Finencing ectivities <br> Increase in long ferm debt <br> Repsyment of lang term debt <br> Loans irom sharaholders <br> Redsymens of loans from shareholders <br> Advances \& oans liom government <br> increse in equity <br> Deciesse in equity <br> Other | 23 -3 3 -2 | - - - - - - | - <br> - <br> - <br> - | - - - - - - | - - $=-$ - - |
| Increseldecrese) in cesh equivelents Cash equivelents-Beginning of the year Cash equivelents = End of the yesp | $\begin{array}{r} 17 \\ -19 \\ -3 \end{array}$ | -- | -- | -- | - |

 only those businesses poporting statement of changes.
see isble 9 for symbols and notes.
TABLE 5. Employment changes by size of businuse. 1984-1987 besed on SIC clasifification in i987
Menitobe, Conerete Pouring ©inishlng (SIC 4224)

(1) Aver age labour units art colculated by dividing topol poycoli by the average onnusl wige ond salary pate as reported in the Survey of Employment. Payroll ond hours. Statistics Canada. Catalogue $72-002$. An werge laboup unit could be interpreied as a tull-time enployee. Mofe that the business size groups used ore determined of the cance level. Thus it obsiness hes ot least 500 employers in Canada as a whole but less than that number in sny given province it is show in the 500 and over group
(2) Refers to businesses reporting no payrall deductions in the previous yesr.
(3) Refers 10 businesses reporting no payrolt deductions in the foltowing yeer
*Newly reporting" and "no longer reporting" businesses are assumed to have been in ectivity for six months and the information is adjusted accoroingly

See iable 1 for symbols and notes.

TABLE 6. Selected operating charactertstics of smail businesses by sines quartile. 1985-1987
Manitobe, Concrete Pouring Finishing (SiC 4224)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Unoe? $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 * \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observotions in sample | 66 |  |  |  |  |
| Average sales $\$$ | 165.214 | 32.182 | 67.353 | 81.398 | 479.923 |
| Aversge expense \$ | 147.397 | 19.730 | 37.058 | 77.800 | 455.001 |
| Averege net profit (loss) \$ | 17.817 | 12.452 | 30.295 | 3.596 | 24,922 |
| Dusinesses reporting profit (Wo.) | 82 |  |  |  |  |
| Aversege salus \$ | 173.128 | 32.182 | 67.353 | 79.313 | 513.664 |
| Aversge expenses | 154.429 | 19.730 | 37.058 | 75.191 | 485.736 |
| Aveiage net profits | 18.699 | 12.452 | 30.295 | 4,122 | 27.928 |
| Businesses reporting loss (Mo.) | 4 |  |  |  |  |
| Averoge sales \$ | 149.583 | - | - |  |  |
| Average expenses | 159.904 | - | - | 113.716 | 190.092 |
| Average net losss | -2.321 | - | - | -3.657 | -986 |

1886

| Number of observations in smple <br> Average seles $\$$ <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 81 \\ 270.555 \\ 247.391 \\ 23.164 \end{array}$ | $\begin{aligned} & 64.510 \\ & 54.174 \\ & 10.336 \end{aligned}$ | $\begin{array}{r} 113.858 \\ 102.781 \\ 11.087 \end{array}$ | $\begin{array}{r} 216.452 \\ 196.630 \\ 19.822 \end{array}$ | $\begin{array}{r} 887.389 \\ 635.980 \\ 57.409 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting aprofit (Mo.) <br> Average sales \$ <br> Average expense s <br> Average net Drofit | $\begin{array}{r} 64 \\ 289.558 \\ 254.321 \\ 35.237 \end{array}$ | $\begin{aligned} & 64.801 \\ & 49.576 \\ & 15.225 \end{aligned}$ | $\begin{array}{r} 107.509 \\ 90.827 \\ 16.682 \end{array}$ | $\begin{array}{r} 218.026 \\ 186.240 \\ 31.786 \end{array}$ | $\begin{array}{r} 767.897 \\ 690.839 \\ 77.258 \end{array}$ |
| Ausinesses reporting lose (No.) <br> Averoge sales $\$$ <br> Average expense <br> Average net loss \$ | $\begin{array}{r} 17 \\ 224.717 \\ 231.312 \\ -6.595 \end{array}$ | $\begin{aligned} & 63.692 \\ & 67.078 \\ & -3.386 \end{aligned}$ | $\begin{array}{r} 128.691 \\ 130.547 \\ -1.956 \end{array}$ | $\begin{aligned} & 212,482 \\ & 222,840 \\ & -10,358 \end{aligned}$ | $\begin{aligned} & 494.002 \\ & 504.684 \\ & -10.682 \end{aligned}$ |

1987

| Wumber of observetions in sample <br> Average solos $\$$ <br> Averoge expense s <br> Averoge net profit (loss) \$ | $\begin{array}{r} 82 \\ 240.000 \\ 219.999 \\ 20.001 \end{array}$ | $\begin{array}{r} 45.574 \\ 38.081 \\ 7.513 \end{array}$ | $\begin{aligned} & 93.101 \\ & 74.686 \\ & 19.435 \end{aligned}$ | $\begin{array}{r} 177.046 \\ 152.332 \\ 24.714 \end{array}$ | $\begin{array}{r} 644.278 \\ 644.936 \\ 29.342 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting a profit (Mo.) <br> Averoge sales <br> Average expense $\$$ <br> Average net orofits | $\begin{array}{r} 50 \\ 252.967 \\ 227.675 \\ 25,292 \end{array}$ | $\begin{array}{r} 45.574 \\ 38.051 \\ 7.513 \end{array}$ | $\begin{aligned} & 91.287 \\ & 65.245 \\ & 26.022 \end{aligned}$ | $\begin{array}{r} 177.224 \\ 151.081 \\ 25.143 \end{array}$ | $\begin{array}{r} 697.804 \\ 656.314 \\ 41.490 \end{array}$ |
| Susinmeser reportine lose (Mo.) <br> Average seles <br> Average expense s <br> Average net loss | $\begin{array}{r} 12 \\ 248.950 \\ 253.878 \\ -6.928 \end{array}$ | - | $\begin{array}{r} 99.491 \\ 107.507 \\ -8.016 \end{array}$ | $\begin{array}{r} 173.716 \\ 175.736 \\ -2.020 \end{array}$ | $\begin{aligned} & 467.642 \\ & 178.391 \\ & -10.749 \end{aligned}$ |

111 These estimstes ere besed on smple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$.
see iable i for symols and notes

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

|  | Total(1) |  | Bot tom $25 \%$ |  | Lower$\text { midole } 25 \%$ |  | Uope:$\text { miode } 25 \%$ |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's ) Migt sales value ( $\$ 000$ 's) |  | 22 $(1)$ $(1)$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense $i$ tem | Industry average(2) |  |  |  |  | $\begin{array}{\|c\|} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middie } \\ 25 \% \end{gathered}$ | Uoder miudie 25\% | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { moder } \\ \text { midle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 25.4 | -- | - | -- | -- | 73.8 | 34.4 | -- | -- | -- | - |
| Oceupancy expmeses | 3.6 | -- | -- | -- | - | 93.1 | 3.8 | -- | -- | -- | -- |
| Deprecistion | 1.4 | -- | -- | -- | -- | 82.5 | 1.7 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.5 | -- | -- | -- | -- | 33.9 | 1.3 | - | -- | -- | -- |
| Hest. light 8 telephon* | 0.7 | -- | -- | -- | -- | 59.4 | 1.2 | -- | -- | -- | -- |
| Rent |  | -- | -- | -- | -- | 71.1 | 1.5 | -- | -- | -- | -- |
| Personnel expenses | 27.7 | -- | - | - | $=$ | 92.5 | 29.9 | -- | -- | - | -- |
|  | 1.0 | -- | -- | - | -- | 80.9 | 1.3 | -- | - | - | -- |
| Interest 8 bank charges Protessional fees | 0.5 0.5 | -- | -- | -- | -- | 59.0 80.9 | 0.9 | -- | -- | -- | -- |
| Other expenses | 24.3 | -- | -- | -- | -- | 100.0 | 24.5 | -- | -- | -- | -- |
| Profit (loss) | 17.4 | -- | -- | -- | -- | 88.2 | 19.7 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 | $\cdots$ | $\sim$ | -- | -- | - |

## Symbol:

zero or no observations
-- too small too be expressed
not applicable
$\times$ confidentilal
Footnetes


This portion of the toble pertains only to the businesses reporting the specific expense item. Therefore these ratios ere celculateo individually and the total mill not necessarily equel 100 z

## motes

Dita ere shown by quertiles wren of least 13 of the sampled businesses report the specific item
 one quarter of the totel number of businesses. Hithin eech quertile, the overage ratio is presented. For compsison purposes. the high and low values of sales ario shown.

Now to ute the tioles

(2) The selecied renge will indicate the proper quartile. i. the bottom 25\%. the lower nidele 25y. the upper midde 25I of the top 252.
(3) Dete pertuining to the stlecied soles size range will be in thet quertilt

Stenderd Industrisl Clastificetion Definition (SIC 1980):

## SIC 4231 - Masonry Contrector

Busimesses primar ily engaged in conventional or specialty masonry work, except in teriof mbrble work. Instelstion of architectursl stone blocklaying. Drick or stone liming chimney. kiln, boilef, efc.l oricklbying. installation of grent texteriof worki, instelletion of marble lexterior work!. masonry work. installapion of ornamental sione pointing masonry, installation of slate laxterior workl, stont cutting and setting and the installation of veneer facing stone of ofick are included.

TABLE 2. Balance sheet profile for incorporated businesses oniy. 1987
Manltobs, Wasonry Work (SIC 4231)

|  | Total\{1\} | $\begin{array}{r} \text { Bot10m } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper midde 25\% | 100 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ ) High salos value ( $\$ 000^{\prime}$ s) | 10 $(1)$ (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assents |  |  |  |  |  |
| Cash Accounts and notes recoiveble | 17 | -- | -- | -- | -- |
| Inventory | 1 | -- | -- | -- | -- |
| Other current assets | 30 | -- | -- | -- | -- |
| Total current assets | 47 | -- | -- | -- | -- |
| Fixed essets | 9 | -- | -- | -- | -- |
|  | , | -- | -- | -- | -- |
| Other assets | 2 | -- | - | -- | -- |
| Total essets | 58 | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Current losns liabilities | 38 | -- | -- | -- | -- |
| Total curcent liabilities | 42 | -- | -- | -- | -- |
| Mortgages payable | - | -- | - | -- | -- |
| Long term debt | 1 | "- | -* | -- | -- |
| Other liabilities | 1 | -- | -- | -- | -- |
| Total limbilities Total equity | 43 | -- | -- | -- | -- |

(1) These esimetes be based on semple of businesses reporiing sales between $\$ 25,000$ en $\mathbf{8 2 . 0 0 0 , 0 0 0 .}$

See Toble i for symbols and notes.

TABLE 3. Financial ratios(i) for incorporated businesses only. 1987
Manltobe. Masonry Work (SIC 4231)

|  | Tot 132$\}$ | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper $\text { midde } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somple (No.) Low seles value ( $\$ 000^{\prime}$ s) High soles value ( $\$ 000^{\prime}$ s) | 10 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage iation <br> Debt/equity retio (times) <br> Interest coveragn retio (times) <br> Debt retio (times) | $\begin{array}{r} 3.0 \\ 17.1 \\ 0.9 \end{array}$ | -- | -- | -- | -- |


(2) Thase eftimes ere besed on ample of businesses roporting seles between $\$ 25.000$ end $\mathbf{~ 2 2 . 0 0 0 . 0 0 0 .}$

See isble ifor symbols and notes.

## Definitions:

1. Liquidity resio:

Current a current assers / current liabilities.
2. Leversoge retios:
al Debs/equity $=101$ al liabilities / equity.
ol Debr ratio $=$ rotal liabilities / potal assets
e) Interest coverage : net profit interest expense/intertst expense.

TABLE 4. Stetement of changes in financial position for incorporated businesses only, 1987
Manitoba. Wholesale Industrial Machinery Equipment and Supplies (Sic 5731)


only those Dusinesses peporting a stequment of changes.
see imbie i for symbols and notes
TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciastification in ise7
Manltobe. Wholesale Industrisl Machinery Equlpment end Supplies (SIC 5731)


(1) Average labour units are calculated by dividing total peyroll by the overage annul wage ond satsy rata me raported in the

 500 employees in Canade as bhole but less than that number in my given province it is shown in the 500 end over group.
(2) Refers to businesses reporting no peyroll deductions in the previous vesr
(3) Refers 10 businesses reporting no payroll deductions in the following year
"Newiy reporting and mo longer reporting" businesses bre assumed po have been in ectivity for six months and the information is adjusted accordingly

Set iable for symbols and notes.

TABLE 6. Selected operating characteristics of sull businessés by sales quartile. 1985-1987
Manitobe, Wholessle Industrial Machinery Equipment and Supplies (Sic 5731)

| - | Total(1) | Bottom 25\% | $\text { midole } 25 \%$ | Upoe: midde 25\% | $\begin{aligned} & \text { TOL } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample Aversoe soles s | 651.335 | -- | - |  |  |
| Average stries ${ }^{\text {averoge expense }}$ | 576.608 | -- | -- | .- | -- |
| Averege net profit (loss) \$ | 74.727 | -- | -- | -- | -- |
| Businesses peporting opofit (No.) | 7 |  |  |  |  |
| Averege sales | 741.388 | -- | -- | -- | -- |
| Average expense \$ | 576,696 | -- | -- | -- | -- |
| Averege net profit ? | 164.692 | -- | - | -- | -- |
| Businesses reporting lose (No.) | $850.000^{2}$ | -- | - | - |  |
| Averige expense \$ | 951.500 | - | - | -- |  |
| Average net loss 5 | -111.500 | -- | -- | -- | -- |


| Number of observations in sumple | g |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 494.914 | - | -- | -- | -- |
| Average expense \$ | 457.587 | -- | - | - | - |
| Average net profit (lose) \$ | 37.347 | - | -- | -- | -- |
| Businesses reporting opofit (Mo.) | 549.717 |  |  |  |  |
| Aversege sales | 549.714 | -- | -- | -- | -- |
| Average expense \$ | 432.001 | -- | -- | - | -- |
| Average net protit s | 57.713 | -- | -- | - | -* |
| Businesses reporting lose (Mo.l | 2 |  |  |  |  |
| Avernge simes | 253.443 | -- | - | -- | -- |
| Averape expense ${ }^{\text {a }}$ | 262.207 | -- | - | -- | - |
| Averoge net loss | -8.764 | - | -- | -- | - |

1987

Number of observetions in simple Average siles $\$$
Averege expense $\$ \quad 763.532$
Averae net profit (loss) \$ 74. $\$ 00$
44.130
19.132

Businesses peporting erollt (Mo.)
Average sales
790.519

Averege expense b 757.513
Averege net profits
33.006

Businesses reporting lese (Mo.)
Aversge soles
732.581
740.222
vere net loes
40.222
-7.661
(1) These estimetes ar besed on sample of businesses peporting sales berween $\$ 25.000$ and $\$ 2.000 .000$.

See Teble I for symools and notes

TABLE 1. Selected operating ratios. In percent of sales, 1987
Manitobe. Wholesale Industrisl machinery Equipment and Supplies (5ic 5731)

|  | Total:1; |  | Bottom 25\% |  | $\begin{aligned} & \text { Lowef } \\ & \text { miadie } 25 \% \end{aligned}$ |  | Uoper$\text { middle } 25 \text {; }$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Lowsales value ( $8000{ }^{\text {a }}$ ) High sales value ( $\$ 000{ }^{\prime}$ ) |  | (18) |  | -- |  | .- |  |  |  |  |  |
| Sulected expense item | Industiy ovecoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd I } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Upoer middie 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 38.5 | - | - | -- | -* | 67.4 | 57.1 | -- | = | ** | - |
| Occupency expenses | 6.0 | -- | - | -- | - | 97.1 | 6.2 | - | - | -- | -* |
| Depreciation | 4.2 | - | - | -- | -- | 93.4 | 4.5 | - | -- | -- | -- |
| Repairas meintenance | 0.2 | -- | -- | -- | - | 43.5 | 0.4 | -* | -- | - | -* |
| Heat, light 8 telechone | 1.1 | -- | -- | -- | -- | 97.1 | 1.1 | -* | -- | - | -- |
| Rent ${ }^{\text {d }}$ ( | 0.6 | -- | -- | -- | -- | 43.5 | 1.3 | - | - | -- | *- |
| Personnel expenses | 27.7 | -- | -- | -- | -- | 100.0 | 27.7 | -- | - | -* | -- |
| Financisl expenses | 1.5 | - | - | -- | -- |  |  | -- | -- | -- | -- |
| Interest o bank charges Professional fees | 1.2 0.2 | -- | -- | -- | -- | 88.5 51.4 | 1.4 | -- | -- | -- | -- |
| Other expenses | 21.6 | -- | -- | -- | - | 100.0 | 21.6 | -- | -- | -- | - |
| Profit (lose) | 4.7 | - | -- | -- | -- | 100.0 | 4.7 | -- | =- | -- | = |
| Totel | 100.0 | -- | -* | -- | -- | 100.0 | $\ldots$ | - | -* | -- | - |

## Symbela

- 2ero or no observetions
- 100 small too De mpresseo
not epolicobl
$\times$ confionticl


## Feotnotes

111 These estimetes are bated on stmpl of businesses poporting sales between 325.000 sind 22.000 .000 .
Totel weighted expenditure on given item
(2) Volue in each cell e lotel weighted seles of sll businesses in the stomple $x$ loo for each quertile.

131 Velue in esch cell $\frac{\text { Total weighted expenditupe on given item }}{\text { Totel weighted seles of businesges reporting this item of expenditurt }} 100$ for ech quertile
This portion of the tobl perteins only to the businesses reporting the specific expense item. Therefore these petios ere cslculsted individuslly and the cosel will hot necesserily equel $100 \%$.

## Netes

Dets are shown by quaptiles when at lebst 13 of the sampled businesses report the specific item.
Records wert renked in escending oroter ecording 10 seles size. Esch quariile li . bottom 25\%. lowit middie 25z, etc.l ropresents on quarter of the totsl number of businesses. Wiqhin mach quertile. the quepe retio is presenteo. Fer conparison purposes. the high and low values of seler ere strown

Mow to une the tebles

12i The selected renge will Indicete the proper quertile. i. e. the bottom 25x, the lower midde 25\%. the upper middle 25\% or the $10025 \%$.
(3) Deto pertaining to the selected salus size range will be in thet quertile.

## Stenderd Industriel Cleseification Definition (5IC 1980):

## SIC 5731 - Wolesele Industrisl Wechinery, Equipetent and Supplites




 -quipaent: wholesale hoisting machinery and equipment texcept construction and forestryl wholespie industrisi furnaces, kilns and ovens: wholesale industrial machinery. Bquipment and supplies; wholesale lift fiucks lexcept construction and foresiryi; wholesal menanict
 fexcept plectical). wholesale powerhouse equipmen? lexcept electicall: wholesale printing and lithographing industries machinery: wholesale pulp and paper industry machinery. wholesale industrial pumps; wolesale textile industries machinery. equipment end supplias and wholesale welding and machinery

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manltoba, Wholesale Industilal Machinery Equipment and Supples (Sic 5731)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { m. odle } 25 \% \end{aligned}$ | Upper midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 15 \\ & (1) \\ & 11 \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cosh Accounts and notes receivabie | 141 | -- | -- | -- | -- |
| inventory | - | - | -- | -- | -- |
| Other current assets | 136 | - | - | -- | =- |
| Totol current sssets | 277 | -- | -- | -- | - |
| fixed sssets | 52 | -- | - | - | -- |
| Less: Accum. dep. on fixed usets | - | - | -- | -- | -- |
| Other essets | 1 | -- | -* | - | -- |
| Totel eseets | 330 | -- | $\cdots$ | $\cdots$ | -- |
| Liabilities and equity |  |  |  |  |  |
| Other current liabilities | 158 | -- | -- | -- | -- |
| Total current liabilities | 201 | -- | -- | -. | -- |
| Morigages payable | - | -- | -- | =- | - |
| Long term debt | 21 | -- | -- | - | -- |
| Other liobilities | 24 | -- | -- | ** | -- |
| Total liabilisies | 248 | -- | -- | - | -- |
| Total equisy | 84 | - | -- | -- | -- |

(1) ihese estinetes rebased on semple businesses peporting seles between $\$ 25,000$ and $52,000,000$

See lable I for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesees only, 1987
Manizobe, Wholesale Industrlel Machinery Equlpment and supplies (SIc 5731)

|  | Total(2) | $\begin{array}{r} \text { Bat tom } \\ 25 \% \end{array}$ | Lawer | Upper middle $25 x$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales velue ( $\$ 000$ s) Migh sales value ( $\$ 000^{\prime}$ s) | 15 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Averepe |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.4 | -- | -- | -* | -- |
| Leversege ratios ```Debt/equity retio (times) Interest coverage retio (times) Debt retio (times)``` | 2.9 4.3 0.7 | -- | -- | -- | -- |



Ses Table I for symols and notes.

## Definitions:

1. Liquidity perio:

Current = current sssers / current lisbifities.
2. Leverege retios:

- Debt/equity $=10 t a 1$ indilisies / equity
D) DeDr ratio = total liobilities / total assets
c) Intertst coverage $=$ net drofiq . interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Menltobe, Wholesale Farm machinery, Equipment and Supplies (SiC 5711)

|  | Total 11 | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Low ! middle 25\% | $\begin{aligned} & \text { UDper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ ' ) <br> Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 24 \\ & (1) \\ & 11) \end{aligned}$ | -- | -- |  | -- |
|  | Avelsee (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Deprecietion Other | $\begin{array}{r} 7 \\ 8 \\ -9 \end{array}$ | -- | $\ldots$ | -- | -- |
| Dividends | - | -- | -- | -- | -" |
| Investeent ectivities <br> Disposal of fixed essets Purchase of lixed essets lncresese in investment <br> Decresse in investment | $\begin{array}{r}3 \\ -18 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Redsyment of long term debi <br> Loans from sharehciders <br> Reparment of loans from shareholders <br> Advances 8 loans tion government <br> lncrease in equity <br> Decresse in equity <br> Other | 6 -2 16 -5 | -- <br> - <br> -- <br> -- <br> -- <br> - | - -- - - - -- | -- -- -- -- -- | -- <br> -- <br> -- <br> -- <br> - |
| Increse(decreese) in cosh equivelents Cosh equivalente-Beginning of the rear Cesh $\frac{1}{\text { equivalents - End of the year }}$ | $\begin{array}{r} 5 \\ -29 \\ -24 \end{array}$ | -- | -- | -- | -- |

III inese estimates er desec on smple of incopporated businesses reporting seles between $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 . 0 0 0 \text { . Sample count includes }}$ only those businesses reporting stetoment of changes
set istel for symols and notes.

TABLE 5. Employment changes by size of businese, 1984-1987 bused on SIC claselficetion in fest
Manliobe. Wholesale Farm Mechinery. Equipment and Supplies (SIC sT11)



Survey of Employmens. Payroll and Hours. Stalistics Conode. Celslogut 12-002. An overso labour unit could be intorproled as o
full-time employce. Wote thot the business size proups used ore defermined the conede level. Thus if ousiness hes st test 500 employes in Canda as o whole but less then thet number in eny given province it is show in the 500 ond over group.
$\mathbf{1 2 1}$ Refers to businesses reporting no peyroll deductions in the provious year.
(3) Refers to businesses reporting no poyroll ceductions in the following yesp
 adjusiod accordingly.
see indel 1 for symools and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe. Wholesale Farm Machlnery, Equipment and Supplies (SIC 5711)


1985



1987


III Thase estimates bie besed on somple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$.
See lable 1 for symbols ond notus

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitobe, Wholesale Farm Machlnery, Equipment and Supplies (SiC 5711)

|  | Total(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | $\text { midde } 25 \%$ |  | Uoperridd Le, 25\% |  |  | $\begin{aligned} & \text { Tos } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\{\$ 000$ s) High sales vaiue ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 60 \\ & 11) \\ & 11) \end{aligned}$ |  | $\begin{aligned} & \{1\} \\ & 149 \end{aligned}$ |  | $\begin{aligned} & 149 \\ & 345 \end{aligned}$ |  | $\begin{array}{r} 345 \\ 1.025 \end{array}$ |  |  | $\begin{array}{r} 1.025 \\ 111 \end{array}$ |  |
| Selected expense item | Industry aversae(2) |  |  |  |  | $\begin{gathered} \text { x busi- } \\ \text { nesses } \\ \text { roparting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $80 \%$ \% 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Uaper middl. 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of selus | 61.0 | 47.0 | 61.6 | 65.5 | 89.3 | 96.8 | 83.2 | 51.5 | B5.0 | 85.5 | 69.3 |
| Occupancy expenses | 6.3 | 9.7 | 8.1 |  |  | 57.8 | b. 5 | 10.7 | 8. 1 | 4.9 |  |
| Deprecietion | 1.7 | 1.3 | 3.4 | 1.1 | 0.9 | 80.6 | 2.2 | 2.4 0.9 | 4.4 | 1.6 | 0.9 |
| Repaips maintenance | 0.5 | 0.4 | 0.4 | 0.8 | 0.5 | 66.1 | 0.7 | 0.9 | 0.5 | 1.1 | 0.6 |
| Hest. light \& telechone | 1.7 | 1.8 | 3.0 | 1.3 | 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 | 1.8 | 1.0 |
| Personnel expenses | 14.0 | 15.5 | 17.8 | 13.5 | 9.2 | 93.7 | 14.9 | 20.9 | 17.1 | 13.5 | 9.2 |
| Finenciol expenses | 2.0 | 2.3 | 2.5 |  |  |  | 2.1 1.7 | 2.5 | 2.5 1.9 | 1.5 |  |
| lnterest 8 bank cherges Professionsl fees | 1.3 0.8 | 0.6 1.7 | 1.7 0.8 | 1.2 0.4 | 1.5 0.3 | 75.8 94.2 | 1.7 0.8 | 1.9 2.0 | 1.9 0.8 | 1.4 0.4 | 1.6 0.3 |
| Other expenses | 19.1 | 39.7 | 12.1 | 11.2 | 16.2 | 100.0 | 18.8 | 39.7 | 12.8 | 11.2 | 18.2 |
| Protit (loss) | -3.2 | -14.3 | -2. 8 | 3.3 | 0.8 | 97.7 | -3.2 | $-14.3$ | -3. 1 | 3.3 | 0.8 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - $\cdot$ | $\cdots$ | ... | . $\cdot$ |

## Syatels

zero or no observetions
~ to0 snell too be expressed
. nor applicobl
$\times$ confidentisl

## Footneter

11 These estimetes prit based on semple of businesses reporting seles between 825.000 snd 12.000 .000 . Totel wighted mpenditure on given iten
(2) Welue in eech coll a fotel weighted sales of tll businesses in the sample $\times 100$ for eech quertile.
(3) Value in esech cell $\frac{\text { Total wighted expenditure on given isem }}{\text { Total weighted seles of businesses reporiing this iten of expenditure }} \times$ for fach quertlle.

This portion of the tebl pertsins only to the businesses reporting the specific oxpense iten, Therefore these ratios er ct culated individublly and the rosal will not necesserily equal 1008.

## Hetes

Data art shown oy queriiles when $B$ least 13 of the sempled businteser report the specific item.
 one querter of the total number of businestes. Within each quartile. the overege retio is presented. for comperison purposes. the high and lom vilues of seles are shown.

How to unt the teblet

(2) The selected renge will indicete the proper gueptile. i.e. the bottom 25\%. the lower midde 25k. the upper nidde 25\% or the top 258.
(3) Date pertaining to the selected seles size range will be in thet quertile.

## Stencerd Industrisl CIBeificetion Definition (SIC 18e0):

Sic 5111 - Wholeself Form Machinery, Equipeent and Supplics
Busingsses primarily engaged in wholesal desting in new of used farm machinery, equipment. supplies ond perts. This industey includes businesses Drimarily engaged in selling such equipment directly to farmers es will es those saling to farm equipment oesis. hlso includec er businesses primepily engaged in the repait of farm machinery ond equipment as will os those primer ily engaged in wholeseling garden and lawn tractors and equipment. Wholesale born machinery and equipment linctuoing eleveringl: wholesale combines: wholesale crop preperation machinery lcleaning, drying, conditioningl: whotesa e farm cultivators. suders and spreaders, wholesale dairy farm mochinery:
 tholesale farm gr:nders. mixers and crushers; wholesale farm cropharvesping machinepy: wholesale haying machinery; wholesale irtigation equipment: whol essie farm crop planting mechinary; wholesale tarm and gar den plowghs. harrows and lillers: wholesale farm spreyers ond dusters: wholesale ferm swathers and windrowers ond wholessle farm and gerden practors are also included in this industry.

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Usnitoba. Wholesale Farm Machinery. Equipment end Supplies (SIC 5711)

|  | Total1) | Bottam $25 \%$ | Lower middle 25\% | Uoder midole 25: | $\begin{aligned} & \text { To, } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 0000^{\circ}$ ) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l} 49 \\ (1) \\ 1 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average 18000's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cesh | 39 |  | -- | -- |  |
| Accounts and notes receivable | 39 |  | -- | -- |  |
| lnventory | 383 | - | -- |  |  |
| Other current sssets | 283 321 | -- | -- | -- | -- |
| Fixed assets | 70 | -- | -- | - | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other issets | 15 | -- | -* | -- | -- |
| Totel seets | 408 | -- | -- | - | -- |
| Liebilitles and equity |  |  |  |  |  |
| Other current lisbilities | 226 | -- | - | -- | - |
| Total current liabilities | 265 | -- | -- | - | -- |
| Mortgages payable | - | - | -- | -- | - |
| Long term debe | 71 | -- | -- | -- | -- |
| Other lisbilitios | 71 | -- | -- | -- | -- |
| Total liabilities | 337 | -- | -- | -- | -- |
| Totel equlty | 70 | -- | -- | -- | - |

III These estimates or besed on sample of ausinesses raporiing seles detween \$25,000 and \$2.000,000.
See table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Menitobe, Wholesale Farm Mechinery. Equipment and Supplies (\$ic 5711)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Under middle 25x | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value ( $\$ 000^{\prime}$ e) High sales value ( $\$ 000^{\circ}$ s) | $\left.\begin{array}{l} 49 \\ \{1\} \\ 11 \end{array}\right\}$ |  | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current retio (times) | 1.2 | -- | -- | -- | -- |
| Leverege retios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Deot retio (times) | $\begin{aligned} & 4.8 \\ & 1.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |


(2) These estivetes ore beged on semple of businusses reporting soles between $\$ 25,000$ end $\$ 2.000 .000$.

Ses lable for symbols and noins.

## Definitions:

1. Liquidity ratio:

Current $=$ current ossers / curtent lisobilities.
3. Leverege retion:

Debu/equity = torel liabilities / equity
D) Debt fatios sot liabilisies/totalassers.
c) Interest coverage a net protit * interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Manitobe, Wholessle Lumber and Buliding Materials (Sic 553)

|  | Total(1) | Bottom 25: | Lowe middle 25\% | Uppe midole 25: | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (NO.) Low soles vilue ( $\$ 000$ : ) High sales value (\$003's) | $\begin{aligned} & 22 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  | -- |
|  | Average (\$000's ) |  |  |  |  |
| Operating ectivities Cash from operations Deprecietion Other | 20 13 -10 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -* | -- |
| Investeent ectivities <br> Dispossl of fixed sssets Purchese of fixed ssiets Incresese in investment Decrease in investment | 7 -23 -5 - | -- | -- | -- | -- |
| Financing setivities <br> Increse in lang term debt <br> Redsyment of long term debt <br> Losns from shareholders <br> Repsyment of loans fiom shareholders <br> Advances 8 loans from government <br> Increase in equity <br> Decresse in equity <br> Dther | $\begin{array}{r} 9 \\ -5 \\ 10 \\ -6 \\ - \\ - \\ \hline 1 \end{array}$ | -- <br> -- <br> -- <br> -- <br> - | - $\therefore$ $\therefore$ $\therefore$ $-\infty$ $-\infty$ | $\begin{array}{r}-- \\ -- \\ -- \\ -- \\ - \\ \hline-\end{array}$ | -- -- -- -- - |
| Incress(decreate) in cash \& equivalents Cash equivalents-Beginning of the year Cah equivelents - End of the year | 11 -21 -17 | -- | -- | 101504 | -- |

 only those businesses coporting stetenent of changes.
See Teble 1 for symols shd notes.

TABLE 5. Employment changes by size of businese, 1984-i987 based on SIC cisseification in ise7
Manltobe, Wholesmle Lumber and Bullding Materimis (Sic 56s)

| Butincss ize expressed in everage laboup units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \end{array}$ | Average labour unite(1) | Changes in number of businesses with peid employes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly | No tanger (ecorting(3) |
| 1914 |  |  |  |  |  |
| Total | 217 | 50.281 | 2.849 | 20 | 17 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-89 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 173 \\ 25 \\ 12 \end{array}$ | $\begin{array}{r} 14.327 \\ 11.124 \\ 15.943 \\ 8.887 \end{array}$ | $\begin{aligned} & 795 \\ & 683 \\ & 893 \\ & 498 \end{aligned}$ | 14 3 2 1 | $\begin{array}{r} 11 \\ \text { B } \\ = \\ \hline \end{array}$ |
| 1587 |  |  |  |  |  |
| Totel | 237 | 64. 198 | 3.018 | 32 | . $\cdot$ |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-498 \\ & 500 \text { end over } \end{aligned}$ | 190 27 14 8 | $\begin{array}{r} 18.652 \\ 15.389 \\ 21.960 \\ 8.215 \end{array}$ | $\begin{array}{r} 861 \\ 752 \\ 1.023 \\ 382 \end{array}$ | $\begin{array}{r}28 \\ 2 \\ 2 \\ \hline\end{array}$ | $\ldots$ |



full-time employee. Nole thet the business size groups used ore determined at the Consde level. Thus if business has at least
500 employees in Canods as atole but less then thet number in any given province it is show in the 500 and over group.
121 hefers 10 Dusinesses reporting no payroll deductions in the pievious year.
131 Refers 10 businesses reporting no psyroll deductions in the following yeap
"Mewly feporing" and "no longer peporting" businesses are assumed to hove been in activity for six months and the informetion is djusted accordingly.

See table 1 for symbols and notes.

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



| Number of observetions in momple | 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 756.171 | -- | -- | -- | -- |
| Average expense 5 | 728.295 | -- | -- | -- | -- |
| Average net drofit (loss) \$ | 27.876 | -- | - | - | - |
| Eusinesses reporting profit (W0.) | 22 |  |  |  |  |
| Aver ege sales \$ | 827.117 | -- | -- | -- |  |
| Average expenses | 779.097 | -- | -- | -- | - |
| Average net profits | 48.020 | -- | -- | -- | -- |
| Dusinesees reporting lose (Mo.) | 5 |  |  |  |  |
| Aversee seles | 666.804 | - | -- | -- | -- |
| Averege expense \$ | 684.743 | -- | -- | -- | -- |
| Aversoe net loss \$ | -17.939 | -- | -- | -- | -- |

1987

| Mumber of obeervations in semple <br> Average sales $\$$ <br> Aversge expense s <br> Average net profit (loss) \$ | $\begin{array}{r} 66 \\ 622.769 \\ 612.281 \\ 10.488 \end{array}$ | $\begin{array}{r} 112.722 \\ 123.285 \\ -10.563 \end{array}$ | $\begin{array}{r} 285.143 \\ 277.648 \\ 7.495 \end{array}$ | $\begin{array}{r} 717.216 \\ 699.303 \\ 17.913 \end{array}$ | $\begin{array}{r} 1.375 .996 \\ 1.348 .889 \\ 27.107 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting eprofte (Wo.) | 48 |  |  |  |  |
| Average seles | 615.326 | 110.972 | 286.944 | 715.955 | 1.347 .432 |
| Averape expense 5 | 582.871 | 97.361 | 267.385 | 678.253 | 1.288.486 |
| Averege net profits | 32.455 | 13.611 | 19.559 | 37.702 | 58.946 |
| Businesces reporting lose (Mo.) |  |  |  |  |  |
| Average sales 5 亚 | 658.173 | 115.079 | 282.966 | 720.052 | 1.514.594 |
| Averege expenses | 709.221 | 158.204 | 290.057 | 746.650 | 1.641 .972 |
| Average net loss \$ | -51.048 | -43.125 | -7.091 | -25.598 | $-127.378$ |

(11 These estimstes bie based on sample of businesses reporting seies between $\$ 25,000$ and $\$ 2.000 .000$
See rable 1 for symbols and notes

TABLE 1. Seiected opereting retios. In percent of sies. 1987
Menitoba, Wholesale Lumber and suliding Materiais (S|c 553)

|  | Total(1) |  | Bottom 25\% |  | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ |  | Upoer$\text { middl } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( 8000 ) Migh sales value ( 5000 |  | 58 111 11 |  | $11)$ 176 |  | 176 473 |  | 47 |  |  |  |
| Selected expense item | Industey averspe(2) |  |  |  |  | * businestes ceporting | Reporting businesses on $\mid$ y $\|3\|$ |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | Upper idde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 59.5 | 50.5 | 86.6 | 53.4 | 87.7 | 18.0 | 81.1 | 15.8 | 70.3 | 68.1 | 87.7 |
| Decupency expenses | 4.0 | 4.7 | 4.0 | 3.8 | 3.7 | 88.7 | 4.0 | 5.0 | 6.0 | 3.6 | 3.7 |
| Deprecistion | 1.2 | 0.3 | 1.5 | 1.3 | 1.6 | 87.8 | 1.4 | 0.6 | 1.5 | 1.3 | 1.7 |
| Repoirs smointenance | 0.5 | 0.8 | 0.3 | 0.6 | 0.3 | 71.4 | 0.7 | 1.3 | 0.5 | 0.8 | 0.3 |
| Hens. Iight \& telephone | 1.2 | 1.6 | 1.4 | 1.0 | 0.8 | 98.4 | 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 | 13.1 | 15.4 | 12.0 | 13.6 | 10.9 | 96.7 | 14.3 | 21.8 | 12.4 | 13.6 | 10.9 |
| Financisl expenses | 2.5 | 3.4 | 2.7 | 1.1 | 2.3 | 97.1 | 2.8 | 3.4 | 2.8 | 1.1 |  |
| lnterest 8 bank charges Professional fees | 1.9 0.6 | 2.8 | 1.9 0.8 | 1.5 0.4 | 1.9 0.4 | 87.0 30.4 | 2.2 | 2.9 1.5 | 2.0 0.8 | 1.9 0.4 | 2.2 |
| Other expenses | 15.5 | 23.4 | 11.7 | 25.0 | 14.3 | 100.0 | 15.5 | 28.4 | 11.7 | 25.0 | 14.3 |
| Profit (loses) | 0.2 | -8.4 | 2.9 | 2.5 | 1.2 | 100.0 | 0.2 | -6. 4 | 2.1 | $\pm 4.5$ | 1.2 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . $\cdot$ |  | ... | $\ldots$ |

Symbeis

- zero or no observietions
- too smell too be expressed
not epplicable
x confidentisl


## foetnotes


121 Velue in ech cell $=\frac{\text { lotel whighted expenditure on given item }}{\text { lotel wighted sales of all busimesses in the semple }} \times$ loo for pech quertile

This portion of the tode pertains only to the businesses reporting the specific expense item. Thertore these retion ere calculoted individuelly and the topel will not mecesserity eausl 1001.

## notes

Dett ere shom by outeriles when et lesst 13 of the sampled businesses report the specific item
 on querter of the sotsl number of businesses. Within eoch quertile, the over age retlo is presenied. Fer sotperison purpotes. the high end low values of seles are shown.

## Mow te une the tebles


 top $25 \%$.
(3) Oeto pertainint to the sulucted sales size range will be in that quertile.

## Stendert Industriai Clesslficetion Definition (sic 1ste):

SIC 5530 = Wholeate lumber and Building moter icis


TABLE 2. Balance sheet proflle for incorporated businesses only. 1987
Manizobe, Wholesale Lumber and Building Materiais (SIC 563)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde $25 \%-\cdots$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $8000{ }^{\text {a }}$ ) High seles volue ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 49 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| AEsets |  |  |  |  |  |
| Cash | 6 |  | - | - | -- |
| Accounts and notes receivable | 76 | -- | -. | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current asceis | 155 | -- | -- | -- | -- |
| Total current assets | 231 | -- | -- | - | -* |
| Fixed asset: | 67 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed ussets | - | -- | -- | -- | -- |
| Other assets | 14 | -- | -- | -- | -* |
| Total sests | 313 | -- | - | - | -- |
| Liabilities and equityCurient loans -- |  |  |  |  |  |
| Current loans Other current lisbilities | 50 97 | -- | -- | -- | -- |
| Totsl current lisbilities | 148 | -- | -- | -- | -- |
| Mor tgages Deyable | - | - | -- | =- | -- |
| Long ferm deot | 11 | -- | - | - | -- |
| Other liabilities | 82 | -- | -* | -- | -- |
| Total lisbilities | 241 | -- | -- | -- | - |
| Totai equity | 71 | -- | -- | -- | -- |

(1) These estimates bre bsed on smplo of businesses reporting salus betmen s25,000 and $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$

See rable 1 for symools and notes.

TABLE 3. Financial ratios(1) for incorporated businemese only, 19ity
Manlzobs, Wholessle Lumber and Building Materlale (SIC 553)


(1) The retios represent the evarage of retios for esch business in the proup and cannot be colculsed from the figur es shom in feble 2 .
(2) These estinstes ere besed on emple of businesses reporting seles beiween 325,000 and $32,000,000$.

See Table ifor symools and notes

## Definitions:

1. Liquidity retio:

Cuptent = current assets / curfent liabiligies.
2. Leverage retios:
8) Dept/equifr = quial liabilities / quiey
b) Debr rasio = rotal lisoilities / rotal assers.
ci Interest coverage z net profit - inserest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87
Manitoos. Wholesala plumbing. Heating. Mir Conditioning Equipment z Supplies (SiC 5622)

| Total(1) |  | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lowe: <br> ridde $25^{\circ}$ | Upper misde 25\% | $\begin{aligned} & \text { Tou } \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low salas value (\$000's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 6 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
| Average (\$000's) |  |  |  |  |  |
| Operating ectivitios Cssh fiom operstions Depreciation Other | $\begin{array}{r} 16 \\ 8 \\ -3 \end{array}$ | -- | -- | -- | - |
| Dividends | - | -- | -- | -- | - - |
| Investment ectivities <br> Disposel of fixed assets <br> Puichase of fixed assets <br> Increase in investment <br> Oecrease in investment | 5 -8 | -- | -- | -- | - |
| Finencimg metivities <br> Increase in long term dabt <br> Reparment of long term deb: <br> Loans irom shareholders <br> Repayment of loons from shareholders <br> Advances 8 loans from government <br> inerose in haity <br> Decresse in equity <br> Dther | -16 - -3 | -- | - <br> - <br> - <br> - <br> - | =- | -- |
| Incrosese(decrosese) in cash a equivelents Cash 8 equivalents-Beginning of the rear Cesh equivalents - End of the year | $\begin{aligned} & 72 \\ & 72 \end{aligned}$ | -- | -- | -- | - |

 only those Dusinesses peporting sitement of changes
see fobl i for symbols and notes.

TABLE 5. Employment changes by tize of business, 1984-i987 based on SIc classification in ige7
Manitobt. Molesait Plumbing. Heating. Air Condisionlng Equipment a Supplles (SIC 5622)

| Business size expersed in overege labous units(1) | Number of Dusinesses | $\begin{array}{r} \text { Total parroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with poid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } 1 \gamma \\ \text { report } \mathrm{ing}^{\prime}(2) \end{array}$ | No longer ropoiting(3) |
| 1984 |  |  |  |  |  |
| Totel | 39 | 5.650 | 301 | 5 | 5 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{\circ}-99 \\ & 100-499 \end{aligned}$ | 30 5 2 2 | $\begin{array}{r} 2.552 \\ 1.546 \\ x \\ x \end{array}$ | 135 83 20 63 | 4 | 1 |
| 1987 |  |  |  |  |  |
| Totel | 45 | d. 445 | 396 | 7 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 35 5 3 2 | $\begin{array}{r} 3.610 \\ 828 \\ x \\ x \end{array}$ | 165 39 117 75 | 5 1 1 | $\cdots$ $\because$ $\cdots$ |

 Survey of Employment. Payroll and Mours. Sitistics Cansods. Cotalogue 12-002. An Everage lobour unit could be interpreted as a full-time mployee Note thet the business size groups used ore determined of the cancde level. Thus it business hes s? las? 500 employees in Canace is e whole but less than the f number in any given province it is shown in the 300 and over group
(2) Refers to businesses reporting no poytoll deductions in the previous yeer
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly repopinge and "mo longe peporting" businesses ape assumed to hove deen in activity for six months and the intormation is adjusteo accordingly.

Se iable ifor symols and notes.
TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Manitoba, Wholesale Plumbing, Heating, Air Conditioning Equipment s Supplies (Sic 5822)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Ucoer middle 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of cbservations in sample | 2 |  |  |  |  |
| Avertge seles 5 | $x$ | -- | -- | -- | -- |
| Aver me expense $\$$ (ly | $x$ $\times$ $\times$ | -- | -- | -- | - |
| Average net profit (loss) \$ | $x$ | -- | -- | -- | -- |
| Businesses reperting eprofit (Mo.) | 1 |  |  |  |  |
| Average sales | $x$ | -- | -- | -- | -- |
| Averege expense 1 | X | -- | -- | -- | -. |
| Averoge net profit \$ | X | -* | - | $\cdots$ | - |
| Businesses reporting eloze (Mo.) | 1 |  |  |  |  |
| Average sales $\$$ | $x$ | -- | -- | -- | -- |
| Averoge expense ${ }^{\text {s }}$ | $\hat{x}$ | -- | - | - | -- |
| Aversge net losss | X | -- | ** | -- | -- |


|  | 1986 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mumber of observations in semple | 5 |  |  |  |  |
| Average sales \$ | 1.310.108 | -- | - |  |  |
| Avergee expense \$ | 1.248.872 | -- | -- | -- | - |
| Average net profit (loss) \$ | 61.236 | -- | -- | -- | -- |
| Businesses reporting eprofit (Mo.) Average sales | $\begin{array}{r} 5 \\ 1.310 .108 \end{array}$ | -- | -- | -- | -- |
| Averoge expense $\frac{1}{}$ | 1,248.872 |  | -- |  |  |
| Averege net profit \$ | 61.238 | -* | -- | -- | - |
| Ausinesses reporting eloss (Mo.) | - |  |  |  |  |
| Average sales 5 |  | -- | -- | -- | -- |
| Averoge expense \$ |  | -- | - |  | -* |
| Average net lass \$ | - | -- | -- | - | - |


| Mumber of observations in semple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 25 \\ 563.193 \\ 531.710 \\ 31.183 \end{array}$ |
| :---: | :---: |
| Businesens reporting aproflt (Mo.) <br> Aversge ssles <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 15 \\ 546.19 \\ 480.888 \\ 65.751 \end{array}$ |
| ```Businesses reporting loss (Mo.) Average sales $ Aversge expenses Average net loss $``` | $\begin{array}{r} 10 \\ 342.060 \\ 364.605 \\ -22.545 \end{array}$ |

(11) These estimates are based on sande of businesses raporting soles beiween $\$ 25.000$ snd $\$ 2.000,000$

See table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba. Wholesale Plumbing. Mesting, Mir Conditioning Equipment s Supplies (SIC 5622)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } \% \text { m } \\ 25 \% \end{array}$ |  | Lower <br> middle 25\% |  | Upper$\text { midd } 25 \%$ |  |  | 700 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vaiue i $\$ 000$ 's) High sales value ( $8000^{\circ}$ s) |  | $\begin{array}{r} 16 \\ 11 \\ 11 \end{array}$ |  |  |  |  |  |  |  |  |  |
| Selected expense item | Industry averoge(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Recorting businesses only (3) |  |  |  |  |
|  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UoDer middle 25\% | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 4 \text { om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midil } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOB } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 48.3 | -- | -- | -- | - | 77.7 | 52.1 | -- | -- | -- | -- |
| Occupancy expensex | 6.0 | -- | -- | -- | -- | 100.0 | 6.0 | -- | -- | -- | -- |
| Depreciation | 1.3 | -- | -- | -. | -- | 98.8 | 1.3 | -* | -- | -- | -* |
| Repsirs 8 maintenance | 0.3 | -- | -- | -- | - | 63.3 | 0.5 | -- | -- | -- | - |
| Hest. light 8 telephone | 1.6 | -- | -- | -- | -- | 92.3 | 1.7 | -- | -- | -- | - |
| Rent | 2.8 | *- | -- | -- | -- | 91.3 | 3.0 | -- | -- | -- | -- |
| Personnel expenses | 21.1 | -* | - | - | -- | 100.0 | 21.1 | -- | -* | -- | - |
| Financiel expenses | 2.2 | -- | -- | -- | -- | 100.0 | 2.2 | -- | -- | - | -- |
| Interest 8 bank chorges | 1.4 | -- | -- | -- | -- | 91.5 93.5 | 1.5 0.9 | -- | - | -- | -- |
| Protessional fees | 0.8 | -- | -- | -- | -- | 93.5 | 0.9 | -- | -* | -- | -- |
| Other expenses | 17.7 | -- | -- | -- | -- | 100.0 | 17.7 | - | -- | -- | -- |
| Profit (lose) | 4.8 | -- | -- | -- | -- | 100.0 | 4. | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | - | - | 100.0 |  | -- | -- | -* | -- |

## Sywbols

- 2ero or no observelions
*- 100 smell 100 be Expressed
not soplicable
$\times$ conlidentiol


## Footnotes

(il These estimetes ere besed on senple of businesses reporting sile betwen $\$ 25.000$ onc $\$ 2.000 .000$.
$(2)$ Value in ench cell, tots weigheed expenditure on given item

Velue in esch cell a
Torel weighted expenditure on given it om
$\times 100$ for esch quivile. lotel weighted sales of all businesses in the somple
$\times 100$ for ench quertile
Total whighted seles of businesses reporting this item of expenditur
This portion of the toble pertains only to the businesses reporting the specific expense item. Therefore these retios ere celculeted individually and the total will not necessorily equel 1005.

## Moten

Dote are shown by quartiles mhen ot leest 13 of the sempled businesses report the specific ilen
Records wert renked in ascending order eccording 10 sales size. Each quertile li.e. Bottom 25\%, Iower niddie 25t. etc.l sepresehts one quarter of the cote number of businesses. Hithin esch quertile. the over ge retio is presented. for comperison purposes. the high and low values of salts ert shown

## Mow 80 use the tebles


(2) The selectod renge will indicete the proper quertile. i. the bottom 25\%. the lower migde 25\%. the uponr midde 25\% or the top $25 \%$
(3) Osts pertuining to the selected sales size range will be in that quartile.

## Stunderd Industris) Glestificetion Definition (SIC 1980):

S1C 5622 - Wholesele Pluebing. Meeting end Air Eonditioning Equipoent and Supplites
Gusinesses primarily engaged in wholesel dealing in plumbing gooos: non=electric heeting equipment: air conditioning ena vensileting equipment except small window-type units). included are businesses engaged in wholesale of air conditioning equipment lexcept window
 fuel Durning equipment: wholosale of non-bectric fupnaces. stoves and heaters; wholesal pas and oil heating equipment: wholasal of non- lectic heating anc cooking equipment: wholesale nom-electic hesting boilers: wholesale non-electric heating raciatorsi wholesale oil ano gos hot woter heaters; wholesale laundy iubs: wholessle pipe fitings: wholesale plumbing fixtures: wholesal sani incy ware; wholest sauns eqipment. wholesale non-electic space ano wate heating stoves. wholeste toilet bowis and tank; wholesale urinals. wholesale wier and steam systems velves; wholesele ventilating eouipment texcept domestic fansl, wholesale non electic werm air habting equipment and water sofiening equipment.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba, Wholesale Plumbing. Heating. Air Conditioning Equipment \& Supplies (Sic 5522)

|  | Total(1) | Bottom 25\% | Lower miodle 25\% | Upoep middle 25 \% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (mo.) Low sales value ( 3000 's) High sales value $\left\{3000^{\prime}\right.$ s? | $\begin{aligned} & 15 \\ & 11 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Asete - - . . - |  |  |  |  |  |
| Cash mecounts and notes foceivable | 77 | - | -- | -- | -- |
| Inventory | 7 | -- | -- | -- | -- |
| Other current assets | 153 | -- | -* | -- | -- |
| Total current assets | 230 | -- | -- | -- | - |
| Fixed sssets | 38 | -- | -- | - | -- |
|  |  | -- | -- | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Total essets | 274 | -- | - | -* | -- |
| Limbilities and equity -. 32 - - |  |  |  |  |  |
| Current loans Other current liabilities | 32 99 | -- | -- | -- | -- |
| Total current liabilities | 130 | -- | -- | -- | -- |
| Mortgages payabl | 5 | -- | -- | - |  |
| Long term debt | 5 | -- | -- | -- | -- |
| Other liabilities | 20 | -- | -- | -- | -- |
| Total lisbilities Total equity | $\begin{aligned} & 156 \\ & 118 \end{aligned}$ | -- | -- | -- | - |

(1) these estimetes ore based on semple of Dusinesses reporting seles beiween 525,000 and 32,000,000.

Ses rable for symbols and notes.

TABLE 3. Financtal ratios (1) for incorporated butinesses only. 1987
Manltobe, Wholesal Plumbing. Mating. Air Condirioning Equipment Supplies (SIC 5622)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { bown } \text { iddie } 25 \%$ | Upper middle 25x | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High soles value ( $3000^{\circ}$ s) | $(15$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current fatio (times) | 1.8 | -- | -- | -- | -- |
| Leverser ratios Debtlequity retio (times) Interest coverage retio (times) Debt retio (times) | $\begin{aligned} & 1.3 \\ & 4.8 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios reprasent the everage of resios for nech business in the group and conno be celculated from the figures shown in iatle 2.
(2) These mstimetes are besed on semple of busineses reporting selins betwen $\$ 25,000$ and $32,000,000$

See iteble ifor symbel and notes.

## Definitions:

1. biquidity Perio:

Current s current assets / eurrent liabitities
2. Leverege retios:
al Debt/equity \& potel liabilifies/equity
D) Debi ratio : total liabilities/ rotal assets
cl Interest coverage $=$ net profit interest expense $/$ interest expense

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

|  | Totalil | $\begin{array}{r} \text { Bot tom } \\ 25^{\circ} \end{array}$ | lower | $\begin{array}{r} \text { Udoer } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { Tot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\circ}$ s) Migh sales vaive $\left\{\$ 000^{\prime}\right.$ s) | $\begin{array}{r} 13 \\ 19 \\ \{1 \end{array}$ |  | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Depreciotion Diner | 36 22 -8 | -- | -- | -- | -- |
| Dividends | -4 | -- | - | -- | -- |
| Investment activitios <br> Discosal of lixed assets <br> Purchase of lixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{array}{r} 15 \\ -70 \\ -9 \\ 8 \end{array}$ | -- | -- | -- $=-$ $=-$ | -- |
| Financing ectivities <br> Increase in long term deb: <br> Reparment of long term deb: <br> Loans fiom shareholders <br> Repayment of loans from sharcholders <br> Aovances 6 loans from government <br> inciease in equity <br> Decresse in equity <br> Other | $\begin{array}{r} 42 \\ -10 \\ 7 \\ -10 \\ \hline \end{array}$ | -- <br> -- <br> -- <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | $=-$ -- -- -- -- | -- -- -- -- -- |
| Increase(decrease) in cash s equivalents cash equivetents-Beginning of the yeer Cash 8 equivelents - End of the year | $\begin{array}{r} 17 \\ -20 \\ -3 \end{array}$ | -* | -- |  | -- |

(1) Thise tstimetes are oused on sample of incorporeted businesses reporing soles betwen $\$ 25.000$ and $\$ 2,000.000$. Sample count inciudes only thosp businesses reporiting a statement of changes.
See iable 9 for symbols and notes

TABLE 5. Employwent changes by stze of business, 1984-1987 based on SIC classification in i987
Manitobe. Wholes?le Motor Vehicle Parts and Acesesorles (SIC 552)


(1) Average labour units ore celculated by dividing toisl peyroll by the overage annual wage and salory rate as feporied in the Surver of Employment. Poyroll and Hours. Statistics Cando. Cotalogue 72-002. An aver bge labour unit could be interoreted os e full-time employes. Note thet the bus iness size grouds used are determined at the Canco level, Thus if business hes at leas? 500 emploves in Canade as whole dut less than thet number in any givan province it is shown in the 500 and over groud
(2) Reters to businesses epporting no payroll deouctions in the previous year

13, Refers 10 businesses reporting no paypoll deductions in the following vear
*Newly reporting" and "no longer reporting" businesses are assumed to heve been in sctivipy for six months and the information is adjusied accordingly.

See toble 1 for symbols and noles

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


| Number of observetions in smmple | 14 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge soles \$ | 686.711 | -- | -- | =- | *- |
| Average expense \$ | 647.588 | -- | -- | -- | -- |
| Aversge net profit (losa) 5 | 39.153 | -- | -- | -- | -- |
| Businessen peporting e profit (Mo.) | 700 13 |  |  |  |  |
| Average selos | 708.262 | -- | -- |  |  |
| Aversge expense \$ | 660.006 | -- | -- | -- | -- |
| Aversge net profit $\$$ | 48.256 | -- | -- | -- | -- |
| Businesses peporting a lose (Mo.) | , |  |  |  |  |
| Average sales $\$$ | 1.179.000 | -* | -- | -- | -- |
| Average expense \$ | 1.190,000 | -- | -- | -- |  |
| Aversge net loss $\$$ | -11.000 | -- | -- | -- | -- |

1986

Mumber of observetions in semple Aversge sties \$
Average expense $\$$ (losg) g

Businesees reporting profit (Mo.)
Aversog sales 5
Aversege expense $\$$
Average net profits

Busineses reporting lose (Mo.)
Averseg siles $\$$ Aversge expense $\$$
Averse net loss?

13
422.929
388.263
388.263
$\begin{array}{lll}-- & -- & - \\ -- & - \\ \end{array}$
$\because \quad \because \quad \because$

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

--
401.50
345.733
55.788
$755.148^{4}$
787.039
781.0391
-31.591
34.666

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

$\begin{array}{ll}\text {-- } & \text {-. } \\ \text {-- } & \end{array}$

1987

Number of observitions in sample
Average sales $\$$
Average expense $\$$

Businesees reporting eprefit (Mo.)
Averge seles 5
Averape expense s
Average net profits

Businesses reporting less (Mo.) Average inles 5 Average exDense 5 Avernge net loses

$\begin{array}{ll}-- & - \\ -- & -\end{array}$ 476.607
14.237
505.533
478.163
28.370
476.233
494.923
49.823
-18.690
-- --
--
-:
$\because-$
-
$\square$
-

1) These estinetes be base on sample of bus inesses reporting sales between 825,000 and $\$ 2,000,000$.

See Tabte for symools no notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Msnitobe, Wholesale motor Vehicle Paris and Accessories (SIC 552)

|  | Total(1) |  | Bottom 25\% |  | Lower$\text { middle } 25 \text { \% }$ |  | Under$\text { midd } 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample (No.1 Low sales value ( $\$ 000$ 's) Migh sales value ( 9090 's) |  | $\begin{aligned} & 32 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense : eem | Industiy overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Tota | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Totel | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 52.6 | -- | -- | -- | -- | 55.8 | 54.1 | -- | -- | - | -- |
| Occupancy expensus | 5.1 | -- | -- | -- | -- | 100.0 | 5.1 | -- | -- | -- | -- |
| Dep:eciation | 1.6 | -- | -* | -* | -- | 79.9 | 2.0 | -- | -- | -- | -- |
| Redoirs s mointenance | 0.1 | - | -- | -- | -- | 64.7 | 0.6 | -- | -- | -- | -- |
| Hest, 1 iont $\delta$ telephone | 2.2 | -- | -- | -- | -- | 93.5 | 2.4 6 | -- | -- | -- | -- |
| Rent | 0.9 | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| Persannel expenses | 17.7 | -- | -- | - | -* | 75.3 | 23.5 | - | -- | -- | -- |
| Financiel expenses | 2.8 | -- | -- | -* | -- | 100.0 | 2.8 | - | -- | - | =- |
| Interest 8 bonk charges | 1.9 0.9 | -- | -- | - | -- | 94.0 88.9 | 2.0 1.0 | -- | -- | - | -- |
| Other expenses | 21.2 | -- | - | -* | -- | 100.0 | 21.2 | -- | - | - | -- |
| Profit (loss) | 0.7 | -* | -* |  | -* | 32.0 | 0. 8 | - | - | - | - |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | . $\cdot$ | -- | -- | -- | =- |

## Symbels

zera or no observations
-. 200 small too be expressed
not applicable
$x$ confidentis

## Footnotes


(2) Velue in mat chl = lotal weighted expenditure on given item
3) Velue in each cell $=\frac{\text { lotel wighted expenditure on given item }}{\text { lotel wighted seles of businesses reporting this itum of expendipura }} \times$ for each quertile

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios ere celculated individully and the total will not necessarily equel 1008

## Notes

Date gre shown Dy Quariiles when et least 13 of the sampled businesses report the specific item
Records were renked in escencing order eccording to seles size. Esch quartile fi. botion 25\%. Iower middle 25z. etc. 1 reprosents one querter of the cots: number of businesses. Within each quartile. the everage tetio is presented. For comperison purposes, the high end low values of soles bre shown.

## How to use the tebles

(1) locet the appropriste seles runge thet is displayed on the two limes untilled low sel es value" end migh selite value"
(2) The selected range will indicte she proper quartile. i. e. the botion 25y. the lower midde 25\%, the uppur midole 258 or the TOD 25\%
(3) Deto pertaining to the selected seles size range will be in thet oustill

Stenderd Industriel Clestificetion Definition (5IC 1880):
51C 5520 - Tholesile Motor Vohicle Parts end Accetsor ie
Businasses primarily engaged in wholasale dealing in tires, tubes and other molor vohicle paris and accessories

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobs, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

|  | Total11 | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe! <br> midde 25: | UDpe: middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $8000^{\circ}$ s) High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l} 24 \\ (1) \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 68 | - | -- | -- | -- |
| Accounts and notes receivable inventory | 68 | -- | -- | -- | -- |
| Other current sessets | 152 | -* | -- | -- | -- |
| Totsl current sssets | 220 | -- | -- | -- | -- |
| fixed aseet | 100 | -- | -- | -- | -- |
|  |  | -- | - | -- | -- |
| Other essets |  | -- | -- | -- | -- |
| Total sesets | 335 | -- | -- | -- | -- |
| Llebilities and equity |  |  |  |  |  |
| Other current liebilitios | 86 | -- | -- | -- | -- |
| Total cuprent limbilities | 122 | -- | -- | -- | - |
| Mortgages oayablo | - | - | - | -- | -- |
| Long term debt | 1 | - | - | -- | -- |
| Other liabilities | 59 | -- | -- | -- | -- |
| Total liabilities | 182 | -- | - | -- | - |
| Total equity | 154 | -- | -- | -- | -- |

(1) These ustimstes are Dased on sample of businesses reporing sales detween $\$ 25,000$ and 32.000 .000

Set table for smools and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Manltobe. Wholesale Motor Vehlcie Parts and Mceseories (SIC 552)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upoer midde 25x | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low seles vilue ( $\$ 000$ 's) Migh sales value (\$000's) | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current iatio (times) | 1.8 | -- | -- | -- | -- |
| Leverage patios <br> Debtlequity ptio (times) <br> Interest coverage ratio (times) <br> Debt itio (times) | 1.2 3.3 0.5 | -- | -- | -- | -- |

ItI the retion represent the serage of retion for ench businass in the group and connot be colculate fiom the figures shom in table z (2) These estimetes ere besed on smole of businesses reporting seles between $\mathbf{\$ 2 5} .000$ end $\mathbf{2 2 , 0 0 0 , 0 0 0}$

See lible 1 for symbols and notes.

## Offinitions:

1. Liouidiey fetio

Curpent = currene assers / curpens liabilities
2. Leverage ratios:
al Debi/equity = total liabitities/equity
bl Debi ratio = toral liatilities / total assers
cl Interes: coverage $=$ net prolit - interest expense / interes? expense.

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

|  | Total\{1\} | $\begin{array}{r} \text { Se: } 20 m \\ 25 \% \end{array}$ | Lowe? $\text { midd } \in 25 \%$ | Upde: <br> micdie $25 \%$ | $T=0$ $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samsle (No.) <br> Low salos value ( $\$ 000$ 's) <br> Hign salas value ( $5000^{\circ}$ s) | $\begin{aligned} & 5 \\ & (1)^{5} \\ & (1) \end{aligned}$ |  |  | -- |  |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating ectivisies Cash from operations Depreciation Dither | 11 -2 | -- | -- | -- | -- |
| Dividende | -5 | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Puichase of fixed assets <br> Incresse in investment <br> Decrese in inves?ment | -7 | -- | $\begin{array}{r}-- \\ \hline- \\ \hline-\end{array}$ | -- | -- |
| Finuncing setivities <br> Increse in long verm debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of ioans from sharehalders <br> Advanfes \& loans irom government <br> Increase in equity <br> Deciease in equity <br> Oqne: | -1 | - <br> - <br> - <br> - | - - - - - - - | - <br> - <br> - <br> - | - <br> - <br> - <br> - |
| Incresse(decrease) in cash equivalents Cash equivalents-Beginning of the year Cash equivelents - End of the yexr | $\begin{array}{r} 5 \\ -66 \\ -61 \end{array}$ | -- | -- |  | -- |

111 These estintes are based or s sample of incorporated businesses reporting seiss biween 825 . 000 and 82.000 .000 . 5 emple count inciudes only those Dusinesses iporting a iatemen of changes
See Iabie 1 for symbols and notes

TABLE 5. Employment changes by size of busineat. 1984-1987 based on SIC ciastiflcetion in i987
Menltoba. Wholesale Apparel (Sic 531)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Totel oayroll } \\ \left(\$ 000^{\circ}\right. \text { s) } \end{array}$ | Averse Iabour units(1) | Changes in number of businesses with poid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 115 | 13.246 | 1.043 | 14 | 7 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 106 \\ 5 \\ 2 \\ 2 \end{array}$ | $\begin{array}{r} 4.898 \\ 2.184 \\ x \\ x \end{array}$ | $\begin{aligned} & 328 \\ & 154 \\ & 149 \\ & 420 \end{aligned}$ | $\stackrel{13}{1}$ | 4 3 - |
| 1987 |  |  |  |  |  |
| Total | 114 | 11.646 | 630 | 17 | -•• |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20 \text { - } 99 \\ & 100 \text {. } 49 \\ & 500 \text { and over } \end{aligned}$ | 96 12 5 1 | 4.932 4.145 $x$ $x$ | $\begin{array}{r} 265 \\ 227 \\ 127 \\ 11 \end{array}$ | 13 4 - | - |

 Survey of Emplovmeni. Poyroll and Hours. Siatistics Canode. Catalogue 72-002. Wh subrage labour unit could be interpratad es a ull-pime mployee mote that the business size groups used ore deiermined se the conso fuyb thus it business has at liest 500 enployees in Cando as a whole but less than thet mumber in any given province it is shown in the 500 and over group
(2) Refers 10 businesses pedorting no payroll deductions in the previous year
(3) Refers lo businesses peporing no payroll deducions in the following reaf

- Newly reporiing" and "no ionger reporting Dusinesses are assumec co have been in activity fop six monits and the informetion is adjusied accordingly

See lable ifor symools and notes

TABLE 6. Selected operating characteristics of smail businesses by sales quartile, ig85-1987
Manitobs, Wholesale Apparel (Sic 53i)




1987

(1) These estimates ore bised on sample of busintesses reporting sales botween $\$ 25,000$ and $\$ 2,000,000$ Sen isole ifor symools and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Wholesale Apparel (SIC 531)

|  |  | (1) |  | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower$\text { middle } 25 \%$ |  | Updermiddle 25\% |  |  | $\begin{aligned} & \text { Tot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value i\$000's! High sales value ( $\$ 5000^{\circ} \mathrm{s}$ ) |  | $\left.\begin{array}{l} 17 \\ (1) \\ 11 \end{array}\right\}$ |  | .- |  | -- |  |  |  |  |  |
| Selecied expense i iem | Industry average\{2\} |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | \% busi- <br> nesses <br> reporting | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Upper middle 25\% |  |  | Total | Bot:om 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 16.6 | -- | -- | -* | -- | 32.8 | 50.5 | -* | - | -- | - |
| Occupancy expenses |  | - | -- | - | -- | 100.0 | 7.9 | - | - | - | -- |
| Deprecition | 1.2 | -- | -- | - | -- | 96.7 | 1.3 | -- | -- | - | -- |
| Repairs s mainienance | 0.1 | - | -- | $\cdots$ | -- | 23.6 | 0.3 | - | -- | - | - |
| Mest. lignt 8 telephone | 3.0 3.6 | -- | -- | -- | -- | 95.5 68.4 | 3.1 5.3 | -- | -- | -- | -- |
| Personnel expenses | 23.5 | -- | -- | -- | -- | 86.2 | 27.3 | -- | -- | -- | -- |
| Financiel expenses | 2.6 | -- | -- | -- | -- | 100.0 | 2.5 | -- | - | -- | -- |
| Inierest \& bank charges | 1.3 | -- | -- | -- | -- | 87.6 | 1.5 | -- | -- | -- | -- |
| Professional fees |  | -- | -- | -- | -- |  |  | -- | - | *- | -- |
| Other expenses | 37.1 | - | -- | -- | -- | 100.0 | 37.1 | -- | -- | -* | - |
| Profic (loss) | 12.2 | -- | -- | -- | -- | 100.0 | 12.2 | -- | -- | -- | - |
| Total | 100.0 | -- | -- | -- | - | 100.0 |  | -- | -- | -- | - |

## Symbols

- zero or no observalions
- 200 small 200 be expressed
not EDD I icable
x configential


## Footnoter

(1) These estimetes ar based on sample of businesses reporsing sales between 825,000 end $82,000.000$

13. Value in esen cell $=\frac{\text { Total wightad expenditure on given item }}{\text { Totel wighted seles of businesses foporting ihis item of menditure }}$ for enertile.

Inis portion of the iable perains only to the businesses reporting the specific expense item. Therefore these retios ore celculated individusily end the rotil wilt not necesserily equal $100 \%$.

## Mot 0 :

Dete are shown oy quartiles when at last 13 of the sampled businesses report the specific item.
 one quarter of the rotel number of Dusinesses. Within each quatile. the guer ge retio is presented for comparison purgoses. the high and om velues of seles are shown

How to ute the tebles
[1] bocst the approprisy relet rame thet it displeyed on the two lines entitind low seles velue end amigh sales velue
12) The selected range mill indicete the proper quartile. i.e. the bottom 25\%. the lowep nidole 25s. the upper midde 25\% of the 100 25x.
(3) Dete pertelning to the ielocted tivs wize range will be in thet quertile.

## Stenderd Induetrisl Cleesificesion Definition ISIC 19801:

S1C 5310- Wholesele Apperel
Businesses primarily engaged in wholesal dealing in men's and boys' clothing and furnishings: momen's. misses' and chiloran's outerwear hosity. underwear and aoparel accessopies: shoas and other footwear: and other apperel

TABLE 2. Balance sheet profile for incorporeted businesses only. 1987
Manitoba. Wholesele Apparel (SIC 531)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | miodle Lower $25 \%$ | Uoper midde $25 \%$ | $\begin{aligned} & 100 \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low soles value ( $\$ 000$ 's) Migh sales value (\$000's) | 16 $(1)$ (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | 22 | -* | -- | -- |  |
| Accounte and notes receivabl. Inventory | 22 | -- | -- | -- | - |
| Other current assets | 45 | -- | -- | -- | - |
| Totsl current assets | 67 | -- | - | -- |  |
| Fixed assets | 10 | - | -- | - | - |
| Less: Accum. deo. on fixed escets | - | -- | - | -- | -- |
| Other essets | 26 | -- | - | -- | -- |
| Totel sests | 103 | - | - | - | - |
| Liabilitles end equity ._ _- .o. |  |  |  |  |  |
| Other current liabilities | 57 | -- | -- | -- | -- |
| Total cuprent lisbilities | 75 | - | -- | - |  |
| Mortgeges dsyable | - | - | -- | -- | -- |
| Long term debt | - | -" | -- | -- | -- |
| Other liabilities | 12 | - | -- | -- | -" |
| Total liabilities | 85 | -- | -- | -- | -- |
| Total equity | 16 | -- | = | -- | - |

III These estinetes bered on sample of businesses reporting seles between $\$ 25,000$ ond $\$ 2,000.000$.
See Table i for smools and notes

TABLE 3. Finmeiti ratios (1) for incorporeted bustmessas only. 1987
Manitobe. Wholesale Apparel (SIC 531)

11) The retios represent the everage of retios for esch business in the group and connot be colculeted from the figures show in feole 2 .
(2) These entimes ore besed on semple of businesses reporting seles between $\$ 25,000$ and $\mathbf{2 2}, 000,000$.

Set Toble : for symools end notes.

## Definitions:

1. Liquidity petio:

Gurrent suptent assets / cuprant liabilities.
2. Leverape ration:

1 Debt/equity = toial liabilisies / equity.
b) Debs ratio = cotal liabilities/totel assers
el Interest coverage $=$ net profit - interest expense $/$ interess expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manicobe, Wholesale food (SIC 521)

| Total(1) Bottom | Lower | Upoer | Toe |
| ---: | ---: | ---: | ---: |
| $25 \%$ | midde $25 \%$ | $25 \%$ |  |


| Businesses in sample (No. Low sal es value (\$000's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 9 \\ (1) \\ (1) \end{array}$ | -- |  | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Avelage (\$000's) |  |  |
| Operating ectivities Cash from operstions Depreciation Dther | $\begin{array}{r} 27 \\ 26 \\ -37 \end{array}$ | -- | -- | -- | -- |
| Dividends | -5 | -- | -- | -- | -- |
| Investent ectivities <br> Dinposal of fixed assets Purchase of fixed assets Incresese in investmant Decrease in investment | -4 | -- | -- | -- | -- |
| Finsncing ectivities <br> increase in lang term debt <br> Repayment of long term deb? <br> Loans fiom shareholders <br> Rodayment of loans icom shareholders <br> advances \& loans fiom government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} -29 \\ 29 \\ -52 \\ - \\ 56 \\ -5 \\ 5 \end{array}$ | - <br> - <br> -- <br> -- <br> -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - - - -- -- |
| Incresen(decrease) in cash sequivelents Cash s equivalents-8eginning of the year Cash equivalent - End of the rear | $\begin{aligned} & -15 \\ & -14 \\ & -29 \end{aligned}$ |  | -- |  | - |

111 inese estimates sre based on semple of incorgorated businesses reporting seles oetween s25.000 end 82.000 .000 . Sangle count incluoes only those businusses reporting o stetmment of changes.
See inble for symbols and naims

TABLE 5. Employment changes by size of businese, 1984-1987 based on SIC ciassification in 1987
Manltobs. Wholesile Food (SIC 521)

| Business ize expressec in averge labour units(1) | Number of businesses | $\begin{array}{r} \text { Total paypoll } \\ (5000) \end{array}$ | Average lebour units(1) | Changes in number of businesses with de io employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } y \\ \text { reporting }(2) \end{array}$ | No longer coorting (3) |
| 1984 |  |  |  |  |  |
| Total | 153 | 46.959 | 2.330 | 21 | 15 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 113 \\ 21 \\ 15 \end{array}$ | $\begin{array}{r} 8.868 \\ 5.867 \\ 11.403 \\ 20.821 \end{array}$ | $\begin{array}{r} 434 \\ 330 \\ 554 \\ 1.012 \end{array}$ | 20 2 5 - | $\begin{array}{r} 12 \\ 3 \end{array}$ |
| 1387 |  |  |  |  |  |
| Total | 158 | 61.526 | 2.827 | 24 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 127 \\ 17 \\ 9 \\ 5 \end{array}$ | $\begin{array}{r} 11.683 \\ 5.731 \\ 11.477 \\ 32.635 \end{array}$ | $\begin{array}{r} 540 \\ 263 \\ 526 \\ 1.498 \end{array}$ | 21 <br>  <br> 1 | . $\cdots$ $\ldots$ |

(1) Gerage labour units are caiculated by dividing sotal payoll by the overage annual woge and salary rote as reported in the Survey of Employment. Payroll and Hours, Stasistics Canado. Casalogue 72-002. An sverage labour unit could be interpreted as a full-ime employen Not that the business size groups used are dereimined at the Canado level. Thus il a business hes et least 500 emplayées in Censed as mole but less then thet number in any given orovince it is shown in the 500 and over group.
(2) Refers to businesses reporting no dayroll deductions in the previous yoar
\$31 Refers 10 businesses reporting no payrall deductions in the following yeer
"Mewly reparling" and "no longer peporting" businesses ar assumec to heve been in activity for six monsts and the informetion is adjusted accoroingly
see lable 1 for symbols and notes

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

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


| Mumber of observations in sample Average ssies \$ <br> Aversoe eroense $\$$ <br> Avarage net ppofit (loss) \$ | $\begin{array}{r} 38 \\ 344,416 \\ 327.824 \\ 16,592 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesser reporting eprolit (Mo.) | 33 |  |  |  |
| Average seles 5 | 347.809 | -- | -- | -- |
| Average exoense $\$$ | 328.305 | -- | -- | - |
| Average net drofits | 19.504 | -- | -- | -- |
| Businestes reporting loge (Mo.) | 5 |  |  |  |
| Average sales 5 | 425.094 | -- | -- | - |
| Average expense \$ | 431.904 | -- | -- | -- |
| Aversge nel loss \$ | -6.810 | -* | -- | -- |

## 1985

| Number of observetions in sample | 37 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average ssles \$ | 457.859 | - | - | -- | -- |
| Aversge expense \$ | 443.015 | - | -- | -- | -- |
| Aversge net Drafit (loss) \$ | 14.843 | -- | -- | -- | - |
| Businesses reporting profit (Mo.) | 33 |  |  |  |  |
| Average sales 5 | 451.143 | -- | -- | -- | -- |
| Average expenses | 425.584 | -- | -- | - | -- |
| Average net profit \$ | 25,559 | -- | -- | - | -- |
| Businusses reporting loss (Mo.l | 4 |  |  |  |  |
| Average sales | 898.003 | -- | -- | -- | -- |
| Average expenst \$ | 926.137 | -- | -- | -- | -* |
| Averspe net loss\$ | -28.134 | -- | -- | -- | -- |

1987

(1) These essimes ere based on sample of businesses pepopting sales between 525,000 and 52.000 .000 .

See iable ifor symols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba. Wholessle Food (SIC 521)

|  | Toial(1) |  | Bottom 25\% |  | Lowe:miode 25\% |  | $\begin{array}{r} \text { Upper } \\ \text { m:ool } 25 \% \end{array}$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime} s$ ) | $\begin{aligned} & 68 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} (1) \\ 56 \end{array}$ |  | $\begin{array}{r} 56 \\ 315 \end{array}$ |  | $\begin{array}{r} 315 \\ 568 \end{array}$ |  |  | $\begin{aligned} & 568 \\ & 11) \end{aligned}$ |  |
| selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { x busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | UdDer <br> midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { midd } 10 \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salas |  |  |  |  |
| Cost of seles | 53.0 | 26.7 | 49.4 | 68.6 | 63.7 | 70.6 | 75.0 | 79.7 | 78.9 | 73.9 | 71.6 |
| Decupancy expenses | 4.1 | 5.3 | 4.5 | 3.1 | 3.3 | 81.7 | 4.5 |  |  |  |  |
| Depreciation | 1.5 0.4 | 0.8 | 3.0 0.3 | 1.0 0.9 | 0.8 | 81.6 46.7 | 1.8 | 1.1 | 4.1 | 1.1 | 0.9 0.6 |
| Repairs somintenance | 0.4 | 3.0 | 0.3 | 0.9 | 0.4 | 46.7 74.9 | 1.9 1.6 | 3.9 | 0.9 1.0 | O. 1 | 0.6 1.2 |
| Heat. light Rent telephone | 1.2 | 3.0 1.5 | 0.6 0.8 | 0.7 0.6 | 1.0 | 76.9 58.5 | 1.6 | 3.9 2.0 | 1.0 1.5 | 1.1 0.8 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 |
| Financisl expenses | 1. 2 | 1.5 | 1.4 | 0.8 | 0.9 |  |  |  | 1.1 |  |  |
| Interust 8 bank charges | 0.6 0.6 | 1.7 1.2 | 1.0 0.4 | 0.3 | 0.4 | 79.7 83.3 | 0.8 | 1.9 | 1.1 0.4 | 0.4 | 0.6 0.6 |
| Other expenses | 15.8 | 20.9 | 17.2 | 12.5 | 17.1 | 100.0 | 16.8 | 20.9 | 17.2 | 12.5 | 17.1 |
| Profit (loses) | 13.4 | 24.2 | 19.8 | 8.5 | 3.1 | 98.1 | 13.7 | 24.2 | 19.8 | 6.7 | 1.0 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ... | $\ldots$ | ... | - . |

## sybole

- zero or no observetions
- too smal too be expressed
not applicabl
$\times$ confoentisl


## Footnotes

(1) These estimetes er based on sempl of bus inesses reportinc sel es between $\$ 25.000$ end $\mathbf{5 2 . 0 0 0 . 0 0 0 .}$
(2) Value in ebeh $c e l l=$ Totel weighted expendiqur on given item

This portion of the tableptsins only to tho businesses roporting the specilic expenst item. Therefore these petios ore cilculated individuslly end the lotel will not mecessar ily equel $100 \%$.

## Mores

Date sre shown by quaptiles when ot leest 13 of the sumpled businesses report the specific item
Recoros were ronked in scending order according to sples size. Esch quartile fi. . botton 25s, bower midole 25\%. etc.) represents one quarter of the cotel number of businesses. Within esh puertile, the everage retio is presented. For conperison purposes, the high end low volues of seles ere shown.

## Now to ute the tebies


12t The selected renge will indicate the proper quartile. i. . the botson 25\%, the lower nidde 25z, the uper midole 258 or the top $25 \%$
(3) Dete perteining to the selected sales size renge will be in that quartile

## Stenderd Induetrisi CIeseificetion Definition ISIC 18801:

## SIC 5210 . Wholesele Food

Businesses primarily engaged in wholesale dealing in confectionery. frozen foods lpackegedi, deiry produces. poutify and eges, fish end sesfood, fresh truits gno vegetables. meat and meat producis or other sopcialty lines of food.

TABLE 2. Balance sheet proffle for incorporeted businesses only, 1987
Manicobs, Wholesale Food (SIC 521)

|  | To:al(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upoer $\text { middle } 25 \text { : }$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) Migh sales value ( $\$ 000^{\circ}$ s) | $\left(\begin{array}{l}4 \\ (1) \\ (1)\end{array}\right.$ | -- | -- | -- |  |
|  | Averse ( $\$ 000$ 's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes peceivable | 32 | -* | -- | -- | - |
| Inventory | - | -- | - | -- | -- |
| Other current assets | 53 | -- | -- | -- | -- |
| Total curient assets | 85 | - | - | -- | -- |
| Fixed assets | 30 | - | - | -- | - |
| Less: Accum. dep. on lixed assets | - | -- | -- | - | -- |
| Other assets | 13 | - | -- | -- | -- |
| Total aseets | 121 | -- | -- | -* | -* |
| Lisbillties and equity |  |  |  |  |  |
| Other current liabilities | 45 | -- | -- | -- | -- |
| Totel current lisbilities | 54 | - | -- | -- | -- |
| Mortaoges payable | - | -- | -- | -- | -- |
| Long term debt | $\bar{\square}$ | - | -- | -* | -- |
| Other licbilities | 27 | -- | -- | -- | -- |
| Total liabilities | 81 | -- | - | - | -- |
| Total equity | 47 | -- | - | -- | -- |

(1) These estinetes are besed on somple of businesses reporting sains between $\$ 25,000$ and $\$ 2,000,000$.

See lable for symools and notes

TABLE 3. Financial rettos(1) for incorporeted businesses only, 1987
Menlrobe. Wholesele Food (SIC 521)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$.s) High seles volue ( $\$ 000$ 's) | $\begin{aligned} & 44 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity resto Current ratio (times) | 1.6 | -- | - | -- | -- |
| Leverage ratios <br> Debtlequity ratio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | 1.7 9.3 0.6 | -- | -- | -- | -- |

IIf ihe ratios represent the everege of ratios for each businass in the group and cennot be ctolculated from the figuras shown in table 2 .

Set roble 1 for tymols and motes.

## Oefinitions:

1. Liquidity relio:

Current surrent assets / Gurrent liabilities
2. Leverege retios:
al Debt/equity = rotal liabiliqies / equiqy
b) Debt fatio $=$ total lisbilipies / total assets
cl interest coveroge z net profip . interest expense / interest expense

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

|  | Total:1; | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe midde 25\% | Upoer $\text { middle } 25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Lew sales value ( $\$ 300$ 's) <br> Migh sales volue ( 000 's) | $\begin{aligned} & 13 \\ & (1) \\ & 11 \end{aligned}$ | -- |  | -- | $\because$ |
|  |  |  | crage 1800 |  |  |
| Operating activities Cash from operations Deprecistion Other | 25 23 -38 | -- | -- | -- | -- |
| Oividends | -3 | -- | -- | -- | -- |
| Investment ectivities <br> Dispossel of lixed sssets Purchase of fixed assets Increase in investment Deciesse in investment | $\begin{array}{r} 10 \\ -29 \\ -1 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Finencing ectivities <br> lrcresse in long term debt <br> Redayment of lang term debt <br> Loans from sharaholders <br> Redayment of loans from shareholders <br> advances \& loans from government <br> increase in equity <br> Decresse in equity <br> Dther | $\begin{array}{r} 7 \\ -15 \\ 7 \\ -16 \end{array}$ | - - - - - - | - - - - - | - - - - - - - | $-=$ $-=$ -- -- -- |
| Increase(decrease) in cash a equivalents Cash oquivalents-Beginning of the year Cush s equivalents = End of tha year | $\begin{array}{r} -29 \\ 7 \\ -22 \end{array}$ | -- | -- | -- | -- |

(1) These essimeter ore ded on semple of incorporated dusingses reporing sales derween \$25,000 mo \$2.000.000. Smpole count incluges
oniy those Dusinesses iepoifing sistemens of changes
see Taple 1 for symols and notes.

TABLE 5. Employment changes by size of businase, 1984-1987 besed on sic ciassification in i987
Manltoba. Wholesale Petroleum Producte (SIC 5111)


[^6]*Wewly peporting" and "no longep poporting* businesses are assumed to have been in sctivity for six months and the informetion is adjusied accordingly

See fable 1 for symbols and notes

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

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miode } 25 \% \end{array}$ | UDDe: $\text { middle } 25:$ | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in semple | 30 |  |  |  |  |
| Averege sales \$ | 518.866 | - | -- | -- | -- |
| Aversge expentes | 493.682 | ** | = | -- | -- |
| Averege net profit (loss) \$ | 25.184 | -- | -- | -- | -- |
| Businesses reporting a profit (Mo.) Averape sales $S$ | 515.078 | -- | -- | -- | -- |
| Averupe expense | 488.165 | -- | -- | -- | -- |
| Averue net profit s | 26.913 | -- | -- | -- | -- |
| Busintses reporting lose (Mo.) Averape sales | 347.575 | - | -- | -- | -- |
| Avorspe expense \$ | 351.937 | .- | -- | -- | -- |
| Average net loss \$ | -4.362 | -- | -- | -- | -- |

1985

Number of obsepvetions in sempl
Average sales \$
Aver age expense \$
Average net profit (loss) \$
42
351.296
339.050
12.246

Businceses reporting a profit (Mo.)
Averege sules $\$$
Average expense s
Average net prof it \$
326.002
296.533
29.469

Jusinesses reporting loss (Mo.)
Avermge seles
Average expense $\$$
Average net loss $\$$
8
427.386
448.227
$-20.241$

| -- | -. | .- |
| :---: | :---: | :---: |
| -- | -- | -. |
| -- | -- | - |
| -- | -- | -- |
| -- | -- | - |
| -- | -- | -- |
| -- | -- | -- |
| -- | -- | -- |
| -- | -- | -- |

1987

83
538.077
513.487

| $\begin{array}{r} 103.284 \\ 90.670 \\ 12.614 \end{array}$ | $\begin{array}{r} 226.039 \\ 196.386 \\ 29.653 \end{array}$ | $\begin{array}{r} 413.302 \\ 377.669 \\ 35.533 \end{array}$ | $\begin{array}{r} 1.409 .684 \\ 1.389 .224 \\ 20.480 \end{array}$ |
| :---: | :---: | :---: | :---: |
| 98.875 | 225.894 | 427.518 | 1.441.280 |
| 82.856 | 190.100 | 381.854 | 1.401 .575 |
| 16.009 | 35.794 | 45.664 | 39.685 |
| 122.662 | 226,925 | 330.008 | 1.337 .539 |
| 124.970 | 234.620 | 355.508 | 1.361 .004 |
| $-2.308$ | -7.695 | $=17.500$ | -23.465 |

(1) These estimstes are based on sample businesses reporting sales between $\$ 25,000$ and $82,000,000$.

See imble ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Wholesale Petroleum Products (SiC 5111)

|  | Total(1) |  | 80 tom 25* |  | $\begin{aligned} & \text { Lower } \\ & \text { miode } 25 \% \end{aligned}$ |  | Uoper$\text { midole } 25 \%$ |  |  | $\begin{aligned} & \text { TOP } \\ & 2 E \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample! No.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 'si | $\begin{array}{r} 67 \\ (1) \\ (1) \end{array}$ |  | $\begin{aligned} & (i) \\ & 165 \end{aligned}$ |  | $\begin{aligned} & 165 \\ & 273 \end{aligned}$ |  | $\begin{aligned} & 273 \\ & 673 \end{aligned}$ |  |  | $\begin{aligned} & 673 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industry overage ${ }^{\text {a }}$ ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only $(3)$ |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle $25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UDder midd $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | reent of | sales |  |
| Cost of seles | 32.1 | 2.0 | 14.9 | 41.0 | 65.6 | 60.2 | 53.3 | 28.0 | 31.3 | 53.8 | 65.6 |
| Occupancy expenaes |  | 11.8 |  | 7.0 |  |  |  |  |  |  | 2.7 1.4 |
| Oeprecistion | 4.7 | 6.4 2.3 | 7.0 1.9 | 4.0 | 1.4 | 94.3 70.4 | 5.0 2.0 | 7.3 4.3 | 7.6 2.4 | 4.2 | 1.4 0.5 |
| Repairs Heat, 1 maght 8 inenance | 1.4 | 2.5 | 2.6 | 1.2 | 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 | 10.9 | 25.1 | 9.0 | 98.8 | 27.6 | 34.3 | 10.9 | 25.1 | 9.4 |
| Finenciel 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 |
| Protessional tees | 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 | 35.6 | 3. 1 | 14.5 | 12.3 | -. 2 | 1.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | . . | . . | . ${ }^{\text {o }}$ | . $\cdot$ |

## Syebol:

- zerc or no ooservalions
=- 100 small too de expresseo
not applictel
$\times$ confidentiol


## Footnotes

11) These estimetes bre besed on semple of businesses reporting seles between \$25,000 end $82,000,000$,
(2) Yalue in each cell $=\frac{\text { Toral weighted expenditur on given ilem }}{\text { Total weighted soles of all businesses in the semple }}$ yoo for onch guartile
(3) Velue in eech cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { fotal weighted ssies of businesses reoorting this item of expendipure puartille }}$

Ihis portion of the toble pertains only to the businesses peporting the specific expense iqm, fherefore these petios ere colculeted ingividualiy ano the toial will not necessarily equsl 100\%

## Noter

Data are shown by quert les when at least 13 of the sanplud businesses peopt the specific iqum
 one quarter of the roial number of businesses. Hithin each quartile. the over ege petio is presenteo. for comerison purposes. the high and low values of seles are show

Mow to ute the tetel

(2) The selected renge will indicete the proper quertile. i . the botton 25\%, the lower middie 25\%. the upper nidde 25\% or the top $25 \%$
3) Dett pertaining to the selected seles size range will be in thet quartile

Stenderd Industrisl clestification Definition (SIC 1980):
51C 5111 - Wholeste Petroleum Producte
gus inesses orimer iy engaged in wholessle oesing in pefined pet-oleum products. Businesses primarily engaged in debling in fuel oi and liquefiec petrcleur gases are classified in inis industry regardless of whether their sales are considereo to be wholiosale or
 oil, whalesale gasoline. wholesale hearing oil. wholesale kerosene. wholesale liquified petroleum gases. whol asale lubricating oils and greases. wnolessle peicoleum producis and wholesate of refingo percoleum products

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

|  | T090111) | Bottom 25\% | Lower midde 25: | Upper <br> riddle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samplo (Mo.) Low sales value ( $\$ 000{ }^{\prime}$ ) High sales value ( $\$ 000^{\prime}$ ') | 51 $(1)$ $(1)$ | (1) 208 | 208 <br> 314 | 314 1.036 | 1.036 11 |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | $\bigcirc$ | , | 55 | 85 | 11 |
| Accounts and notes receivable | 80 | 33 | 56 | 85 | 14 |
| lnventary | - | - | 70 | - ${ }^{2}$ | 183 |
| Other cupiont assets | 113 193 | 73 106 | 70 126 | 122 207 | 183 324 |
| Fixed essets | 75 | 53 | 47 | 101 | 96 |
| Less: Accum. dep on fixed msees | - | - | - | - | - |
| Other assets | 37 | 2 | 36 | 47 | 60 |
| Total sesets | 304 | 180 | 208 | 355 | 480 |
| Liebilities and equity |  |  |  |  |  |
| Current loms | 42 | 17 |  | $\begin{array}{r}23 \\ \hline 13\end{array}$ | 102 115 |
| Other current liabilities | 96 | 71 | 62 | $\begin{array}{r}133 \\ \hline\end{array}$ | 116 |
| Total current liabilities | 139 | 88 | 86 | 156 | 219 |
| Mortaspes payable | , | - | - | ; | 21 |
| Long term dab? | 12 | $3{ }^{5}$ | 15 | ? | 21 |
| Other liabilities | 35 | 30 | 25 | 41 | 41 |
| Tots! lisblitics | 185 | 124 | 128 | 204 | 281 |
| Totel eauity | 119 | 36 | 81 | 151 | 199 |

(II) These estimetes ere bsed on sample of businesses reporting sales beiween 825,000 and $82.000,000$.

See table ifor sympols and noves.

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Manltobs, wholese ie Petroleum Products (SIC 5111)

|  | Totel(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Uoper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low sales value ( $\$ 000$ 's) Migh sales volue ( $\$ 000$ s) | $\left.\begin{array}{r} 51 \\ (1) \\ 1 \end{array}\right)$ | (1) 208 | 208 314 | $\begin{array}{r} 314 \\ 1.036 \end{array}$ | $1.036$ |
|  | Averoge |  |  |  |  |
| Liquidity ratio Current ratio \{times \} | 9.4 | 1.2 | 1.5 | 1.3 | 1.5 |
| Leverege ratios <br> Debt/eavity retio (times) <br> Interest coverege retio (times) <br> Debt retio (times) | 1.6 3.1 0.6 | 3.4 3.8 0.8 | $\begin{aligned} & 1.6 \\ & 4.7 \\ & 0.6 \end{aligned}$ | $\begin{aligned} & 1.4 \\ & 3.1 \\ & 0.6 \end{aligned}$ | 1.4 2.4 0.6 |



Sen roble 1 for symbots and notes.

## Oefinitions:

1. Liquidity ratio:

Current : current assees / currens liabilisies
2. Leverage ratios:
e) Deba/equity $=$ potal liabilities $/$ equity

Dedr ratio = sosal liabiliqies / toral essets
cl Interest coverage : net profit e interes? expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. ig87
Manitoba, Courier Service Industry (SIC 4842)

|  | Total 111 | Bottom 25. | Lowe! $\text { midde } 25 \%$ | $\begin{aligned} & \text { UDoe: } \\ & \text { midde } 25: \end{aligned}$ | To |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No. Lom sales value ( $\$ 000$ s) Hig gis sales value $1 \$ 000$ 's | $\begin{aligned} & (1)^{2} \\ & (1)^{2} \end{aligned}$ | -- | -- | -- | -* |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operting activities Cash from oderations Depreciation Diner | $\frac{x}{x}$ | -- | -- | -- | $\cdots$ |
| Dividends | $x$ | -- | -- | -- | - |
| Investment activities <br> Disposal of fixed ossets <br> Purchase of fixed ossets <br> Increase in investment <br> Decrese in invesiment | $x$ $x$ $x$ $x$ | -- | - - - -- | -- <br> - <br> - | -- |
| Finmelng sctivities <br> Increase in long term debt <br> Repsyment of lang term debt <br> Loans from snaretiolders <br> fepsyment ct loans from shareholders <br> Advances \& loans trom government <br> increase in equity <br> Decrease in equity <br> Dither | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - <br> -- <br> - | - <br> - <br> - <br> - <br> - | - $=$ - - - - -- | - <br> - <br> $\therefore$ <br> - <br> - <br> -- |
| Incresse(decrease) in cssh s equivelents Cash Equivalents-Beginning of the year Cash s equivalents - End of the year | $x$ $\times$ $\times$ |  | -- | -- | -- |

(1) Inese estimetes are besed on stmple of incorporatec businesses reporting sales beiween s25.000 eno s2.000.000. Somple count includes on ly those businesses reporting starement of changes
See Table i for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on sic ciassification in igs7
Menitobe. Courler Service Industry (SIC 4842)

| gusiness size expressed in |
| :--- | :--- | :--- |
| merege lobour unifsil) |

111 Averoge lobour units are colculatid by dividing lotal poyroll by the average ennual wage and salary itate as roporta in the

 500 engioyees in Comede as whol but less bhan thet number in any given province it is shown in the soo and over group
121 Refers to businesses reporting no payroll ceducions in ine previous year.
131 Reters to businesses reporting ne paypoll deductions in the folrowing year
"Newly roporting" and "no longer reporting" businesses are assumed po have oeen in activity for six months and the information is sejusted bccordingly

See Table Ifor symbols and notes

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

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lowep } \\ & \text { micdle } 25 \% \end{aligned}$ | Uoder $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample |  |  |  |  |  |
| Average sales 5 | 82.525 | -- | -- | -- | -- |
|  | 65.192 | -- | -- | -- | -- |
| Average net prof it (loss) \$ | 16.333 | -- | -- | -- | -- |
| Businesses reporting prolit (Mo.) Average sales | 82.525 | -- | -- |  |  |
| Average sales ${ }^{\text {Averge }}$ | 86.192 | -- | - | -- | -- |
| Average net Drofits | 16.333 | -- | -- | -- | -- |
| susinesees reporting loss (Wo.) | - |  |  |  |  |
| Averege seles | - | - | -- | -- | -- |
| Average expense \$ | - | -- | -- | -- | -- |
| Average net loss \$ | - | -- | -- | -- | -- |

1985


1987
Wumber of observotions in semple
Aversge ssles $\$$
Aversge xpense $\$$
Aversege net profit (loss) $\$$

Businesses reporting proflt (Mo.)
Average ales $\$$
Aversge mpense $\$$
$\begin{array}{ll}\text { arege expense } & 37.500 \\ 21.215\end{array}$
Average not profits 16.285

Busintsent roporting lese (Mo.)
Aversge siles
$185 .{ }^{8}$
.485 .935
Average expense है
Average net loss
495.840
-9.905

27
47.481
31.393
16.088

| -- | $-=$ | $-=$ |
| :--- | :--- | :--- |
| -- | -- | -- |
| -- | - |  |
|  | -- | -- |
| -- | - | - |
| -- | - |  |
|  | -- | - |
| -- | - | - |
| - |  |  |



842 4
82.525
66.192
-- --
--
Average sales 5
16.333
82.525
66.192
. 333
$-\infty$

[^7]See iable I for symools and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba. Courier Service Industry (SIC 4842)

|  | Total(1) |  | Bot tom 25\% |  | Lawemicole 25: |  | UpDe miodle $25 \%$ |  |  | $\begin{aligned} & \text { Too } \\ & \text { 25: } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Hi.g. sales value ( $\$ 900$ 's: | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
| Selected expensa item | Industiy aversoge(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses on $\mid$ y (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowe1 } \\ \text { midole } \\ 25 \% \end{array}$ |  |  |  | Totel | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cont of sales | 0.1 | - | -- | -- | -- | 0.7 | 11.4 | -- | - | -- | - |
| Decupency expenses <br> Dedreciation <br> Repairs \& maintenance Hest. 1 ight \& telephone Rent | 6.83.90.90.41.6 | -- | -- |  | $=-$ <br> - <br> - <br> - | 94.882.541.449.469.2 | $\begin{aligned} & 7.2 \\ & 4.7 \\ & 2.9 \\ & 0.9 \\ & 2.4 \end{aligned}$ | ------ | -- | -- |  |
|  |  |  | -- |  |  |  |  |  | -- | - | -- |
|  |  |  | -- |  |  |  |  |  | -- | =- | -* |
|  |  |  | -- |  |  |  |  |  | -- | -- | -- |
| Persannel expenses | 11.8 - | -- | -- | -- | -- | 89.0 | 17.1 | -- | -- | -- -- |  |
| Finmencial expenses <br> Interest \& Dank charges <br> Professional fees | 1.9 | -- | - | -- | -- | 80.462.745.9 | $\begin{aligned} & 2.3 \\ & 2.4 \\ & 0.8 \end{aligned}$ | -- | -- | -- |  |
|  | 1.5 | -- | -- | -- |  |  |  |  |  |  |  |
|  | 0.4 |  |  | -- |  |  |  |  |  |  |  |
| Other expenses | 31.4 | - | -- |  | -- | 100.0 | 31.4 | - | -- | - |  |
| Profit (loss) | 48.1 | -- | -- | -- | -- | 100.0 | 48.1 | =- | -- | - |  |
| Tots 1 | 100.0 |  | -- | -- | -- | 100.0 |  | -- | -- | - |  |

Syebols
2ero or mo observetions

- 800 snall ta0 de expressed
not applicable
$\times$ confidential


## Footnores

111 These estimeties bre based on s semple of businesses reporting seles berween 525,000 and 32.000 .000
2) Velve in each cell $=\frac{\text { Total weighred expendiqure on given item }}{\text { Total weighed sales of sil businesses in the sample }} \times$ foo for esen gubrtile


## Motes

Dets are shown by quartiles when as least 13 of the sampled businesses roport she specilic item
 one qubrtior of the totat number of businesses. Within esh quertile, the overage ratio is presented. For comperison purposes, the high eno low values of sales are shown

## How 10 use the tablet


21 ine selucted range will indicete the proper quartile. i e. the ootion 25\%, the lower midde 25\%. the upor migde 25\% or the top $25 \%$.
(3) Deit perteining to the zelected sules size range will be in thet quertile

## Standerd Industrisl Cletsificetion Definision (SIC inso):

SIC 4842 - Courier Service Industry
Businesses primarily engaged in providing delivery service for letters and mbil-pype small percels. Businesses engaged in couriter messenger services. cour er parcel delivery services, courier percel express services and couri pr pick ond andelivery services are included in the industry.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba, Courier Service Industry (SIC 4842)

(1) These estimates are besed on sample of businesses reporting sales between $\mathbf{2 5 , 0 0 0}$ and 22,000,000.

See roble 1 for symbols and notes.

TABLE 3. Financial ratios (1) for incorporated bueinesses only. 1987
Menitoba. Courier Service industry (Sic 4842)

|  | Totel(2) | $\begin{array}{r} 80+t \mathrm{t}^{2} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low seles volue ( $5000^{\circ}$ s) High seles value ( $\$ 0000^{\prime}$ s) | $(1)^{2}$ | -- | -- | -- |  |
|  | Averege |  |  |  |  |
| Liquidisy retio Current ratio (times) | $x$ | -- | -* | -- | -- |
| Leverage retios <br> Debt/equity retio (times) <br> Interest coverage retio (times) <br> Debt istio (times) | $x$ $\times$ $\chi$ $\chi$ | -- | -- | -- | -- |

(1) The resios represent the evernge of fasios for each business in the group and cennot be celculated from the figures shom in itble 2.
(3) These estinetes besed on semple of businesses paporling soles beiween 825,000 end 82.000.000

See Toble i for symbols and nors.

## opfinitiont:

1. Liquicity ratio:

Curfent : cuprent assers / current liabilities.
2. Levernge catios:
3) Debt/equiry = soral liabilities / equity
bl Debp ratio = total liabilisies / total assers
e) Interest coverage $=$ net profit . intepest expense/interess expense.

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


111 These estimates are desed on sompl of incorporsted businesses peparting sales derween $\$ 25.000$ and $\$ 2,000,000$. Sample count incluos onty those businesses peporiing statement of changes.
See iable 1 for symbols and notes
TABLE 5, Employment changes by size of business, 1984-1987 besed on SIC classification in 1987
Menitoba. Taxicab Industry (SIC 4581)

 Survey of Employment. Payroll and Hours. Statisitcs Consob. Esislogue r2-002. An sverage labour unit could be interpreted es e tull-time employee. Note that the business size groups used gre determineo bt the Canda level. inus if ousiness has at least 500 mployees in Canada as a whole but less than that number in any given province it is shown in the soo and over group
(2) Refers to businesses peporting no payroll deductions in the previous year
(3) Reters to businesses peporing no payroll deductions in the following yar

- Nenty reporping" and ano longer repor:ing" businesses are assumed to hove been in activity for six months and the informapion is adiusted accordingly

See iable 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba. Texicab Industry (SIC 4581)
Tota (1)
ottom
Lower

| UoDer | Top |
| :--- | :--- |
| middie 25\% | $25 \%$ |



| 27 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 75.899 | -- | -- | -- | -. |
| 70.310 | -- | -- | -- | -- |
| 5.589 | -- | -- | -- | -- |
| 22 |  |  |  |  |
| 50,182 | -- | -- | -- | -- |
| 41.431 |  | -- | -- | -- |
| 8.733 | -- | -- | -- | -- |
| 5 |  |  |  |  |
| 146.632 | -- | -- | -- | -- |
| 153.171 | -- | -- | -- | -- |
| -6,539 | -- | -- | -- | -- |



1987

(1) These estinetes me besed on sampl of businesses reporting sales between $\mathbf{2 5 , 0 0 0}$ and $\$ 2.000,000$.
sen leole 1 for smbals and notes

TABLE 1. Selected operating retlos. in percent of sales. 1987
Manitoba, Taxicab Industry (SIC 4581)

| Totali | Bot 40 m | Lower Upoer |
| :--- | ---: | :--- |


| Gusinesses in sampte (No.) Low seles value $\{\$ 000$ s) High sales value ( 8000 's) |  | $\left.\begin{array}{l} \text { ¿1 } \\ i \\ \vdots \end{array}\right\}$ |  |  |  | -- |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Indus | cy sers | ge (2) |  |  |  | eporting | busines | es onty |  |
| Selected expense item | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middt } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Unper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  |  |  | arcent of | sales |  |  |  |  | rent of | sales |  |
| Vehicle expenses | 16.7 | -- | - | - | - | 22.1 | 20.4 | - | - | -- | - |
| Depreciation | 4. 4 | -- | -- | -- | -- | 56.9 | 7.7 | -- | -- | -- | -- |
| Reobirs \& maintenance | 5.8 | -- | -- | -- | -- | 58.8 | 9.8 | -- | -- | -- | - |
| Fuel expense | 6.6 | -- | -- | -- | -- | 38.2 | 17.2 | -- | -* | =- | ** |
| Personnel expenses | 15.5 | -- | -- | -* | -- | 72.4 | 21.1 | -* | - | -- | - |
| Financisl expenses | 1.5 | -- | -- | -- | -- | 68.1 | 2.2 | - | -- | =- | -- |
| Interes: 8 bank charges Professional fees | 1.0 0.5 | -- | -- | -- | -- | 36.1 67.5 | 2.7 | -- | -- | -- | -- |
| Other expenses | 39.5 | -* | - | -- | - | 100.0 | 39.5 | -- | - | -- | - |
| Ppolit (loss) | 25.8 |  | -- |  | -- | 100.0 | 26.8 | - | - | - | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  |  | -- | - | -* |

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zero or no observations
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$\times$ confidentia

## Footnotes

11\} These estimates bre based on sample of businesses reporting seles bitwoen 825,000 mind 52.000,000 Total weighted expendiqure on given item

131 Value in cach cell= $\frac{\text { Total weighted expendiqure on given irem }}{\text { Total weighted seles of businesses reporting this item of expenditure }}$ for guertile.
 individually and the total will not necessirily equal 100\%.

## Notes

Dais ere snown by quartiles when at least 13 of the sampled businesses report the specific item
 one querter of the sotal number of businesses. Within each quertile, the eversge rerio is preserted. For comperison purposes. the high ano iow values of soles are shown

How 20 use the rebles
HI Locete the appropriste seles pange that is displeyed on the two lines entitled bow seles valuem end migh sules velue
(2) The selected renge will indicete the proper quertile. i. ©. the botion 25\%. the lowef miod 25x. the upper nidde 25I or the top $25 \%$.
(3) Dete pertaining to the selected seles ise range will be in that quartil

## Stenderd Industrisl Cleseifieation Definition (SIC 1980):

SIC 4581 - Texicab Industry
Businesses primarily engaged in providing passenger pransportation by automobiles not aperaped on pegular schtules or betmeen fixed perminals Taxican fleet owners and organ zations are included regordiess of whether drivers are hired pent theip cobs or are otherwise compensared Also inciuded are those who own ano operate pheir own taxicabs. Taxi dispatching services. road motor vehicib taxi services and taxicat services are incluoed in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Taxicab industry (SIC 4581)

|  | Total(1) | Botrom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | Upoer <br> midde $25 \%$ | To 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vaiue ( $\$ 00005$ ) High sales value ( 8000 's) | (1) ${ }^{5}$ | -- | -- | -- |  |
|  |  |  | Average (\$000 |  |  |
| Asets |  | -- | -- | -- | -- |
| Accounts and notes receivable | 48 | -。 | -- | -- | -- |
| Inventory |  |  |  |  |  |
| Other current essets | 141 | - | -- | -- | -- |
| Total current assets | 188 67 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 6 | -- | -- | -- | -. |
| Other assets | 309 | -. | -- | -- |  |
| Total asset | 565 | -- | -- | -- | -- |
| Liabilities and equity Curient loens | 19 | -- | -- | -- | -- |
| Other current liabilitios | 82 | -- | -- | -- |  |
| Total current liabilitios Mortgages payable | 99 | -- | -- |  |  |
| Mortgages payable Long term deat |  | -- | -- |  |  |
| long term dest | 253 | -- | -- | -- | -- |
| Total liabillties | 361 | -- | -- | -- | -- |
| Totel equity | 204 | -- | -- | -- | -- |


See iable 1 for symbols and notes.

TABLE 3. Financisi retios(1) for incorporated businesses only. 198t
Manltobs. Taxlesb Industry (Sic 4581)

|  | Totel(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middl: } \frac{\text { Lower }}{25 \%}$ | middl Upper | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\{\$ 000$ 's High sales value $\left\{\$ 000^{\circ}\right.$ s) | $(11)$ | -- |  | -- | -- |
|  |  | Average |  |  |  |
| Liquidity retio Currant iatio (times) | 1.9 | -- | -- | -- | -- |
| Leverage ratios <br> Debi/equity tatio 〈times) <br> Interest coversog ratio (times) <br> Debt retio (times) | $\begin{aligned} & 1.8 \\ & 3.6 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

11) The retios represens the everoge of rotios for esch businsss in the group ond connot belculted from the figures shown in toble 2 .

See reole 1 for symbels and notes.

## oefinitions:

1. Liquidily ratio:

Curront = cuzrent assets / cuprent bisoilities
2. Levertge retion:
8) Debr/equity $=$ total liabilisies / equity
b) Debi ratio = cotal liabilities / total assets.
c) Interest coverege $=$ net profit - interest expense / interest expense.

TABLE 4. Statement of changes th financial position for incorporated businesses only. 1987
Manitoba, Forest Products Trucking Industry (SIC 4565)

|  | Total:! | Bottom $25 \%$ | Lower $\text { midjie } 25 \%$ | $\begin{aligned} & \text { Leder } \\ & \text { middle } 25 \text { : } \end{aligned}$ | 100 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( 800 o 's High sales value $\left(\$ 000^{\circ} \mathrm{s}\right)$ | $\begin{aligned} & 1 \\ & (1) \\ & 11 \end{aligned}$ |  | -- | -- | -- |
|  |  |  | verspe 15000 |  |  |
| Opersting activities Cast from oderations Dedreciation Other | $\begin{aligned} & x \\ & \mathrm{x} \\ & \mathrm{x} \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $\times$ | - | -- | -- | -- |
| Investment ectivities <br> Dispossi of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrease in investment | $\begin{aligned} & x \\ & k \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivitios <br> Increase in long term debp <br> Repsyment of long term debt <br> Loans from shareholders <br> Reoaymen: of loans fiom shareholders <br> Advances 8 loans trom goveinment <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | -- <br> - <br> -- <br> - <br> - | -- <br> - <br> - <br> - <br> - <br> - | - - - - - - |
| Increase(decrease) in cash s equivilents Cash \& equivalunts-Beginning of the yest Cash equivalents - End of the year | $x$ $\chi$ $\chi$ x | -- | -- | -- | -- |

(1) These estimetes ere dased on a sample of incorporatec Dusinesses peporting sales between $\$ 25,000$ end $\mathbf{2 8 , 0 0 0 , 0 0 0 \text { . } 5 \text { ample count includes }}$ onty those businesses reporing a stetement of changes
see iable 1 for symbols and nores

TABLE 5. Employment changes by size of businass, 1984-1987 based on sic classification in i987
Manitobe, Truck Transport Industries (SIC 455)


$198 ?$

| Total | 851 | 176.309 | 7.977 | 168 |
| :---: | :---: | :---: | :---: | :---: |
| less then 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 | - |

 Surver of Employmen: Poyroll and Hours. Statistics Consod. Cotalogue $72-002$. An everape lobour unit could be iniplpreted es e full-time employee Note inat the ousiness size groups used are determined at the cancolevel. ihus if business has st iens? 500 employees in canade as a whole Dut less thon that number in any given province it is shown in the 500 and over group
(2) Refers 10 Dusinesses reporting no payroll deductions in the previous rea

13 Refers 10 businesses reporing no payroll oeductions in the following year
*Newly reporting* and tho tonger feporting" Dusinesses ere assumed so have ben in sctivity for six months and the information is odiusted accordingly
see table ifor symools and notes.

TABLE 6. Selected operating characteristics of smill businesses by sales quartile. 1985-1987
Manitobe. Forest Products Trucking Industry (SIC 4565)


$19{ }^{88}$

Mumber of observations in smple Average sales \$
Aversge expense $\$$
Average net profit (loss) \$

Businessen reporting profit (Mo.)
Average sales $\$$
147.702

Average expense $\$$
117.252

Average net profit \$
30.450

Businesees reportins loss (Mo.)
Average seles \$
125.057

Average expense $\$$
Average net loss $\$$
132.230
9
135.550
109.744
25.805
147.702
117.252
30.450

125.057
132.230
-7.173

| -- | -- | -- |
| :---: | :---: | :---: |
| -- | -- | -- |
| -- | - | -- |
| -- | -- | -- |
| -" | - | - |
| -- | -- | - |
| -- | -- | -- |
| -- | -- | - |
| -- | -- | -- |

1857

Mumber of observations in sample
Aversge salus $\$$
Average expense $\$$
Average net profit (loss) $\$$

Businesser reportime profis (Mo.)
Averge sales $\$$
Averoge expenge s
Average not profits

Businesses peportine less (Mo.)
Average seles
Average expense $s$
Average not loss
573.051
243.549
29.502
425.482
349.081
349.081
120.620
138.017
$-17.397$
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(I) Phese estimetes are besed on semple of businesses reporting saies between $\$ 25,000$ and $\$ 2,000,000$.

See isble for symols not notes

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

|  | Total: 19 |  | Bottom 25\% |  | Lowermiddie 25: |  | Upoer$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (NO.) Low sales value ( $\$ 000$ 's) High sales voiue ( $\$ 000$ 's) |  | (1) ${ }^{5}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { miod } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { ToD } \\ & 25 x \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sates |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | - | -- | -- | -* | - | - | - | -- | -- | -- | - |
| Occupancy expenses | 43.4 | - | -- | -- | - | 100.0 | 43.4 | -- | -- | -- | -- |
| Depreciation | 32.2 | - | -- |  | -- | 81.7 | 35.1 | -- | -- | -- |  |
| Redaics \& maintenance | 10.6 | -- | ** | -- | -- | 100.0 | 10.6 | -- | -- | -- | - |
| Heat. Iight \& elednone | 0.6 | -- | -- | -- | -- | 100.0 8.3 | 0.6 0.3 | -- | -- | -- | - |
| Rent |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 27.4 | -- | -- | - | -- | 100.0 | 27.4 | -- | -- | -- | -- |
| Finencisl expenses | 3.5 | -- | -- | -- | -* | 100.0 | 3.5 | - | - | - | -- |
| Interest o bank charges | 3.0 | $\cdots$ | -- | -- | -- | 90.7 100.0 | 3.3 | -- | -- | -- | -- |
| Professiona! fees | 0.5 | -- | -- | -- | -* | 100.0 |  | -- | -- | -- | -- |
| Other expenses | 33.0 | - | -- |  | -- | 100.0 | 33.0 | -- | - | - | - |
| Profit (loss) | -7. 3 | - | -- | -- | -* | 91.7 | -8. 0 | -- | -- | $\cdots$ | -- |
| Total | 100.0 | -* | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |

```
SYmool:
    zero or no observations
-- 200 small {00 be expressed
    not spolicable
* confioentiel
```


## Footnotes

(1) These estimeqes are based on e semple of businesses reporting seles between 255,000 and 52,000,000 lotel we, ghted expenditure on given item

(3) Value in esch cell
Toial weighted expendizure on a given item

Totsl wighted soles of businesses reporting this item of expenditure
This portion of the tate perquins only to the businesses reporting ithe specific expense item. Therefore these ratios bre cicticulat individusly end the torsl will not necessarily equel $100 \%$.

## Mores

Date are shown oy queptiles when at least 13 of the sampled businesses report the specific item
Recoros were ranked in ascending order sccording 10 seles size. Esch quertile fi. Dottom 25s, lower midol 25\%. etc. represents one quarter of the totel number of ousinesses. Within each quer tile. the average ratio is presented. for compar ison purposes. the high and low values of stiles are shown.

How to use the tebles

(2) The selected range will indicate the proper quertile. i. B. the bottom 25\%. the lower miode 252 . the upper midol $25 \%$ or the top $25 \%$.
(3) Deto pertsining so the selected seles stze ronge will be in thet quertile.

Stenderd Induserisl CIestificetion Definltion (SIC 1980):
SIC 4555 = Porest Products Trucking Induetry
Businesses primarily engaged in transporting pulpwood. wooo chips and sew-logs whether or mot specializeo touipment is used. lncluded afe businesses engaged in the log hauling trucking service. Iumber hauling ifuck service. timber hauling truck service and the wood chips fruck hauling service

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Forest Products Trucking Industry (SIC 4555)

|  | Total: 1 ) | Botiom 25\% | Lowe p $\text { midole } 25 \%$ | Upper midole 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses r. sample \{No.\} Low seles velue ( $\$ 000$ 's) High sales value ( 5000 's) | $(1)^{2}$ | =- | -- | -- | -- |
|  | Avorage (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cash | $x$ | -- | -- | -- | -- |
| Accounts and notes receivable | $x$ | -- | -- | -- | -- |
| Inventory | $\times$ | -- | -- | -- | -- |
| Other current assets | $x$ | -- | -- | -- | - |
| Toial current sssets | $x$ | -* | -- | -- | -- |
| fixed eseets | $x$ | - | -- | -* | -- |
| Less: Accum. dep. on fixed assets | x | -- | -- | -- | -- |
| Other assets | $x$ | -- | -- | -- | -- |
| Totel ussets | $x$ | -- | -- | - | - |
| Llabillties and equity |  |  |  |  |  |
| Current loans | $x$ | - | -- | -- | -- |
| Other cusrent liabilisies | $\frac{x}{x}$ | * | -- | -- | -- |
| Total current liabilitios | $x$ | ** | - | -- | -- |
| Mortgages oayable | $x$ | - | -- | -- | -- |
| Long term debt | x | -* | -- | -- | - |
| Other liabilitios | X | -- | -- | -- | -- |
| Total lisbilities | $x$ | -* | -* | -- | -- |
| Totel equity | $x$ | $\cdots$ | - | -- | - |


Site tate 1 for symbols and nores.

TABLE 3. Finenctal ratios(1) for incorporated businesses only. 1987
Munitobe, Forest Products Trucking Industry (SIC 4565)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { bower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{array}{r} \text { UDDer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ( NO .) Low sales value ( $\$ 000^{\circ}$ : High sales value ( $\$ 000^{\circ}$ s) | $(1)^{2}$ | -- | -- |  | -- |
|  |  |  | Average |  |  |
| Liquidity retio Current ratio (times) | $x$ | -- | -- | - | - |
| Leverege retios <br> Debtiequity retio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) The ratios rapresent the everoge of ratios for ach business in the group ond connot be calculatodrom the figures snown in toble 2.

5ee ieble ifor symbols and notes.

## Definition:

1. Liquiditr retio:

Current = current asseis / curtent liabilities
2. leverege ratiol:
a) Derifeguity : posal liabilities / equity
b) Debi fatio = 10181 lisbilities / total assers
cl Interest coverto $=$ net profit - interest expense / inierest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba, Dry Bulk Materials Trucking Industry (SIC 4564)



(1) Average lobour unifs are calculatec by dividing lotal payrol by the average annupl wage and salary fape as popoted in the surver of Employment. Parroll ano hours. Statispics Canado. Caraiogue 72-002 an average labour unit could de inteppresed as o full-time emplovet Note that the Dusiness sizp groups used are determired al the Conace level. Thus if a business has ar least 500 employees in Conda as a whole but less inan inat number in any given province it is show in the 500 and ovif group
(2) Reters to Dusinesses reporting ho peyroli deductions in the previous yebr
(3) Reters to businesses reporting no payroll deductions in the following year
"Newly podoring" and "no tonger reporqing" businesses are assumed to nave deen in acyivity for six monym and the information is odusted aceordingly

See table ? for symools and noles

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-i987
Manltobe. Dry Bulk Materials Trucking Industry (SIC 4564)

|  | Tolal(1) | Bottom $25 \%$ | Lowe P middle 25: | Upde? $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple | 31 |  |  |  |  |
| Aversge sales \$ | 208.241 | -- | -- | -- | - |
| Average expense? |  | -- | - | -- | -- |
| Averege net profit (lose)s | 19.118 | - | -- | -- | -- |
|  |  |  |  |  |  |
| Aversge sales \$ | 172.831 | -- | -- | -- | -- |
|  | 152.207 20.624 | -- | -- | - | - |
| Averoge net profit \$ | 20.624 | - | -- | -- | -- |
| Businesees reporting loss (Mo.) | 1 |  |  |  |  |
| Averoge soles ${ }^{\text {s }}$ | 1.836 .000 | - | -- | - | - |
| Average expense \$ | 1.841 .000 | -- | -* | -- | -- |
| Average ne? loss \$ | -5.000 | -- | -- | - | -- |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Numbe of observations in sample | 52 |  |  |  |  |
| Aversge soles $\$$ | 190.581 | 4.435 | 62.715 | 119.390 | 538.785 |
| Average expense 5 | 175.448 | 42.549 | 51.791 | 109.948 | 501,503 |
| Averoge net drofit (loss) \$ | 14.133 | -1.114 | 10.924 | 9.442 | 37. 282 |
| Businesses reporting eprofit (No.) | 41 |  |  |  |  |
| Average soles $\$$ | 189.441 | 32.4:0 | 63.429 | 119.707 | 542.217 |
| Averege expenses | 169.967 | 24.946 | 51.019 | 105.846 | 498.066 |
| Averege net profit | 19.474 | 7.484 | 12.418 | $13.86{ }^{\circ}$ | 44.151 |
| Businesses peporting lose (Ma.) | 11 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 180.985 | 45.283 | 52.488 | 117.659 | 508.528 |
| Aversge oxpense $\$$ | 194.298 | 50.054 | 62.980 | 132.347 | 531.812 |
| Average net loss \$ | $-13.313$ | -4.771 | $-10.512$ | -14.688 | -23.284 |

1987
Muber of observations in semple
Aver oge sales $\$$
Average expense $\$$
Average net profit (loss) $\$$

Bueineszes roperting eprofit (Mo.) Averape seles $\$$
Averige expense $s$
Averse net profit $\quad 139.933$
29
147.080
142.412
4.688

21
153.403
139.933
13.470

Average sales
Averige sales
Average expence
Average net lons?
136.851
16.631
-9.780

11 These estimates ert based on semple of businessts reporting seles betmeen $\$ 25,000$ and $\mathbf{2} .000 .000$.
Set Table i for symbols and nots

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba, Ory Bulk Materials Trucking Industry (Sic 4564)


## Symbole

- zero or no observerions
-- too small i00 be expressed
... not applicable
$\times$ confidentia
Footnotes


(3) Velue in each cell $=\frac{\text { fotel wighted expenditure on aiven item }}{\text { lotel wighted sotes of businesses reporting this tem of expenditure }}$ fuertile

This portion of the table pertains only to the businesses reporting phe specific expense item. Therefore these ratios ere calculsted individually and the tozal will not necessarily equal 100\%.

Note
Dato are shown Dy quariles when 8 : east 13 of the sampled busintesses ceport the specific item.
pecords were ranked in ascending order according to seles size. Ebch quartile li. bottom 25\%. lowe miode 25\%, etc. represents one quarter of the tota number of businessas. Wiqnin each quertile, the average ratio is presenteo. for compsrison purposes, the high and low velues of sales ar shown

How to use the tebles

(2) The selected renge will indicate the proper quertile. i. . the bot tom 25\%. the lower midele 25\%. the upper midde 25t or the top $25 \%$
(3) Deta pertaining to the selecied sales fize range will be in that quertile

## Stenderd Indusqrisi Clessification Definition (\$IC 1月BOI

SIC 4564 - Dry Bulk Meteriels Trucking Industry
Busimesses primerily engaged in iransporting. usualiy by dump-prucks. such dry buik meterials as cement. till, sand and ofpris inctuding snow. Included are businesses engaced in the dry naterials bulk hodper puck service. ory bulk truck transpoiting service, ory chemicals bulk tank iruck service, dump lruck transporiing service lifil. sand. debrisl, snow houling iruck service ond dry bulk iank ifuck
iransporting sepvice

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe, Ory Bulk materiais Trucking industry (Sic 4564)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper $\text { midole } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | 16 $(1)$ $11)$ | -- | -- |  | -- |
|  | Average (3000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cssh | - | - | - | - | -- |
| Accounts and motes receivable | 24 | -- | -- | -- | -- |
| Inventory | 4 |  |  | -- | -- |
| Other current assets | 42 | - | -- |  | -- |
| Total current assets | 66 | -- | -* | - | -- |
| fixed sseets | 150 | - | -- |  | - |
| Less: Accul. dep. on fixed assets Other assets | 20 | -- | -- | -- | -- |
| Totel essete | 237 | -- | =- | - | -- |
| Liebllities and equitr |  |  |  |  |  |
| Current loans | 30 | -- | -- | -- | -- |
| Other currant liabilities | 46 76 | -- | -- | -- | -- |
| Mortgages poyable |  | -- | - | -- | -- |
| Long term debt | 27 | -- | -* | -- | - |
| Other liabilities | 53 | -- | * | -- | "- |
| Totel liabilities | 156 | =- | -- | -- | -- |
| Totel equity | 12 | - | -- | -- | -- |

(1) These estimates are based on sample of businesses reporting sales beiween $\$ 25.000$ and $\mathbf{2 2 . 0 0 0 . 0 0 0}$.

See rable for symols and notes.

TABLE 3. Financiel ratios(1) for incorporated businesses only. 1987
Manitobe. Ory Buik Meterlais Trucking industry (Sic 4564)

|  | Totel(2) | Bottom $25 \%$ | $\text { middie } 25 \%$ | Upper middle 25 x | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sties value (\$000's) Migh salos value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 16 \\ & 111 \\ & 11 \end{aligned}$ | -- |  | -- |  |
|  | Average |  |  |  |  |
| Liquidity retlo <br> Current ratio (times) | 0.9 | -- | -- | - | -- |
| Leverege retlos <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Dobl ratio (times) | $\begin{aligned} & 9.9 \\ & 1.7 \\ & 0.7 \end{aligned}$ | -- | - | -- | -- |

(1) The retios represent the everege of ratios for esch business in the proup and connot be celculeted from the figures shown in foble 2
(2) These estimetes ere besed on semol of businesses reporting seles betwen $\$ 25,000$ end $82.000,000$.

See Table 1 for symools and motes.

## Definitions:

1. Liquidiey ratio:

Current s eurrent assets / Current lisbilities.
2. Levermge retios:
3) Deda/equipy : total lisbilipies / equity
b) Debiretio $=$ total |iabilicies / total assets
d inceresi coverage $=$ net profit . interest expense $/$ incerest expense.

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

 only those businesses reporting statement of changes.
See ThD: 1 for symbols and noves

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

|  |  |  |  | Changes in nu with po | of Dusinesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | Total poyroll $\begin{gathered}\text { ( } 8000 \text { s) }\end{gathered}$ | Average laboup units(1) | $\begin{array}{r} \text { Nowly } \\ \text { reporting }\{2\rangle \end{array}$ | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Tote 1 | 797 | 142.168 | 7.374 | 157 | 78 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 723 \\ 31 \\ 29 \\ 14 \end{array}$ | $\begin{aligned} & 34,186 \\ & 12,730 \\ & 48,770 \\ & 46.482 \end{aligned}$ | $\begin{array}{r} .543 \\ 598 \\ 2.187 \\ 3.048 \end{array}$ | $\begin{array}{r} 156 \\ 6 \\ 4 \\ 1 \end{array}$ | $\begin{array}{r} 74 \\ 6 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 851 | 176.309 | 7.977 | 168 | $\ldots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 779 \\ 29 \\ 31 \\ 12 \end{array}$ | $\begin{aligned} & 11.341 \\ & 19.05\} \\ & 63.141 \\ & 52.736 \end{aligned}$ | $\begin{array}{r} 1.65 \\ 752 \\ 2.493 \\ 3.081 \end{array}$ | 160 4 4 | $\cdots$ $\cdots$ $\cdots$ |

[^8]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987 Manitoba, General Freight Trucking Industry (SIC 4561)


```
Number of observetions in sample
    Avirioge sales $
Avirage sales $
    Average net profit (loss)s
Gusinesses reporting e profit (Mo.)
    Average sales s
    Average expenseg
```



```
Businesses reporting lest (Mo.)
    Average salos
    Averoge expense $
```

    169.99
    172
174.593
160,443
14.150
36.616
25,493
11.123
60.052
55.425
96.616
493.237
4.627
11.851
464.239
36.12
22.96
153
13.1
53.037
98.516
96.312
500.495
451.790
20.609
Average net loss \$
43
Lowe?
de $25 \%$
25.

| Number of observetions in semple <br> Averege sales <br> Average expense $\$$ <br> Average net profit (loss)s | $\begin{array}{r} 172 \\ 174.593 \\ 160.443 \\ 14.150 \end{array}$ | $\begin{aligned} & 36.616 \\ & 25.493 \\ & 11.123 \end{aligned}$ | $\begin{array}{r} 60.052 \\ 55.425 \\ 4.627 \end{array}$ | $\begin{array}{r} 108.467 \\ 96.616 \\ 11.851 \end{array}$ | $\begin{array}{r} 493.237 \\ 464.239 \\ 28.998 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales 5 <br> Averape expense \$ <br> Average net profits | $\begin{array}{r} 153 \\ 176.635 \\ 156.026 \\ 20.509 \end{array}$ | $\begin{aligned} & 36,126 \\ & 22,963 \\ & 13,163 \end{aligned}$ | $\begin{array}{r} 61.401 \\ 53.037 \\ 8.364 \end{array}$ | $\begin{array}{r} 108.516 \\ 96.312 \\ 12.204 \end{array}$ | $\begin{array}{r} 500.495 \\ 451.790 \\ 48.705 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average salos \$ <br> Averoge expenses $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 19 \\ 189.994 \\ 178.415 \\ -8.421 \end{array}$ | $\begin{aligned} & 41.232 \\ & 49.373 \\ & -8,141 \end{aligned}$ | $\begin{aligned} & 56.144 \\ & 62.341 \\ & -6.197 \end{aligned}$ | $\begin{array}{r} 106.565 \\ 108.203 \\ -1.638 \end{array}$ | $\begin{aligned} & 476.03 \\ & 493.742 \\ & =17.706 \end{aligned}$ |
|  |  |  | 1986 |  |  |
| Number of observations in semple <br> Average sales \$ <br> Average expense $\$$ <br> Averape net profit (loss) \$ | $\begin{array}{r} 153 \\ 179.068 \\ 169.186 \\ 9.882 \end{array}$ | $\begin{aligned} & 27.581 \\ & 15,452 \\ & 12,129 \end{aligned}$ | $\begin{aligned} & 59.068 \\ & 55.25 ? \\ & 13.811 \end{aligned}$ | $\begin{array}{r} 126.581 \\ 117.934 \\ 8.647 \end{array}$ | $\begin{array}{r} 493.043 \\ 488.109 \\ 4.943 \end{array}$ |
| Businesses reporting eprofit (Mo.) <br> Average seles \$ <br> Aversge expenses <br> Averse net Drofit $\$$ | $\begin{array}{r} 137 \\ 193.157 \\ 174.638 \\ 18.519 \end{array}$ | $\begin{aligned} & 27.581 \\ & 15.452 \\ & 12.129 \end{aligned}$ | $\begin{aligned} & 69.507 \\ & 52.362 \\ & 17.145 \end{aligned}$ | $\begin{array}{r} 126.810 \\ 117.917 \\ 8.893 \end{array}$ | $\begin{array}{r} 548.728 \\ 512.819 \\ 35.909 \end{array}$ |
| Businesses raporting loss (wo.) <br> Aversge sales $\$$ <br> Averse expense <br> Averape net loss 5 | $\begin{array}{r} 16 \\ 198.747 \\ 216.071 \\ -17.324 \end{array}$ | - | $\begin{aligned} & 66,383 \\ & 72.981 \\ & -6,598 \end{aligned}$ | $\begin{aligned} & 109.210 \\ & 119.269 \\ & -10.059 \end{aligned}$ | $\begin{aligned} & 420.649 \\ & 455.962 \\ & -35.313 \end{aligned}$ |

1917

Number of observintions in semple Aversoge soles 5
Avarage expense $\$$
Average nexpense profit (lossj)

Businesges reporting profis (Wo.)
Averane sales 5
Aversge expense s
Average expense $A$ nerge net profits

Businesses reporting lose (Mo.)
Averige sales 5
Averige expense s
Averso not lose
(1) These estimotes gre bespd on sample of Dusinesses reporting selps betmeen $\mathbf{\$ 2 5 , 0 0 0}$ ond $\$ 2.000,000$

See Thtile ; 60: sympels anc acies

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


## Symbol:

zero or ho observations
-- too sme ! 1 too be expressed
not BDPI ice

- confionntiel


## foornores

11) These estimstes bese on semple of businesses reporting seles between 525,000 end $52,000,000$


This portion of the tople perquins only to the businesses peporting the specific expense item therefore qhese ratios er calculated ind vioully mat to total will not necessarily equ! 100 s .

## Notes

Data are shown dy quartiles when at least 13 of the sampled businesses report the specilic it em.
Recor ds were ranked in aseanding order according to sales size. Esch quartile li. bottom 25z. lower niode z5z. etc.l pepresents one qus? ? ? of the totsl mumer of businesses. Within each quertile, the evertge patio is presented. for comporison purposes, the high and low velues of sisl ts ere shown

How to use the tablet

121 The selected range will indicste the proper quartila, i. the bottom 25\%. the lower niddit 25\%. the upper midde 25 or the top $25 \%$.
(3) Dete pertaining to the selocteo sties size range will de in thet quertile

## Stenderd Industri l Cleseificetion Oefinition ISIC 19801:

S1C 4561 General Freipht Trucking Industry
Businesses pimerily engaged in ine Drovision of iocal and long distence tracking and transfer of generst freight. This industry includes general tefight certaçe services. general treight loca; prucking services. general freight long distance trucking services, peneral freight franster trucking setvices. general freighi quuck pansport services and general freight trucking contraciors

TABLE 2. Balance sheet profile for incorported businesses only, 1987
Manitobe, General Freighe Trucking Indusery (Sic 4561)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lower m.ddie $25 \%$ | Upder middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low seles value ( $8000^{\prime}$ ) High seles value ( $8000^{\prime}$ ) | $\left(\begin{array}{l}12 \\ (1) \\ (1)\end{array}\right.$ | $\begin{array}{r} 11) \\ 85 \end{array}$ | $\begin{array}{r} 85 \\ 150 \end{array}$ | $\begin{aligned} & 150 \\ & 412 \end{aligned}$ | 1112 |
|  | Average ( 5000 s) |  |  |  |  |
| Aesets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes raceivable | 30 | 2 | 9 | 23 | 82 |
| Inventory | - | - | - | - | - |
| Other cuprent assets | 31 | 11 | 24 | 19 | 68 |
| Total cuprent essets | 61 | 13 | 34 | 42 | 150 |
| Fixed essets | 112 | 68 | 50 | 94 | 235 |
| Less: Accum. dep. on fixed assetg Dther essets | 11 | 7 | 4 | 9 | 25 |
| Totsl sesets | 184 | 81 | 17 | 144 | 409 |
| Liabilities and equity $0^{\text {a }}$ |  |  |  |  |  |
| Current losns Other current liabilities | 26 59 | 24 19 | 1 27 | 21 37 | 58 141 |
| Total current lisbilities | 82 | 44 | 28 | 58 | 198 |
| Mortgages payable | - | $=$ | - | - | - |
| Long term debt | 15 | 3 | 13 | 10 | 32 |
| Other lisbilities | 51 | 49 | 25 | 46 | 87 |
| Totel lisbilities | 149 | 96 | 68 | 114 | 317 |
| Totel equity | 35 | - | 20 | 30 | 92 |

(1) These estimetes are besed on sample of Dusinesses reporting ssies between $\mathbf{2 2 5 . 0 0 0}$ and 82.000 .000

See inte i for symbots and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1887
Menitobe, Generel Frelght Trucking Industry (SIC 4561)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) Mloh sales value ( $5000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 92 \\ & 11 \\ & (1) \end{aligned}$ | 11 85 | $\begin{array}{r}85 \\ 150 \\ \hline\end{array}$ | 150 412 | (1) 12 |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 0.7 | 0.3 | 1.2 | 0.7 | 0.8 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage retio (times) <br> Dabt ietio (times) | 4.3 1.5 0.8 | $\begin{array}{r} -12.0 \\ i . i \end{array}$ | 3.3 2.2 0.8 | $\begin{aligned} & 3.7 \\ & 2.1 \\ & 0.8 \end{aligned}$ | 3.5 2.2 0.8 |

(11) The petios represent the werage of retios for ench business in the group and camot belculated from the figures shown in tuble 2 .
(2) These estimetes ore besed on serple of businesses reporting seles between $\mathbf{2 5}, 000$ end $\mathbf{2 2 , 0 0 0 , 0 0 0}$

See isble ifor sybols and notes.

Definitions:

1. Llquidity ratio:

Current = current essets / current iotitities.
2. Ieverege retios:

- Debr/equity $=10181$ lisbilities / equity
b) Debs ratio $=$ rotal lisbilities / polalysess
c) Interest coverage $=$ net profit - interest expense $/$ interest expense.

TABLE 4. Statement of changes in financill position for incorporated businesses only. ig87
Manitoba. Truck Transport Industries (SIC 456)

|  | Total11) | Botiom 25\% | Lowe? $\text { midale } 25 \text {; }$ | udoer midole 25; | 700 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value (\$000's) Migh sales value ( $\$ 000$ s | $\left.\begin{array}{l} 54 \\ \{1 \\ 11 \end{array}\right\}$ | 11 89 | $\begin{array}{r} 89 \\ 187 \end{array}$ | $\begin{array}{r} 187 \\ 385 \end{array}$ | $\begin{array}{r}385 \\ 11 \\ \hline\end{array}$ |
|  |  |  | verage 15000 |  |  |
| Operating activities Casn from operations Deprecistion Other | $\begin{array}{r} 14 \\ 27 \\ -18 \end{array}$ | -1 10 -4 | $\begin{array}{r} 9 \\ 23 \\ -28 \end{array}$ | $\begin{array}{r} 18 \\ 19 \\ -12 \end{array}$ | 25 53 -14 |
| Oividends | -12 | - | - | -45 | -3 |
| Investment activitios <br> Disposel of lixed asseis <br> Puphase of fixed assets <br> Incresse in investment <br> Decresese in investment | 25 -38 -1 | $\begin{array}{r}5 \\ -17 \\ \hline\end{array}$ | $\begin{array}{r} 28 \\ -20 \end{array}$ | 19 -35 | 50 -78 -1 2 |
| Finencing setivitims <br> Increse in long term debt <br> Redsyment of long term det <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Agvances \& loans from government <br> lncresse in equity <br> Decrease in equity <br> Other | 16 -19 2 -8 - - -2 | -15 | 10 -12 -5 - - -2 | $\begin{array}{r} 12 \\ -9 \\ 3 \\ -3 \\ - \\ -i \end{array}$ | 38 -52 4 -13 - - -5 -2 |
| Incresse(decrease) in cash \& equivalents Cosh \& equivelents-Beginning of the yeer Cash equivalents - End of the year | -12 7 -5 | -21 14 -7 | 1 5 9 | $\begin{array}{r} -43 \\ 32 \\ -11 \end{array}$ | 5 -18 -14 |

 only those businesses reporting stavement of changes
see iable ifor symbols and noies

TABLE 5. Employment changes by size of businese, 1984-1987 based on SIC ciassification in i987
Manitoba, Truck Transport Industrles (SIC 45s)

| Business size expressed in average ladour units(1) | Number of businesses | $\begin{array}{r} \text { Total psyroll } \\ (\$ 000 \text { : } \end{array}$ | Average Isbour uni is \{1\} | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { redorting }(2) \end{array}$ | No longe? reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 797 | 142.168 | 7.374 | 187 | 78 |
| $\begin{aligned} & \text { less inan } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 723 \\ 31 \\ 29 \\ 14 \end{array}$ | $\begin{aligned} & 34.186 \\ & 12.730 \\ & 48.770 \\ & 46.482 \end{aligned}$ | $\begin{array}{r} 1.543 \\ 2.187 \\ 3.048 \end{array}$ | $\begin{array}{r} 156 \\ 6 \\ 4 \\ 1 \end{array}$ | 74 4 - - |
| 1987 |  |  |  |  |  |
| Totel | 851 | 175.309 | 7.977 | 168 | -. |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 778 29 31 12 | $\begin{aligned} & 41.341 \\ & 19.091 \\ & 63.141 \\ & 52.736 \end{aligned}$ | $\begin{array}{r} 1.651 \\ 2.492 \\ 3.081 \end{array}$ | 180 4 4 | $\cdots$ |


 full-pime employee Mole that the Dusiness size gioups used a'e determinec at the canade level, thus it a busingss has at less? 500 employees in Canade as whole Dut less than that number in any given province it is shown in the 500 and over groud.
(2) Kefers to Dusinesses reporting no payroll deductions in the pievious year
(3) Refers to Dusinesses redorting no payroll deductions in the following yea
"Newly ceporting" and "no longer reporting" businesses are assumed po have been in activity for six months end the intormation is adjusted accordingly
ste iable for symbols and noles

TABLE 6. Selected operting characteristics of small businesses by sales quartile, 1985-1987
Manitoba. Truck Transport Industries (SIC 456)


1985

| Mumber of observations in sempla <br> Average soles $\$$ <br> Average expense s <br> Average net profit (loss) \$ | $\begin{array}{r} 374 \\ 145.300 \\ 130.720 \\ 14.580 \end{array}$ | $\begin{aligned} & 35.947 \\ & 25.429 \\ & 10.518 \end{aligned}$ | $\begin{array}{r} 58.321 \\ 50.379 \\ 7.942 \end{array}$ | $\begin{array}{r} 101,492 \\ 88.131 \\ 13,361 \end{array}$ | $\begin{array}{r} 385.439 \\ 358.942 \\ 26.497 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average ssles $\$$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 342 \\ 138.567 \\ 119.806 \\ 18.751 \end{array}$ | $\begin{aligned} & 35,586 \\ & 22,634 \\ & 12,952 \end{aligned}$ | $\begin{aligned} & 58.466 \\ & 46.502 \\ & 11.984 \end{aligned}$ | $\begin{array}{r} 101.600 \\ 87.471 \\ 14.189 \end{array}$ | $\begin{array}{r} 358.516 \\ 322.618 \\ 35.998 \end{array}$ |
| Busineases reporting loss (Mo.) <br> Average sales $\$$ <br> Aversge expense \$ <br> Average net loss \$ | $\begin{array}{r} 32 \\ 175.758 \\ 185.466 \\ -9.708 \end{array}$ | $\begin{aligned} & 38.199 \\ & 42.868 \\ & -4.669 \end{aligned}$ | $\begin{aligned} & 57.714 \\ & 66.801 \\ & -8.887 \end{aligned}$ | $\begin{array}{r} 38.481 \\ 108.618 \\ -8.137 \end{array}$ | $\begin{aligned} & 508.638 \\ & 525.776 \\ & -17.138 \end{aligned}$ |
|  |  |  | 1986 |  |  |
| Mumber of observations in smple <br> Average sales $\$$ <br> Average expense \$ <br>  | $\begin{array}{r} 600 \\ 142.628 \\ 127.036 \\ 15.592 \end{array}$ | $\begin{aligned} & 34.881 \\ & 23.755 \\ & 11.126 \end{aligned}$ | $\begin{aligned} & 72.278 \\ & 57.177 \\ & 15.101 \end{aligned}$ | $\begin{array}{r} 111.632 \\ 96.359 \\ 15.473 \end{array}$ | $\begin{array}{r} 351.521 \\ 330.852 \\ 20.859 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Averoge sales $\$$ <br> Average expense $\$$ <br> Aversge net profit $\$$ | $\begin{array}{r} 556 \\ 139.026 \\ 19.566 \\ 19.460 \end{array}$ | $\begin{aligned} & 34.089 \\ & 21.784 \\ & 12.305 \end{aligned}$ | $\begin{aligned} & 72,710 \\ & 55,570 \\ & 17,140 \end{aligned}$ | $\begin{array}{r} 111.861 \\ 95.320 \\ 16.541 \end{array}$ | $\begin{array}{r} 337,443 \\ 305,591 \\ 31,852 \end{array}$ |
| Businessen reporting a lose (Mo.) <br> Aversge sales $\$$ <br> Average expense <br> Average net loss $\$$ | $\begin{array}{r} 44 \\ 161.080 \\ 175.615 \\ -14.535 \end{array}$ | $\begin{aligned} & 45.487 \\ & 50.146 \\ & -4.659 \end{aligned}$ | $\begin{aligned} & 67.448 \\ & 75.163 \\ & -7.715 \end{aligned}$ | $\begin{array}{r} 111.080 \\ 122.874 \\ -11.794 \end{array}$ | $\begin{array}{r} 420.306 \\ 454.278 \\ -33.972 \end{array}$ |

1987


| $\begin{array}{r} 336 \\ 136.375 \\ 121.415 \\ 14.980 \end{array}$ | $\begin{aligned} & 32.921 \\ & 21.153 \\ & 11.76 B \end{aligned}$ | $\begin{array}{r} 58.191 \\ 48.194 \\ 9.997 \end{array}$ | $\begin{array}{r} 105.523 \\ 89.738 \\ 16.785 \end{array}$ | $\begin{array}{r} 347.884 \\ 326.575 \\ 21.289 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 288 |  |  |  |  |
| 133,770 | 32.866 | 57.934 | 106.718 | 337.561 |
| 114,701 | 20.718 | 42,341 | 85.924 | 308.820 |
| 19.069 | 12.148 | 15.593 | 19.794 | 28,741 |
| 48 |  |  |  |  |
| 149.309 | 34.734 | 59.402 | 104.934 | 398.164 |
| 159.353 | 35.595 | 75.804 | 112.766 | 413.246 |
| -10.044 | -861 | -16.402 | -7,832 | -15.082 |

[^9]See Table 1 for symbols and notes

TABLE 1 Selectiec operating ratios, in percent of sales. 1987
Manisoba. Truck Transpori Induseries (Sic 456)
「2: з! (i)
$521: 0 \mathrm{~m}$
Lower
Ti00 e 25;
UDDE:
mode 25:
ice

Sustaetes in samala (Ne. 1
Len saces vaiue 13003
Aton sales value $1 \$ 000^{\prime}$ s:

| Selected mxpense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting Dusinesses only ( 3 ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uopes } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middI. } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midol } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle expenses | 25.8 | 19.0 | 23.7 | 28.5 | 31.8 | 33.2 | 27.7 | 20.7 | 28.3 | 29.3 |  |
| Deprectation | 8.9 | 7.9 | 7.6 | 10.4 | 9.8 | 85.2 | 10.5 | 9.0 | 10.9 | 11.5 | 10.5 |
| Repsirs 8 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 |
| Finmeial expenses | 3.4 | 2.8 | 2.9 | 4.3 | 3.6 | 94.0 | 3.6 | 3.1 | 3.2 | 4.5 |  |
| Interest \% bank charges | 2.8 | 2.1 | 2.4 | 3.8 | 3.9 | 77.8 | 3.7 | 3.2 | 3.3 | 4. 6 | 3. 4 |
| professionat lees | 0.6 | 0.5 | 0.5 | 0.5 | 0.6 | 78.0 | 0.7 | 0.9 | 0.9 | 0.6 | 0.6 |
| Other expenses | 40.4 | 10.5 | 48.0 | 40.1 | 33.1 | 100.0 | 40.4 | 10.5 | 48.0 | 40.1 | 33.1 |
| Profit (loss) | 13.3 | 34.8 | 19.0 | 15.4 | 8.9 | 99.1 | 19.5 | 34.8 | 19.0 | 15.7 | 9.0 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | . . | . $\cdot$ | - | . |

Symbols
zero of no obsepvetions
too sme! ! 200 be expressed
. not apolicable

- confidentisl

Footnotel
(1) These estimbtes are besed on sempl of businesses reporting seles bimeen s25,000 and $\$ 2.000 .000$
(2) Volue in esch cell $=\frac{\text { lotal weignted expenditure on given tom }}{\text { total weighted sales of ell businesses in the sample }} \times 100$ for each quapqile.

131 value in each cell $=$ lota! we:ghad expenditure on given iem

Itis portion of the zable pertains only to the businesses reporting the specific expense itum. Therefore these ratios bef colculad individublly and the sotal will not necessarily equal $100 \%$

## Notes

Data are shown by quaptiles when bi last 13 of the sampled businesses pepor: the specific item.
Records were ranked in ascending order according io sales size. Each quartile (i. botrom 25\%. Iower midale 25\%. Etc. 1 represenis one quarter of the total numper of businesses. Within esch quertile. the average ratio is presented. For conparison purposes, the high and lom values of salits be shown.

Mow to ust the tebleg

121 The selected renge mill indicase the proper quartile. i. the botrom 25\%, the lower middle 25\%. the upper midde 25z or the top $25 x$
(31 Data pertining so the selected stivs size rangewill be in pat gutrile

Stemberd Industriel CIsesificetion Definition (SIC 1980):
SIC 45B6 - Pruck Transport Industry
Businesses dilmarily engagec in the provision of all sypes of prucking. sensfer and related services. Pruck "broker-operators" are included in in $s$ industiy

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba. Truck Transport industries (SIC 456)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Uppe? <br> middle 25\% | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Lom sales value ( $\$ 000$ s) High sales value ( $\$ 000{ }^{\text {a }}$ ) | $\begin{aligned} & \{10 \\ & \{1\} \\ & 11 \end{aligned}$ | $\left(\begin{array}{l} 1 \\ 101 \end{array}\right.$ | $\begin{aligned} & 101 \\ & 150 \end{aligned}$ | $\begin{array}{r} 150 \\ 375 \end{array}$ | 375 115 |
|  | Average (\$000's) |  |  |  |  |
| AseetsCsishAccounts and notes receivableInventoryOpher current sesetsTotsl current assetsFixed sssetsLess. Accum. deo on lixed assetsOther asseis |  |  |  |  |  |
|  | 27 |  | 10 | 24 | 70 |
|  | 27 | 3 | 10 | 24 | 70 |
|  | 33 | 10 | 19 | 30 | 70 |
|  | 50 | 13 | 28 | 54 | 140 |
|  | 117 | 70 | 52 | 115 | 225 |
|  | - | - | - |  | - |
|  | 16 | 5 | 3 | 12 | 42 |
| Total aseets | 193 | 88 | 83 | 180 | 407 |
| Lisbilities end equityCurrent loensDener arien |  |  |  |  |  |
|  | 23 | 18 | ${ }_{2} 5$ | 21 | 43 |
| Other current liobilities | 51 | 20 38 | 25 30 | 33 54 | 174 |
| Morigages payable | = | - |  | 5 | - |
| Long term debt | 16 | 2 | 10 | 20 | 23 |
| Other lisbilities | 51 | 50 | 22 | 45 | 85 |
| Totel lisbilitios | 141 | 90 | 62 | 119 | 288 |
| Totel equity | 52 | -2 | 21 | 61 | 118 |

(1) These estimates ar based on sample of businesses repoiting sales between $\$ 25.000$ and $\$ 2.000 .000$. Spe iable : for symbets and mo:es.

TABLE 3. Financiei ratios(1) for incorporated businesses only, 1987
menicobe, Truck Transport Industries (SIC 456)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25x | Ubper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sates value ( $\$ 000$ 's) High sales volue ( $80000^{\prime}$ s) | 110 $(1)$ | 11 101 | 101 150 | $\begin{aligned} & 150 \\ & 375 \end{aligned}$ | 375 111 |
|  | Aversoe |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.8 | 0.3 | 0.9 | 1.0 | 0.8 |
| Leverepe retios ```Debt/equity ratio (times) Interest coverage retio (times) Debt Patio (times)``` | 2.7 2.0 0.7 | -36.6 $i .0$ | 2.9 1.3 0.7 | 1.9 3.4 0.7 | 2.4 2.4 0.7 |

I1) The ratios represent the werege of retios for each business in the group ond connot oe cticultec fom the figus show in isble 2.
(2) These estimetes ort besed an semple of businesses reporting ssies between \$25.000 und $\mathbf{8 2} .000 .000$.

See Table ifor symbols and notes

## Definitiens:

1. biguidity retio:

Current $=$ cufrent assets / curpent liabilites.
2. bevernge ritios:
s) Debi/equity = topal biabilities / equity.
bl Debt raito $=$ total ligbilities $/$ total assets
cl Interesi coverage = net profit inferest expense/interest bonse

TABLE 4. Statement of changes in financial position for incorporatec dusinesses only. 1987
Manitobs, Painting and Decorating Work (SIC 4275 )

|  | 70:a1 11 ) | $\begin{gathered} \text { Eot } 0 \% 0 \\ 35 i \end{gathered}$ | Lowe middle 25: | UDe m. dole 25: | $\begin{aligned} & 105 \\ & 25.0 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Wusinesses : samale lac. (3* sales value 800 C s) hist sales value $\left(\$ 000^{\circ}\right.$ s) | $\begin{gathered} \hat{6} \\ 11 \end{gathered}$ |  | -- | -- | -- |
|  |  |  | erage (\$000 |  |  |
| Dperating activities Cash from ooertions Deoreciation Other | $\begin{array}{r} 10 \\ 5 \\ -18 \end{array}$ | -- | -- | -- | -* |
| Dividends | - | - | -- | -- | -- |
| Investment sctivities <br> Disposal of fixec ossets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 1 -7 | -- | -- | - <br> - | -- |
| Financing ectivitios <br> incresse in long term debt <br> Repayment of long term debt <br> Loans from sharetiolders <br> fedsyment of loans from shareholders <br> sivances 8 loans from government <br> tincease in equity <br> Decrase in tavity <br> Oiner | - - - - - | - <br> - <br>  | - <br> - <br> - <br> - <br> - <br> - | - -- -- -- -- | $\square$ <br>  <br> - <br> - |
| increaseldecrease) in cesh s equivalunts Cash \& equivalents-Beginning of the year Cash equivelents = End of the year | -5 50 15 | -- | -- | --- | -- |

 only those Dusinesses ceporimg statemen of changes
see Toble 1 for symbols sra notes

TABLE 5. Employment changes by wize of businees. 1984-1987 based on SIC cisssification in ig87 Manitobar. Paintlng and Decorating Work (SIC 4275)


[^10]TABLE 6. Selected operating characteristics of smell businesses by sties quartile. ig85-1987
Manitoba, Painting and Decorating Work (SIC 4275)

| Botiom |  |
| ---: | ---: |
| $25 \%$ | Lower |


| Uoder |
| :--- |

100
$-25:$

1985

| Mumber of observetions in semple | 102 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Avertoe sales \$ | 99.573 | 26,841 | 37.898 | 60.255 | 273.297 |
| Aversge expense 5 | 86.995 | 12.296 | 31.875 | 44.356 | 259.456 |
| Average net profit (loss) \$ | 12.578 | 14.545 | 6.023 | 15.901 | 13.841 |
| Businesses raporting eprofit (Mo.) | 32 |  |  |  |  |
| Average seles \$ | 97,998 | 26.841 | 36.678 | 60.255 | 268.218 |
| Averoge expense s | 81.140 | 12.296 | 25.406 | 44.354 | 243.703 |
| Averter net profit \$ | 16.558 | 14.545 | 11.272 | 15.901 | 24.515 |
| 8usimesset reporting loss (Wo.) | 10 |  |  |  |  |
| average sales | 161.783 | - | 40.787 | - | 282.778 |
| Aversge expense \$ | 168.023 | - | 47.181 | - | 288, 853 |
| Average net loss \$ | -6.240 | - | -6.394 | - | -6.c85 |


| Mumber of observations in sample <br> Average sales <br> Average expense <br> average ne: Drofit (loss) \$ | $\begin{array}{r} 137 \\ 156.348 \\ 131.374 \\ 24.974 \end{array}$ | $\begin{aligned} & 28.625 \\ & 18.418 \\ & 10.207 \end{aligned}$ | $\begin{array}{r} 42.576 \\ 33.839 \\ 8.737 \end{array}$ | $\begin{aligned} & 78.91 \\ & 57.467 \\ & 21.44 \end{aligned}$ | $\begin{aligned} & 475.278 \\ & 415.770 \\ & 59.508 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (mo.) <br> Aversege sales $\$$ <br> Average expenses <br> Average net profits | $\begin{array}{r} 118 \\ 183.777 \\ 133.825 \\ 29.952 \end{array}$ | $\begin{aligned} & 28.656 \\ & 17.304 \\ & 11,352 \end{aligned}$ | $\begin{aligned} & 41.086 \\ & 29.927 \\ & 11.159 \end{aligned}$ | $\begin{aligned} & 78.887 \\ & 57.221 \\ & 21.868 \end{aligned}$ | $\begin{array}{r} 506.48 \mathrm{C} \\ 430.849 \\ 75.631 \end{array}$ |
| Butinesee reporting lose (Mo.) <br> Averoge stes <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 11 \\ 127.329 \\ 132.048 \\ -4.719 \end{array}$ | $\begin{aligned} & 28.306 \\ & 30.061 \\ & -1.755 \end{aligned}$ | $\begin{array}{r} 51.871 \\ 58.233 \\ -6.362 \end{array}$ | $\begin{aligned} & 81.604 \\ & 85.859 \\ & -4.255 \end{aligned}$ | $\begin{array}{r} 347.534 \\ 354.038 \\ -6.504 \end{array}$ |

1987

| Wumber of observations in sample | 70 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average seles 5 | 95.413 | 28.788 | 40.578 | 62.500 | 249.785 |
| Averspe expense $\$$ | 80.003 | 19.928 | 28.177 | 47.547 | 224.359 |
| Average net orofit (loss) \$ | 15.410 | 8.860 | 12.401 | 14.953 | 25.426 |
| Ausinesses reporting profit (Mo.) | 81 |  |  |  |  |
| Average sales 5 | 98.849 | 28.788 | 41.725 | 62.273 | 262.608 |
| Averape expenses | 80.825 | 19.928 | 27.355 | 47.068 | 228.949 |
| Average net profit | 18.024 | 8.880 | 14.370 | 15.205 | 33.659 |
| Busincstes reporting sose (mo.) | 9 |  |  |  |  |
| Averege smles 5 | 99.736 | - | 31.426 | 76.107 | 191.674 |
| Average expenses | 104.843 | - | 34.739 | 76.231 | 203.559 |
| Average net loss \$ | -5.107 | - | $-3.313$ | -124 | -11.885 |

(1) These estimates ore ossed on sample of businesses reporting sales betwetn $\$ 25,000$ and $\$ 2.000 .000$.

See fable ifor symols and notes

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


## Symbele

- zero or no observetions
.. 800 smatl 100 be expressed
* not applicablo
* confidentisl


## Foolnotes

i11 These estimetes are based on semple of businesses reporting $\$ 81$ es between 525,000 and $\$ 2.000 .000$.
12) Value in bech cell $=\frac{\text { Totsl wighiod expenditure on given item }}{6} 100$ for fach quartite

This portion of the table perteins only to the businesses reporting the specific expense item. Therefore these reties serelculated individually and the total will not necesserily equl $100 \%$.

## Noter

Dots are shown by quertiles when at leest 13 of the samplad businesses report the specilic itum
Records were panked in escending opder eccordimg to seles size. Esch quartile li. botion 25\%. Iower midde 25\%. Etc. represents on guarter of the cotal number of businesses. Within esch quartile. the averoge ratio is presented for comparison purposes. the high and low values of sales or shown

## How to une the tables

111 locat the appropriete sales range that is displayed on the two lines entitled bow seles velue and anigh sales valuet
121 The sulected range will indicate the proper quertile. i. the bottom 25\%, the lower widde 25z, the upper miode 25\% or the 100 25\%
(3) Deto pertsining to the selocted sales size renge will be in that quertile

Seanderd Industrisl clussification oefinision (S1C 1880):
SIC 4275 - Paineing ond Decorting Contpmetors
Businesses prima.ily engaged in painting. paperhanging and decorating in buildings and painting of heavy lengineeping structurts incluced are businessas primarily engaged in painf or paper stripoing and parking lot or poad surface marking linis industry includes the painting of bridges and structures. interior decorbing. paint stripping lexcept furniturel. interior and exterior painting of buildings. paper hanging limterior decoratingl and wallpaper hanging and removal.

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

|  | Total(1) | $\begin{array}{r} \text { Bottam } \\ 25 \% \end{array}$ | Lower miode 25\% | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tor } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value $1 \$ 000$ 's ) High sales value $(\$ 000$ s) | $\left.\begin{array}{l} 22 \\ (1) \\ 1 \\ 1 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average (9000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 18 | -- | - | -- | -- |
| Accounts and notes receivable Inventory | 18 | -- | -- | -- | -- |
| Diher cuprent sssets | 12 | -- | -- | -- | -- |
| Totel curtent assets | 30 | - | - | - | -- |
| Fixed essets | 20 | -- | - | - | -* |
| Less: Accum. dep. on imed sssets | - | -- | - | -- | - |
| Other assets | 4 | -- | - | - | -- |
| Totel essets | 54 | - | -- | - | -- |
| Liabillties and equity |  |  |  |  |  |
| Oeher current lisbilities | 17 | - | -- | -- | -- |
| Total current liabilities | 20 | -- | ** | -- | -- |
| Mortgages onyable | - | -- | -- | -- | - |
| Long term deb: | - | -- | -- | -- | -- |
| Diter lisbilities | 12 | -- | -- | -- | -- |
| Totai liabilities Total equity | 32 22 | -- | -- | -- | -- |


Sec inble : ist symbals man soces

TABLE 3. Fintneisi retios(1) for incorporeted businesses only, 1987
Menitobe, Finting and Decoreting Work (SIC 4295)

|  | Total(2) | $\begin{array}{r} 80+10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High seles velue $\left(\$ 000^{\prime}\right.$ s) | (12) |  |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current iotio (times) | 1.5 | -- | -- | -- | -- |
| Leverege retios <br> Debt/equity ratio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | 1.4 7.4 0.6 | -- | - | -- | -- |

(1) The retios represent the werbe of ratios for each business in the group sno cannot be culculted fron the figures thown in Table 2
(2) These estimetes bre beste on temple of businetses peporting sales betmeen $\$ 25.000$ end $\$ 2.000 .000$

See Itbl I for sybol and notiss

Delinisions:

1. Liquidity retio:

Current $=$ curreni asseis / current liabilities
2. Leveroge retios
a) Debt/equity = lotal |iabililies/equity
b) Debt raico = potal liabilities / total assets
cl Interest coverage = net profit interest expense $/$ interest expense.

TABLE 4. Statament of changes in financial position for incorporated businesses only. 1987
Manitoba, finish Earpentry (S|C 4274)

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

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

|  |  |  |  | Changes in numb with Dai | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size xoressed in average abour units(1) | Number of businesses | $\begin{array}{r} \text { Totet payroll } \\ \left(\$ 000^{\prime} \text { s }\right) \end{array}$ | Averape labour units(1) | New 1 y <br> resorting\{2 | No longer redorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 114 | 2.291 | 103 | 40 | 24 |
| less than 20 | 114 | 2.291 | 103 | 40 | 23 |
| $20-99$ |  | - | - | - | 1 |
| $100-495$ 500 and over |  | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 176 | 4.560 | 180 | 40 | - |
| less than 20 | 175 | $\times$ | 175 | 40 | . . |
| 20-99 | 1 | $x$ | 5 |  | . . . |
| 100-499 | , | - | - | - | - . |
| 500 and over | - | - | - | - | . . |

(1) Average labour units mie calculated by dividing total payroll by the overage annual wage and solary rate bs reportad in the Survey of Employment. Payrall and Mours, statistics Conad. Catalogue 72-002. an buerage labour unit could be interpreted as a full-ime employee. Note thar the business size groups used ore depermineo at the canade level. Thus if a business hos ot lest 500 employees in Conaca as a whole but less than that number in any given province it is shown in the 500 and over group.
(2) Refers 10 businesses reporting no payrall deductions in the previous year
(3) Refers to tusinesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer peporting" businesses are assumed io have been in activity for six months and the ifformation is acjusted accordingly

See table 1 for symbols and notes

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

|  | Total 11 | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \text {. } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smmple <br> Averoge sales \$ <br> Average expentes <br> Aversge net profit (loss)s | $\begin{array}{r} 189 \\ 60.052 \\ 45.067 \\ 14.985 \end{array}$ | $\begin{aligned} & 28.916 \\ & 16.075 \\ & 12.841 \end{aligned}$ | $\begin{aligned} & 33,987 \\ & 22,137 \\ & 11,850 \end{aligned}$ | $\begin{aligned} & 48.160 \\ & 34.997 \\ & 13.163 \end{aligned}$ | $\begin{array}{r} 129.146 \\ 107.059 \\ 22.087 \end{array}$ |
| Businesses reporting proflt (Mo.) <br> Averge sales 5 <br> Averge expense s <br> Average net profit \$ | $\begin{array}{r} 184 \\ 60.390 \\ 44.589 \\ 15.821 \end{array}$ | $\begin{aligned} & 28.916 \\ & 16,075 \\ & 12.841 \end{aligned}$ | $\begin{aligned} & 33.845 \\ & 21.464 \\ & 12.381 \end{aligned}$ | $\begin{aligned} & 48.452 \\ & 34.232 \\ & 14.220 \end{aligned}$ | $\begin{array}{r} 130.346 \\ 106.505 \\ 23.841 \end{array}$ |
| Businesses reporting a lose (Mo.) <br> Average sales \$ <br> Avermpe expense \$ <br> Average net loss \$ | $\begin{array}{r} 5 \\ 61.879 \\ 67.068 \\ -5.189 \end{array}$ | - | $\begin{array}{r} 37,285 \\ 37,735 \\ -450 \end{array}$ | $\begin{array}{r} 44.123 \\ 44.773 \\ -350 \end{array}$ | $\begin{array}{r} 103.923 \\ 118.697 \\ -14.768 \end{array}$ |

1985

| Wumber of observetions in sample | 221 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 76.172 | 33.704 | 42.779 | 65.223 | 162.983 |
| Aversge expense \$ | 59.144 | 20,783 | 27.543 | 49,785 | 138,486 |
| Aversge net profit (loss) \$ | 17.028 | 12.921 | 15.236 | 15.438 | 24.517 |
| Businesses reporting proflt (Mo.) | 204 |  |  |  |  |
| Averoge sales \$ | 76,172 | 33.704 | 42.714 | 64.540 | 163,730 |
| Aversge expenst \$ | 5?.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 losa (Wo.) | 17 |  |  |  |  |
| Average sales \$ | 89.512 | - | 50.880 | 69.126 | 148.530 |
| Average expense ${ }^{\text {a }}$ | 94.881 | - | 51.896 | 73,054 | 159,693 |
| Average net loss $\$$ | -5.369 | - | -1.016 | -3.328 | -11.183 |

1987

| Number of observations in sampl <br> Averoge sales \$ <br> Averoge expense $\$$ <br> Averspe net profit \|loss) $\$$ | $\begin{array}{r} 101 \\ 81.045 \\ 64,206 \\ 16,839 \end{array}$ | $\begin{aligned} & 27.371 \\ & 10.608 \\ & 16.763 \end{aligned}$ | $\begin{aligned} & 33.922 \\ & 21.858 \\ & 12.064 \end{aligned}$ | $\begin{aligned} & 57.208 \\ & 40.681 \\ & 16.527 \end{aligned}$ | $\begin{array}{r} 205.679 \\ 183,678 \\ 22.001 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 93 |  |  |  |  |
| Averape 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 diofits | 18.253 | 16,763 | 12.064 | 18.789 | 25.395 |
| Ausinesses reporting - lass (Mo.) | 8 |  |  |  |  |
| Averoge salos $\$$ | 154.708 | - | - |  |  |
| Average expenses | 159.312 -4.604 | - | - | 63.086 -3.800 | 255.538 -5.408 |
| Average net losss | -4.604 | - | - | -3.800 | -5.408 |

(il These estimates are based on sample of businesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$.
See Tate 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Manitoba. Finish Cerpentry (SIC 4274)

| Total11 | Botiom | Cower | Unoe | Tod |
| :---: | :---: | :---: | :---: | :---: |
|  | 25\% | micdle 25\% | middle $25 \%$ | 25: |



| Selected expense iter | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bot:om 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UDoef } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of sales |  |  |  |  |
| Cost of sales | 23.8 | 5.9 | 32.0 | 32.5 | 22.3 | 55.0 | 36.6 | 23.5 | 43.1 | 41.4 | 28.5 |
| Occupancy expenses | 5.1 | 7.3 | 3.6 | 7.2 | 4.0 | 97.1 | 5.8 | 8.3 | 3.8 | 7.2 | 4.0 |
| Deoreciation | 2.8 | 4.6 | 1.6 | 3.3 | 2.0 | 83.8 | 3.4 | 5.3 | 2.5 | 3.5 | 2.2 |
| Repairs o mainsenance | 0.6 | 0.1 | 0.8 | C. 9 | 0.4 | 45.8 | 1.2 | 0.4 | 1.9 | 1.5 | 0.8 |
| Heat. light s telephons | 0.9 | 0.5 | 1.1 | 1.1 | 0.6 | 69.8 | 9.2 | 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 |
| Finenciel expenses | 1.1 | 2.1 | 1.0 | 0.9 | 1.6 | 79.4 | 1.7 | 2.8 | 1.5 | 1.1 |  |
| interest 8 bank charges Professional fees | 1.0 | 1.9 0.2 | 0.6 0.6 | 0.7 0.2 | 1.0 0.6 | 59.8 64.4 | 1.7 0.6 | 3.4 | 1.6 0.7 | 1.2 0.3 | 1.2 0.7 |
| Dther 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. | 43.1 | 28.8 | 16.7 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ... | ... |  | . . |

Syebole
zero or mo observetions
100 small 100 be expressed
not applicable
$\times$ confiontill

## footnotes

(1). Fhese estimetes ar based on semple of businesses reporting simes between \$25.000 sna $\$ 2.000 .000$
2) Yolue in fol weighted expenditure on given tem
lotal wighted sales of sll businesses in the semple
(3) Velue in each cell $=\frac{\gamma 0181 \text { weighted expenditure on given item }}{} \times$ for eech quertile

This portion of the quble pertains only to the businesses reporting the specific expense item. Therefore these retios fert culated individusliy sho the toral will not necessarily equal 100\%.

Notes ghom dy quertites when of lese i of the sompleo businesses peport qhe specific item.
 one quster of the lots numper of businesses. Within esch quartile, the overage pitio is piesented. Fop conperison purposes. the high and low vilues of sales efe shom

How to use the tebles
(11 Locet the eppropriate soles pange thet is displayed on the rwo lines entitled blow solus value eno migh seles value"
121 The selected renge will indicate the ppoper quertile, i. the botron 258, the lower middie 25z. the upper midde 25z or the top 25\%.
(3) Date pertaining to the stocted seles size renge will be in shet quertile

Stenderd Induseris! CIsesificmtion Definition (S1C 1880):
SIC 472 - Finish Ceppentry Contrectors
Businesses primarity efgaged in on-site cobinetry. millwork installotion. prefadicated sash ano door instellotion. garsge door installation, exterior and interiot pimming anomiscellaneous naroware insiallopion facluoed are businesses engaged in ine instaliation and finishing of cacinetry, constpuction of built-in cabinets, qhe insialiat on of interior end gxterior wood prim.

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

| $\cdots$ | Totai:1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$, s) High sales value ( $8000^{\circ}$ ) | $\begin{aligned} & 17 \\ & 11 \\ & 11 \end{aligned}$ |  | -- |  | -- |
|  | Average ( $\$ 000{ }^{\circ}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cesh | 9 |  | -- | -- | -- |
| Accounts and notes peceivable | 29 | -- | -- |  | -- |
| inventory | - | - | - | - | -- |
| Other current assets | 23 | - | - | -- | -- |
| Total current assets | 52 | - | - | -- | -- |
| Fixed ssens | 20 | -- | - | -- | -- |
| Less: Accum. deo. on fixed assets Other assets | 8 | -- | -- | -- | -- |
| Totel eseets | 78 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
|  | 15 | -- | -- | -- | -- |
| Dther current liobilities | 45 60 | -- | -- | -- | -- |
| Mortgsoes payable | - | -- | -* | -- | -- |
| Long term dabt | - | -- | -- | -- | - |
| Other liabilities | 21 | $\cdots$ | -- | -- | - |
| Total lisbilities | 82 | -- | -- | -- | $\cdots$ |
| Total equity | -3 | -- | -- | -- | - |

111 These estimstes be besed on stmple of businesses reporting sales between \$25,000 ind $\$ 2.000,000$.
See iable ifor sumbits AOC no:en

TAELE 3. Financial ratios(1) for incorporated businesses only. 1987
Menliobe, Finish Carpentry (Sic 4274)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\text { midd Lomer } 25 \%$ | Upper midde 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ 's) High seles value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 17 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Avorage |  |  |  |  |
| Liquidity retio Curpent ratio (times) | 0.9 | -- | -- | -- | -- |
| Leverege retion <br> Debt/equity istio (times) <br> Interest coverage patio (times) <br> Debt retio (inmes) | $\begin{array}{r} -25.1 \\ 6.2 \\ 1.0 \end{array}$ | -- | -- | -- | -- |

(11 The retios pepresent the merge of patios for men business in the group ond cannot be celculoted from the figures shom in isol 2 .

See Teble 1 for symols and notes.

Definitions:

1. Biquidity retio:

Guprent a curtent ossets / curten: foblaties.
2. LEvergetiot
al Debi/equity $=$ sopal lisolifies / equity.
Di Debi iatio : total liabilities/ coial assets
c) Inserest coverage $=$ ne: prolit - interest expense/ interes: expense.

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

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miodie } 25 \% \end{aligned}$ | Joper $\text { middl } 25 \%$ | $\begin{aligned} & 100 \\ & i 5: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  Con saies value isine s? Migh sales value ( 8000 's) | $\begin{aligned} & 4 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | erage 15000 |  |  |
| Dperating activities Cash from ode:a?ions Dedreciation Opher | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Dividends | $x$ | -- | -- | -- | -* |
| Investment ectivities Cisposal of fixed assets Purchase of fixed assets Incrose in inves:ment Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | $\square$ <br> - |
| Financing activities <br> Incresse in long term deb? Redayment of long term debt Loans from shareholders Repayment of loans from shareholders scvances of loans trom government increase in equity Decrease in equity Ofre! | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> -- | - - - - - - |
| Increaseldecrease) in cash equivalenis Cash s equivelents-Beginning of the year Cash tequivelents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

(i) ihese estimetes are based on sample of incorporated ousinesses reporting sal between $\$ 25.000$ and $\$ 2.000 .000$. Senple count includes only those ousinisses reporqing - stotement of changes
see lable 1 fer symbols end noles

TABLE 5. Employment changes by ize of business. 1984-1987 beed on SIC classification in 1987
Manitobs, Drymell Work (SIC 4272)

| Bus:ness stze expressed average labou: bel:s | $\begin{aligned} & \text { Number of } \\ & \text { businesses } \end{aligned}$ | $\begin{aligned} \text { Tc:al oayroll } \\ \{0000 \text { s } \end{aligned}$ | Average abou unts 1 il | Changes in number of businesses with paid employes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reoorting(3) |
| 1584 |  |  |  |  |  |
| Total | 68 | 5.036 | 221 | 22 | 8 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and oven } \end{aligned}$ | 54 3 1 - | $\begin{array}{r} 2.507 \\ x \\ x \end{array}$ | 110 | 20 1 1 | $?$ |

1917
Totel

| 74 | 3.505 | 371 | 12 |
| ---: | ---: | ---: | ---: |
| 68 | $3.8: 2$ | 149 | 12 |
| 5 | $x$ | 111 | $=$ |
| 1 | $x$ | 111 | $=$ |

less than 20
$20-99$
$100-499$
500 ond over

11 Average lobout units arn calculated by dividing 10181 paypoll by the average ennusl wage and salary fote ss feported in the Survey of Employmen. Payroll and hours. Sististics Consod. Cotalogue 72-002. An overge isbour unis could be intorpreled os a full-time employee. Note that the business size groups used are determinod ot the concos level. Thus if a business hes of teast 500 employees in conaca as a whole but less than that number in any given province it is shown in the 500 and over groud.
(2) Refers to businesses repo:ting no payroll deductions in the previous vear
(3) Reters 10 ousinesses reporiing no payioll deductions in the following year
"New reporting" and "no longer reporting" businesses are assumed to hove beem in activity for six months and the information is acjusiec accordingly.
ste inole for symols ana nores

TABLE 6. Selected operating charecteristics of small businesses by sales quartile, 1985-1987 Manicoba, Drywall Work (S|C 4272)


| Wumber of obervetions in semple <br> Average sales $\$$ <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 57 \\ 164.273 \\ 149.145 \\ 15.128 \end{array}$ | $\begin{aligned} & 30.045 \\ & 12.248 \\ & 17.797 \end{aligned}$ | $\begin{aligned} & 41,887 \\ & 22,881 \\ & 19.006 \end{aligned}$ | $\begin{array}{r} 66.388 \\ 58.145 \\ 6.243 \end{array}$ | $\begin{array}{r} 520.772 \\ 503,307 \\ 17.465 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting eprofit (Wo.) | 52 |  |  |  |  |
| Aversot sales \$ | 177.311 | 30.045 | 41.887 | 68.078 | 569.234 |
| Average expenses | 158.342 | 12.248 | 22.881 | 51.055 | 547.185 |
| Average net prolit \$ | 18,969 | 17.797 | 19.006 | 17.023 | 22.049 |
| Businesses reporting lose (Mo.) | 5 |  |  |  |  |
| Average soles | 168.078 | - | - | 56.141 | 280.014 |
| Aversge expenses | 179.662 |  |  | 73.998 | 285.326 |
| Average net loss 5 | -11.584 | - | - | -17.857 | -5.312 |

1986

| Mumber of observetions in smmple | 75 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 90.319 | 28.325 | 35,343 | 48.345 | 249.252 |
| Average exdense \$ | 70.618 | 7.058 | 14.658 | 31.817 | 228.928 |
| Average net profit (loss) \$ | 19.701 | 21.267 | 20.675 | 16.528 | 20,334 |
| Businemes peporting profit (\%o.) | 70 |  |  |  |  |
| Aversoe sales | 79.212 | 28.456 | 35,343 | 48.345 | 204. 703 |
| Aversge expense \$ | 57.303 | 6.097 | 14.658 | 31.817 | 176.630 |
| Average net profit | 21.909 | 22.359 | 20.875 | 16.528 | 26.073 |
| Businesses reporting lose (Mo.) | 5 |  |  |  |  |
| Average solis | 198,695 | 25.758 | - | - | 371.63: |
| Average expenses | 199.188 | 25.827 | - | - | 372.549 |
| Average not loss \$ | -493 | -69 | - | - | -918 |

1987

| Mumber of observations in semple | 53 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sties \$ | 130.360 | 29.343 | 38.927 | 71,585 | 381,583 |
| Average expense \$ | 107.215 | 12.979 | 11.553 | 47.076 | 357. 253 |
| Aversge net profit (loss) \$ | 23.145 | 16.364 | 27.374 | 24.509 | 24.330 |
| Businesees reporting profit (mo.) | 45 |  |  |  |  |
| Average sales 8 | 132.112 | 29.343 | 38.927 | 71.585 | 388.593 |
| Average expense s | 105.769 | 12.979 | 11.553 | 47.076 | 351.469 |
| Average net profit | 26.343 | 16.364 | 27,374 | 24.509 | 37,124 |
| Susinesces reporting - lees (Mo.) | * |  |  |  |  |
| Average sales $\$$ | 364.036 | - | - | - | 364.036 |
| Averspe expense | 371,730 | - | - | - | 371,730 |
| Averse net loss ? | -7.694 | - | - | - | -7.694 |

(1) ihese estimetes are bested on semple of businesses reporting sales butwean $\$ 25,000$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0 .}$

See atole 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba, Drywall Work (SIC 4272)
10:3161)
sot tom
$25 \%$

Lowe?
midole $25 \%$
Upper
TOF

| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Reporting businesses only 3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd! } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UoDel } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 10.6 | - | -- | -- | -- | 41.5 | 25.6 | - | =- | -* | -* |
| Dccupancy expentes | 3.7 | -- | -- | - | $=0$ | 33.7 | 3.5 | -- | - | - | -- |
| Depreciation | 2.2 | -- | -- | - | -- | 80.9 | 2.8 | -- | - | -- | - |
| Repaits 6 maintensnce | 0.3 | -- | -- | - | -- | 43.1 | 0.7 | - | = | -- | -- |
| Heat. light o teleohone | 0.6 | -- | -* | -- | -- | 72.0 | 0.9 | - | - | -- | - |
| Ren ${ }^{\text {a }}$ | 0.5 | -- | - | -- | - | 32.1 | 1.6 | -- | =- | -* | -- |
| Personnel expenses | 12.3 | -- | - | -- | -- | 79.5 | 15.5 | - - | - | -* | -- |
| Financiel expenses | 0.3 | - - | -- | - - | =- | 89.7 | 1.0 | -- | - | - | -- |
| Interast s bank charges | 0.6 | -- | $\ldots$ | -- | -- | 58.2 | 1.0 | -- | -- | -- | -. |
| Professional lees | 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 | - | - | -- | - - | -- |

Svelol 1 e
zero or no observelions

- 100 small 100 be expressed
... not applicable
$\times$ confidentisl


## foornotes

111 Thes estimetes be besed on e samplo of businesses reporting seles beiween $\mathbf{2 2 5 . 0 0 0}$ End $\mathbf{\$ 2 . 0 0 0 . 0 0 0 .}$
Fors l weighted expenditure on given, tem
(2) Volue in esch cell : fois! weiphted sites of ofl businesses in the semple $x$ lop for bech quertile.

This portion of the table pertains only to the businesses reporting the specific expense item. Fherefore these ratios ore calculated individually and the rozsl will not necessarily equat 1004

## motes

Detere show by quertiles when eq less 13 of the samplad businesses repert the specific item
Records were papked in uscending oroer sccording to salus size. Eech quertile \{i. Dotiom 25\%. Iower midde 25z. Etc. 1 pepresents one querter of the totol number of businesses. Within ach quartile. the everage retio is prestented for comperison purposte. the high end low vilues of sales site shown

How to uet the tebise
(1) locet the bporopriste soles pange thet is displayed on the two lines entitied fom sates value" ond High sales velue"

121 ine selteitd tenge will indicete the proper quartile. i.e. the bottom 25\%. the lower midde $25 \%$, the upper middle $25 \%$ or the 10p 25\%.
(3) Deta perteining to the selscted selgs size range will be in thet quartile.

## Stender Induttrist Clestificetion Definition (SIC 1980):

5 IC 4272 - Drywell Conerectore
Businesses p: imarily engoged in the installation of drywalt sheets or ponets, inctuding related raping of joints. sending and other drymall finishing tris industry includes businesses engaged in dryall ainishing liaping. Sanding. stipplings, dryali insiallation installation of gyosum wal? bobro. sheetlock installation lory wallooact. orywall stippling and taping drywali joinis.

TABLE 2. Balance sheet proflle for incorporated businesses anly, 1987
Manitobe, Drywill Work (SIC 4272)

|  | To:alil | $\begin{array}{r} \text { Sot:0m } \\ 25 \% \end{array}$ | Lower midole 25\% | UpDer $\operatorname{midede} 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) Migh salas value ( $3000^{\prime}$ ह) | $(1)$ | -- | -- | -- | -- |
|  |  | Average $18000{ }^{\circ} \mathrm{s}$ |  |  |  |
| (asets |  |  |  |  |  |
| Cash | 51 | -- | -- | -- |  |
| Accounts and notes receivable | 51 | -- | -- | -- | -- |
| Inventory | 56 | -- | -- | -- |  |
| Other current assets | 56 107 | -- | -- | -- | -- |
| Fixed assets | 28 | -- | -- | - | -- |
| Les5: Accum. dep. on fixed essets | - | -- | -- | -- | - |
| Other assets | 4 | -- | -* | -- | -- |
| Totel essets | 140 | -- | - | - | -- |
| Lisbliltias and equity |  |  |  |  |  |
| Current loans Other current lisbilities | 25 48 | -- | -- | -- | -- |
| Total curcent lisobilities | 73 | -- | -- | - | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt. | 35 | -- | -- | -- | -- |
| Other liabilities | 35 | -- | -- | -- | -- |
| Total limbilities | 113 | -- | -- | -- | -- |
| Totel equity | 27 | -- | -- | -- | -- |

(1) These estinates are bosed on sampla of businesses feporting saies between $\$ 25.000$ and $\$ 2.000 .000$

See fable for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Mmitobe, Drywill work (SIC 4272)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upoer $\text { middle } 25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8usinestes in sample (No.) Low sales value ( $\$ 000$ 's) High soles value ( $8000^{\circ}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retia Current ratio (times) | 1.5 | -- | -- | -- | -- |
| Leverege ration <br> Debt/equity retio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | 4.3 3.5 0.8 | -- | -- | -- | -- |

(11) The ratios represtht the oversge of patios for ash business in the group and cannot be calculated fom the figures shown in table 2

121 These estimetes are bosed on a cupl of businesses peporting sales betwen $\$ 25.000$ and $\$ 2,000.000$
See Table ifor symool find notes.

Defimitiant:

1. Liquidity retio:

Cuppent $=$ current assets / current liabilities.
2. levertge ritos:
a) Debt/equity = total iasilities / equity.
b) Debt ratio $=$ toial liacilities/total assets
c) Interest coverage $=$ net profit interest expense $/$ interest expense

TABLE 4. Statemer. of changes in financial position for incorporated businesses only. 1987 Manliobe. Electrical work (SIC 4251)

|  | Total 1 ) | $3: \frac{0 m}{8 \%}$ | Low ${ }^{1}$ $\text { miode } 25 \%$ | Upoer <br> middie 25: | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausinesses in sample \{No.! Low sales value 5000 's) gh soles value ( $\$ 000^{\circ}$ 's) | $\begin{aligned} & 4) \\ & (1) \\ & (i) \end{aligned}$ | $\begin{aligned} & 161 \\ & 180 \end{aligned}$ | $\begin{aligned} & 180 \\ & 275 \end{aligned}$ | $\begin{aligned} & 275 \\ & 453 \end{aligned}$ | 453 111 |
|  | Average (\$000's) |  |  |  |  |
| Operating activities <br> Cash from operations <br> Depreciation <br> Other | $\begin{array}{r} 13 \\ 8 \\ -7 \end{array}$ | $\begin{aligned} & 7 \\ & 2 \\ & 2 \end{aligned}$ | $\begin{array}{r} 10 \\ 6 \\ -3 \end{array}$ | 16 8 2 | 17 13 -30 |
| Oividends | -6 | - | - | -18 | -4 |
| Investment ectivities <br> Disposal of fixed assets <br> Puphase of fixed assets <br> increase in investment <br> Decreage in investment | $\begin{array}{r} 2 \\ -18 \\ -2 \\ \hline \end{array}$ | -6 | $\begin{array}{r}3 \\ -16 \\ \hline\end{array}$ | 2 -18 -6 7 | 2 -30 -1 - |
| Finencing metivisias <br> Increese in lang ierm debt Regoyment of lang term debt Loans from shareholders Reparment of loans fiom shareholders juvances \& loans from government <br> incresse in equity <br> Decrease in equity <br> Other | 10 -4 4 -9 - - -1 | -1 -7 | 13 -2 1 -14 | 13 -9 3 -9 -9 | 10 -1 10 -7 1 -1 -2 |
| Increase(decrase) in cash tequivelonts Cash sequivalents-Beginning of the yesr Cash equivalents - End of the yeer | $\begin{array}{r}-10 \\ 12 \\ \\ \hline\end{array}$ | 2 26 28 | -1 -26 -27 | -14 40 28 | -24 17 -7 |

 only those Dusinesses reporting siotement of changes.
see Toble for symbols and notes

TABLE S. Employment changes by size of businoss, i984-4987 besed on Sic cioseificetion in igst
Manisobs, Electrical Work (SIC 4261)

| Business size oxpressed in eversge isbour units! | Number of businesses | $\begin{array}{r} \text { Totai caypo:1 } \\ \text { (\$000s) } \end{array}$ | Aversge labou units(1) | Changes in number of buninesees with paid employeet |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No langer reoorting(3) |
| 1984 |  |  |  |  |  |
| Totel | 370 | 36.594 | 1.622 | 51 | 37 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { ond over } \end{aligned}$ | 354 12 1 3 | $\begin{array}{r} 20.134 \\ 6.403 \\ x \\ x \end{array}$ | $\begin{array}{r} 890 \\ 289 \\ 443 \end{array}$ | 56 2 - | 37 |
| 1987 |  |  |  |  |  |
| Total | 383 | 17.335 | 1.890 | 62 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { end over } \end{aligned}$ | 360 17 2 4 | $\begin{array}{r} 27.357 \\ 11.858 \\ x \\ x \end{array}$ | 1.070 480 340 | $\begin{array}{r}59 \\ 2 \\ 1 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ |

(11) sverege labour units are colculeted by dividing total paypol by the overge ennus wage ond salary rete os peoried in the
 full-time enplovee. Note that the business size groups used are deierminad st the canada level Thus if ousiness hes al lest 500 employees in Canado as whole but less than that number in any given province it is shown in the soo end over group.
121 Refers to Dusinesses reporting no peyroll deduciions in the previous yeer.
(3) Refers 10 businesses reporting no peyroll deductions in the lollowing yeer.
"Newly reporting" and "no longer reporting" businesses ere assumed to have been in activity for six months and the information is adiusied accordingly

See Table ifor symbols and noits

TABLE 6. Selected operiting characteristlcs of small businesses by sales quartile. 1985-1987
Manitob*, Electrical Work (Sic 4261)

Total(1) $\quad$| Bottom |
| :---: |
| $25 \%$ |

1985

| Number of observations in sample <br> Aversoge sales 5 <br> Average expense $\$$ <br> Averspe net piofit (lose) \$ | $\begin{array}{r} 213 \\ 184.827 \\ 171.907 \\ 12.920 \end{array}$ | 40.627 31.666 8.961 | $\begin{aligned} & 78.270 \\ & 66.586 \\ & 11.684 \end{aligned}$ | $\begin{array}{r} 168.038 \\ 154.450 \\ 13.588 \end{array}$ | $\begin{array}{r} 452.371 \\ 434.925 \\ 17.446 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 121 |  |  |  |  |
| Averege seliss | 218.515 | 42,188 | 77.197 | 166.876 | 587.800 |
| Averege expense $\$$ | 198.498 | 30,521 | 63.773 | 152.176 | 547,520 |
| Averege net profit \$ | 20.017 | 11,667 | 13.424 | 14,700 | 40.280 |
| Businesses reporting eloss (Mo.) | 25 |  |  |  |  |
| Avorage sales | 154.545 | 33.072 | 87.656 | 194.685 | 302.75 |
| Average expense | 161.387 | 37.210 | 91.189 | 206.603 | 310,546 |
| Average net loss | -6.842 | -4.138 | $-3.533$ | -11.918 | -7.773 |

1988

| Mumber of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 294 \\ 143.547 \\ 128.569 \\ 14.378 \end{array}$ | $\begin{aligned} & 33.077 \\ & 19.989 \\ & 13.088 \end{aligned}$ | $\begin{aligned} & 48.641 \\ & 37.080 \\ & 11.561 \end{aligned}$ | $\begin{aligned} & 96.365 \\ & 81.728 \\ & 14,837 \end{aligned}$ | $\begin{array}{r} 396.103 \\ 375,178 \\ 20.625 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales $\$$ <br> Averege expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 252 \\ 146.505 \\ 129.289 \\ 17.216 \end{array}$ | $\begin{aligned} & 33.142 \\ & 19.809 \\ & 13.533 \end{aligned}$ | $\begin{aligned} & 47.999 \\ & 35.823 \\ & 12.376 \end{aligned}$ | $\begin{aligned} & 96.073 \\ & 80.514 \\ & 15.559 \end{aligned}$ | $\begin{array}{r} 408.804 \\ 381.410 \\ 27.394 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Averope sales <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 42 \\ 129.968 \\ 138.445 \\ -8.477 \end{array}$ | $\begin{aligned} & 30.719 \\ & 33.879 \\ & -3.160 \end{aligned}$ | $\begin{aligned} & 61,063 \\ & 65,234 \\ & -4,171 \end{aligned}$ | $\begin{array}{r} 103.14 \\ 112.736 \\ -8.922 \end{array}$ | $\begin{aligned} & 324.274 \\ & 341.932 \\ & -17.658 \end{aligned}$ |

1587

(11) These estimates are besed on a sample of Dusinesses reporting salos between $\$ 25,000$ snd $\$ 2.000,000$.

See Table 1 for symbols anc notes

TABLE 1. Selected operating ratios. In percent of sales, 1987
Manitoba, Electrical Work (Sic 4261)

|  | Total(1) |  | Bottom 25\% |  | Lower <br> midde 25: |  | $\begin{array}{r} \text { UpDer } \\ \text { middle } 25 \% \end{array}$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eustinesses in samsle (No.) Low sales value $15000^{\circ}$ s! High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & 107 \\ & 11 \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 191 \\ 57 \end{array}$ |  | $\begin{array}{r} 57 \\ 108 \end{array}$ |  | $\begin{array}{r} 108 \\ 257 \end{array}$ |  |  | $\begin{aligned} & 257 \\ & \text { i1) } \end{aligned}$ |  |
| Selacted exomse item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only $\mathrm{i}^{\text {3) }}$ |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midd } / \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upder } \\ & \text { midel } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |
|  | Parcent of sales |  |  |  |  |  |  |  | Pecent of | sales |  |
| Cost of seles | 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 | 5.8 | 4.2 | 3.3 | 96.8 | 5.1 | 6.3 | 6.8 | 4.2 |  |
| Deprecition | 2.5 | 4.3 | 2.7 | 1.9 | 1.3 | 90.3 | 2.8 | 4.9 | 3.2 | 2.0 | 1.4 |
| Redairs \& meintenance | 0.6 | 0.2 | 0.7 | 0.9 | 0.4 | 41.6 | 1.4 | 0.8 | 1.5 | 2.1 | 0.8 |
| Heat. light s telephone | 1.1 | 0.8 0.2 | 1.8 1.6 | 0.9 0.4 | 0.9 0.7 | 86.7 49.8 | 1.3 1.5 | 1.3 0.7 | 2.1 3.6 | 0.9 0.8 | 0.9 1.0 |
| Personnel expenses | 26.7 | 22.9 | 19.9 | 30.8 | 33.0 | 85.6 | 31.1 | 34.1 | 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 8 bank charges | 1.1 | 0.7 | 1.6 | 1.3 | 0.7 | 75.6 | 1.5 | 1.3 | 2.1 | $1 . ?$ | 0.8 |
| Professional fees | 0.7 | 0.6 | 1.1 | 0.5 | 0.5 | 85.6 | 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 | 22.5 | 10.3 | 17.0 |
| Profit (losa) | 12.7 | 32.8 | 7.5 | 8.7 | 3.9 | 98.9 | 13.1 | 37.1 | 7.5 | 1. 3 | 3.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -•* | - | - . | . . |


|  | Total(1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lower$\text { middle } 25^{\circ}$ |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Ico } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Euslinesses it samale (Ne.) Low sales value $\$ 0000^{\circ}$ s! High sales value ( $90000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 107 \\ & 11) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 191 \\ 57 \end{array}$ |  | $\begin{array}{r} 57 \\ 108 \end{array}$ |  | $\begin{aligned} & 108 \\ & 257 \end{aligned}$ |  |  | $\begin{aligned} & 257 \\ & 15) \end{aligned}$ |  |
| Selacted exoense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only $i 3$ 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upoer midde 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \end{array}$ | Lomer middle $25 \%$ | Upder midel 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 35.8 | 15.4 | 40.1 | 44.2 | 41.6 | 85.7 | 41.8 | 31.8 | 43.0 | 44.2 | 42.8 |
| Decupency expenses Deprecition | 5.0 2.5 | 5.5 4.3 | 5.8 2.7 | 4.2 1.9 | 3.3 1.3 | 96.6 90.3 | 5.1 2.8 | 6.3 4.9 | 6.8 3.2 | 4.2 2.0 | 3.4 1.4 |
| Redsits \% meintensme | 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 |
| Financiol expenses | 1.8 | 1.3 | 2.8 | 1.9 | 1.2 | 94.3 | 1.3 | 1.4 | 3.2 | 1.9 | 1.2 |
| Interest 8 bank cherges | 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 | 85.6 | 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 | 22.3 | 10.3 | 17.0 |
| Profit (lose) | 12.7 | 32.8 | 7.5 | 8.7 | 3.9 | 95.3 | 13.1 | 37.1 | 7.5 | -. 3 | 3.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | -•* | -• | - . | -• |

Upper 100

Syabol:
zero or no observetions
-. too smbll too be expressed
. not sepliceble
$\times$ confioentiol

## footnotes


21 Velue in each cell s lotel wighted expenditure on given ilem
lotal weighted salas of all businesses in the sample for forn gueplile
13) Volue in each celt s for ench autite

Toial weighied expenditure on given item

This portion of the table pertains only to the businesses peporting the specific expense item. Therefor these retios celculted inciviouslly and the roial will not necessafily equal $100 \%$.

## Motes

Dati ar show by quep:iles when et lesst 13 of the smpled businesges pepott the specific item
 one querter of the totsl mumber of businesses. Wighin each quistile. the everge retio is presented. For comparison purposes. the high and low velues of seles ere shown.

## How to ute the tebles

(11 Locate the epproprise selas range that is displayed on the iwo lines entitled alow salas velue and atigh seles valuem
12) The selacted renge will indicete the proper quertile. i. . the bottom 25z. the tower midde 25z. the upper midde 25z or the fop 25\%.
(3) Dete perteining to she selacted seles fize range will be if thet quartilu.

## Stenderd Induetrisl Cleseificetion Definition (SIC i980):

51C 426l- Eisctical Contrectors
 dispribution lines. Inctuded in this industry ar udio-visual wiring systems installation, electric base board hesters installation, installarion of electic heating blast coils. instaliation of electric burgier alapmsystems. installation of electic power control panels sho outlets. electricut work. Electric fire alarm systems installefion. insfalletion of intercontunicetion systems. electic lighting systems insiallation. public adoress systems installation. instal ation of ectric show melting cables. telephone wifing installation and electicbl wire instatiotions to houses ouildings mondructures

TABLE 2. Balance sheet prof 1 le for incorporated businesses only, 1987
Manltobe, Electrical Work (SIC 4251)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Upoe! } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ( Mo.) Low sales value $\left(\$ 000^{\prime}\right.$ ) High salus value ( $\$ 000{ }^{\prime}$ ) | 72 $(1)$ $(1)$ | $11)$ 107 | $\begin{array}{r}107 \\ 243 \\ \hline\end{array}$ | 243 438 | 438 11 |
|  | Average (\$000's |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and notes inceivabio | 59 | 12 | 29 | 55 | 136 |
| Inventory | 5 | 12 | - | 5 | - |
| Other curront assets | 54 | 9 | 45 | 55 | 109 |
| Total current assets | 113 | 21 | 74 | 110 | 237 |
| Fixed sesets | 36 | 15 | 28 | 37 | 58 |
| less: Aceum. dep. on fixed essets | - | - | - | - | - |
| Other assets | 10 | 1 | - | 18 | 20 |
| Total ensete | 159 | 36 | 103 | 188 | 316 |
|  |  |  |  |  |  |
| Current lomen | 14 | 2 |  | 10 | 29 |
| Other current liabilities | 55 69 | 14 | 12 45 | 58 68 | 112 |
| Mortospes payable | - |  | - |  | , |
| Long term debt | 3 | $\overline{5}$ | 2 | 8 | i |
| Other l imbilities | 33 | 5 | 34 | 36 | 55 |
| Totel liatilities | 105 | 20 | 11 | 111 | 196 |
| Total equisy | 54 | 16 | 23 | 55 | 119 |


Set ioble I for symools and ncies

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Menitobe. Electricel Work (5IC 4251)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 x \end{aligned}$ | $\text { midde } 25 x$ | Upoer midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sules value ( $\$ 000^{\circ}$ s) <br> High sales value ( $\$ 0000^{\circ}$ ) | $\left\{\begin{array}{l} 72 \\ \{1 \\ 1 \end{array}\right\}$ | 11 107 | 107 243 | 243 438 | 438 111 |
|  | Averege |  |  |  |  |
| Liquidiry patio Current rotio (times) | 1.6 | 1.4 | 1.6 | 1.6 | 1.7 |
| Leverage retion Debt/eavity retio (times) Interset coverse retio (times) Debt ratio (times) | 1.9 4.8 0.7 | $\begin{aligned} & 1.2 \\ & 0.5 \end{aligned}$ | 3.6 2.1 0.8 | 2.0 5.5 0.7 | 1.7 7.2 0.6 |

(1) The petios ropresent the sverage of retios for each ousiness in the proup ond cannot be celculted fron the figures show in fable 2 .

121 These esqieves epe besed on a maple of businesses paporting sel between 325.000 und 82,000,000.
Sot Table 1 for symbolt and notus.

## Oefinitions:

1. Llauidisy perio:

Curfent s curpent assets / current lisbilities.
2. Leversge ritios:
a) Debt/equity = totel liabilities / eouiqy
bl Debi ratio = lotal liabilities/totsl assets.
c) Interest coverage set profit interest expense/ interes: expense

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

|  | Tota: 1 ) | $\begin{array}{r} \text { Bot?om } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25: \end{aligned}$ | Upper $\text { midele } 25 \text { : }$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susinesses in sample (No.) low sales value (\$000's) tligh sales value (\$000's) | $\begin{aligned} & 10 \\ & 111 \\ & 111 \end{aligned}$ | $\cdots$ | -- | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Operating setivities Cash from operaticns Depreciation Diher | $\begin{array}{r} 8 \\ 6 \\ -15 \end{array}$ | -- | -- | -- | - |
| Dividends | $-2$ | -- | -- | -- | - |
| Investmens ectivities Cisposal of fixed assets Furchase of fixed assets lncreme in investment Docrease in investment | $\begin{array}{r} 2 \\ -9 \\ -1 \end{array}$ | -- | -- | -- | -- |
| Financing ctivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans fiom shareholders <br> Reuayment of loens from sharmolders <br> aduances \& loans fiom government <br> Increase in equity <br> Decrese in euity <br> Direr | $\begin{array}{r} -1 \\ 6 \\ -10 \\ \hline \end{array}$ | -- | -- | $-\infty$ -- -- -- -- -- | -- |
| Incresse(decreses) in cash tequivelenis Cash stequaients-Beginning of the year Cash equivelenta - End of the year | $\begin{array}{r} -14 \\ -1 \\ -15 \end{array}$ | -- | - | -- | ** |

 only inose Dusinesses raporting sterement of changes
set teble 1 for symbols and notes.

TABLE S. Employount changes by wize of businesis. 1984-1987 based on SIC ciaselfication in ise7
Manltobs. Wet Heseing a Air Conditioning Work (SIC 4243)

| Business size expressed in averge lobout unitsill | Numbe' of businesses | $\left.\begin{array}{r} \text { Tots } 1 \text { payroll } \\ \left(\$ 000^{\prime}\right. \end{array}\right)$ | Average labour units(1) | Chenges in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\underset{\text { reporting }(2)}{\text { Mew }}$ | No lange? reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 56 | 6.927 | 305 | 10 | 11 |
| $\begin{aligned} & \text { tes then } 20 \\ & 20-99 \\ & 100-493 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{gathered} 53 \\ 1 \\ 2 \\ \hline \end{gathered}$ | $\begin{array}{r} 3.778 \\ x \\ x \end{array}$ | $\begin{array}{r} 167 \\ 60 \\ 78 \end{array}$ | $\begin{aligned} & 9 \\ & i \\ & \hline \end{aligned}$ | 11 |
| 1987 |  |  |  |  |  |
| Totel | 57 | 8.046 | 313 | 14 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r}61 \\ 4 \\ 2 \\ \hline\end{array}$ | $\begin{array}{r} 458 \\ x \\ x \end{array}$ | $\begin{array}{r} 170 \\ 100 \\ 43 \end{array}$ | 13 1 - | $\cdots$ $\because$ $\cdots$ |

[^11]TABLE 6. Selected operating characteristics of small businesses by sales quartile. $1985-1987$
Manitobs. Wet Keeting * Air Conditioning Work (Sic 4243)


1985

| Number of observations in sample <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 20 \\ 457.104 \\ 423.190 \\ 33.914 \end{array}$ |
| :---: | :---: |
| -usinesses repopting profit (Mo.) | 18 |
| Average sales \$ | 439.797 |
| Avarage sxpensa \$ | 404.857 |
| Average net profit | 34.940 |
| Businseses reporting lose (No.) |  |
| Average seles 5 | 433.501 |
| Average exotnse ${ }^{\text {c }}$ | 436.510 |
| Averape net loss 5 | -3.009 |



Muaber of observations in semple
Average siles
Average expense $\$$
Averege net profit (loss) $\$$

Businesese reporting eprofit (Mo.l
Average salos \$ Aver age expenses
Average net profit $\$$

Businesses raporting lose (Mo.) Average seles aversog sies Average expense $\$$
Average net loss

### 230.24 <br> 230.846

212.304

17
321.130
17
321.130
28?.082

7
223.555
234.897
$-11.342$
(1) These estimates are based on semple of businesses reporting seies between $\$ 25,000$ and $\mathbf{8 2}, 000,000$ See iable i for symbols and notes

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

|  | Tota111) |  | $\begin{array}{r} \text { Bottam } \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ |  | Uppep <br> middie 25\% |  |  | 700 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qusinesses in sample iMo. <br> t.on sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
| Selacted expense : ent | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { 2 busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd Ie } \\ 25 \% \end{array}$ | Uoper midde 25\% |  |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{rr} \text { Lower } & \text { Upper } \\ \text { middle } & \text { middl } \\ 25 \% & 25 \% \end{array}$ |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 39.3 | -- | -- | -- | -- | 100.0 | 39.3 | -- | - | - | - |
| Occupancy expenses <br> Depreciation | 4.1 1.9 | - | -- | -. | -- | 81.9 78.8 | 5.0 2.4 | -- | -- | -- | -- |
| Dedrecistion | 0.2 | -- | -- | -- | -- | 45.3 | 0.1 | -- | -- | -- | -- |
| Hest, light \& telephone | 1.1 | -- | -- |  | -- | 66.7 | 1.5 | -- | -- | -- | -- |
| Rent | 1.0 | -- | -- | -. | -. | 57.3 | 1.7 | - | -- | -- | -- |
| Personnel expenses | 25.2 | -- | -- | -- | -- | 100.0 | 25.2 | -- | -- | -- | - |
| Financial expenses | 3.2 | -- | -- | -- | -- | 89.5 | 3.6 | - | -- | -- | -- |
| Interest 8 bank chalges | 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 | $\ldots$ | - | -- | - | $\cdots$ |

5 yubols

> zerc or no observarions
> - too snal: too de exp-essed
> .. not applicable
conlidenis!

## ootnotes

(1) These estimetes er besed on semple of businesses reporqing sales between 325,000 and $52,000,000$. Totel weighted expenditur on given item
21 Value in each cell $=$ Totel weighter seles of all businesses in the smple for foch quertile.
(3) Volue in each cell = $\frac{\text { lotal weighted expenditure on given tom }}{\text { lotal weighted sates of businesses poporting this item of expenditure }} \times$ for fach queptile.

This portion of the zable pertains only to the businesses reporting the specific expense ifom, therefore thest ratios are calculated individually and the topal will not necessarily equal $100 \%$

## Motes

Dete bre shown by quartiles when at least 13 of the sempled businesses rapopi the specific item.
Records wer ranked in ascending order according to sults size. Esch quertile li. botton 25\%, Iower miode 25t. Etc. 1 pepresents one quarter of the total number of businesses. Within each quartile, the bverage ratio is presented. For comparison purposes. the hign and low values of seles are shown.

## Mow to use the teblise


(2) The selgcted rang will indicte the proper quartile, i.e. the bottom 25\%, the fower midele 25\%. the upper middle 25y or the top 25t
(3) Dets perteining to the selected seles size renge will be in thet quartile

## Stenderd Indutriol CImesifieation Definision (SIC 1880):

sIC 4243 - Wet Heteting and hir Conditioning Contractors
Businesses primerty engeged in the installation and repair of secondery hot water or systen heating systems, cooling end ir conditioning equipment and solar heating systems involving liquids. These businesses include: cantral oir conditioning instellafion. contractors installing sieam Doilers lexcluding power boilersl. installation of ceniral cooling equipment ano piping, insial iation of cooling towers. heal pump installation, installotion of nydronic neating systems. installation of secongary hot water and starm piping systems. installation of snow melting equipment lliquid erstems). solar hesting fluid systems installation. installation of unitary heating. cooling of bip conditioning equipment. Installation of hesting ond sir conditioning water pumping systems and the insisllation of central wet heating equipment and piping

TABLE 2. Balance sheet profile for incorporeted businesses only, 1987
Manitobs. Wet Heating Air Conditioning work (Sic 4243)

|  | Total ${ }^{\text {a }}$ ( $)$ | Bottom $25 \%$ | Lomer middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & \text { 25\% } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000$ 's) <br> Kigh sales value (\$000's) | 112 11 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Amet |  |  |  |  |  |
| Accounts and notes receivable | 52 | - | -- | -- | -- |
| Inventory | - | -- | -- | - | - |
| Other current assets | 29 | - | - | - | -- |
| Total current assets | 81 | - | -- | - | -- |
| Fixad assets | 23 | - | -- | - | -- |
| Less: Accum. dep. on fixed assets Othar assets | 14 | -- | - | -- | -- |
| Totel assets | 118 | -- | - | -- | - |
| Liabilities and equity |  |  |  |  |  |
| Current loans Diher current liobilities | 24 52 | -- | -- | -- | -- |
| Total current lisbilities | 76 | -- | -- | -- | -- |
| Mortgages dayable | - | =- | -- | - | - |
| Long term debt. | 9 | -- | - | -- | - |
| Other liabilities | 23 | -- | - | -- | -- |
| Total liabilitios | 108 | -- | -- | -- | -- |
| Total equity | 10 | -- | -- | -- | -- |

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

See Table $/$ for symects and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Menitobe. Wet Mesting $\&$ Air Conditioning Work (SIC 4249)

|  | Total(2) | Bottom 25\% | $\text { middie } 25 \%$ | Uopar $\text { middle } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High stes velue $\left(\$ 000^{\prime} \mathrm{s}\right.$ ) | 12 $(1)$ | -- | -- | -- | -- |
|  | Aver ige |  |  |  |  |
| Liquidity retio Current potio (times) | 1.1 | - | -- | -- | -- |
| Leverage patios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | 10.4 0.7 0.9 | -- | -- | -- | -- |

(1) The retios ropresent the veroge of retios for sech business in the group and cannot be colculted from the figures show in fable 2 .
(2) These estinetes ere besed on tumple of businesses roporting sal betwen $\$ 25,000$ sind $\$ 2,000.000$.

Set inble 1 for symbols and motes

Definitione

1. Liquidity fotio:

Current $=$ current asseis $/$ current liabiliqies
2. bewtrge ratios:
a) DeDi/equity = total liabilities equipy
b) Debl rasio = sotal liobilitips/total assets
c) Interest coverage $=$ nei profit + inserest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig8t hanitoba, plumbing (SIC 4241)


|  |  |  |  | Ehanges in num with pe | of butineses loyess |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business ize expessed in average lobour units\{l\} | Number of bus nesses | $\begin{array}{r} \text { To:a } \left.\begin{array}{c} \text { payrol } \\ \\ (\$ 000 \end{array}\right) \end{array}$ | Average labou: uniqs(1) | Newly $\text { reporting }(2)$ | No Ionger roporting (3) |


| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 184 | 15.695 | 594 | 24 | 15 |
| less than 20 | 177 | 11.215 | 496 | 24 | 19 |
| $20-99$ | 7 | 4.481 | 198 | 24 |  |
| 100-499 |  | . | - | - | - |
| 500 and over | - | - | - | - | * |
| 1317 |  |  |  |  |  |
| Totel | 218 | 20.444 | 100 | 36 | - |
| less then 20 | 209 | 13.673 | 535 | 35 | . . |
| 20-99 | 10 | 6.771 | 265 | 1 | . |
| $100-499$ | - | - | - | - | . |
| 500 and over | - | * | - | - | -* |

 Survey of Empioyment. Poyroll end Mours. Statistics Canada. Catalogue 92-002. An buerbe labour unit could be interpreied es a fuli-time emoloyet. Mote that the business size groups used ore determined at the cansod level. inus if ausiness has ot least 500 grploytes in canada as whole but less than that numoer in any given province it is show in the 500 and over group.
$(2)$ Refers to Dusinesses reporting no payrol deductions in the previous year
13) Gefers to businesses reportino no payroll deductions in the following yer

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

See Tabl 1 for symbols and notes

TABLE 6．Selected operating characteristics of all businesses by sales quartile． $1985-1987$
Manisoba．Plumbing（SIC 4241）


Mumber of observations in semple Average sales
Average Expense $\$$
Aversge net profit（loss）$\$ ~$
businesses reporting profit（Mo．）
Average sal⿻日土寸多
Aversge expense s
Average net profits

Susineses reporting lose（No．）
Averoge stes $\$$
Aver実ge expense $\$$
Aversge net loss

144
193.736
81.507 24．180 $\quad 60.83$
$\begin{array}{rr}12.229 & 24.180\end{array}$

126
12
197.01
180.772
15.241

| 18 |  |
| ---: | :--- |
| 183.564 | 29.452 |
| 189.547 | 30.543 |

30.543
$-1.091$
60.936
7.553
68.312

5 5． 290
12.022
68.944
72.838
－3．894

| 142.157 | 530.365 |
| ---: | ---: |
| 131.105 | 509.807 |
| 11.052 | 20.558 |
|  |  |
|  |  |
| 135.539 | 550.100 |
| 120.058 | 522.801 |
| 15.481 | 27.299 |
|  |  |
|  |  |
|  |  |
| 179.793 | 455.085 |
| 193.917 | 60.888 |
| -14.124 | -4.823 |

1988

| Number of observations in semple <br> Averupe soles \＄ <br> Average expense $\$$ <br> Average nit protit（loss）\＄ | 199 199.904 182.662 9.242 | $\begin{array}{r} 61.971 \\ 55.214 \\ 6,757 \end{array}$ | $\begin{array}{r} 94,760 \\ 91.053 \\ 3.707 \end{array}$ | $\begin{array}{r} 136.933 \\ 128.636 \\ 8.297 \end{array}$ | $\begin{array}{r} 473,953 \\ 455,745 \\ 18,208 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ausinesses reporting profit（Mo．） | 154 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 195．198 | 62.800 | 94，787 | 135，972 | 487．23： |
| Average expense | 179，492 | 53，625 | \＄0．215 | 117.697 | 45E． 431 |
| Avernge net profit | 15，706 | 9.174 | 4.572 | 18.275 | 30.800 |
| Businesses reporting loss（Mo．） | 45 |  |  |  |  |
| Average sales | 178．218 | 57.616 | 94．282 | 139.673 | 42．300 |
| Averoge expenses | 195.571 | 63.565 | 105，851 | 159．845 | 453．024 |
| Averege net loss \＄ | －－17．353 | －5．949 | －11．589 | －20．172 | －31．724 |

1 鿰？

| Number of observetions in sample | 87 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \＄ | 247.263 | 52.877 | 111.240 | 199.258 | 6．25．678 |
| Averoge expense ${ }^{\text {s }}$ | 233.343 | 44．979 | 100.107 | 185.080 | 602．905 |
| Average nef drofit（loss）\＄ | 13.920 | 7．898 | 10.833 | 14．178 | 22，773 |
| Ausinegses reporting eprofit（Mo．） | 69 |  |  |  |  |
| Average sales | 253，694 | 54，753 | 108．800 | 199．455 | 651.768 |
| Average expense ${ }^{\text {s }}$ | 232.972 | 15．488 | 90.870 | 175.503 | 620.027 |
| Average net profits | 20.722 | 9.265 | 17.930 | 23．952 | 31.741 |
| Businesees reportinge lose（No．） | 18 |  |  |  |  |
| Average sulos | 220.812 | 39.083 | 115．457 | 198.810 | 530.088 |
| Average expense | 228．758 | 41.234 | 116，932 | 216.700 | 540.167 |
| Aversge net loss \％ | －7．946 | －2，151 | －1．455 | －18．090 | －10．081 |

111 These estimates se besed on sample of busingsses raporting esles between 525,000 and $52,000,000$ ．
Soe Table 1 for symbols and notes

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

|  | Totalil |  | 8ottom 25\% |  | $\text { midole } 25 \%$ |  | $\begin{array}{r} \text { Uoper } \\ \text { micd } 25 \pi \end{array}$ |  |  | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 72 11 11 |  | 111 |  | 74 122 |  | 12 |  |  |  |
| Solected expense irem | Industry average(2) |  |  |  |  | $\left\|\begin{array}{c} \text { y busi- } \\ \text { nessos } \\ \text { reporting } \end{array}\right\|$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd Ie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uaper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of selos |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 45.1 | 50.6 | 17.9 | 47.4 | 38.9 | 55.4 | 48.4 | 59.5 | 47.9 | 47.1 | 40.6 |
| Occupency expenses |  | 2.9 | 5.5 |  |  | 89.4 | 6.0 | 2.15 | 5.5 |  | 2.9 |
| Deprecistion | 2.2 | 1.8 0.4 | 3.1 0.4 | 2.9 | 1.2 0.3 | 87.7 | 2.5 | 2.5 0.9 | 3.9 0.9 | 3.0 0.8 | 1.2 0.5 |
| Repairs \& maintonance Hest lighe stephone | 0.3 | 0.4 | 0.4 | 0.2 0.9 | 0.3 | 11.5 83.9 | 0.7 | 0.9 | 0.8 1.5 | 0.8 1.2 | 0.5 |
| 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 | 22.8 |
| Finencial expenses | 1.7 | 1.1 | 1.8 | 2.0 | 1.4 | 28.1 | 1.7 | 1.4 | 1.1 | 2.0 | 1.1 |
| Interest \& bank charges | 1.0 | 0.7 | 1.1 | 1.4 | 0.8 | 72.1 | 1.6 | 0.9 | 2.0 | 1.7 | 1.1 |
| Professions fees | 0.7 | 0.7 | 0.7 | 0.7 | 0.6 | 86.3 | 0.8 | 1.0 | 0.1 | 0.7 | 0.6 |
| Other expenses | 20.5 | 23.1 | 18.7 | 13.1 | 31.1 | 100.0 | 20.5 | 23.4 | 18.7 | 13.9 | 31.1 |
| Profit (loss) | 7.1 | 7.1 | 12.1 | 5.4 | 3.8 | 100.0 | 7.1 | 7.1 | 12.1 | B. 4 | 3. 6 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | - . | $\cdots$ |  |  |

## Symole

```
zero or no observations
    too small too oe expressed
    not appliceble
* conlidential
```


## Footnotes


Totsl weighted expenditure on given lem

(3) Value in esch coll $x$

Total waghed expenditure on given tet $\times 100$ for sach quertile.

This portion of the toble partans only to the businesses ropprting the specific expense iten. Therefore these retios ere culter individually and the total will not necesserily equal 100\%.

Motes
Data are shown by quartiles whin at least 13 of the sampled businesses poport the specific item
 on quarter of the toter number of businesses. Within esch qustile. the suermge petio is presented. For comparlsen purposes. the high ind low velues of silot ar shom.

How to ute the tebles
(1) boctie the sporopriteteles range thet is displayed on the two Ilnes entited low sultut vilue" end enigh seles velue
(2) The selected pange will indcete the proper ourtile, i. the bottom 25I, the lower midde 25\%. 2he upper middle 25\% or the top 25\%
(3) Dati perteining to the selected seles sizt renge wil bo in thst quertil

## Stenderd Industriel CIaseificetion Definltion (5IC 19801:

Sic 4241 - Plumbing Eontrtetors
Businesses primerity engaged in the instslletion and repsir of primary hot and cold watef piping systems (i. ex. enpt spece heting such os: instollotion of waste and vent orain systems, instollation of hot weter hesters and plunting tenks, instal tion of wier meters installation of piping systems. installation of plumbing fixtures. installation of primery hot water. installetion of roof dransge systems lexcept eavestroughingl and instellotion of sanitary mare

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

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | Upper midale $25 \%$ | TOD 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample ( $\mathrm{No.1}$ Low sales value ( $\$ 000{ }^{\text {a }}$ ) High sales value $\left(\$ 000^{\prime}\right.$ ) | (1) $\begin{aligned} & 52 \\ & (1)\end{aligned}$ | 11 105 | 105 202 | 202 456 | $\begin{aligned} & 456 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Aswet: |  |  |  |  |  |
| Cash Accounts and noter receivable | 48 | 6 | 25 | 37 | 119 |
| inventory | - | - | - | - | - |
| Other current assets | 51 | 34 | 15 | 38 | 157 |
| Totsl current assets | 109 | 40 | 40 | 76 | 276 |
| Fixed assets | 26 | 5 | 10 | 42 | 4 |
| Less: Accum, dep. on fixed sesets | - | - | - | - | - |
| Other assets | 6 | - | - | 6 | 16 |
| Total essets | 141 | 46 | 50 | 124 | 335 |
| Liebilities and equity |  |  |  |  |  |
| Cuprent loans | 13 | 4 | 1 | 11 | 32 |
| Other current liabilities | 59 | 6 | 28 | 41 | 157 |
| Total curpent liabilities | 72 | 10 | 32 | 53 | 188 |
| Morrgages payable | - | - | - | - | - |
| Long term debt | 5 | - | 2 | 12 | 5 |
| Other liabilities | 30 | 27 | 11 | 36 | 44 |
| Total fiobilitios | 107 | 37 | 45 | 100 | 237 |
| Total squitr | 34 | 9 | 6 | 23 | 98 |

(1) These ostimetes are based on samele of businesses reportieg saies beimagn \$25.000 and \$2.000.000.

See able: for sumbels and po:es,

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Mantrobs. Plumbing (Sic 4241)

|  | Totol(2) | Bottom 25\% | Lower middle 25\% | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businosses in sample (No.) bow seles value ( $\$ 000$ 's? High sales value ( $\$ 000^{\prime}$ s) | $\left\{\begin{array}{l} 52 \\ 1 \\ \{1 \end{array}\right\}$ | 11 105 | 105 202 | 202 456 | 156 [1] |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.5 | 4.1 | 1.2 | 1.4 | 1.5 |
| Leverege ratios <br> Debtlequity potio (times) <br> Interest coverage retio (times) <br> Debt ratio (times) | 3.1 4.7 0.8 | 4.1 1.7 0.8 | $\begin{aligned} & 8.1 \\ & 0.9 \end{aligned}$ | 4.3 3.1 0.8 | 2.4 6.6 0.7 |

(11 The falios represent the werage of resios for each business in the group gnd cennot be calculated from the figures shown in table 2 .
(2) These retlmetes be beg on semple of businesses reporting simes between $\$ 25,000$ and $\$ 2.000 .000$

Set Tate 1 for symbols and notes.

Definitions:

1. Liquidity retio:

Current $=$ curzeni assets / current liabilities
2. Levermge ratios:
a) Debt/equity = total liabilities / equi:y
b) Debtratio = total liabilities/ total assets
c) Interest coversge $=$ ner profit . interest expense $/$ intepest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. i987
Manltoba. Siding Work (SIC 4232)

|  | Total(1) | Bottom 25; | Lower $\text { middle } 25^{\circ}$ | Upoer $\text { middle } 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales volue ( $\$ 000$ 's) High sales volue ( $\$ 000$ 's) | $(11)^{3}$ | -- | -- |  |  |
| Average (\$000's) |  |  |  |  |  |
| Opersting ectivities Cash from operations Deprecietion Other | x | -- | -- | -- | -- |
| Dividends | X |  | -- | -- | - |
| Investment metivities Disposel of fixed ossets Purchase of fixed assets Increase in investment Decrese in investment | $x$ $x$ $\chi$ $x$ | -- | -- | -- | =- |
| finaneing ectivitios <br> Incresse in long term debp Redayment of long term debt <br> Loans fiom shareholders <br> Reozyment oi loans from shareholdeis <br> Advances \& loans Irom government <br> increase in equity <br> Decrese in souity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - - - - | - <br> - <br> - <br> -- <br> - | - -- -- -- | -- <br> -- <br> -- <br> - |
| Incresse(decreses) in cash sequivelents Cosh equivaionts-Beginning of the year Cesh equivelents . End of the year | $x$ $x$ $x$ |  |  |  | -- |
|  only those businesses reporting statment of changes. <br> sen Tat i for tymbols and notes. |  |  |  |  |  |
| TABLE 5. Employment changes by sixe of business. 1984-1987 besed on SIC classification in ise7 Menitobe, Siding Work (SiC 2232) |  |  |  |  |  |
|  |  |  |  |  |  |


| Business size expressed in everage labour unins(1) | Number of businesses | $\begin{array}{r} \text { Total porroll } \\ \text { ( } \$ 000 \text { : } \end{array}$ | Average labour units(1) | Changes in number of bueineses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 21 | 1.753 | 77 | 10 | - |
| 1-8. than 20 | 26 | $x$ | 73 | 10 | - |
| 20-93 | 26 | $x$ | - | - | - |
| 100-199 | - | - | 4 | - | - |
| 500 and over 1 |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 32 | 2.336 | 91 | 5 | -• |
|  | 30 | 1.494 | 58 | \% | - . |
| 20-99 | 1 | 1.4. x | 9 | 1 | $\cdots$ |
| $100-499$ | - | - | - | - | ... |
| 500 and orer | 1 | $\times$ | 24 | - | . . . |

 Survey of Employment. Payrall and Hours. Statistics consos. Catelogue 12-002. An overage tabour unit could be interpieted as full-sime employee wote that the business size groups used are setermined at the canade level. Thus if business hes ot least 500 employees in conode as a whole but less than that number in ony given province it is shown in the 500 and over group.
12) Refers 10 businesses reporiting no payroll deductions in the previous yeer.
13) Refers to businesses reporting no peyrall deductions in the following yeer
"Mewly reporting" and "no lorger reporting" businesses are assumed to nove been in activity for six montins ond the informalion is adusied accordingly

See fable 1 for symbols mo notes

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

| (Motal(1) | Sottom <br> $25 \%$ |
| :--- | :--- |

1885


1817

| Mumber of observetions in smele <br> Average sales \$ <br> Average expenses <br> Average not prolit (loss) \$ | 19 243.171 230.190 12.981 |
| :---: | :---: |
| Suslnessee reporting eprofit (W0.) | 15 |
| Aversge seles | 289,628 |
| Aversge expense \$ | 258.020 |
| Averoge net profls | 21.608 |
| Sucinester reporting lose (Mo.) | 1 |
| Averoge soles S | 227.808 |
| Averege expense $\$$ | 240.343 |
| Average net loss | -12.535 |

(1) These estimetes ore Dased on smple of businusses reporting seles between 525,000 and $82,000,000$.

Soe Tole i for symols and notes

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

|  | Total(1) |  | Bot 40 m 25\% |  | Lower$\text { midde } 25 \%$ |  | Uppermiddle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry suersoge (2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { roporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { micdle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percont of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 41.5 | -- | - | -- | -* | 75.0 | 55.4 | =- |  | - | - |
| Oecupancy expenses | 3.5 | -- | -- | -- | - | 100.0 | 3.9 | -- | - | -- | -- |
| Deprecistion. | 3.9 |  | - | - | -- | 86.2 | 2.2 | -- | -- | -- | - |
| Repaits e maintenance | 0.2 | -- | -- | -- | - | 35.1 | 0.6 | = | - | -- | -- |
| Mest. light 8 telephone | 0.7 | -- |  |  | -- | 58.5 | 1.3 | = | -- | -- | -- |
| Rent | 1.1 | -- | -- | -- | -- | 46.0 | 2.3 | -- | -- | - | -* |
| Personnel expenses | 14.2 | - | - | - | -- | 98.9 | 14.3 | -- | -- | -* | -- |
| Finencial expenses | 1.9 | -- | -- | -- | -- | 97.0 | 1.9 | -- | - | - | -- |
| Interest \& bank charges | 1.4 | - | -- | -- | - | 67.8 88.0 | 2.0 | -- | -- | -- | -- |
| Other expenses | 29.8 | -- | -- | -- | -- | 100.0 | 29.8 | -- | - | -* | -- |
| Profit (lose) | 8. 3 | $\cdots$ | -- | -- | -- | 100.0 | 1.8 | -- | - | - | $\cdots$ |
| Total | 100.0 | -- | -- | -- | =- | 100.0 | -.. | = | -- | -- | - |

## Symbols

```
    zero or no observetions
=- to0 sme|l to0 be expressed
    . not eppliceble
* confidentisl
```


## Feetnetes

11) These entimeres brebesed on semple of busimesses reporiing selies betweth $\$ 25.000$ end $\$ 2.000 .000$

21 Value in esch cell. Totsl wighted expenditure on oiven item

This portion of the ibble perquins only to the businesses poporting the specific expense item. Therefort these retios ert celculsted individusly and the to si will not nocesserily equel 100\%.

Netes
Date ert shown by quartiles when bt lest 13 of the semplod businesses report the specific itten.
Records wer rented in escending ofder sccording so seles size. Esch quertilt (i, botton z5s, lower midde z5x, etc.) reprteents
 high and low values of seles ere shown.

Hew to use the tealet
ll Locete the eppropriete seles renge thit is oispleyed on the zwo lines ensitled tow suin velue end whigh eles viluen,
l21 The selected renge will indicete the proper guprile, i. the botton 25\%, the lower middle 25\%. 2he upper midde 25z or the top 25\%.
(3) Dute pertuining to the selucted sales su ponge will be in thet quertile

## Stemerd Industrisi Clastificetion befinision (SIC 1Be0):

SIC 4232 - Siding Eontractor:
Businesses primarily engaged in the installation and repair of tiding. clacding. metel doors and windom frenes and related wopk. included are businesses dealing in the installation of metal amings. canopies and shutters installotion of eladding lexcluding glessl; instsfletion of curtsin walis; installation of meta; doors and window frams: installetion of meft. hardooro and vinyl exterion siding: installation of metsi and plestic fascie and soffit and the instaltotion of aluminum. steel, aspestos. cement. plastic and hardboerd siding.

TABLE 2. Balance sheet profile for incorporsted businesses only. 1987
Manltobe, Siding work (SIC 4232)

|  | Total(1) | $\begin{array}{r} 80 t 10 m \\ 25 \% \end{array}$ | Lower <br> midale $25 \%$-. | Upde $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales volue ( 8000 's) <br> High seles value ( $8000^{\prime}$ s) | (1) | -- | -- | -- | -- |
|  | Average ( $5000{ }^{\prime}$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cush | 1 | -- | - | -- | - |
| Accounts and notes ieceivable | 71 | -- | - | - | -- |
| Inventory | - | - | - | - |  |
| Other curient assets | 37 | -* | - | = | - |
| Total current assets | 109 | -- | -- | -- |  |
| Fixed essets | 21 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other assets | 1 | -* | -- | -- | -- |
| Totel useets | 130 | -- | - | - | = |
| Lisbilities and equity |  |  |  |  |  |
| Current loans Other current liabilities | 11 76 | -- | -- | --- | -- |
| Total curiont liabilities | 87 | - | -- | -- | -- |
| Mortgages Dayable | - | -- | -- | -- | -- |
| Long term debt | 2 | "- | -- | -- | -- |
| Other liabilities | 17 | -- | -- | - | -- |
| Total lisoilities | 106 | - | -- | -- | -- |
| Total equity | 24 | -- | -= | - | - |

(1) These estinter gre osed on bemple of businesses peporiting soles betwemn 525,000 and 52,000,000

See table i for symbols and notes

TA8LE 3. Financial ratios(1) for incorporeted businesees only. 1987
Menitobe, Siding Work (SIC 4232)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lomer <br> middle 25x | Upoer $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (MO.) Low sales value ( $\$ 000$. ) High salos value $\left\{8000^{\prime}\right.$ s $\}$ | 10 $(1)$ $(1)$ |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidiey retio Curtent retio (times) | 1.3 | -- | $\cdots$ | -- | -- |
| Leversat retios <br> Debt/equity fotio (times) <br> Interest coverege ratio (times) <br> Debt ratio (times) | 4.4 7.3 0.8 | -- | -- | -- | -- |


121 Thest estimates er besed on semplo of businesses reporing soles between $\$ 25.000$ end $\$ 2.000 .000$.
Soe teble 1 for symol end notes

## Dofinitions:

1. Liquidity retio:

Cuprent $=$ current assets / cuprent limbilities
2. Leverseg retios:
b) Debr/equipy = total lisbilitios/equity
b) Debi rasio = qoisl liabilisies/total essets
c) Interes coverage $=$ net profit interesp expense / interest axpense

TABLE 4. Statement of changes in financial position for incorporsted businesses only. 1987
Manitoba. Masonry Work (SIC 4231)

| --. | Total(1) | Bottom | Lower $\text { middle } 25 \%$ | Upper <br> midde 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales velue i $\$ 000^{\prime}$ ) High sales value (\$000's) | $\begin{array}{r} 5 \\ (1)^{5} \\ (9) \end{array}$ | -- | -- | -- | -- |
|  | Average (8000's) |  |  |  |  |
| Opersting ectivities Cash from oderations Depreciation Dther | 7 3 10 | - | -- | -- | =- |
| Dividends | -9 | - | -* | -* | - |
| Investment sctivities Disposel of fined assets Purchese of fimed assets Incresse in investment Decresse in investment | 2 -5 | -- | -- | - | - |
| Finencing ectivities <br> Increse in long term debt <br> Reperment of long term debt <br> Louns fiom stareholders <br> Reporment of loans from shareholders <br> Advances \& loons from government <br> Inclease in equity <br> Decrease in equity <br> Other | -1 - - -1 | -- $-\infty$ -- $-\infty$ $-\infty$ $-\infty$ $-\infty$ | -- | -- | --- |
| Increase(decreset) in cesh tequivelents Cesh equivelents-Beginning of the year Cesh suivelente - End of the reep | 6 31 37 | -- | -- | - | * |

 oniy inose businesses reporting stetement of chenges
see inole i for symools and notes

TABLE S. Employment changes by tize of businese, 1984-1987 beed on sic claselficetton fin ient
Mmiliobe. Mesonry Work (SIC 4231)

| Business size expressed in overage labour units(1) | Mumber of businesses | $\text { Totel payroll } \begin{array}{r} \left(\$ 000^{\prime}\right) \end{array}$ | Average Isbour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \mathrm{New} / \mathrm{y} \text { y } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1884 |  |  |  |  |  |
| Totel | 108 | 1. 635 | 382 | 30 | 7 |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 104 | $\begin{array}{r} 4.906 \\ 3.733 \end{array}$ | $\begin{array}{r} 217 \\ 165 \end{array}$ | 30 | 5 2 - |
| 1987 |  |  |  |  |  |
| Totel | 118 | 13.108 | 512 | 17 | . . |
| ```less than 20 20-99 100-459 500 and over``` | 110 4 $?$ | 8.285 $x$ $x$ | $\begin{array}{r}323 \\ 134 \\ 55 \\ \hline\end{array}$ | $\begin{array}{r}15 \\ \hline 1\end{array}$ | -. |


Survey of Employment. Payroll end Mours. Stetistics Cmade. Cutelogue 72-002. An wernge labour unit could be interpresed as e
full-zime employes. Nore thet the business size groups used ore determined or the conede level. Thus if ebsiness has ot leest
500 employes in Canada as whole but less than that number in my given province it is shom in the 500 ond over groud
121 Refers to businesses reporting no peyroll deductions in the provious year
(3) Reters to businesses reporting no payroll deductions in the following year
"mewly reporting" and "no longer reporting" businesses are assumed to heve been in activity for siz months and the information is odjusted accoroingly
ser fable I for symols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Manitoba, Mesonry Work (SIC 4231)

|  | Tetal(1) | Bottom $25 \%$ | Lowe? midole 25\% | Uocer middle 25\% | $\begin{aligned} & \text { Toc } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average seles \$ | 140.659 |  |  |  |  |
| Averspe expense \$ | 127,604 | 23.288 | 55.936 | 82,964 | 348.227 |
| Averege net oratit (loss) |  |  |  | 16,998 | 16,172 |
| Businesees reperting profit (Mo.) | 49 |  |  |  |  |
| Average saits | 136.885 | 34.911 | 61.046 | 99.962 | 351.621 |
| Average expense $\$$ | 120.479 | 22,809 | 48.224 | 82.964 | 327.919 |
| Average net profits | 16.406 | 12.102 | 12.822 | 16.998 | 23.102 |
| Businesser reporting loss (Mo.) | 5 |  |  |  |  |
| Averse ssles $\$$ | 181.338 | 29.015 | 71.500 | - | 443, 198 |
| Averege expense \$ | 193.581 | 29.306 | 77.500 | - | 473.937 |
| Average net loss \$ | -12.243 | -291 | -6.000 | - | -30,439 |

1985

| Wumber of observations in semple Averape sales $\$$ Average expense $\$$ Averge net profit (lass) \$ | 84 224.900 212.851 12.049 | $\begin{array}{r} 47.598 \\ 37.692 \\ 9.906 \end{array}$ | $\begin{aligned} & 76,355 \\ & 63,890 \\ & 12,455 \end{aligned}$ | $\begin{array}{r} 132.592 \\ 113.172 \\ 19.420 \end{array}$ | $\begin{array}{r} 643.054 \\ 636.651 \\ 6.403 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 53 |  |  |  |  |
| Aver se sales \$ | 161.805 | 53.789 | 79.709 | 138.087 | 375.653 |
| Averege expense \$ | 140.008 | 39.596 | 61.989 | 110.134 | 348.314 |
| Averspe net prof it \$ | 21.797 | 14.193 | 17.720 | 27.933 | 27.339 |
| Businezses reporting loss (Mo.) | 11 |  |  |  |  |
| Average soles | 459.557 | 33.079 | 65.353 | 114.736 | 1.625.060 |
| Averoge expense \$ | 480.494 | 33.227 | 70,127 | 123,081 | 1.695.542 |
| dverage net lass\$ | -20.937 | -148 | -4. 974 | -8.345 | -70.482 |


| Number of | observitions in samola | ${ }^{22}$ |
| :---: | :---: | :---: |
| Averope | expense ${ }^{\text {s }}$ | 121,924 |
| Average | net orofit (loss) \$ | 15,088 |
| Businesses | recorting a profit (Mo.) | 19 |
| Average sit | seles 5 | 132.383 |
| Averoge | expense 8 | 114.299 |
| Average $n$ | net profits | 18.084 |
| Businesses | reporting lose (Mo.) | 3 |
| Averope | mles | 385,867 |
| Average | expense \$ | 387,228 |
| Average n | net loss \$ | -1,359 |

(1) insee estimates are besed on a smple of businesses toperting sales betwean $\$ 25.000$ and $\$ 2.000 .000$

See Toble $\dagger$ for symbols and noles

TABLE 1．Selected operating ratios，in percent of saies， 1987
Manitoba．Wholesale Waste Materials（SIC 591）

| Total（1） | Bo:tom | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uppe middle 25\％ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |



| Selected expense item | Industry averagel2） |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporing } \end{aligned}$ | Redarting businesses only 3： |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\％ | $\begin{array}{r} \text { Lowe: } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tots 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 47.5 | －－ | －－ | －－ | － | 94.5 | 50.2 | － | －－ | －－ | －－ |
| Occupancy expmenses | 9.1 | －－ | － | －－ | －－ | 100.0 | 9． 4 | － | － | －－ | －－ |
| Oepreciation | 4．4 | －－ | －－ | － | －－ | 94.5 | 4.7 | －－ | － | －－ | －－ |
| Repairs o maintanance | 2.9 1.6 | －－ | －－ | －－ | －－ | 70.9 82.0 | 4.1 | －－ | －－ | －－ | －－ |
| Hest，light \＆teleohone Rent： | 1.6 0.5 | －－ | －－ | － | －－ | 82.0 53.5 | 2.0 0.9 | －－ | －－ | －－ | －－ |
| Personnel expenses | 13.8 | －－ | －－ | －＊ | －－ | 69.1 | 19.9 | －－ | －－ | －－ | －－ |
| Financisl expenses | 3.7 | －－ | －－ | －－ | －－ | 100.0 | 3.7 | ＝－ | －－ | －－ | －－ |
| Interest \＆bank charges | 3.4 | －－ | －－ | －－ | －－ | 68.6 | 4.9 | －－ | －－ | －－ | －－ |
| Protessional fees | 0.3 | －－ | －－ | －－ | －－ | 100.0 | 0.3 | －－ | －－ | －－ |  |
| Other expenses | 17.3 | －－ | －－ | －－ | －－ | 100.0 | 17.3 | － | － | －－ | ＊－ |
| Profit（loss） | 8.3 | －－ | －－ | － | －－ | 100.0 | 8． 3 | －－ | －－ | $\cdots$ | －－ |
| Total | 100.0 | －－ | －－ | －－ | －－ | 100.0 |  | －－ | －－ | －－ | －－ |

## Symols

```
    zero or no observetions
    - $00 smell too be expressed
    not epplicabl.
* confidential
```


## Footnotes

（1）These estimetes ore based on a sample of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$
12 Vslue in each cell $=\frac{\text { Tatal weighsed expenditure on piven item }}{\text { Total weighted sales of atl businesses in the sample }} \times$ foo for each quertide．
13）Velue in each cell $=\frac{\text { Totel weighted expendifure on a given item }}{\text { Total weighted sates of businesses reporting inis ifem of expenditure }}$ for ach quertile．
Ihis Dortion of the tBble perqains only io the businesses peporting the specific expense iten．Therefore inese retios ore celculated individually and the soral will noi necesserily equal $100 \%$ ．

## Notes

Data arf shown by quertiles when ef leas 13 of the sempled Dusinesses report the specific item．
Recoros were ponked in ascending order according to seles size．Each quartile li．e．boisom 25\％，lowef middle 25\％，etc．feprefents one quarier of the sotsl number of businesses．Within eech quartile，the average ratio is presented．For conobrison purposes，the high and low values of sal es ar shown

How to use the tedes

（2）The selected rape will indicete the proper quartile．i．e．the botzom 25\％．the lower midde $25 \%$ ，the upper miod $25 \%$ or the top $25 \%$
（3）Deta perteining to the selectec sules size range will be in thep quartile．

## Stenderd Industriel CIsesificetion Definition ISIC 18sol：

SIC 5910 ．Wholesele maste Materiels
Businesses primerily engaged in autamobile wrecking end in buying and selling waste materiels

TABLE 2. Balance sheet prof ile for incorporated businesses only, 1987
Manitobs. Wholestle Weste Meterisls (SIC 591)

|  | Total(1) | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Uoper midde 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value (5000's) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l}\text { (1) } \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asset: | - | -- | -- | -- | -- |
| Accounts and notes seceivable | 64 | -- | -- | - | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 198 | -- | -- | -- | -- |
| Totel current issets | 263 | - | -- | -- | -- |
| fixed ussets | 101 | -- | -- | -- | -- |
| Less: Accum. deo. on fixed essets | - | -- | -- | -- | -- |
| Other assets | 15 | -- | -- | -- | -- |
| Total mseta | 378 | - | - | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current losens Other current lisbilities | 39 66 | -- | -- | -- | -- |
| Total cursent lisoilities | 105 | -- | -. | -- | -- |
| Mortgages payable | - | -- | - | -- | -- |
| Long term debt | 7 | -- | -- | -- | -- |
| Other lisbilities | 107 | -- | -- | -- | -- |
| Totel liobilities | 216 | - | - | =- | - |
| Total equity | 162 | - | -- | -- | -- |

(1) These estimetes ore besed on stomple of businesses reporing sales between 825,000 and $82,000.000$.

See iable 1 for $\$$ ymbols and noi曹s

TABLE 3. Financial ratios(1) for incorporated butinetese only, 1987
Menitobe. Wholesele Waste Materlels (SIC 591)


(1) The retios represent the merege of retios for esch busingss in the group and cennot be colculsted fron the figures enown in toble 2.
(2) These estimetes be besed on semple of businesses reporting sales beimen \$25,000 and \$2,000,000

See iable 1 for symools and notes.

Definitions:

1. Liquidity retio:

Current $=$ current assets / current liabilities
2. Levtrege retios:
al Deti/equity = iotal liabilities / equity
b) Dett ratio = quisl liatilities/toial sssets
c) Lnteres? coversge $=$ net profit interest expense/ interest expense
racte 4. Staterent of changes in firancial position fur incorporated sunthesses anly, isa7
Manitobs. Wholesple Waste Materlais (S1C 591)


only those businesses reporiing o siatement of changes
see Toble 1 for symools and noies

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987 Monftobe, Wholsale Waste Materials (SIC 591)

| Business size expressed in average labour units |  | $\left.\begin{array}{rl} \text { Tota } & \text { parc } \\ (\$ 000 & 5 \end{array}\right)$ | Average abol. units:lif | Enonges in number of Dusinesses with poid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Number of } \\ & \text { businesses } \end{aligned}$ |  |  | Now 1 y <br> reporting(2) | No longer <br> reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 58 | 7,578 | 477 | 8 | 1 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 52 \\ 5 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r} 2,838 \\ x \\ x \\ - \end{array}$ | $\begin{aligned} & 188 \\ & 183 \\ & 106 \end{aligned}$ | $\begin{aligned} & ? \\ & ? \end{aligned}$ | 1 |
| 1587 |  |  |  |  |  |
| Totel | 59 | 9.812 | 614 | 7 | . . |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r}51 \\ 7 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 2.896 \\ x \\ x \\ 0 \end{array}$ | $\begin{array}{r}201 \\ 299 \\ 114 \\ \hline\end{array}$ | 7 | $\ldots$ |

 Surver of Employment. Peyroll gno Hours, 5tatistics Canedo. Catalogue 92-002. An everege labour unit could be interpreted es o full-time employee. Note that the business size groups used are determined ot the Canada level. Ihus if a dusiness hos st least 500 employes in Canade as whole but less than that number in any given province it is shown in the 500 and over group
(2) Refers 10 businesses reporting no payroll deductions in the previous year
(3) Refers to Dusinesses reporiing no payroll oeductions in the tollowing year
*Wewly reporting" and "no longer reporting" businesses are sssumed so have been in activity for six months and the intormation is adjusted accordirgly

See Table 1 for symbols and notes

TABLE 6. Selected operating charecteristics of small businesses by sales quartile. $1985-1987$
Manitobe, Wholesale Waste Materials (SIC 591)

| Toralit | Bottom | Lower | Upper | midde $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |

1985

| Mumber of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 8 \\ 143.989 \\ 138.414 \\ 7.575 \end{array}$ |
| :---: | :---: |
| Businesses reporting prolit (Wo.) | 7 |
| Aversge sales 5 | 115.921 |
| Average expense ${ }^{\text {a }}$ | 107.918 |
| Aversge net profit | 8.003 |
| Businesses reporting loss (Mo.) | 1 |
| Average seles \$ | 818,000 |
| Average expense \$ | 823.000 |
| Average net loss \$ | -5,000 |

1985

Mumber of observetions in sample
Average sales $\$$
18
122.953
112.282
10.681

Average net profit (loss) \$ 10.681

Businesses reporting oprofit (Mo.)
Average stles 5
116.335
$\begin{array}{ll}\text { Average expense } 5 & 104.610\end{array}$
Average net profit $5 \quad 11.725$

Busincsses reporting loss (Mo.)
Averege seles ss
245.457

Averse expenses 253.159
Avertge net loss $\$$
-7,702

1987

Number of observations in sample
Average sales $\$$
17
245.392
226.424
18.968
Average not profit (loss) \$

Businesses peporting profit (Mo.)
Average seles 5
249.978

Aversge expenee s
Average net profits
225.118

Businesees reporting loas (Mo.)
Average stlos
$65.900^{3}$
Average mxpense \& $\quad 76.960$
Average net loss \$ -11.060

111 These estimates ere based on a sample of businesses eporiing sales between $\$ 25,000$ and $\$ 2.000 .000$
See tatle f for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Manltoba. Wholesale General merchandise (SIC 598)

|  | To:a111) |  | 8otiom 25\% |  | Lowermiddle 25\% |  | Uoper$\text { midele } 25 \%$ |  |  | $\begin{array}{r} 100 \\ 25: \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ino. Low sales value $\$ \$ 00 \mathrm{C}$ s) High salus value ( $\$ 000^{\prime} \mathrm{s}$ ) |  | 14 111 11 |  |  |  |  |  |  |  |  |  |
| Selected expense item | Industry overagel2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Totel | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Uoper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of solas |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 4.3 | -- | -- | - | -- | 7.4 | 58.4 | -* | - | - | -* |
| Oecupency expenses | 9.6 | -- | -- |  | -- | 95.5 | 5.5 | -- | -- | - | -- |
| Deprecistion | 2.9 | -- | -- | -- | $\cdots$ | 72.3 | 4.0 | -- | - | - |  |
| Repairs \% maintenance | 0.9 | -- | -- | - | -- | 58.4 | 1.6 | - | - | - | - |
| Heat. Iight 8 tulephore | 3.1 | -- | -- |  | -- | 71.2 | 4.4 | -- | - |  | - |
| Rent ${ }^{\text {ent }}$ | 2.6 | -- | -- |  | -- | 30.4 | 8.7 | - | - | -- | -- |
| Personnel expenses | 11.6 | " | -- | -- | "- | 52.3 | 22.1 | -" | - | -* | -- |
| Financi l expenses | 1.5 | -* | - | -* | -- | 91.9 | 1.6 | - | -- | $\cdots$ | -- |
| Interest \& bank charges | 0.8 | -- | - | -- | -- | 66.0 91.9 | 1.2 0.8 | -- | -- | -- | -- |
| Professional fees | 0.7 | -- | -- |  | - | 91.9 |  |  |  |  |  |
| Other expenses | 36.4 | -- | -- | - | -- | 100.0 | 36. | - | - | -* | -- |
| Profit (loss) | 36.6 | -- | -- | =- | -- | 98.3 | 37.3 | -- | -- | - | - |
| Total | 100.0 | -* | -- | -- | -- | 100.0 | . | -* | - | - | ** |

## Symbol:

- zero or no observitions
- $t 00$ smell too be expressed
... not sopticsole
$\times$ confionntiol
Footnotes
111 These estimates are bested on stmple of Dusinusses reporting sel betwen 125,000 and \$2,000,000.

(3) Velue in each cell :

This portion of the teble pertains only to the businesses peporting the specific expense ipem. Thepefore these relios are culculated individually and the soral will not necesserily equel 100 \%

## Motes

Data af shown by quartiles when at leas? 13 of the sampled businesses report the specific iten.
 one quepter of the roisl number of businesses. Hithin est queptile. the overege ratio is presented. for compsison pupposes. the high and low velues of stilere thown

How to use the tebles

 100 25\%
(3) Dete perteiming to the selected seles size renge will be in that quertile
stenderd Industrist Claseificetion Definition (5IE 14801:
\$1C 5980. Wholesele Generel Merchendime
Businesses primar ily engeged in wholestel debing in diversified line of household merchendise of which herdwsre. foods. clothing, sporting goods. toys and games tend to be the most impoptant, but no line is sufficiently important to constitute primary activity

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitobs. Wholesale General Merchandise (SIC 598)

| To:al! 1 ) | Bottom 25\% | Lower $\text { miodle } 25^{\%}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: |


| Businesses in sample (No.) Low sales value ( 8000 's) High salas value ( 9000 s) | $\begin{aligned} & ? \\ & \{1\} \end{aligned}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Luectag (5000's) |  |  |  |
| Asmets |  |  |  |  |  |
| Cash | 10 |  | -- | -- |  |
| Accounts and notes receivable | 10 | -- | -- |  |  |
| Inventory | - | -- | -- | - | -- |
| Other current assets | 45 | =- | -- | -- | -- |
| Total curient assets | 55 | - | -- | -- | -- |
| fixed ossets | 4 | - | -- | -- | -- |
| Less: Accum. dep. on fixed aseets | - | -- | - | -- | - |
| Other sseta | 14 | -- | - | -- | -- |
| Totel ansets | 74 | - | - | - | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 16 | -- | -- | -- | -- |
| Other current liabilities | 30 | -- | -- | -- |  |
| Total current liabilities | 46 | - | -- | -- | -- |
| Mortgages Dayable | - | -- | -- | -- | -- |
| Long term debt | - | -- | - | - | -- |
| Other liabilities | 1 | -- | -- | -- | -- |
| Totsl liabilities | 48 | - | -- | -- | -- |
| Total equity | 26 | - | - | - | -- |

(11) These escimetes are besed on semple of businesses reporting saltes between $\$ 25.000$ enc $\$ 2,000,000$.

See table 1 for symols and notes

TABLE 3. Financiti retios(1) for incorporeted businesses only. 1987
Manltobs. Wholesal General Merchandise (SIC 5se)


If ine retios represent the everege of ratios for each business in the group ond cennot be calculated from the figures inown in fole 2
(2) These estimates bre beed on sumple of businessis reporting soins Detween $\$ 25,000$ and $\mathbf{1 2 , 0 0 0 . 0 0 0 .}$
see iteble ifor symols and notes.

## Definltions:

1. Liquidity ratio:

Cupront = curront assers / current liabilities
2. Leverger retios:

1 Debliequity = cotal labilities / equity
bl Debt ratio = tolal liabilities / tolal assets.
cl lnerest coverage $=$ net profit interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporeted businesses only. is87
Manltoba, Wholesale General Merchandise (SIC 598)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> modie 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lon sales value i\$00C's) Migh sales value (\$COC's) | - | -- |  | -- | -- |
|  | Average ( $\$ 000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Operting activities Cosh fram oderations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | -* | - | -- | -* |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Oecrese in investment | $\bar{x}$ $\chi$ $x$ $x$ $x$ | -- | -- | -- | $=-$ $=-$ |
| Finencing activities <br> increse in long term debt <br> Redayment of lang term debt <br> Loans fiom shareholders <br> fepayment of loans from shareholders <br> Adwances \& $108 n$ trom government <br> Increase in equity <br> Decrease in equi?y <br> Other |  | - <br> - <br> - <br> - <br> $-\cdots$ <br> - | - - - - - -- | -- -- -- -- -- | - - - - - - |
| Incresese(decrease) in cosh \& equivalents Cash \& equivelents-8eginning of the reer Cash \& equivelents - End of the year | $x$ x x | -- | -- | -- | -- |

(II) These estimates are tesed on a sample of incorporated businesses reporting sales between $\$ 25.000$ and 82.000 .000 . Sample count includes only those businesses reporting a starement of andenges
Son iede 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassificatton in is87
Manisoba. Wholesale General Merchandlse (SIC 598)

| Business ize expressed in average labour unitsil) | Number of businesses | $\begin{array}{r} \text { Tot } 1 \text { psyroll } \\ \left(\$ 000{ }^{\prime} \text { s }\right) \end{array}$ | Average labour units(1) | Changes in number of businosses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { rocorting(2) } \end{array}$ | No longer - corting(3) |
| 1584 |  |  |  |  |  |
| Totel | 11 | 1.808 | 123 | 2 | 2 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 8 2 1 - | 335 $\times$ $x$ x | $\begin{array}{r} 24 \\ 95 \\ 4 \\ \hline \end{array}$ | 1 | 2 |
| 1987 |  |  |  |  |  |
| Tots 1 | 12 | 2.322 | 128 | 4 | . . |
| $\begin{aligned} & \text { 1ess then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 9 2 1 | 619 $x$ $x$ - | 37 81 8 - | 4 | . $\cdots$ $\ldots$ |

 Survey of Employment. Payroll and Hours. Stapistics Canade. Catalogue 92-002. In averegy labous unit couid be interpreted as en full-time moloyee Note that the business size groups used are determined at the Cenede level. Thus if business has at leas 500 emplovees in canda as a whole but less than that number in any given province it is shown in the 500 and over group.
121 Refers io ousinesses reporting no parioll deductions in the previous ren:
(3) Refers to businesses peporiting no payroll deductions in the following year
-Newly reporting and no ionger eporting businesses are essumed to have been in activity for six moning and the intormation is adjusted accordingly.
see lade 1 for symoots and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe, Wholesale General Merchandise (SIC 598)


1985

| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 8 \\ 63.819 \\ 39.133 \\ 24.486 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses reporting profit (W0.) | 6 |  |  |  |  |
| Aveisge soles 8 | 61.418 | -- | -- | - | -- |
| Aveiage expenses | 28.645 | -- | -- | - | -* |
| Aversge net diolit 5 | 32.773 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 2 |  |  |  |  |
| Average sales \$ | 87.927 | -- | -- | -- | -- |
| Average expense \$ | 90.023 | -- | -- | -- | -- |
| Average net loss \$ | -2.096 | -- | -- | -- | -- |

1985


1987


[^12]See rable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manltobs, food (Groceries) Stores (SIC 6011)

|  | Total(1) | Bottom 25\% | Lower $\text { middie } 25 \%$ | Upoer $\text { middle } 25$ | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | 49 |  |  |  |  |
| Low sales value ( 8000 c ) | (1) | - | -- | -- | - |
| High sales value (8000's) | (1) | -- | -- | -- |  |


| Selected expense ilem | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { Z busi- } \\ & \text { nesses } \\ & \text { reooiting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bot 40 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | UDDE midd 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 65.5 | - | -- | -- | -- | 34.3 | 69.4 | -* | $\cdots$ | -- | -- |
| Decupency expenses | 4.2 | -- | -- | -- | - | 100.0 | 4.2 | =- | - | -* | -- |
| Depreciation | 1.1 | -- | - | -- | -- | 83.2 | 1.3 | -- | -- | -- | - |
| Repairs \% maintenance | 0.6 | -- | - | -- | -- | 94.3 | 0.6 | = | -- | - | "- |
| Heat, light \& teleptione | 1. 2 | -- | -- | -- | -- | 100.0 | 1.2 | - | - | -- | -- |
| Rent | 1.2 | -- | -- | -- | -- | 55.2 | 2.2 | - | -- | -- | - |
| Personnel expenses | 8.6 | - | -- | -- | -- | 97.8 | 8.8 | - | - | -- | -- |
| Finencisl expenses | 1.2 | -- | - | - | -- | 98.2 | 1.2 | -- | -- | -- | -- |
| lnrefest \& bank charges Proiess | 0.8 | -- | - | - | -- | 77.7 | 1.1 | -- | -- | -- | -- |
| Protessional fees | 0.4 | -- | -- | -- | -- | 95.2 | 0.4 | -- | -- | -- | -- |
| Other expenses | 17.9 | -- | -- | -- | -- | 100.0 | 17.9 | -- | -- | -- | - |
| Profit (loss) | 2.7 | -- | - | -- | -- | 97.8 | 2.8 | -- | -- | -- | -* |
| Totel | 100.0 | -- | - | -- | -- | 100.0 | $\ldots$ | =- | -- | -- | -- |

## Syebols

zuro or no observations
-. rioo smell roc be expressed
mor onplicole
$\times$ confidentiol

## footnotes

(11) These estimetes bre basad on a sample of businesses peporting seles betwen \$25.000 end 22.000 .000
(2) Velue in mach cell $=$ Totet wighted mpenditure on given iten
(2) Velue in mach cell $=\frac{\text { losal wighted seles of sil businesses in the somple }}{\text { for }}$ loo for eech quertile
(3) Value in each cell $=\frac{\text { rotel weighted expendifure on given iten }}{\text { Totel weighted seles of businesses reporting inis item of expenditure }}$ for fach querlile.

Imis portior of the pale pertains only to the businesses reporting the specific expmse item. inerefore these patios are celculated inoividualty and the tota: will not necessarily equel $100 \%$.

## Motes

Dota sere shown by quapiles when at least 13 of the sampleo businesses peport the specific item
 one quarter of the cotsl number of businesses. Within each qusrtile, the eversog rotio is presented. for comparison purposes. the high end lom values of sules bre shown

Mow so use the tebies
11) locet the appropriare geles range that is displeyed on the two lines entitled bow salas velue and ahigh seles value

Lit The selected range will indicate the proper quertile. i. . the botton 25z. the lower midde 25\%. the upper midde 25t or the 200 $25 \%$
(3) Dasa pertifing to she selected stiss size renge will be in that quartile.

## Stendere Induesriel Clestificetion Definition (SIC 1980):

SIC 8011 - food (thoceries) stopes
Businesses primarily engaged in felailing a general line of groceries such as cannod andior frozen foods. prepared mets. tresh fruit and vegersoles, desserts and staples such as tea. coffee. spices. sugar and flour. fresh metis and pouttrymay be included. in adition. fimited lines of newspopers. magezines. paper products. sofi drints. deep and wine. todecco Dpooucis. hesith end besuty aids, housewares flowers, Diants and other non-lood articles may be sold. These businesses include chain grocery stores. convenience food lgroceriest stores. corner grocefy stores. food Igroceriest stores. reta't general toods. retail groceries and supermarkets.

TABLE 2. Balance sheet proflle for incorporeted businesses only. 1987
Manitobs. Food (Groceries) Stores (SIC 5011)

| - | Total(1) | Bottom $25 \%$ | Lower midde 25\% | UDDe: $\text { middie } 25 \%$ | $\begin{aligned} & \text { Top } \\ & \text { 25: } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High seles value ( $\$ 000$ 's) | 34 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cosh | - | -- | -- | -- | - |
| Accounts and notes receivable Invontopy | 19 | -- | -- | -- | -- |
| Inventory | 100 | $\therefore$ | - | -- | -- |
| Other current assets | 1 | -- | - | -- | - |
| Fixed assets | 93 | -- | -* | $\cdots$ | -- |
| Less: Accum. dep. on fixed ascets | - | -- | -- | -- | -- |
| Other assets | 45 | - | -- | -- | -- |
| Totel ussets | 256 | -- | -- | - | - |
| Liebilitles and equity |  |  |  |  |  |
| Other current lisbilities | 59 | -- | -- | -- | -- |
| Total current litbilities | 76 | -- | - | -- | -* |
| Mortgages parable | - | - | -- | -* | - |
| Long term debt | 15 | - | -- | -- | -* |
| Other liabilities | 94 | -* | -- | - | -- |
| Totel liebilities | 184 | -- | -- | -- | -- |
| Total equity | 72 | - | -- | -- | - |

11 These estimates are based on stmple of businesses reporting sales between 825,000 and $82,000,000$.
See lable 1 for symbols and notes.

TABLE 3. Financial retios(1) for incorporated businesses only, 1987
Manitobs. Food (Groceries) Stores (SlC s011)

|  | Tots1(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Ubper $\text { midole } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 34 \\ & (11) \\ & 11 \end{aligned}$ |  | -- | -- | -- |
|  | Avefoge |  |  |  |  |
| Liquidiay retio Current ratio (times) | 1.6 | -- | -- | -- | -* |
| Leverage rasios <br> Dedt/equity retio (times) <br> Interest coverage patio (simes) <br> Dobt retio (times) | $\begin{aligned} & 2.6 \\ & 2.5 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the everege of ratiot for each businass in the group mad connot be celculated from the figures shom in iable 2 .
(2) These estimetes art besed on emple of businesses reporting seies beiwen $\$ 25.000$ snd $\$ 2.000,000$

See iable ifor symols end notes.

## Definitions:

1. Liquidioy retio:

Curcent = current assets / current limbilities.
2. Leverage retios:

Debt/equify = total listilities $/$ equity
b) Debt ratio $=$ total liabilities / total asseis
ci Interes? 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) | Bot 10 m 25\% | Lower $\text { midole } 25 \%$ | UpDer $\text { middle } 25 \%$ | 700 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eusiresses in samol (No.) Low sales value ( $\$ 000$ 's) Mign sales value ( $\$ 000$ s) | $\begin{aligned} & 19 \\ & (1) \\ & 11 \end{aligned}$ |  | -- | -- | -- |
|  | Average (\$000's ${ }^{\text {I }}$ |  |  |  |  |
| Operating sctivities <br> Cash from operations Depreciation Other | $\begin{array}{r} 8 \\ 11 \\ -16 \end{array}$ | -- | -- | -- | -- |
| Dividende | -2 | -- | - | - | -- |
| Investment ectivities <br> Disposel of fixed assets <br> Purchase of fixed msets <br> lncresse in investment <br> Decrease in investment | $\begin{array}{r} -10 \\ -1 \\ 2 \end{array}$ | -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long perm debt Repayment of long lerm debt <br> Loans from shareholders <br> Reparment of loans from shareholders Advances \& loans from government <br> lacresse in equity <br> Decresse in equity <br> Dther | 9 -12 13 -4 | -- - - - - - | $\square$ <br> - <br> $\therefore$ <br> $\therefore$ | -- - - - - - | $\square$ <br> - <br> $\therefore$ |
| Inerease (decrese) in cash \& equivalents Cash Equivalents-Buginning of the vear Cash sequivelents - End of the year | -1 -7 -7 | -- | -- | -- | -- |

11 These estinetes bre based on semplof incorporated Dusinesses reporing seles Deiween $\$ 25,000$ and $\$ 2.000 .000$. $\$$ angle counf includes onty those businesses reporting statement of changes
see inble 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC cisselfication in ige7
Manltobe. Food (Groceries) Stores (SIC 6011)

| Business size expressed in sverspe lobour units(l) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \text { (\$000's) } \end{array}$ | Average Isbour units(1) | Changes in number of businesses *iln deid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reportingl2 } \end{array}$ | No I onger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 143 | 116.825 | 8.278 | 21 | 11 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 114 \\ 20 \\ 2 \\ 7 \end{array}$ | $\begin{array}{r} 9.165 \\ 8.907 \\ x \\ x \end{array}$ | $\begin{array}{r} 654 \\ 630 \\ 212 \\ 6.780 \end{array}$ | $\begin{gathered} 19 \\ 1 \\ 1 \end{gathered}$ | $\begin{array}{r} 10 \\ 1 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 160 | 155.378 | 10.960 | 34 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | 128 25 3 4 | $\begin{array}{r} 9.800 \\ 12.258 \\ 6.209 \\ 127.111 \end{array}$ | $\begin{array}{r} 682 \\ 873 \\ 436 \\ 8.989 \end{array}$ | 33 1 - | - $\cdots$ $\cdots$ |

(11) Average lebour units are calculated by dividing totel poyrall by the overage annual wage and salary rate as poported in the Survey of Employment. Payroll and Hours, Statistics Canade. Catologue i2-002 an over age laboup unip could of interpreted as a fult-time employee mote that the business size groups used are determined of the Canede level. Thus if ousiness has st least
500 employees in Canado os whole but itss than thot number in ony given provinct is is shown in the 500 end over group.
(2) Refers io businesses repoliting no payroll deductions in the previous yeer.
(3) Refers to businesses reporting no payroll deductions in the following year
"Mawly reporting ano "no longer reporting" businesses are assumed po have been in activity for six months and the information is adjusted accordingly.
see lable ifor symbols and noles

TABLE 6. Selected opersting characteristics of smil businasses by sales quartile. 1985-1987
Manitobe. Food (Groceries) Stores (SIC 5011)

|  | Total(1) | $\begin{array}{r} 80+10 m \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Uoder midole 25: | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 280 |  |  |  |  |
| Avernge sales \$ | 422.807 | 64.338 | 195.796 | 409.793 | 1.020 .500 |
| Avernge expenses | 412.333 | 65,632 | 187.832 | 400.033 | 955.833 |
| Average net profit (loss) \$ | 10.274 | -1.294 | 7.964 | 9.760 | 24.667 |
| Susinesees reporting profit (Mo.) | 228 |  |  |  |  |
| Average sales 5 | 435.392 | 70.797 | 201.708 | 422,313 |  |
| Average expense \$ | 418.731 | 67.062 | 190.958 | 407.358 | 1.009.545 |
| Average net profits | 16.661 | 3,735 | 10.750 | 14.955 | 37.204 |
| Businesses reporting loss (Mo.) | 52 |  |  |  |  |
| Avorage seles \$ | 385,258 | 58.875 | 172,452 | 377.056 | 932.650 |
| Average expense \$ | 392.684 | 64.422 | 175.491 | 380.877 | 969.944 |
| Average net loss ${ }^{\text {s }}$ | -7.426 | -5.547 | -3.039 | -3.821 | -17.294 |

1986

| Mumber of observations in emple <br> Average sales \$ <br> Average expenses <br> Average net prolit (loss) \$ | $\begin{array}{r} 354 \\ 358.524 \\ 365.070 \\ 3.454 \end{array}$ | $\begin{aligned} & 66.250 \\ & 70.010 \\ & -3.750 \end{aligned}$ | $\begin{array}{r} 158.721 \\ 155,373 \\ 3.348 \end{array}$ | $\begin{array}{r} 327.119 \\ 317.662 \\ 9.457 \end{array}$ | $\begin{array}{r} 921.994 \\ 917.293 \\ 4.761 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting a prolit (Mo.) | 281 |  |  |  |  |
| Average sales \$ | 350,738 | 61.170 | 162.256 | 337.549 | 841.976 |
| Averoge expense \$ | 338.063 | 55.927 | 159.429 | 319.757 | 825.137 |
| Average net profit \$ | 12.675 | 5.243 | 10.827 | 17.792 | 16.139 |
| Businmses reporting lost (Mo.) | 73 |  |  |  |  |
| Average sales \$ | 407.574 | 69.635 | 152.995 | 308.056 | 1,101,210 |
| Average experse \$ | 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

| Mumber of observetions in smole <br> Average sales \$ <br> Averge expense $\$$ <br> Average net Drofi: (loss) \$ | $\begin{array}{r} 67 \\ 756.457 \\ 744.812 \\ 11.645 \end{array}$ | $\begin{array}{r} 210.265 \\ 203,134 \\ 7.131 \end{array}$ | $\begin{array}{r} 591.633 \\ 574.580 \\ 17.053 \end{array}$ | $\begin{array}{r} 817.667 \\ 813.044 \\ 4.623 \end{array}$ | $\begin{array}{r} 1.496 .264 \\ 1.388 .491 \\ 17.773 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 48 |  |  |  |  |
| Averege sales $\$$ | 756.888 | 199.069 | 588.767 | 823.611 | 1.416.105 |
| Averoge expense \$ | 733.683 | 176.801 | 569.341 | 806,034 | 1.382.556 |
| Average net profit $\$$ | 23.205 | 22.268 | 19,426 | 17.577 | 33.551 |
| susimesees reporsing loss (Wo.) | 21 |  |  |  |  |
| Average soles 5 | 758.394 | 222.984 | 617.502 | 807.902 | 1,385,186 |
| average expenses | 770.169 | 233.045 | 621.865 | 824.559 | 1.401.205 |
| Averuge net loss | -11.775 | -10.061 | -4.363 | -16.857 | -16.020 |

111 These estimstes ore besed on sample of businesses reporting sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$
see Table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Food (Specialty) Stores (Sic 6012)

|  | Total(1) |  | Bot tom 25\% |  | Lower$\text { middle } 25 \%$ |  | Upe: <br> middle 25\% |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sama'e (Mo.) Low sales velue 9000 s) Higt sa'es vaive ( $8000^{\prime}$ s) | $\begin{aligned} & 182 \\ & \vdots 1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 111 \\ & 97 \end{aligned}$ |  | $\begin{array}{r} 97 \\ 212 \end{array}$ |  | $\begin{aligned} & 212 \\ & 440 \end{aligned}$ |  |  | 44111 |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { y busi= } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesses only (3) |  |  |  |  |
|  | Total | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Uoper miode 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | Upoer midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 71.0 | 53.0 | 76.1 | 74.4 | 72.9 | 33.6 | 75.8 | 80.6 | 76.8 | 74.4 | 72.9 |
| Occupuncy expenses | 5.2 | 7.5 | 4.5 | 4.8 | 3.5 | 57.0 | 5.1 | 9.1 | 4.8 | 4.18 | 3.5 |
| Deprecistion | 1.5 | 2.2 | 1.6 | 1.3 | 0.9 | 69.6 | 2.2 | 5.3 | 2.1 | 1.8 | 1.1 |
| Repaips \% maintenance | 0.7 | 0.8 | 0.6 | 0.9 | 0.7 | 74.5 | 1.0 | 3.0 | 0.7 | 0.9 | 0.8 |
| Hest. light 8 teleohone | 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 | 8. 3 | 9.0 | 19.4 | 7.9 | 1.7 | 8.1 |
| Financiel expenses | 1.9 | 2.5 | 2.2 | 1.7 | 1.2 | 90.6 | 2.1 | 3.1 | 2.4 | 1.1 | 1.2 |
| Inteiest stoank charges | 1.6 0.3 | 2.3 0.2 | 1.8 0.4 | 1.5 0.3 | 0.9 0.3 | 82.9 70.6 | 1.9 | 3.1 0.8 | 2.3 0.5 | 1.6 0.3 | 0.9 |
| proressional fees |  |  |  |  |  |  |  |  |  |  |  |
| Other expensea | 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 | . . | $\cdots$ | -•• | -•• | - . |

## Symbol:

zero of no observerions

- 200 small 200 be expressed
not oplicable
$\times$ confidentisi
 iotsl weighted expenditure on given item
(2) Value in each cell $=$ lopal weighted soles of sil businesses in the sample for fork quertile.
[3] Velus in esch cell $=\frac{\text { lotel weighteo expenditure on given item }}{\text { Tota. weighteo seies of businesses reporting this item of expunditure }}$ foch quertile.
This portion of the seble pertans only to the businsssas poporting the spacific expense item. Thermfor these patios are calculatod individusily and the coisl will not necessarily equil $100 \%$.


## Wotes

Dets or show by quarsiles when st leest i of the sempled businesses poport the specific item
Hecords were ranked in uscending order eccording to sties size. Eech quertile li. bottom 25\%. Iower midde 25\%. etc. i fepresents one quapter of the rotal number of businesses. Within esch quertile. the suerage pio is presented. for comparison purposes, the high and lom voluts of seles ber shown.

How to ust the tablet
(11 cocet the spproorint soles renge thet is ditplayed on the two lines entitled Elow seles value" end enigh seles value"
 top 25\%.
(3) Dete pertmining to the selected ssles size renge will be in thet quertile

Sesnderd Industrimi Eleseificetion Def(nltion (SIC 1880):

[^13]TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Manltobe, Food (Specleley) Stores (SIC 6012)


| Businesses in sample (No.) Low seles value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 46 \\ & (1) \\ & (i) \end{aligned}$ | -- | -- | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average (\$000's) |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  |  |  |  |
| Accounts and notes receiveble Inventory | 7 | -- | -- | -- | -- |
| Oiher current ossets | 60 | -- | -- | -- | -- |
| Total current assets | 67 | -- | - | -- | -- |
| fixed ussets | 68 | -- | -- | -- | - |
| Less: Accum. deo. on fixed sesets | - | = | = | - |  |
| Other essets | 16 | - | - | - | -. |
| Total sesets | 151 | -- | -- | - | - |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 22 | -- | - | -- |  |
| Other current liabilities | 43 | -- | -- | -- | -- |
| Total current liabilities | 65 | -- | - | -- |  |
| Mortgages payable | - | -- | -- |  |  |
| Long term debt | 9 | -- | -- |  | -- |
| Other liabilities | 44 | -- | -- | -- | -* |
| Toral ilstilities | 118 | - | - | - | -- |
| Total equity | 33 | - | - | - | -- |

Ill These estimetes er based on s semple of businesses feporiing sales between $\$ 25.000$ end $\$ 2.000 .000$.
See tobl 1 for symbols and nales.

TABLE 3. Financiel ratios (1) for incorporated businesses only. 1987
Manitobi, Food (Specialty) Stores (SIC 60:2)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper middle 25x | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low steles value ( $\$ 000^{\prime} \mathrm{s}$ ) High seles value ( $9000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  |  | Average |  |  |  |
| Liquidity retio Current ratio (times) | 1.0 | - | -- | -- | -- |
| Leverage rtios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt retio (times) | 3.6 1.6 0.8 | -- | - | -- | -- |

(1) The fatios represent the mereg of petios for each business in the group end connot be celculated from the figures shown in istol 2 .
(2) These estimetes ere besed on smple of bus inesses reporting seles between $\$ 25.000$ nod $\$ 2,000.000$.

See Table ifor symbols and noter.

## Definitions:

1. Liquidity retio:

Currens : current assets / currem lizbilisies
2. Lever mge ratios:
a) Oebt/equity $=$ sotal liabilities / equity
b) Detr ratio = rotal lisbilities chal tsseis
c) Interest coverage $z$ net profit - interest expense $/$ interest mpense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba, Food (Specialty) Stores (SIC 6012)

|  | Total(1) | $\begin{array}{r} \text { Bet+0m } \\ 25 \% \end{array}$ | Lower middie 25\% | UDEET $\text { middele } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 28 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & 11) \\ & 129 \end{aligned}$ | $\begin{aligned} & 229 \\ & 5>8 \end{aligned}$ | $\begin{aligned} & 598 \\ & 971 \end{aligned}$ | $\begin{aligned} & 971 \\ & 11 \end{aligned}$ |
|  | Average (5000's) |  |  |  |  |
| Operating activities Cash from operations Dedrecistion Other | $\begin{array}{r} 10 \\ 9 \\ 10 \end{array}$ | 3 7 11 | 2 5 | $\begin{array}{r} 10 \\ 13 \\ 6 \end{array}$ | 29 18 28 |
| Dividends | -2 | - | - | -3 | -4 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decresse in investment | $\begin{array}{r} 2 \\ -23 \\ -2 \\ 1 \end{array}$ | =- | - | -28 | P -6 -2 -3 |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 8 -12 9 -11 - -2 | 9 -8 4 -23 | 3 -9 1 -2 | 12 -9 12 -5 - -3 -1 | 11 -21 22 -29 - -6 |
| Incresse(decrease) in cash a equivelents Cash \& equivalents-Beginning of the yeer Cast equivalents - End of the year | $\begin{gathered} -2 \\ 11 \\ 9 \end{gathered}$ | - | 1 | 41 | -10 1 -9 |

(11) These estimates bre based on sample of incorporated businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$. 5 ample count includes only those businesses roporting a starment of changes.
see iadie i for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in i987 Manitoba. Food (Specialty) Stores (SIC 6012)

| Business size expressed in average labour units(1) | Number of businesses | Total osyroll | Average labour units (1) | Changes in number of businesses with poid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting } \end{array}$ | No longer ceporting(3) |
| 1984 |  |  |  |  |  |
| Total | 221 | 16.549 | 1,178 | 78 | 49 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | 211 5 2 2 | $\begin{array}{r} 6.871 \\ 2.760 \\ x \\ x \end{array}$ | $\begin{array}{r} 492 \\ 197 \\ 49 \\ 440 \end{array}$ | 78 $=$ | 49 |
| 1987 |  |  |  |  |  |
| Total | 334 | 24.858 | 1.745 | 93 | $\ldots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | 320 9 4 1 | $\begin{array}{r} 11.726 \\ 3.085 \\ x \\ x \end{array}$ | $\begin{aligned} & 825 \\ & 216 \\ & 167 \\ & 537 \end{aligned}$ | $\begin{array}{r}95 \\ 2 \\ 2 \\ \hline\end{array}$ | $\cdots$ $\cdots$ $\cdots$ $-\cdots$ |

(1) Aversge lobour units are colculoted by dividing totol paypll by the suarage annul wage and solary ate os reported in the

Supvey of Emproyment. Payroll and hours. Statistics Canada. Cataloque 72-002. An average labour unit could be interpreted as a full-time employee mote that the business size groups used are determined of the Canede level. Thus if obusiness has ar leasi 500 employees in Canada as whole but less than the number in any given province it is shown in the 500 and over group.
2) Refeis to businesses reporting no paypall deductions in the previaus year.
(3) Reters to businesses redorting no paycall deductions in the fallowing year

- Newily repo-ting" and "no longer peporting" businesses are assumed to nave been in activity for six months and the information is adjusted accordingly

See iable 1 for symbols and notes

TABLE 6. Selected operating charecteristics of small businesses by sales quartile, $1985=4987$
Manitoba. Food (Specialty) Stores (SIC 5012)

|  | Total\|1) | Bottom $25 \%$ | Lowe? middle $25 \%$ | Upper middle 25\% | $\begin{array}{r} \text { T00 } \\ -25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample |  |  |  |  |  |
| Average sales \$ | 205,513 | 35.950 | 90.283 | 175.480 | 520.340 |
| Average expense ${ }^{\text {S }}$ | 198.624 | 32,974 | 81.456 | 161.918 | 518.14? |
| Average net profit (loss) \$ | 6.889 | 2.978 | 8.827 | 13.562 | 2.193 |
| Susinesses reporting profit (Mo.) | 68 |  |  |  |  |
| Average sales $\$$ | 234.888 | 37.912 | 92.435 | 174.418 | 534.788 |
| Average expenses | 222.928 | 30.721 | 82.186 | 160.418 | 618.386 |
| Average net drofit \$ | 11.960 | 7.191 | 10.249 | 14.000 | 16.402 |
| Susinusees reporting loge (Mo.) | 12 |  |  |  |  |
| Averege 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 lass \$ | -7.433 | -1.863 | -11.403 | -4.055 | -12.409 |

1986


| Mumber of observations in semple | 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 $\langle$ loss) \$ | 7.678 | 1.399 | 4.849 | 10.222 | 14.244 |
| Businesses reporting profit (No.) | 168 |  |  |  |  |
| Averape soles \$ | 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 loss (Mo.) | 65 |  |  |  |  |
| Average sales | 348.484 | $44.75 ?$ | 148.232 | 317.550 | 883.397 |
| Aversge expense 5 | 356.445 | 50.177 | 154.258 | 324.425 | 896.913 |
| Averape net loss $\$$ | -7.961 | -5.420 | -6.028 | -6.875 | -13.522 |

(1) These estimstes are based on sample of businesses reporting sales beiween $\$ 25,000$ and $\$ 2.000,000$.

See table 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Msiltoba, Prescription Drugs \& Patent Medicine Stores (SIC 603)

|  | Total11 |  | Bottom 25\% |  | Lower$\text { mode } 25 \%$ |  | Under$\text { midole } 25 \%$ |  |  | $\begin{aligned} & \text { To厄 } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No. Low sales value ( $\$ 00 \mathrm{C}$ 's) H.gh sales value iscoc st | $\begin{aligned} & 58 \\ & (1) \\ & (i) \end{aligned}$ |  | $\begin{aligned} & \text { (1) } \\ & 449 \end{aligned}$ |  | $\begin{aligned} & 449 \\ & 649 \end{aligned}$ |  | $\begin{aligned} & 649 \\ & 990 \end{aligned}$ |  |  | (1) |  |
| Selected expense item | Industry averoge (2) |  |  |  |  | $\begin{aligned} & \text { x busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only( 3) |  |  |  |  |
|  | Tota | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Uper iddle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Totel | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | Upper midde 25\% | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
|  | Percent of ssles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sules | 61.5 | 61.9 | 53.4 | 64.3 | 56.5 | 36.0 | 64.1 | 81.9 | 63.1 | 64.3 | 66.8 |
| Decupancy expenses | 3.7 1.0 | 5.9 1.3 | 2.1 0.8 | 3.9 1.0 | 3.2 0.8 | 94.5 | 3.5 1.2 | 7.8 2.3 | 2.1 1.0 | 3.9 1.0 | 3.2 0.8 |
| Depreciotion Repairs maintenance | 1.8 0.8 | 2.0 | 0.5 | 0.6 | 0.3 | 84.6 | 1.0 | 2.7 | 0.7 | 0.7 | 0.3 |
| Heat. Iight s telephone | 0.7 | 1.1 | 0.5 | C. 6 | 0.6 | 33.2 | 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 | 9.9 | 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 | 95.7 | 14.7 |
| Financial expensex | 1.6 | 3.1 | 1.6 | 1.0 | 0.8 | 99.0 | 1.5 | 3.3 | 1.8 | 1.0 | 0.8 |
| Interest \& bank chapges | 1.1 | 2.5 | 1.0 | 0.6 | 0.4 | 85.1 | 1.3 | 3.1 | 1.9 | 0.7 | 0.1 |
| 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 | 5.1 | 20.0 | 100.0 | 12.9 | 12.2 | 9.2 | 9. 1 | 20.0 |
| Protit (loss) | 6.2 | 5.5 | 9.3 | 5.2 | 4.8 | 100.0 | 8.2 | 5.5 | 5.3 | 5.2 | 4.1 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | - . | $\cdots$ | ... | . $\cdot$ |

5ymbel:

- zero or no observations
-- too small 100 be expressed
not applicable
$\times$ confidentia


## Footnotes

(1) These estimates ore Dased on sample of businesses reporting salus between $\$ 25,000$ end $\mathbf{3 2}, 000.000$ Total weighted expenditure on given item
(2) Value im each cell a $\frac{\text { Total weighted soles of ell businesses in the somple }}{x} 100$ for quartile.
(3) Volue in etch cell $E$ iotsi weighted expenditur on aiven item
iotal weignted sales of businesses reporting this item of expenditure
This portion of the quble pertins only to the businesses reporting the specific expense item. Therefor these fotios ore celculated individublly mo the lotal will not necessarily quel $100 \%$

## Notes

Onta are shown by Quartiles when el lest 13 of the samplud dusinesses popop the specific item
 one querter of the totel number of businesses. Within eech quartile. the overage retio is presented. For compsisor purposes. the high and low values of sales are shown.

Mow to use the tebles
111 locete the mppraprite seles renge that is displeyed on the quo lines entiqled "low seles value end ahigh seles velue"
(2) The selecred rengemill indicate the proper quertile. i. © The dotiom 25\%. The lower midde 25\%. the upper midde 258 or the 2op $25 \%$
13) Date pertaining to the telected sales size pange will be in thet auervile.

Stunderd Induseriel Clessificetion Definition (SIf 1880):
SIC 6030 - Prescription Drugs and Patent Medicine Stores
Businesses dimer,ly engaged in retail dealing in prescription orugs and petent op proprifepy und herbel medicines, sick room supplies. cosmetics and lollelites.

TABLE 2. Balance sheet proflle for incorporeted businesses only, 1987
Menitobs, Prescription Drugs \& Patent Medicine Stores (SIC 603)

|  | Total(1) | Bot tom $25 \%$ | Lower micole 25: | Upoer $\text { middele } 25 \%$ | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 53 \\ & \{1\} \\ & \{1\} \end{aligned}$ | (1) 47 | $\begin{aligned} & 474 \\ & 722 \end{aligned}$ | $\begin{array}{r} 722 \\ 1.170 \end{array}$ | $\begin{array}{r} 170 \\ 111 \end{array}$ |
|  | Average (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash Accounts and notes peceiveble | 35 | 24 | 26 | 24 | 64 |
| Inventory | 3 | 2 | 2 | 24 | - |
| Other current assets | 188 | 94 | 133 | 212 | 311 |
| Total current assets | 223 | 118 | 159 | 236 | 375 |
| Fixed sasets | 75 | 131 | 45 | 71 | 59 |
|  | - | - | - | 28 | - |
| Other ussets | 35 | 43 | 28 | 28 | 41 |
| Total sitet: | 332 | 233 | 232 | 334 | 475 |
|  |  |  |  |  |  |
| Other current liabilities | 98 | 79 | 51 | 86 | 176 |
| Total current liabilities | 112 | 95 | 57 | 101 | 198 |
| Mortgoges garable | 5 | - | - | - | - |
| Long term deot | 5 | 10 159 | ${ }_{5}^{6}$ | $5{ }^{5}$ | $2{ }^{2}$ |
| Other liabilities | 85 | 159 | 54 | 58 |  |
| Totel liabilisies | 202 | 284 | 117 | 184 190 | 275 195 |
| Totel eawity | 130 | 29 | 115 | 170 | 198 |

(1) These estinates are desed on sumple of Dusinesses peporting sales between $\$ 25,000$ and $82,000,000$

See iable 1 for symbols and notes.

TABLE 3. Financiel ratios(1) for incorporated businesses only. 1987
Manitoba. Prescription Drugs Patent Medicine Stores (SiC E0s)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\text { middle } 25 \%$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samplo (No.) Low sales vilue ( $\$ 000$ 's) High sales value (\$000's) | $\begin{array}{r} 53 \\ (1) \\ (1) \end{array}$ | (1) | 474 722 | $\begin{array}{r} 722 \\ 1.170 \end{array}$ | $\begin{array}{r} 1.170 \\ 111 \end{array}$ |
|  | Averoge |  |  |  |  |
| Liquidity petio Current retio (times) | 2.0 | 1.2 | 2.8 | 2.3 | 1.9 |
| Leverage retios <br> Debeleavity potio (times) <br> Interest coverage rotio (times) <br> Debt retio (times) | 1.6 7.5 0.6 | 9.1 2.9 0.9 | 1.0 7.0 0.5 | 1.0 12.5 0.5 | 10.4 10.1 0.6 |


121 these estimits gre besed on semple of businesset reporting seles between $\$ 25.000$ and $32,000,000$.
see lable ifor symols and noies.

Definitions:

1. Liquidity ratio:

Cursent = cuprint assets / current liabilities
2. Leverage retios

Deci/equiry = total lisoilites / Equizy
b) Debt ratio = total liabilities/ rotal assers
cl Interest coverage = net profit inferest expense / interess expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Preseription Drugs \& Patent Medicine Stores (SIC E03)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25: | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | 100 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. Low sales value ( 3000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 40 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & (1) \\ & 504 \end{aligned}$ | $\begin{array}{r} 504 \\ 774 \end{array}$ | $\begin{array}{r} 774 \\ 1.049 \end{array}$ | $\begin{array}{r} 1.045 \\ 11 \end{array}$ |
|  | Aveiage ( $\$ 000$ 's) |  |  |  |  |
| Operating ectivities Casn from operations Depreciation Other | $\begin{array}{r} 51 \\ 8 \\ -16 \end{array}$ | $\begin{array}{r} 38 \\ 5 \\ -4 \end{array}$ | $\begin{array}{r} 42 \\ 8 \\ -12 \end{array}$ | $\begin{array}{r} 53 \\ 10 \\ -19 \end{array}$ | $\begin{array}{r} 69 \\ 11 \\ -27 \end{array}$ |
| Dividends | -29 | -47 | -15 | -11 | -43 |
| Investment ectivities <br> Disposel of fiked sssets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -7 \\ -3 \\ \hline-8 \end{array}$ | - | $\begin{array}{r} 1 \\ -4 \\ -2 \end{array}$ | 8 -11 -9 | -14 -1 |
| Financing ectivities <br> Increase in long tepm debt <br> Repayment of long term deb* <br> Loans from shareholders <br> Redsyment of loans fiom shareholders <br> Advances \& loans fiom government <br> incresse in equity <br> Decresse in equity <br> Other | 1 -3 7 -12 | -2 | 4 -2 2 -19 | 1 -3 4 -6 - - -1 | -6 21 -20 |
| Incresseldecrese) in cesh sequivalents Csh s equivalents-geginning of the yeer Cash equivelents - End of the reap | $\begin{aligned} & -1 \\ & 46 \\ & 45 \end{aligned}$ | -11 37 26 | $\begin{array}{r} 3 \\ 59 \\ 82 \end{array}$ | 14 34 48 | -10 52 42 |

 only those Dusinesses reporiing statenent of changes.
5ee Toble f for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciasstfication in i987 Menltobe. Prescription Drugs Patent Medicine Stores (SIC 603)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \\ (\$ 000 \text { s) } \end{array}$ | Aversge Iabour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 216 | 27.595 | 2.597 | 22 | 12 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { nnd over } \end{aligned}$ | $\begin{array}{r} 179 \\ 33 \\ 1 \\ 3 \end{array}$ | $\begin{array}{r} 12.880 \\ 10.932 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.216 \\ 1.030 \\ 23 \\ 328 \end{array}$ | 17 4 | $\begin{array}{r} 10 \\ 2 \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 223 | 33.225 | 2.739 | 17 | - . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}183 \\ 36 \\ \hline\end{array}$ | $\begin{array}{r} 14.548 \\ 13.590 \\ 5.087 \end{array}$ | $\begin{array}{r} 1.199 \\ 1.121 \\ 419 \end{array}$ | $\begin{array}{r}13 \\ 4 \\ \hline\end{array}$ | $\cdots$ |

 Survey of Employment. Payroll and Hours. Statistics Canado. Caralogue 12-002. An oversge labour unit could be interpieted as a futi-time employes. Note that the business size groups used are delermined at the Canada level. Thus if obusiness has al leass 500 omplayees in Canode as whole but less than that number in ony given province it is shown in the 500 ond over group.
121 Refers 10 businesses iedoiting no payroll deductions in the provious year
(3) Refers 10 Dusinesses reporting no payroll deductions in the following yesp
-Newly repoping" and "no longer reporting" businesses bre assumed to hove deen in activity for six months and the information is adusted accordingly
see lable ifor symbols anc notes

TABLE 6. Selectad opersting charicteristici of smali businesses by sales quaptile. $1985-1987$
Manitobe. Prescription Drugs f Petent Medicine Stores (SIC 603)

|  | Total(1) | Bottom 25\% | Lower $\text { midole } 25 \%$ | Lipper middle 25: | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample Average sales | 313.253 | -- | - | -- | -- |
| Averape expense \$ | 568.396 | -- | -- | -- | -- |
| Average net profit (loss)\$ | 44,857 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 31 |  |  |  |  |
| Aversege sales \$ | 616.891 | -- | -- | - | -- |
| Average expense ${ }^{\text {S }}$ | 569.402 | - | - | -- | = |
| Average net profit \$ | 47.489 | -- | -- | -- | -- |
| Businesses reporting lose (Wo.) | - |  |  |  |  |
| Average sales \$ | 549.779 | -- | -- | - | -- |
| Average expense\$ | 570.420 | -- | -- | -- | -- |
| Average net loss \$ | -20,641 | -- | -- | -- | -- |

1986


1987

| Mumber of observetions in smole | 75 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averope 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 orofit (loss) \$ | 36.411 | -747 | 50.489 | 38.995 | 56,910 |
| Businestes reporting ppofit (No.) | 54 |  |  |  |  |
| Averspe soles \$ | 764.267 | 362.334 | 539.502 | 810.153 | 1.345.077 |
| Aveiope expense S | 718.001 | 350.129 | 483.345 | 762.824 | 1,275,704 |
| Average net profits | 46.268 | 12.205 | 56.157 | 47.329 | 69.373 |
| Businesser teportint losi (Mo.) | 11 |  |  |  |  |
| Average sales \$ | 760.510 | 173.963 | 503.753 | 811.529 | 1.552.794 |
| Average expense \$ | 777.484 | 192.468 | 515,699 | 814.498 | 1.587 .272 |
| Avelage net losss | -16.976 | -18,505 | -11.946 | -2.959 | -34.478 |

(11) These estimates are based on sample businesses reoorting sales beiveen $\$ 25,000$ and $\$ 2.000 .000$.

See toble 1 for symbols and notes

TABLE 1. Selected operating retios, in percent of sales, 1987
manitobe. Pharmacies (SIE 6031)

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

## 5ymbols

2e:0 of no observations

* $\quad$ too smel 100 be expressed
not applicable
$x$ confidentisl


## footnetes

(1) These estimetes sue pased on a sample of businesses pepoping soles between 525,000 end $52,000,000$.

(3) Volue in esen cell $x=\frac{\text { lotal weighted expenditur on given item }}{\text { Totel weighted sales of businesses reporting this item of expenditure }}$ for for

This portion of the toble pertains only to the businesses pepciting the specific expense item. Therefore these iotios ere celculsted indiviouslly ano the cotal will not necesserity equal $100 \%$.

## Note

Date ere shown by quarti es when at lest 13 of the sampled businesses poport the specific item.
Records wer ranked in escending order according qo soles size. Esch quertile li . boptom 25\%, lower midde 25\%. etc.) represenis one querter of the totst number of businesses. Within osch quertile. the bversge retio is presented. for comperison purposes. the high and low values of salen bre shown

How to use the tebles

(2) The selected penge will indicete the proper quertile. i. . the botton 258. the lower midde 25\%. the upper midde 25\$ of the 10p $25 \%$
(3) Dsta pertsining to the selecied sales size renge will be in the: quertile.

## Stenderd Industrisl CIessifieetion Definition (SIC 1180):

S)C 6031 - Pher黤cies

Businesses primarity engaged in petail deating in dpugs. pharmectuticals and patent medicines end dpug sundries, Prescibed medicines must be sold but are not mecessarily the source of greatest revenu they may be secondarily engaged in selling other lines such as cosmetics. lolletries. tooacco products, confectionery. stasionery. giftware and noveliy merchandise. this industry inctudes prescription drup stores. reial phermaceuticals. Drescriotion phermacies and retail prescription medicines

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba, Pharmacies (SIC 5031)

(1) These esiimates ar based on sample of ousinesses reporting soles detween 525,000 and $52,000,000$

See table 1 for symbols and notes.

TABLE 3. Financial ratioz(1) for incorporated businesses only, 1987
Manltobe. Pharmacies (SIC so39)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upoe? middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High soles volue ( 3000 's) | 53 $(1)$ (1) | (1) 47 | 474 719 | $\begin{array}{r} 719 \\ 1.770 \end{array}$ | $\begin{array}{r} 1.170 \\ (1) \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity retio Current istio (times) | 2.0 | 1.2 | 2.9 | 2.3 | 1.9 |
| Leverage ration ```Debt/equity retio (times) Interest coverage ratio (times) Debt {tio (times)``` | 1.6 7.5 0.6 | 9.1 2.9 0.9 | 1.0 7.4 0.5 | $\begin{array}{r} 1.0 \\ 11.9 \\ 0.5 \end{array}$ | 1.4 10.1 0.6 |

(1) The retios represent the average of ratios for ach businass in the group ond cannot belculated from the figures shown in fable 2
(2) These estimates are osed on somple of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See tobl 1 for symbols and notes

Definitions:

1. Liquidity retio:

Current = current assets / currens liabilities
2. Leverage retion:
a) Debr/equity = iotal liabilites / equity
b) Dedt ratio = total lisoilities/ iotai assets.
c) Interest coverage $=$ net profit - interest expense / inseres: expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitobe. Pharmacies (SIC s031)

(1) These estimates are Dasec on a sample of incorporated businesses peporting sales betwen $\$ 25,000$ and $\$ 2.000$. 000. Sample couns inclubes only those businesses feporting se siotment of changes
ser iable 1 for symbols and notes
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC elassificetion in is87
Monitobe. Phermacies (SIC 6031)

| Business size expressed in averoge lsbour units(1) | Number of businesses | Total payfo:!$(\$ 000 \text { s) }$ | Aver ge lsbour units(1) | Changes in number of businesses with peid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No Ionger reportingl3) |
| 1984 |  |  |  |  |  |
| Totel | 187 | 26,355 | 2.481 | 12 | 9 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 152 \\ 31 \\ 1 \\ 3 \end{array}$ | $\begin{array}{r} 11.763 \\ 10.849 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.108 \\ 1.022 \\ 23 \\ 328 \end{array}$ | $\begin{aligned} & 8 \\ & 3 \\ & 1 \\ & ! \end{aligned}$ | $7$ |
| 1587 |  |  |  |  |  |
| Totel | 190 | 31.701 | 2.613 | 12 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}153 \\ 33 \\ \hline\end{array}$ | $\begin{array}{r} 13.513 \\ 13.101 \\ 5.087 \end{array}$ | $\begin{array}{r} 1.114 \\ 1.080 \\ 419 \end{array}$ | 8 | $\ldots$ |

(1) Average labour units are colculated by dividing total payroll by the average onnual wage ond getery fate es reported in the

Survey of Employment. Paypoll and Hours. Stasistics Lanade. Catalogue 72-002. An average labour unit could be interpreted as
full.
500 employees in Cande as atol but tess then inst number in eny given province it is shown in the 500 and over group.
(2) frefers io nusinesses reporting no paycioll deductions in the previous year
(3) Reters io tusingses reporting no payroll oeductions in the following yeter
-mewly reporting" and "no longer peporting" Dusinesses are assumed to hove been in activity for six months and the informetion is adus:ed accortingly
see rable 1 for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by seles quartile. 1985-1937 Manitobs. Pharmacles (SIC 6031)

|  | Total (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\frac{\text { Lower }}{\text { middle } 25 \%}$ | Uoder middle 25: | 700 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in sample Average sales $\$$ | 641.327 | -- | -- | -- | -- |
| Aversge expense | 595,442 | - | - | -- | -. |
| Average net profit (loss) \$ | 15.885 | -- | -- | -- | -- |
| Businesses reporting eprofit (Mo.) | 614.30 |  |  |  |  |
| Average sales \$ | 644, 197 | -- | -- | -- | -- |
| Average expense 5 | 596,090 | -- | -- | -- | -- |
| Average nut drofits | 48.187 | -- | -- | -- | -- |
| Businesset reporting loss (No.) | 8 |  |  |  |  |
| Averspe soles ${ }^{\text {a }}$ d | 579.304 | - | -- | -- | -- |
| Aversge expense \$ | 596.297 | -- | -- | -- | -- |
| Average net loss | -16.993 | -- | -- | -- | -- |

1986

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Averoge net Drofit (loss) $\$$ | 90 673.824 644.970 29.654 | $\begin{array}{r} 167.864 \\ 163.702 \\ 4.162 \end{array}$ | $\begin{array}{r} 448.991 \\ 44.155 \\ 4.836 \end{array}$ | $\begin{array}{r} 689,755 \\ 657,166 \\ 32.589 \end{array}$ | $\begin{array}{r} 1.388 .685 \\ 8.311 .658 \\ 77.029 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 75 |  |  |  |  |
| Avorege sales \$ | 638.970 | 153.846 | 430.850 | 689.538 | 1.281 .647 |
| Aversge expenses | 599.886 | 143.159 | 112.586 | 656.398 | 1.187.421 |
| Average net profit\$ | 39.084 | 10.887 | 18.284 | 33.140 | 94.228 |
| Businesees reporting loge (Mo.) | 15 |  |  |  |  |
| Aversge soles \$ | 825,868 | 205.336 | 468.842 | 705.801 | 1.927.491 |
| Average expense 5 | 837,059 | 218.616 | 478.718 | 713.886 | 1.837.029 |
| Average net loss \$ | -10.189 | -13.280 | -9.876 | -8.065 | -9.538 |

1987

| Mumber of observetions in sample | 73 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 790,294 | 352.835 | 556.305 | 840,709 | 1.401.327 |
| Avorage expense \$ | 752.118 | 344.512 | 518,743 | 799,041 | 1.346 .174 |
| Average net profit (loss) \$ | 38.176 | 18.323 | 37.562 | 11.668 | 55.153 |
| Businesses reporting - profit (M0.) | 83 |  |  |  |  |
| Aversge seles ${ }^{\text {a }}$ | 792,842 | 384.559 | 561.395 | 846.807 | 1.378.607 |
| Average expense 5 | 744.092 | 351.508 | 519.038 | 795.810 | 1.310 .010 |
| Average net protit | 48.750 | 33.051 | 42,357 | 50.997 | 88.597 |
| Businesses reporting lost (Mo.) | 10 |  |  |  |  |
| Average sales | 789.058 | 288.154 | 503.753 | 811.529 | 1.552 .794 |
| Averspe expenses | 809.482 | 320.459 | 515.699 | 814.498 | 1.587.272 |
| Average net loss ${ }^{\text {s }}$ | -20.424 | -32.305 | -11.946 | -2.969 | -34.478 |

(1) These estimates are based on sample of Dusinesses reporiing ssips beiween $\$ 25.000$ and $\$ 2.000 .000$

See Tale 1 for symols and noter

TABLE 1. Selected operating ratios. In percent of sules. 1987
Manitobs, Men's Clothing Stores (SIC 6121)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | Lower $\text { middle } 25 \%$ | Uppel $\text { midde } 25 \%$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (No.) Low soles value $\left(\$ 900^{\prime}\right.$ s) Migh sales value SSOOC's | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  | -- |


| Selected expense item | Industry sverage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses on $\mid y\{3\}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowei } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoder } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Peicent of seles |  |  |  |  |
| Cost of seles | 54.3 | -- | - | -- | -- | 89.8 | 60.4 | -- | -* | - | -- |
| Oceupancy expenses | 8.5 | -- | -- | -- | -- | 100.0 | 1. 5 | -- | -- | -- | - |
| Depieciaton | 1.5 | -- | -- | -- | -- | 94.7 | 1.5 | - | -- | -- | - |
| Repaifs 8 maintenance | 0.9 | -- | -- | -- | -- | 87.6 | 1.0 | -- | -- | -- | - |
| Hest. light \& telephone | 1.2 | -- | -- | -- | -- | 75.8 | 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 8 bank charges Professional fees | 2.9 1.0 | -- | -- | -- | -- | 70.4 85.2 | 1.1 1.2 | -- | -- | -- | -- |
| Dither expenses | 14.7 | -- | -- | -- | -- | 100.0 | 14.7 | - | -- | -- | -- |
| Profit (loss) | 0.9 | -- | -- |  | -- | 100.0 | 0.9 | -- | -* | - | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | - | - |

## Symol:

zera or no observations

- too smsll 100 be expressed
not a0D icable
$x$ confioentis!
Footnoter entimates ore besed on somple of businesses repor ting seles between $\mathbf{1 1}$ These en, 000 and $\$ 2,000,000$
lotsl weighied expenditur on given item


inis portion of the tsble pertains only to the businesses roporting the specific expense ipen. Therefore these retios ste celculbtho individually and the total will not necesserily maus $100 \%$.
motes
Date are shown by quartil is when bt least 13 of the samplad businesses report the specific item.
 one querter of the total number of businesses. Within eech quertile. the everage cotio is presented. For comprison purposes. the high and low values of seles are shown.

$(2)$ The selected range will indicate the proper quertile. i. . . the botton 25\%, the lower midole 25\%, the upper miode 25t or the top 25 z .
(3) Date pertaining to the selected stus size ronge will be in thet quertile.


## Stender Industrisl CIessificetion Definition (SIC 1seos:

SIC $\$ 121$. Men"s Clothing Stores
Businesses primarily engaged in retail dealing in men's and boys chothing (oxcept athletic) and acepteories. Businesses primerity engaged in custom pailor ing are included here. Businesses engaged in retait men's and boys' appar el, retail men's and boys' bechmaer retail men's ano boys' clotming. men's custom iailored ciothing. men's reiail gloves. haberosinery, retail men's ond boys' hets ond caps, fereil men's and boys' hosiery, retail men's ond Doys' jackets, retail men's amo boys' neckwear, men's clothing sor es, letail
 men's and coys' sleep and loungewear, petail men's bnc Doys' sportswesr, retail men's and doys' sults. retati men's and boys' sweaters reqail mer's and boys' swimpear. refail men's ond doys' underciothing. 'elail mer's and boys' uniforms loxcept ethleticl and retall men's ond coys ciothing are included in this industry.

TABLE 2. Balance sheet profile for incorporsted businesses only. 1987
Uanitobe, Men's ciothing stores (5ic 6121)

|  | T0\%81(1) | Bottom $25 \%$ | Lowe? $\text { midd } 25 \%$ | UpDer $\text { middle } 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 20 $(1)$ $(i)$ | -- | -- | -- | -- |
|  | Average ( $3000{ }^{\prime}$ s) |  |  |  |  |
| Asents |  |  |  |  |  |
| Cash Accounts and notes receivable | 13 | -- | -- | -- | -- |
| Inventory | 1 | -- | -- | -- | -- |
| Other current assets | 138 | -- | - | -- | -- |
| Totel cufrent assets | 151 | -- | -- | -- | -- |
| Fixed assets | 31 | -- | -- | -- | - |
| Less: Accum. dep. on fixed assets | - | - | -- | -- | $\cdots$ |
| Other assets | 26 | -- | -- | -- | -- |
| Totel aseet: | 205 | -- | - | -- | -- |
| Liablllties and equity |  |  |  |  |  |
| Cuprent loans | 21 | -- | -- | -- | -- |
| Other current liabilities | 64 | - | -- | - | -- |
| Total curpent lisbilipies | 85 | -- | -- | -- | -- |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term deb | $4{ }^{3}$ | -- | -- | -- | -- |
| Dther lisbilities | 47 | -- | - | -- | -- |
| Total liabilities | 135 | -- | -- | -- | -- |
| Total eauity | 74 | -- | -- | -- | - |

(1) These estimeies re based on semple of businesses reporting $\$ 81$ es beiwern $\$ 25.000$ and $\$ 2.000 .000$.
see iable i for symools and notes.

TABLE 3. Finmelal ratios(1) for incorporated businewses only. 1987
Manltoba, Men's clothing stores (SIC 6121)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowar } \\ & \text { midd } 25 x \end{aligned}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lowsales value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime}$ s) | 20 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Laqudity ratio Curfent ratio (times) | 1.8 | -- | -- | -- | -- |
| ```Leverage retios Debtlequity ratio (times) Interest coverage petio (times) Oabt retio (times)``` | $\begin{aligned} & 1.8 \\ & 2.2 \\ & 0.6 \end{aligned}$ | -- | -- | -- | -- |

(1) The fatios represent the everage of ratios for ench businuss in the group and cannot be calculated from the figures shown in ieble 2 .

See lable 1 for symbols and netes.

## Definitions:

1. Liquidisy fatio:

Current a cur ren: assets / cuprent liabilities.
2. Eeverage retios:

```
Debi/equity z ropal liabilities / equity
DeDi fatio = loral |iabiliqies/ tosal assets
c) Interess coverage = net profit (interest expense/ interest expense.
```

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manltoba, Men's Clothing Stores (SIC 6121)

|  | Total(1) | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25^{\circ} \end{array}$ | Lower middle 25\% | Upper $\text { midole } 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom sales value i $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 19 \\ & (1) \\ & 11\} \end{aligned}$ | -- | -- | -- | - |
|  |  |  | verage (\$000 |  |  |
| Operating ectivities Cash from operations Depreciation Dther | $\begin{array}{r} 14 \\ 3 \\ -6 \end{array}$ | -- | -- | -- | -- |
| Dividends | -6 | - | -- | - | - |
| Investeent activities <br> Disposel of fixed essets <br> Purchsse of fixed assets <br> incresse in investment <br> Decreses in investment | $\begin{array}{r} 1 \\ -4 \\ -1 \\ -1 \end{array}$ | -- | -- | -- | -- |
| financing ectivitios <br> Increse in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Repayment of loans from sharenolders <br> Advances 8 loans from government <br> Incresse in equity <br> Decresse in equity <br> Other | $\begin{array}{r} -3 \\ 6 \\ -8 \\ - \\ - \\ -i \end{array}$ | $\therefore$ <br> $\therefore$ <br> $\therefore$ <br> $\therefore$ | -- -- -- -- -- | - <br> - <br> - <br> -- <br> - | - - - - - - - |
| Increse(decresse) in cash equivalents Cost equivelents-Beginning of the year Cash sequivalents - End of the reer | -5 12 7 | -- | -- | -- | -- |

11 These estimes bre biesed on sample of incorporzied busimesses reporting soles between \$25,000 ono \$2,000,000. Sample coume incluaes only those businesses roporting stetement of changes
see leble 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 bssed on Sic ciassification in is87
Menltobe. Men's Clothing Stores (SIC E121)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average lebour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nowly <br> reporting(2) | No langer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 80 | 6.529 | 621 | 9 | 4 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 71 5 3 1 | $\begin{array}{r} 3.075 \\ 1.168 \\ x \\ x \end{array}$ | $\begin{array}{r} 293 \\ 111 \\ 32 \\ 185 \end{array}$ | 8 - | 3 |
| 1987 |  |  |  |  |  |
| Total | 74 | 8.841 | 644 | 1 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20.99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 65 3 2 4 | $\begin{array}{r} 3.139 \\ 977 \\ x \\ x \end{array}$ | $\begin{array}{r} 229 \\ 71 \\ 38 \\ 306 \end{array}$ | 9 | - |

(1) average labour units are colcultico by dividing sotal poyroli by the overge onnul wage and salary roie as reported in the Survey of Employment. Payroll and Hours. Stasissics Canada. Catalogue $72-002$ An sverage labour unit could be interpieted as of fult-rime employee. more that the business size groups used ore determined of the canode level. Thus if ousiness has of leas 500 employpes in canade as whole but less than that number in any given province it is shown in the 500 and over groud.
(2) Refers to businesses reporting no payrall deductions in the previous year
(3) Refers 10 businesses reporsing no poyroll deductions in ine following vesp
"Newly reporting" and "no longer reporting" businesses are assumes to nove been in acfivity for six morits and the information is odjusted accordingly
see table i tor symools and notes.

TABLE 6. Selected operating characteristics of smil businesses by sales quartile. 1985-1987
Manitoba, Men's Clothing Stores (SIC 6121)


1985

| Number of observations in sample <br> Average sales \$ <br> Average exponse \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 146.333 \\ 14.852 \\ 4.481 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 11 \\ 155.242 \\ 138.533 \\ 16.709 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Avorage sales $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 89.702 \\ 98.211 \\ -8.509 \end{array}$ | -- | -- | -- | -- |

1986


1887


111 These estimates are based on sample of businesses reporting soles between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{3 2 , 0 0 0 , 0 0 0}$

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitobe, Women's Clothing Stores (SIC 6131)


## Symbols

- zero or no observetions
- toc smell too De expressed
not applicmble
- confidentill

Footnotes
(1) These estimates ri besed on sempl of Dusinesses poporing selvs between \$25,000 and $\$ 2,000,000$.

Totel weighted expenditur on given iten
(2) Velue in each ceil 2 fotsl weighted sales of all businesses in the sample. $\times 100$ for eech quattile
(3) Velue in each cell $=\frac{\text { Toial weighted expenditure on given iten }}{\text { Total weighted soles of busimesses reporting this item of expendifure }}$ foo foch quertile

This porition of the tat pertsins only to the businesses poporting the specific expense item. Therefort these prios are calculated individusly tho the iotal will not necessarily equsi 100\%.

## Motes

Data are shown by quertiles when ef least 13 of the sempled businesses report the specific item
 one querter of the sotel number of businesses. Within owch quapile. the overage patio is presented. for comprison purposes. ihe high end 1 om values of seles ert hown.

Mow to ute ine tobles

(2) The sulected range will indicete the proper quertile, i. e. the botsom 25\%. the lower middi 25\%, the upper midde 25\% or the top $25 \%$
(3) Deta pertsining to the sultected seles size tsinge will be in that quertile.

## Stenderd Industrisl CImseificetion Definition (SIC 1850):

S1C E131- Homen's Clothing Stores
Businesses pfimefly engaged in petil desling in women s clothing lexcept thticticl and accessories. Inctuded are businesses engeged if reioil women's clophing anc accessories. retail women's opparel. Petail women's clothing. Peteil womer's costs. women's clothing Eusiom


 momen's uniforms lexcept athleticl and women's clathing stofes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobs, Women's Clothing Stores (SIC 6131)

|  | Tats1(9) | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | Lowe ? $\text { mode } 25 \%$ | Upper $\text { middle } 25 \text { : }$ | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample (No.) Low sales value ( $\$ 0000^{\prime \prime}$ ) Migh sales value ( $\$ 000$ 's) | 31 (1) 11 | -- | -- | -- | -- |
|  | Average ( 5000 's) |  |  |  |  |
| Assets -. |  |  |  |  |  |
| Cash | - | -- | =- | -- | -- |
| Accounts and notes receivable | 8 | - | - | -- | - |
| Inventory | - | - | - | - | -- |
| Dther current assets | 100 | - | - | - | -- |
| Total current assets | 108 | -- | -* | -- | -- |
| Fixed assets | 44 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets Other sesets | 8 | -- | *- | -- | -- |
| Other essets | 。 |  | - |  |  |
| Total meete | 180 | - | - | - | -- |
| Liabilities and equity |  |  |  |  |  |
| Current losns Other curient liabilitios | 26 43 | -- | -- | -- | -- |
| Total current liabilities | 68 | -- | -- | -- | - |
| Moptgages Dayable | - | - | - | - | $\cdots$ |
| Long rerm debt | 3 | - | -- | -* | -- |
| Other lisbilities | 62 | - | - | -- | - |
| Total lisbilities | 133 | -- | -- | -- | -- |
| Totel equity | 27 | -- | - -- | - | -- |

181 These estimetes bre besed on semple of businesses fuporing soles berween $\$ 25.000$ and 52.000 .000 .
see fobl ifor symbals and notes

TABLE 3. Financial retios (1) for incorporiated businesses only. 1987
Manltobs. Women's Clothing Stores (SIC 6131)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | $\begin{array}{r} \text { UDDer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000^{\circ}$ ') Migh sales value ( $\$ 000^{\circ}$ ? | $\begin{array}{r} 31 \\ (1) \\ (1) \end{array}$ |  | -- | -- |  |
|  | Averoge |  |  |  |  |
| LYaidity ratio Cuprent retio (times) | 1.6 | -- | - | -- |  |
| Leverase patios <br> Debt/equity ratio (times) <br> Interest coversge ratio (times) <br> Debt ratio (times) | 4.9 2.3 0.8 | -- | -- | -- | -- |

1ti The retios represent the everege of ratios for sach business in the group and connot be calculated from the figur shown in tesle 2

See isbie ifor symbols and notes.

Definitions:

1. Liquidlyy ratio:

Currens a current assess / current liabilisies.
2. Leverege retios:
al Deev/equiqy = 1018 lisoiliqies / equily
b) Dent ratio $=1018$ liabilizies $/$ rovel assers
c) Interest coverag = net profis - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitobs. Women's Elothing Stores (SIC 6131)

|  | Total\11 | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | mide Lowe: | Uppe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Lom sales value ( $\$ 000$ s) High sales value (\$000's) | $\begin{aligned} & 18 \\ & 11 \\ & 11 \end{aligned}$ | -- |  | -- |  |
|  | Avelage ( 8000 s) |  |  |  |  |
| Operating ectivities Cash from operations Dedrecistion Other | $\begin{array}{r} 10 \\ 3 \\ -20 \end{array}$ | -- | -- | -- | -- |
| Dividends | -9 | -- | -- | -- | -- |
| Investeent ectivities <br> Disposel of tixec assets <br> Purchese of fixed sssets <br> Increse in investment <br> Decrese in investment | $\begin{aligned} & -3 \\ & -1 \\ & \hline \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> incerese in long term dedt <br> Repayment of long term debt <br> Loens from sharenolders <br> Repayment of loans from shereholders <br> Advances \& loans from government <br> Incicase in equity <br> Decrease in equity <br> Oiner | $\begin{array}{r} 7 \\ -7 \\ 17 \\ -4 \end{array}$ | -- - - - - - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | , |
| Increase(deciease) in cosh equivalents Cash equivelents-Buginning of the yoet Csis equivelents - End of the year | -7 7 | -- | -- | -- | - |

(1) These estimates sie dased on sample of incorported businesses reporing seles deiween 535,000 end $\$ 2,000,000$. Sample count inciudes only those Dusinesses coporting simiment of changes
see lable i for symbels ond notes

TABLE 5. Employment changes by size of business, 1984-1987 based on sic ciaselfication fm 1987
Menitobe. Women's Clothing Stores (SIC 6131)


## 1984

| Totel | 143 | 12.548 | 1.327 | 23 | 21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| less than 20 | 123 | 3.874 | 410 | 23 | 20 |
| $20-99$ | 4 | 1.127 | 151 | - | - |
| 100-498 | 7 | 1.170 | 123 | - | 1 |
| 500 and over | 9 | 6.077 | 643 | - | - |


| 1987 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 175 | 17.899 | 1.890 | 32 | . . |
| less then 20 | 145 | 4,538 | 479 | 27 | - . |
| 20-95 | $?$ | 1.627 | 172 | 3 | -.. |
| 100-493 | 11 | 1.794 | 189 | 2 | . . . |
| 500 and over | 12 | 9.940 | 1.050 | - |  |

(1) Average lebour units afe colculated by dividing totol poypoll by the overoge annuel wage and salary rate at feported in the

Survey of Emplovment. Payroll and Hours. StBistics Consas. Catalogue 12-002. An overage labour unit could be interpreted os a full-time employee wote that the business size groups used of determined at the Canado level ihus if obusiness has at least 500 mployees in Canade os whole but less than that number in any piven province it is show in the 500 end ovet groud.
121 Refers io Dusinesses reporting no oayroll deductions in the previous year
131 Refers so businesses peporting no peyroll deductions in the following yeer
"Newly reporing" and "no ionger reporing" businesses are assumed to hove been in activity for six months and the information is adjusted aczordingly

See table : for symbols and notes
TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Manitoba, women's clothing Stores (SIC 6131)
Totai(1)

1985

| Wumber of observations in sample | 16 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 222.484 | - | -- | -- | -- |
| Average expense \$ | 218.602 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 3,882 | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 12 |  |  |  |  |
| Average sales \$ | 210.350 | -- | -- | - | -- |
| Average expense \$ | 192.794 | -- | -- | -- | -- |
| Average net profit \$ | 17.556 | -- | -- | -- | -- |
| Businesese reporting loss (Mo.) | 4 |  |  |  |  |
| Average sales | 250.504 | -- | -- | -- | -- |
| Average expense \$ | 256.975 | -- | - | -- | -- |
| Average net lass 5 | -6.471 | -- | - | -- | -- |

1988

| Number of observstions im sample | 49 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 253.632 | -- | -- | -- | -- |
| Average expense \$ | 261.049 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 2.583 | -- | -- | -- | -- |
| Businesses reporting ppofit (No.) | 21 |  |  |  |  |
| Average sales \$ | 276,760 | -- | -- | -- | -- |
| Average exomens $\$$ | 258.830 | -- | -- | -- | -- |
| Average net profit \$ | 17.930 | -- | -- | -- | -- |
| Businesteg reporting lose (W0.) | 21 |  |  |  |  |
| Average sales \$ | 256.876 | -- | -- | -- | -- |
| Aversoe expense $\$$ | 265.018 | -- | -- | -- |  |
| Aversoe net loss | -8.142 | -- | -- | -- | -- |

1987

(11) These estimates are Dased on saple of Dusinesses reporting sales Deiween $\$ 25,000$ and $\$ 2,000.000$.
see itble If for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Manitobs. Clothing Stores n.e.c. (SIC E141)

|  | Total(1) |  | Bot tom 25\% |  | Lowe? <br> midde 25\% |  | Upper <br> middele 25* |  |  | TOD |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low soles value ( $\$ 000$ 's) Hign saies value ( $\$ 0000^{\prime}$ s) |  | $\begin{aligned} & 16 \\ & \vdots \\ & 1 \\ & i \end{aligned}$ |  |  |  |  |  |  |  |  |  |
| Selocted expense item | Industiy sverage(2) |  |  |  |  | \% businesses peporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} B \circ t+0 m \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | Uope? middl $25 \%$ | $\begin{aligned} & \text { 7op } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Uoper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percant of sales |  |  |  |  |  | Percent of ssles |  |  |  |  |
| Cost of seles | 62.1 | -* | -- | -- | -* | 100.0 | 62.1 | -- | -- | - | -- |
| Oceupency expenses | 7.1 | -- | = | -- | $\cdots$ | 100.0 | 7.1 | - | -- | -- | - |
| Depleciation | 1.2 | -- | -- | -- | -- | 100.0 | 1.2 | -- | -- | -- | -- |
| Repoirs ${ }^{\text {cosentenance }}$ | 2.5 | -* | -- | -- | - | 86.5 | 2.8 | -- | -- | -- | - |
| Heat. light \& telephone | 1.8 | -- | . | -- | - | 97.4 | 1.8 | -- | -- | -- | - |
| Rent |  | -- | -- |  | -- | 62.5 |  | -- | -- | -- | - |
| Personnel expentes | 15.1 | -- | -- | -- | -- | 100.0 | 15.1 | -- | -- | -- | -- |
| Financiel expenzes | 2.4 | -- | -- | -- | -- | 100.0 | 2.4 | -- | -- | -- | -- |
| interest 8 bank charges piofessional fees | 1.8 0.6 | -- | -- | -. | -- | 100.0 93.5 | 1.8 0.6 | -- | -- | -- | -- |
| Other expenses | 12.3 | -- | -- | -- | -- | 100.0 | 12.3 | -- | -- | = | - |
| protic (loss) | 1.0 | -- | -- | -* | -- | 100.0 | 1.0 | -- | -- | $\cdots$ | - |
| Totel | 100.0 | -- | $\cdots$ | - | -- | 100.0 | . . | -- | - | - | - |

Symolt
zero or no observations
too shell 100 De expressed
not opplicoble
$\pi$ confidenticl

## Footnotes

ill These estimates pre Desed on sample of businesses reporting sales between \$25.000 snd 52.000 .000 lots weighted expenditure on given iter

(3) Value in esch cell a lotal wighted expenditur on given isem $\frac{\text { lotal weighted stes of businesses reporting this item of expenditure }}{}$ for

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these retios ere calculeted indivioueliy and the totel will nop necesserily equil $100 \%$

## Motes

Detsere thom by Guertiles when at least 13 of qhe sampled businesses report the specific item
 one querter of the totel sumber of businesses. Within esch quartile. the overege patio is prosented. for comperison purposes. the high ano low values of ssles ere shom

Mow to use the tebles

121 The selected penge will indicate the propep quartile. i. . the bottom 25z. the fowt middle 25z, the upper midde 25z of the to0 25\%.
(3) Deto perteining to the selected sbles size penpe will be in thet gusptile

## Stendspd Industrisl Citesificetion Definition (SIC 1080):

SIC 6i4l. Elothing stores N. ©.c.
Businesses primarily engeped in retail dealing in clothing not buwhere clessified of in combinetion of mens. womens and childens clothing and accessories. Included in this indusiry are businesses primarily engaged in retailing fur goods Retail childrents and infants' clothing. ehilden's clothing stores, petail childen's coats. combination imen's. women's and children'sl clothing siores. reiail childen's dresses, blouses and shirls. Pamily clothing stores. retail fur goods. reqail children's hosiory, reisil infants and rodders clothing. 'eisil children's pants and slacks. peitil children's skirts. ietail children's sleepmer. retil children's suits. retail children's sweaters and retail childen's unoerwear are atso included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manltobs, Clothing stores n.e.c. (SIC 6i41)

|  | Total(1) | Bottom 25\% | Lower midole 25\% | $\begin{aligned} & \text { Unper } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses if sample (NO.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\circ}$ s) | $\begin{aligned} & 12 \\ & (1) \\ & 11) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asete |  |  |  |  | - |
| Accounts and notos receivable | 15 | =- | - | -- | -- |
| Inventory | - | -- | -- | -. | -- |
| Othef current assets | 203 | -- | -- | -- | $\rightarrow-$ |
| Total cuprent assets | 217 | -- | -- | -. | -- |
| fixed assets | 25 | - | -- | $\cdots$ | -- |
|  | - | -- | -- | -- | -* |
| Other assets | 15 | -- | -- | - | -- |
| Total ussets | 258 | - | -- | - | -* |
| Lisbillites and equity . 52 ..- |  |  |  |  |  |
| Current losns lisbilities | 52 100 | =- | -- | -- | -- |
| Total current liabilities | 152 | $\cdots$ | -- | -- | -- |
| Mortgages oayable | - | - | -- | -- | -- |
| long term debe | 53 | - | "- | -- | -- |
| Other liabilities | 53 | -- | -- | -- | -- |
| Total lisbilitios | 205 53 | -- | -- | -- | -- |
| Total equity | 53 | -- | -- | -- | -- |


see table ifor symools and notes.

TABLE 3. Financial ritios(1) for incorporeted businesese only, 1987
Menitobe. Clothing stores n.e.c. (SIC 6141)


(1) The fatios represent the seregt of ratios for ach business in the group shd esnot be celculsted from the figur show in lebit 2 .
(2) These estimetes me besed on smple of businesses repoting sales between $\mathbf{5 2 5}, 000$ and $\mathbf{5 2}, 000,000$.

See Teble 1 for symbols and motes.

## Definitions:

1. Liquidity ratio:

Cuprent = current assees / curpent lisbilities.
2. leverege retios:

क1 Debt/equity $=$ potal liabilities / equity.
D) Deot fatio $=101 a 1$ |iabilities / total assers
c) Interest coverage $=$ net profil . interest expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba, Elothing Stores n.e.c. (SIC 6141)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | $\text { midde } 25 \%$ | UpDe: $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low soles value ( $\$ 000$ 's) High sales value ( 8000 's) | $\begin{aligned} & 11 \\ & 11 \\ & 11 \end{aligned}$ | -- | -. |  |  |
|  | Average (\$000's) |  |  |  |  |
| Opersting ectivities Cash from operations Deprecition Other | $\begin{array}{r} -1 \\ 6 \\ -14 \end{array}$ | -- | -- | -- | -- |
| Dividends | -13 | - | -- | - | -* |
| lavestment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresese in investment <br> Decrese in investment | $\begin{array}{r} 6 \\ -10 \\ \hline \end{array}$ | -- | -- | -- | =- |
| Financing ectivities <br> Increse in long term deb? Reparment of lang ierm deot Loans from shareholders Repayment of loans from sharehol ders Advances 8 loans fiom government increse in equisy Decrease in equity Other | -1 -7 -1 | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - - - - - - | - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash suivelents Cash s equivalents-Beginning of the yest Cash equivalents - End of the reer | $\begin{array}{r} -22 \\ 21 \\ \hline \end{array}$ | -- | -- | -- | -- |

 oniy inose Dusinesses reporiting statent of chenges
set inole ? for symbols and nores.

TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC claseification in ig87
Menltobs, Clothing Stores n.e.c. (SIC 6141)

| 8usiness ize expressed in overoge labour units(l) | Number of businesses | $\begin{gathered} \text { Total payrall } \\ \text { (\$000's) } \end{gathered}$ | Averoge laboup units(l) | Changes in number of businesses with poid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } y \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 50 | 1.445 | 150 | 4 | 7 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 49 $=$ $i$ | X <br> - | 137 $=$ 13 | 4 | 5 2 - |
| 1987 |  |  |  |  |  |
| Total | 49 | 2,288 | 208 | 7 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 46 2 1 | $\begin{array}{r}1.237 \\ \hline\end{array}$ | 112 22 74 | 7 $=$ | $\cdots$ |


 full-i ine geployee. Wote thet the business size proups used are derermined et ine canada level. Phus it a business hes si leas? 500 employes in Canade as who but less than ther number in eny given province it is shown in the soo ond over group.
121 Reters to ousimesses reporing no payroll deductions in the previous year.
131 Refers to businesses reporting no payroll deductions in the following year
Newly recorting" and mo longer feporting" businesses are assumed to heve beer in activity for six monshs and the informetion is adjusted sccordingly

Ser Table 1 for symbols and notes

TABLE 6. Selected operating characteristics of smail businesses by sales quartile. 1985-1987
Manitoba. Clothing Stores n.e.c. (SIC 6141)


1886

| Mumber of deservetions in smple <br> Aversge soles \$ <br> Lueroge expense $\$$ <br> Averege net profit (loss) \$ | $\begin{array}{r} 51 \\ 200.356 \\ 198.602 \\ 1.754 \end{array}$ | $\begin{aligned} & 48.622 \\ & 52.625 \\ & -4.003 \end{aligned}$ | $\begin{array}{r} 109.177 \\ 118.217 \\ -9.040 \end{array}$ | $\begin{array}{r} 194.762 \\ 189.313 \\ 5.449 \end{array}$ | $\begin{array}{r} 448.864 \\ 434.252 \\ 14.612 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Averoge saios $\$$ <br> Aversge expenses <br> Average net profit $\$$ | $\begin{array}{r} 31 \\ 198.119 \\ 184.803 \\ 13.316 \end{array}$ | $\begin{array}{r} 53.955 \\ 48.318 \\ 5.637 \end{array}$ | $\begin{array}{r} 99.235 \\ 93.043 \\ 6.192 \end{array}$ | $\begin{array}{r} 193.229 \\ 183.979 \\ 9.250 \end{array}$ | $\begin{array}{r} 44.057 \\ 413.873 \\ 32.184 \end{array}$ |
| Busineses reporting loss (No.) <br> Averege sales <br> Average expenses <br> Averspe net loss $\$$ | $\begin{array}{r} 20 \\ 202.808 \\ 221.043 \\ -18.235 \end{array}$ | $\begin{array}{r} 11.861 \\ 58.086 \\ -16.225 \end{array}$ | $\begin{array}{r} 111.040 \\ 122.932 \\ -11.892 \end{array}$ | $\begin{array}{r} 201.952 \\ 214.346 \\ -12.394 \end{array}$ | $\begin{array}{r} 456.379 \\ 488.809 \\ -32.430 \end{array}$ |

1987

| Wumber of observations in sample | 270.23 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles \$ | 279.447 | -- | -- | -- |  |
| Average expense s | 284.749 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -5.302 | -- | -- | -- | -- |
| Businesses reporting aprofit (Mo.) | 12 |  |  |  |  |
| Average sales $\$$ | 305.263 | -- | -- | -- | -- |
| Average expense 5 | 285.714 | -- | -- | -- | -- |
| Average net profit $\$$ | 19.549 | -- | -- | -- | -- |
| Businesses reporting lose (Wo.) | 11 |  |  |  |  |
| Average soles \$ | 258.165 | -- | -- | -- | -- |
| Averse expense s | 288.377 | -- | -- | -- | -- |
| Average net los:s | -30.212 | -- | - | -- | -- |

111 These estimates sre based on sample of businesses reporting saies between $\mathbf{\$ 2 5 . 0 0 0}$ shd $\$ 2.000 .000$.
Ser table 1 for symmols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Fabrlc and Yarn Stores (S|C 6151)


## Syebols

- zero or no observacions
- too small too de expressed
not applicsbl
$x$ confidentis!


## Foot notes

(1) These estimetes are based on a stmple of businesses reporting sales betwern \$25.000 and $\$ 2.000 .000$.

Total weighted expenditure on given irem

Totai wighied sales of all businesses in the sanple
3) Value in esech cell $=$ lotsl weighted expenditure on givin item

This portion of the toblepertions only to the businesses peporting the specific expense itum. Therefore these retios ere colculeted individually and the total will nop necesserily equal $100 \%$.

## Notes

Dete are shown by ouartiles when ef lest 13 of the sampled businesses report the specific item.
Records wert ranked in ascending order eccording to soles size. Esch quertile li. e. bottom 25\%, lower midde 25\%, Etc.l represents on querter of the total number of businesses. Within each queriile, the avertge retio is presented. For comperison purposes. the high and low vilues of satel are snown

How to use the tables

21 The selected renge will indicate the proper qust tile. i. the bettom 25\%. the lower miool 25 . the upper midde $25 z$ or the 100 $25 \%$
(3) Doto pertoining to the seltected seles ize range will be in that quertile.

## stenderd Industrisl CInswificetion Definition (SIC 1880):

## \$1C 6151 - Febric and Yern Stores

Businesses primarily engaged in retail dealing in yard goods: yarns and relaqed merchandise such as: dry goods end notions storat. fabric stores. retail knifing yarm ano accessories. mill-end stores (textilefadicl. retail piece poods ltextile fabrich, retail sewing thread. rotail textile fabrics. fetail yarn goods (textile fabricl and retail yarn.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Fabric and Yarn Stores (SIC 6151)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime}$ s) <br> Migh sales value ( $\$ 000$ 's) | $(11)^{3}$ | -- |  | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Accounts and noter receivable | $\times$ | - | -- | -- | -- |
| Inventory | $x$ | -- | -- | -- | -- |
| Other cuprent assets | $x$ | - | - | -- |  |
| Total current assets | $x$ | -- | -- | - |  |
| Fixed assets | $x$ | -- | -- |  | - |
| Less: Accum. dep. on fixed assets | $x$ | -- | -- | -- | -- |
| Other ossets | $x$ | -- | -- | -- | - |
| Total assets | $x$ | - | - | -- | -- |
| Liebilities and Equity |  |  |  |  |  |
| Other current liabilities | $x$ | -- | -- | -- | -- |
| Total current liabilities | $x$ | -- | -- | -- |  |
| Mortgages bayable | * | -- | - | -- |  |
| Long term debt | X | -- | - | -- | -- |
| Other liabilities | $\chi$ | -- | -- | -- | -- |
| Totel lisbilities | $x$ | - | -- | -- | -- |
| Total equity | $\times$ | -- | -- | -- | - |

(1) These estimates ore based on a sample of businesses reporting sales between $\$ 25,000$ and $\$ 2,000,000$
see iable 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated busineses only. 1987
Menitobe, Fabric and Yern Stores (SIC 5151)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Uoder middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Law sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | $\left(\begin{array}{l}\text { (1) } \\ (1)^{3}\end{array}\right.$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 2.8 | -- | -- | -- | -- |
| Leverage retion ```Debt/aquity retio (times) Interest coveroge palio (times) Debt retio (times)``` | $\begin{array}{r} 0.5 \\ 30.4 \\ 0.3 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the overnge of rotios for esch business in the group end cannot be calcultod from the figures shown in fabla 2 .
12) Thest estimetes sre besed on sample of businesses reporting ssies between $\$ 25,000$ ond $\$ 2,000,000$.

See inble ifor symbol and notes.

## Definitions:

1. Liquidity retio:

Current = current assets / curpent lisbilities
2. Leverige ratios:
a) Dect/equity $=$ qoial liabilities $/$ equity
b) Debt ratio $=$ coial lisbilities / qoial assets
c) Inrerest coverage $=$ net profir $\quad$ interest expense / interest expmsen.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba. Fabric and Yorn Stores (Sit 6151)

 only those businesses reporting statement of chenges.
see itble 1 for symbols and notes.

TABLE 5. Employment changes by size of businest, 1984-1987 based on SIC classification in 1987
Manltobe. Fabric and Yarn Stores (SIC 5151)

| Business size exoressed in average iabour units\{1) | Number of businesses | $\begin{array}{r} \text { Total parroil } \\ \left\{\$ 000^{\circ} \leq\right\} \end{array}$ | Average labour units(1) | Changes in number of businesses with poid emplayes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y feporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 34 | 2.385 | 253 | 5 | 5 |
|  | 28 | 648 |  | 5 | 5 |
| 20-99 | 4 | - $\times$ | 148 | 5 | - |
| 100-499 | 2 | $\times$ | 36 | - | - |
|  |  | - | - |  |  |

1987

| Total | 38 | 2.437 | 221 | 4 |
| :---: | :---: | :---: | :---: | :---: |
|  | 33 | 746 | 68 | 4 |
| 1ess than 20 | 3 | x | 112 | - |
| 100-499 | 2 | X | 41 | - |
| 500 and over | - | - | - | - |

(1) Average labour units ore colculoied by dividing total payroll by the overoge onnusl wage and salary rase bs reported in the Surver of Employment. Poyroli and Hours, 5tatistics Conada. Catalogue 72-002. An average laboul unis could be interpreted as a fuli-time employee. Noie that the business size groups used are deiermineo ot the canalol. Thus it a business has at least 500 employees in Canade as whole but less than that number in any given province ip is shom in the 500 and over group.
121 Refers to Dusinesses repcriting no payroll deductions in the previous year
(3) Refers 20 businesses reporting no payroll deductions in the following year
"Newly redorting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months ano the information is adusted accordingly.

See rable 1 for symbols and notes.

TABLE 6. Selected operating charactertstics of small businesses by sales quartile, 1985-1987
Manitobe, Fabric and Yarn Stores (SIC 6151)

|  | Total(1) | Bottom $25 \%$ | Lowe: middle 25* | Uoper middle 25\% | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple | 8 |  |  |  |  |
| Average soles $\$$ | 226.084 | -- | -- | -- | -- |
| Average expense \$ | 225,581 | - | -- | -- | -- |
| Average net profit (loss) s | 503 | -- | -- | -- | -- |
| Businesses reporting profis (No.) Average steles \$ | 134.055 | - | -- | -- | -- |
| Average expense $\$$ | 123.073 | -- | - | -- | -- |
| Average net profit $\$$ | 10.982 | =- | -- | -- | -- |
| Businesese rmpoiting lose (No.) |  |  |  |  |  |
| Average sales \$ | 227.714 | -- | -- | -- | -- |
| Aversge expense $\$$ Average net loss 5 | 238.581 -10.867 | -- | -- | -- | -- |
| Average net loss 3 | -10.867 | -- | -- | -- | -- |

1986

| Mumber of observetions in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net Drofit (loss) \$ | $\begin{array}{r} 13 \\ 135.119 \\ 128.876 \\ 6.243 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting erofit (Mo.) | 12 |  |  |  |  |
| Average sales \$ | 134.925 | -- | -- | -- | -- |
| Average expense \$ | 127,892 | -. | -- | -- | -- |
| Average net profit $\$$ | 7.033 | -- | -- | - | - |
| Businesees reporting loss (No.) | 1 |  |  |  |  |
| Aversge sales ${ }^{\text {a }}$ | 89.068 | -- | -- | -- | -- |
| Average expense \$ | 91.048 | -- |  |  |  |
| Averege net loss \$ | -1,980 | -- | -- | -- | -- |

1987
Mumber of observations in sample
Average sales $\$$
Average oxpense $\$$
Aver age net piof it (loss) $\$$

| 14 |  |  |  |
| :---: | :---: | :---: | :---: |
| 125.967 | -- | -- | -- |
| 115.684 | -- | -- | -- |
| 10.283 | -- | -- | - |
| t |  |  |  |
| 208.717 | -- | -- | -- |
| 183.965 | -- | -- | -- |
| 24.752 | -- | -- | -- |
| 6 |  |  |  |
| 43.217 | -- | -- | -- |
| 47.402 | -- | -- | -- |
| -4,185 | -- | -- | -- |

(1) These estimates are based on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2,000,000$.
see table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Moushold Furniture Stores (SIC 521)

|  | Tota111) |  | Bottom 25\% |  | Lower$\text { miodle } 25 \%$ |  | Uppermiddle 25\% |  |  | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gus:nesses in sample (No.) Law sales value ( 9000 's) High saies value ( $\$ 000$ 's) | $\begin{aligned} & 46 \\ & 11 \\ & 11 \end{aligned}$ |  | -- |  |  |  |  |  |  |  |  |
|  | Industiy overage 2 ) |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
| Selected expense item | Tota! | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { micdle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { miodle } \\ & \gamma 6 \% \end{aligned}$ |  |  | Totol | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowei } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sules | 38.6 | -- | -- | -- | -- | 89.8 | 43.0 | - | - | ** | -- |
| Dccuponcy expenses | 7.1 | =- | - | -- | -- | 100.0 | 7.1 | -- | -* | - | = |
| Depreciation | 1.5 | -- | -- | - | -- | 72.5 | 2.0 | -- | -- | -- | - |
| Repairs a maintenance | 0.6 | - | - | -- | -- | 62.2 | 1.0 | -- | -- | - | - |
| Heat. light 8 telephore | 2.0 | -- | - | -- | -- | 89.5 | 2.2 | - | ** | -- | -- |
| Rent | 3.1 | -- |  | -- | - - | 55.0 | 5.6 | -- | -- | - | -- |
| Personnel expenses | 11.6 | -- | -- | -- | - | 17.9 | 13.2 | =- | -- | - | -- |
| Finsmcial expenses | 2.5 | -- | -- | -- | -- | 59.2 | 2.5 | -- | - | " | -- |
| interest 8 bank charges | 2.1 | -- | - | -- | -- | 90.1 | 2.3 | -- | -- | - | -- |
| Prolessional fees | 0.4 | - | - | - | -- | 77.8 | 0.5 | -- | -- | - | -- |
| Other expenses | 22.6 | - | -- | -- | -- | 100.0 | 22.8 | -- | -- | -- | -- |
| Profit (loss) | 17.6 | -- | -- | - | -- | 100.0 | 17.5 | -- | - | -* | -* |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | . $\cdot$ | -- | - | - | -- |

## Symbois

- zero or no observetions
- 100 small too de expressed
not applicable
* contidential
footnotes
$(1)$ These estimetes bre besed on a semplg of businesses reporting sales between $\$ 25.000$ ond 82.000 .000 .
Toisl weighied Expendipur on given item
121 Volue in each celi $=\frac{\text { lotar weignted sales of sil businesses in the semple }}{100}$ for esh quertila.
(3) value in aech cell $=\frac{\text { lotat weighted expendilure on given ilem }}{\text { ropal weignted soles of businesses peporting this item of expenditure }}$ for esh quartile.

This portion of the iable perteins only to the businesses roporing the specific expense iqem. Therefore these retios ere colculsta individutly ano the toral will not necesserily equal $100 \%$.

Hotes
Dete ere shom by quartilis when at leat 13 of the sumpleo businesses report the specific item
 one quarier of the lotal mumber of businesses. Within each quartile. the verage retio is prasented. for comparison purposes. the high and low values of sibles are shown.

How to ust the tebied
(1) Locst the appropi iete seies renpe thet is displeyed on the two lines entisled bow geles velupe and emigh sales velues
(2) The selected renge will indicete the proper quertile. i. the bottom 25y. the lomer fidde 25\%. the uppor niode 25I or the top 25\%.
(3) Date perteining to the sefected seles size range will be in thet quartile.

Stenderd Industribl Claseificetion Definition (SIC 1980):
SiE E210 - Moutehold furnipure Stores
Businasses pr.marily engaged in reteil dealing in housenold furniture. Businesses primarily maged in furniture refinishing end repair are inctuded in this industry group.

TABLE 2. Balance sheet profile for incorporeted businesses only. 1987
Manitoba, Houshold Furniture Stores (SIC E21)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { micole } 25 \% \end{array}$ | $\begin{array}{r} \text { UpDer } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ ) Hign sales value ( $\$ 000$ | 33 $(1)$ (1) | -- | -- |  | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivable | 59 | -- | -- | -- | -. |
| Inventory | 5 | -- | -- | -- | -- |
| Dithe cuifent assets | 221 | -- | -- | - | -- |
| Total cupiont assets | 279 | - | -- | -- | -- |
| Fixed essets | 35 | -- | -- | - | -- |
| Less: Accum. dep. on fixed assets | - | -- | - | -- | -- |
| Dther assets | 30 | -- | -- | -- | -- |
| Totsl essets | 345 | -- | -- | -- | -- |
| Lisbilities end aulty 56 |  |  |  |  |  |
|  | 56 127 | -- | -- | -- | -- |
| Dother cuprent Total cuprent liabilities | 183 | -- | -- | -- | -. |
| Mortasges daysole | - | - | -- | -- | -- |
| Long lerm debt | 9 | -- | - | *- | - |
| Other lidubilities | 68 | -- | -- | -- | -- |
| Total lintilities | 260 | -- | -- | -- | -- |
| Total equity | 85 | -- | -- | -- | - |

(1) These essimates are based on sample of duslnesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$

See table 1 for symbols and nopes

TABLE 3. Financtal ratios(1) for incorporated businesses only, 1987
Menltobs. Moushold Furniture Stores (SIC 621)

|  | Tots1(2) | $\begin{aligned} & \text { Bo t tom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo. Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 33 \\ (1) \\ (1) \end{array}$ |  | -- | -- | -- |
|  | Averoge |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.5 | -- | -- | - | -- |
| ```Leverage retios Debt/equity ratio (times) Interest coverage qutio (times) Dobt ctic (times)``` | $\begin{aligned} & 3.1 \\ & 3.1 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios represent the suerege of pitios for each business in the group and cennot be colculatec from the figur shown in fable 2

121 These estimetes bere besed on strple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000.000$.
See isble 1 for symbols ind notes.

Deflnitions:

1. Liquidity ratio:

Curient $=$ cuprent asseis / cuireni liabilities
2. Leverage retios:
a) Deotfequity = lolal liabilities / equity
b) Depr patio a cotal liatilities / total assess
ol Intertst coverge $=$ ne: profis - interest expense / interest expense

TABLE 4. Statement of changes in fimancial position for ineorporated businesses only, 1987
Manitobw. Houshold Furniture Stores (SiC 621)

(1) These estimates are desed on a sample of incoiporeiec businesses reporting seles beimeen $\mathbf{5 2 5 , 0 0 0}$ and $\mathbf{5 2}, 000.000$. Somple count inciudes only those businesses reporiing a statement of chenges.
see fable 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 based on sic ciassification in i987
Manitobe. Houshoid Furniture Stores (Sic Ez1)


 Surver of Employment. Poyroll and Hours. Staristics Canade. Colalogue $92-002$. An everage labour unit could be interpietiod as a full-iine emoloyee. Note that the business size groups used are deitmined at the can odo level, fhus if a businuss hes at less?

121 Reters 10 businesses feporting no payroll deductions in the pievious yes.
131 Refers to businasses reporting no payrol deductions in the following year.
"Newly redorting" and mo longer reporting" businesses are assumed to have deen in activity for six months and the information is adjusted accordingly
see fable f for symbols and motes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manltobe. Houshold Furniture Stores (SIC 621)

|  | To:al11) | Bottom 25: | m.dele ${ }^{\text {Lowep }}$ | Uoder midde $25:$ | Too 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
|  |  |  |  |  |  |
| Average sales \$ | 284.329 | -- | -- |  |  |
| Average expense \$ | 272.096 | -- | -- | -- | -- |
| Average net Drofit (loss) \$ | 12.233 | -- | -- | -- | -- |
| Businesses peporting profit (Mo.) Average sales $\$$ | 20 287.850 |  |  |  |  |
| Average sales \$ <br> Averape expense s | 287.850 279.533 | -- | -- | -- | -- |
| Averege net profits | 271.533 16.317 | -- | -- | -- | -- |
| Businesses reporting loss (Wo.) | 6 |  |  |  |  |
| Averoge seles 5 | 319.954 | - | - | -- | -- |
| Averspe expenst 5 | 325.892 | -- | -- | -- | -- |
| Average net loss \$ | -5.938 | -- | -- | -- | -- |

1986


1987

| Number of observetions in sample Average soles 8 Average expenses <br> Average nei profit (loss)s | 54 271.784 256.534 15.230 | 34.397 22.189 12.208 | $\begin{aligned} & 53.606 \\ & 41.086 \\ & 12.520 \end{aligned}$ | $\begin{array}{r} 151.755 \\ 146.254 \\ 5.501 \end{array}$ | $\begin{array}{r} 847.297 \\ 816.605 \\ 30.692 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting prof it (Mo.) | 38 |  |  |  |  |
| Average sales \$ | 262.012 | 34.397 | 53.068 | 135.535 | 825.047 |
| Averege expenses | 240.095 | 22.189 | 39.596 | 123.284 | 715.309 |
| Averse net prolits | 21.917 | 12.208 | 13.472 | 12.251 | 49.738 |
| Businasses reporting elost (Mo.) | 16 |  |  |  |  |
| Avorage sales \$ | 385.330 | - | 60.986 | 193.763 | 901.241 |
| Average expense \$ | 394.662 | - | 61.519 | 205.741 | 916.725 |
| Average net loss ${ }^{\text {s }}$ | -3.332 | - | -533 | -11.978 | -15.484 |

[^14]TABLE 1. Selected operating ratios, in percent of sales, 1987
Menitobe, Furniture. Refinishing and Repeir Shop (SIC 6213)

|  | Tolal(1) |  | $\begin{array}{r} 801: 0 \mathrm{~m} \\ 25 \% \end{array}$ |  | Lower$\text { modele } 25 \%$ |  | Uopermidde 25\% |  |  | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samplo. (No. tow sales value ( $\$ 0000^{\circ}$ s) High sales value ( $\$ 000$ 's) |  | 13 $(1)$ 11 |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry overage (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nessesing } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | UDDEI midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { UDDe! } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of cales |  |  |  |  |
| Cost of sales | 24.6 | -- | -* | -- | -- | 13.1 | 29.6 | -- | -- | -- | - |
| Decupancy expenses | 7.9 | -- | -- | -- | -- | 100.0 | 7.9 | -- | -- | -- | -- |
| Depreciation | 2.0 | -- | -- | -- | -- | 61.8 | 3.2 1.3 | -- | -- | -- |  |
| Repairs 8 maintenanca | 0.8 | -* | -- | - | -- | 57.9 | 1.3 | -- | -- | -- | -- |
| Hest. light s telephone | 2.3 2.8 | - | -- |  | -- | 86.6 40.3 | 2.7 6.9 | -- | -- | -- | -- |
| Rent | 2.8 | -- | -- |  | .. | 40.3 | 6.9 | - | - | - |  |
| Personnel expenses | 11.1 | -- | -* | -- | -* | 81.9 | 13.6 | -- | -- | - | -- |
| Finuncial expenses | 2.9 | -- | - | -- | -- |  |  | -- | -- | -- | -- |
| Incerest \& bank charges Professions: fees | 2.5 0.4 | -- | -- | -- | -- | 100.0 65.7 | 2.5 0.6 | -- | -- | -- | -- |
| Other expenses | 26.2 | -- | -* | -- | -- | 100.0 | 28.2 | -- | - | - | -- |
| Proflt (loss) | 27.3 | -- | - | -- | -- | 100.0 | 27.3 | -- | -- | - | -- |
| Total | 100.0 | -- | -* | -- | -- | 100.0 |  | -- | -- | -- | - |

## Symool:

- zero or no oosepvalions
-. 100 smell 100 be expressed
not applicable
$\times$ conficentisl


## footnote:


Totel weighsed expendirus on given iten
(2) Value in bach cell $=$ for atech quertile

This portion of the toble pertains only to the businesses poporting the specific expense item. Therefore these retios be celculated indiyioually and the total will not necesserily equel $100 \%$.

## Mores

Oate me shown by quertiles when st loust i3 of phe sampled businesses report the specific iten.
 on guarter of the lotel nutber of businesses. Within bach quartile. the average ratio is presented. For congerison purposes. the migh and low values of sites re shown.

How to une the teblet
(1) Locse the appropriste seles range thet is displayed on the two lines entitled bow siles value" and emigh salet velue"

121 The selected renge will indicete the proper quertile. i. . the botton 25\%. the lower wiodl 25\%. the upper micole $25 \%$ or the top 25\%.
(3) Deta pertaining so the selected sales size range will be in thet quertile

Standerd Industrlel Clsssificetion Definition (SIC 1ss0):
S15 5213 - Purnitur Refinithing and Ropeir Shopt
 roupholstering. furniture fefinishing and pepsir shops. furniture repair. furnitupe paint and vernish stipping and polishing of furni ture

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Menitobe, Furniture, Refinishing and Repair Shop (SIC 6213)

|  | Tota111) | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { miod } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in sample (Mo.) <br> Low sales vaiue ( $\$ 0000^{\prime}$ s) <br> Migh sales value (\$000's) | $\left\{\begin{array}{r} i \\ \{1 \end{array}\right\}$ | -- | -- |  | -- |
|  | Average ( $5000{ }^{\prime}$ s) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash Accounts and notes peceivable |  | -- | -- | -- |  |
| Accounts and notes receivable lnventory | $\frac{x}{x}$ | -- | - | -- | -- |
| Other curcent assets | $x$ | -- | - | - | -- |
| Total curient asset: | X | -* | -- | - | -* |
| Fixed assets | $x$ | -- | -- | -- | -- |
|  | $x$ | -- | -- | -- | ** |
| Other ossets | x | -- | -- | -- | -- |
| Totel essets | $\times$ | - | -- | =- | -* |
| Liebillice and equity |  |  |  |  |  |
| Dether current lisbilities | X | -- | -- | -- | -- |
| Total cuprent liabilities | $x$ | -- | -- | -- | -- |
| Mor igages dayable | $x$ | -- | -- | -- | -- |
| bong term ded | $x$ | -- | -- | -- | -- |
| Opher liabilities | $x$ | -- | -- | - | -- |
| Total liobillties | $x$ | -- | -- | - | -- |
| Total equity | X | -- | - | -- | -- |

(1) These estimates are besed on a sample of Dusinesses peporting soles between 525,000 and $52,000,000$.

Set Table 1 for symbols and notes.

TABLE 3. Financial ratios (1) for incorporated butinesees only, 1987
Manltobe. Furniture. Refinithing and Repair Shop (Sic s213)

|  | Total(2) | Botyom 25\% | Lower midde 25\% | Uppe? $\text { midd } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low soles velue ( $\$ 000$ ' ) Migh sales volue ( $\$ 000^{\prime}$.) | (1) $(1)$ | -- | -- | -- | -- |
|  | Averoge |  |  |  |  |
| Liquidity petio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Leverege retios <br> Debtieauity retio (times) <br> Intercst coverege ratio (times) <br> Debt retio (times) | 3.0 5.3 0.8 | -- | -- | -- | -- |

(1) The retios represent the overage of rotios for eech business in the group and connot oe celculsted from the figures shom in teble 2

12 These mitimes ore based on smete of businesem reporting seles betwen $\$ 25.000$ and $\$ 2,000,000$.
See Table 1 for symbols and notes

## Definitions:

1. Liquidity tatlo:

Current $=$ cupront assets $/$ current fiabilities
2. Levernge reties:
ol Debr/equity $=$ potal liabilipies / equity.
b) Debr ratio $=$ total liabilisies $/$ potal assets.
c) intertst coverage $z$ net profit - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. igs7 Manitoba, Furniture, Refinishing and Repair Shop (SIC E213)

|  | Total! 1 ) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upoer middie 25: | $\begin{aligned} & \text { Toc } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $5000^{\circ}$ s) Migh soles value ( $\$ 000$ s) | $\begin{array}{r} 5 \\ (1)^{5} \\ (1)^{2} \end{array}$ |  | -- |  | -- |
|  |  |  | verage (\$000 |  |  |
| Operating ectivities <br> Cash from operetions Dapreciation Dther | $\begin{array}{r} 33 \\ 13 \\ -19 \end{array}$ | -- | -- | -- | -- |
| Dividends | -27 | -- | -- | -- | -- |
| Investeme activities <br> Disposes of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decrease in investment | -16 | -- | -- | -- | -- |
| Finencing ectivitios Increase in long term debt Repayment of long term deb: Loans from thareholders Reparment of toons from sharatiolders Advances $\delta$ loans from government Increase in equipy Decresse in equity Opher | $\begin{array}{r} 3 \\ -2 \\ -5 \\ -5 \end{array}$ | -- -- -- -- -- | - <br> - <br> - | $-\infty$ <br> $=-$ <br> $=-$ <br> - <br> - | - - - - - - |
| Increasefocresse) in cash equivalents Cash tequivalents-leginning of the year Cash equivalents - End of the year | $\begin{array}{r} -16 \\ -12 \\ -12 \end{array}$ | -- | -- | -- | -- |

111 inese estinates are besed on Demple of incorpor teo businesses reporing sales between $\$ 25,000$ enc $\$ 2,000,000$. Sample count includes oniy those businesses reporting stasement of chenges
see ingle 1 for symbls and noles.

TABLE 5. Employment changes by stze of business. 1984-1987 besed on SIC classification in iss7
Manlioba. Furniture. Refinishing and Repalr Shop (SIC 5213)


(1) Aversge labour unita me colculated by dividing total paypoll by the averoge annual wage and salary rate as reported in the

Survey of Employment. Payroll and Hours, Statistics Canada. Casalogue 12-002. An average labour unit could be inierpleted as o
full-time employee. Note that the business size groups used are determined ot the Canade fevel. Ihus if business has of least 500 employés in Canda as a mole but less than that number in any given province it is shown in the 500 and over group
(12) Refers to Dusinesses reporting no payrall deductions in the previous year.
(3) Refers 10 businesses raporiing no payrotl deductions in the following year
"Newly reporting" and "no longer reporting" ous inesses are assumed to have been in sctivisy for six months and the information is adjusted accordingly

See tesie i for symbols and notes

TABLE 6. Selected operating characteristics of suall businesses by sales quartile. 1985-1987
Manitoba, Furniture, Refinishlng and Repair Shop (Sic 6213)


1986

Mumber of observetions in sample
54,974
45,632

Average expense $\$$ (loss) $\$$

Businesses reporting profit (Mo.)
Average sales \$
52.548

Averege expense s
42.386

Averoge net profit $\$$
10.162

Businesses reporting lose (Mo.)
118.036

Average stiles 5
$\begin{array}{lr}\text { Averoge expenses } & 122.658 \\ \text { Average net loss } \$ & -4.522\end{array}$

TABLE 1. Selected operating ratios. in percent of sies. 1987
Manitoba, Appliance, Television, Radlo and Stereo Stores (SIC E22)

| - | Total(1) |  | 8o:tom 25\% |  | Lowe!$\text { midole } 25 \%$ |  | Upoer$\text { middie } 25:$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales raiue ( $\$ 000$ s) Higt. sales value ( 8000 s ) | $\begin{array}{r} 85 \\ (1) \\ (1) \end{array}$ |  | $\begin{array}{r} 111 \\ 55 \end{array}$ |  | $\begin{array}{r} 55 \\ 139 \end{array}$ |  | $\begin{aligned} & 139 \\ & 320 \end{aligned}$ |  |  | 320 |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi= } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper idde $25 \%$ | $\begin{aligned} & \text { Top } \\ & \text { 25\% } \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Parcent of salas |  |  |  |  |
| Cost of sules | 54.2 | 51.8 | 51.4 | 53.2 | 80.3 | 37.2 | 55.8 | 51.8 | 54.1 | 54.7 | 62.4 |
| Occupency expenses Deprecistion | 12.2 5.1 | 25.8 13.6 | 8.6 3.3 | 7.7 1.6 | 6.7 2.0 | 94.9 88.0 | 12.8 5.8 | 28.3 14.9 | 9.5 3.7 | 7.5 2.0 | 6.7 2.1 |
| deprecistion Repsirs onaintenance | 5.1 0.6 | 1.9 | 0.4 | 0.6 | 0.3 | 53.9 5.8 | 5. 1 | 2.7 | 0.9 | 0.9 | 0.4 |
| Heat, light 8 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 |
| Personneli expenses | 15.0 | 11.0 | 12.2 | 21.1 | 15.5 | 83.8 | 17.9 | 17.4 | 16.7 | 21.5 | 15.5 |
| Financiel expenses | 2.6 | 4.2 | 2.1 | 2.0 | 2.0 | 95.9 |  | 4.6 | 2.2 |  |  |
| interest 8 bank charges Professional fees | 1.8 | 3.1 | 1.4 | 1.4 | 1.4 0.6 | 79.0 87.4 | 2.3 0.8 | 4.1 1.3 | 1.8 0.8 | 1.9 0.7 | 1.6 0.6 |
| Other expenses | 13.1 | 13.2 | 16.5 | 12.7 | 12.9 | 100.0 | 13.8 | 13.2 | 16.5 | 12.7 | 12.9 |
| Profit (lose) | 2.2 | -6. 1 | 9.2 | 3.3 | 2.8 | 100.0 | 2.2 | -6. 1 | 9.2 | 3.3 | 2. 5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . . | - . | - . | * $\cdot$ | -•• |

## 5ymbols

- zero or no observations
- 100 smell to0 be expressed
not epplicable
$\times$ confidentiol


## Footnotes


iotat weighted expenditure on eiven ite eis
12) Value in ench $\mathrm{cell}: \frac{\text { lots weightad seles of all businesses in the sample poo for eath quertile }}{\text { log }}$
(3) Value in each cell $=$ lotai weighted expendisure on a given irem

Ihis portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated ingividusly and the totisl wili not necesserily equel $900 \%$.

## Notes

Data show by guertiles when at least 13 of the sampled businesses peport the specific itan.
Recoros were panked in ascending order sccording to selos size. Eech quepile fi e. bottom 25\%. lower midde 258, etc. represents one quater of the totsl number of businesses. Within esch quarile. the overge retio is presented. for comparison purposes. the high and low vilues of siales tit shown

## How to use the sebles


121 The selecied penge will indicete the oroper quartile. l.e. the bottom 25\%. the lower niode 25\%. the upper midde 25x or the top $25 \%$
(5) Dets perteining to the selected sales size fenge will be in that quertile

Stenderd Intustriel CImeslficetion Definition (515 1es0):
SIC 6220 - Moplitance. Ielevimion, Radio end Stereo Steres
Businesses primerily engaged in tetsi! dealing in major housthold sppliances. smell olectricel applitaces. television, radio and sound equipmer. R. Repait shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobs, Appliance, Television, Radio and Stereo Stores (SIC 622)

|  | Total(1) | Bottom 25\% | Lower middle 25\% | Udper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole ( No .) Lom sales value ( $5000^{\circ}$ s) High sales value ( $5000^{\circ}$ s) | $\begin{aligned} & 54 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 11\} \\ & 139 \end{aligned}$ | 139 279 | 279 498 | $\begin{aligned} & 498 \\ & 11 i \end{aligned}$ |
|  | Average ( 5000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | - | - |
| Accounts and notes receivable | 18 | 2 | 2 | 17 | 42 |
| Inventory | - | - | $=$ | - | - |
| Other current assets | 97 | 25 | 59 | 85 | 210 |
| Total curient assets | 115 | 28 | 68 | 102 | 252 |
| Fixed issets | 29 | 14 | 32 | 25 | 43 |
| Less: Accum. ded. on fixed sssets | - | - | - | - | 27 |
| Other assets | i | 3 | 10 | 2 | 27 |
| Total aseets | 154 | 45 | 103 | 129 | 322 |
| Listitities and equity |  |  |  |  |  |
| Current loans | 19 | 3 | 6 | 17 | 48 |
| Deher current liabilities | 66 | 34 | 33 | 59 | 134 |
| Total current lisbilities | 85 | 37 | 39 | 76 | 181 |
| Mortgages payable | - | - | - | - | - |
| Long term debt | 3 | 2 | - | 6 | 3 |
| Other lisbilities | 36 | 4 | 48 | 30 | 59 |
| Total liabilitios | 124 | 43 | 87 | 112 | 243 |
| Total equity | 31 | 1 | 22 | 17 | 79 |

(1) These estinstes bre besed on s semple of businesses reporting sales between 525.000 sno $\$ 2.000 .000$

5ee rabl 1 for symos and notes

TABLE 3. Financíal ratios (1) for incorporeted businesses only. 1987
Mantiobe, Applience. Televiston, Redlo and Stereo Stores (SIC E22)



(2) These estinetes gre besed on smol of businesses reporting seles between \$25,000 end \$2,000.000.

Set Tebl I for sybols and motes.

## Befinisiont

1. Liquidity retie:

Current $=$ curreni assets / current liabiligies
2. Levernge retios:

81 Deot/equity $=$ cotsl lisbilitigs / equipy
D) DeDt ratio $=$ iosel lisbilisies $/$ colal assets
G) Inserest coverage a net profit 4 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(i) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { miode } 25=$ | Upoe <br> midole 25\% | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (No.) Low sales value ( 8000 's) High sales value $\{5000$ 's? | $\begin{aligned} & 25 \\ & 11 \\ & (1) \end{aligned}$ | $\begin{aligned} & 11 \\ & 152 \end{aligned}$ | $\begin{aligned} & 152 \\ & 320 \end{aligned}$ | $\begin{aligned} & 320 \\ & 562 \end{aligned}$ | $\begin{aligned} & 562 \\ & 111 \end{aligned}$ |
|  | Average ( 8000 s) |  |  |  |  |
| Operating ectivities Cash from operations Deprecistion Diher | 7 7 -8 | 7 | $\begin{array}{r} 2 \\ 3 \\ -15 \end{array}$ | $\begin{array}{r} -2 \\ 5 \\ -3 \end{array}$ | 21 19 -12 |
| Dividends | -2 | - | - | -4 | -4 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed asse:s <br> Increase in investment <br> Decrese in investment | -7 | -1 | -4 | 3 -6 - | -17 |
| Financine ectivities <br> Increase in long term debt <br> Repayment of long ierm debt <br> Loans from shareholoers <br> Redayment of loans from shareholders <br> Advances of loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 2 -3 8 -4 - - -2 | 3 -6 - - -3 2 | 2 -3 10 -1 | 6 -3 3 -3 | 2 -7 15 -8 - - -4 |
| Increaseldecrease) in csish a equivalents Cash s equivelents-Beginning of the yeer Cssh \& equivelents - End of the rear | -1 7 6 | 3 56 59 | -8 2 -4 | -5 -1 -5 | 5 -18 -13 |

111 These estimates are based on sample of incorparated businesses reporting sales between $\mathbf{8 2 5 . 0 0 0}$ end $82.000,000$. Sample count includes only those businesses reporting estetenent of changes.
Ste toble ifor symols and noses.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in i987
Manliobe, Applimene. Television, Redio and stereo Stores (Sic 622)

| Business size expressed in overage labour onitsil! | Number of businesses | Total payroll ( $\$ 000^{\prime}$ ) | Average labour unita(1) | Changes in num with Da | ol busineses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 y <br> reporting(2) | No longer peporting(3) |


(1) Average laboup units are colculated oy dividing total paypoll by the average annual wage and selary rate as reported in the Surver of Employment. Payroll and Hours. Statistics Canade. Cerologue 92-002. An average labour unis could be interprelted as a fulf-rime employes Note that the business size proups used are determined at the Canade level. Thus if ousiness his of least 505 employees in canads as a whole but less than that number in any given province is is shown in the 500 and over group
121 Reters to businesses peporting no payroll deductions in the pievious vear.
131 Refers to businesses reporting no payroll deductions in the following year.
"Newly repopting" and "no longer peopting" businesses are assumed to have been in betivity for six months and the information is adjusteo accordingly

See lable 1 for symbols and notes.

TABLE 6. Seiected operating characteristics of small businesses by sales quartile, 1985-1987
Manltobe, Appliance, Television, Radio and Stereo Stores (Sic 822)

|  | Toral(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle 25: } \end{array}$ | idper $\text { middle } 25 \text { : }$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in semple Average sales \$ | 74 236.968 | 40.219 | 69.759 |  |  |
| Average expenses | 230.817 | 40.752 | 65.930 | 169.935 | 646,650 |
| Average net profit (loss) | 6.151 | -533 | 3.823 | 9.184 | 12.123 |
| Businesses reporting profit (Mo.) | 58 |  |  |  |  |
| Average sales \$ | 256.317 | 35.370 | 89.832 | 180.222 | 739.843 |
|  | 243.599 | 31.451 | 58.151 | 167.784 | 717.010 |
| Average net profip $\$$ | 12.718 | 3.919 | 11.681 | 12.438 | 22.833 |
| Businesses reporting lose (No.) | 18 |  |  |  |  |
| Averoge sales | 202.032 | 46.677 | 69.556 | 159.847 | 532.048 |
| Average expense $\$$ | 221.245 | 53.160 | 87.652 | 207.519 | 536,667 |
| Average net loss \$ | -19.213 | -6.463 | -18.096 | -17.672 | -4.619 |

1885

| Mumber of observetions in seaple | 73 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average saies \$ | 302.283 | 42.710 | 91.264 | 235.776 | 839.352 |
| Average expense : | 289.409 | 36, 182 | 82.148 | 217.535 | 819.768 |
| Average nei plolit (loss) \$ | 12.874 | 4.558 | 9.116 | 18.240 | 19.584 |
| Businesses reporting profit (Mo.) | 64 |  |  |  |  |
| Aveiage sales \$ | 326.053 | 41.538 | 32.220 | 235.279 | 935.175 |
| Averoge expense $\$$ | 308.564 | 34.700 | 78.816 | 216.551 | 904.188 |
| Averoge net profie \$ | 17.489 | 6.838 | 13.404 | 18.728 | 30.987 |
| Businesses reporting loss (No.) | 9 |  |  |  |  |
| Aversoe sales \$ | 222.208 | 56.031 | 87.489 | 258.021 | 487.291 |
| Average sxpense ${ }^{\text {a }}$ | 235.808 | 76.681 | 95,293 | 261.657 | 509.601 |
| Averspe net loss | -13.600 | $-20.650$ | -7.804 | -3.536 | -22.310 |

1989

| Mumber of observations in sample | 103 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {S }}$ | 252.891 | 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 |
| Businessee reporting opofit (Mo.) | 74 |  |  |  |  |
| Average eales 5 | 284.453 | 39.502 | 91.318 | 231.248 | 775.746 |
| Average expense | 257.259 | 29.204 | 83.483 | 217,650 | 738.699 |
| Average net drolit | 17,194 | 10.298 | 7.835 | 13.594 | 37.047 |
| Businesses reporting lose (Mo.) | 29 |  |  |  |  |
| Average selens | 219.783 | 37.071 | 75.789 | 222.712 | 543.560 |
| Averspe expenies | 227,408 | 45.575 | 76.878 | 229.111 | 558.066 |
| Average net loss? | -7.625 | -8.504 | -1.089 | -6.399 | -14.506 |

11 These estimate besed on sample of businesses reporting sales detween $\$ 25.000$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0 .}$
see iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Appliance, Television, Radio s Stereo Stores (SIC 6221)


| Businesses in sample (No.) Low sales value (SOUNC's) <br> High sales value $\{3000$ 's) | $\begin{aligned} & 26 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |


| Selected expense item | Industry avarage(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | Lome? middle 25\% | $\begin{array}{r} \text { Upper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sules |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of soles | 63.0 | -- | -- | -- | -- | 100.0 | 63.0 | -- | -- | - | - |
| Occupency expenses | 7.3 | - | -- |  | -- | 96.5 | 7.8 | -- | -- | - | = |
| Deprecistion | 1.1 | -- | -- | -- | -- | 88.4 | 1.2 | -- | -- | -- | -- |
| Repairs 8 meintenance | 0.3 | - | -- | - | -- | 58.2 | 0.5 | -- | -- | -- | -- |
| Heat. light \& telophone | 1.5 | - | - | -- | -- | 89.7 | 1.? | -- | - | - | -- |
| Rent | 4.4 | -- | -- | -- | -- | 82.9 | 5.3 | -- | -- | -- | - |
| Personnel expenses | 14.9 | -- | -- | -- | -- | 90.4 | 16.4 | -- | -- | -- | -* |
| Financial expenses | 1.4 | -- | -- | -- | -- | 100.0 | 1.4 | - | -- | -- | " |
| Interest \& Dank charges | 0.9 | -- | -- | -- | -- | 76.6 | 1.1 | -- | -- | -- | -* |
| Professional faes |  | -- | - | -- | -- |  |  | -- | -- | -- | -* |
| Other expenses | 10.7 | -- | - | -- | -- | 100.0 | 10.7 | -- | - | -- | -- |
| Profit (loss) | 2.7 | -- | ** |  | -" | 100.0 | 2.7 | - | -- | -- | $=$ |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 |  | - | - | =- | -- |

## Symbol

```
* zero or no observations
=- 100 smell $00 be expressed
... nor opoliceole
* confidentisl
```


## footnotes

(1) These estimetes are Deseo on simpl of businesses reporting seles between $\$ 25.000$ end $\$ 2.000 .000$

Total weighte expenditure on given item

This portion of the table pertains onty to the businessts peporting the specific expense item. Therefore these petios bre celculated individuelly and the cotal will not necessarily quel ion\%.

## Motes

Dote ere shown by quartiles when at least 13 of the sempled businesses report the speific item.
Aecords wer ranked in aseending order eccording to sales size. Each quartile (i.e. Dotion 25\%, Iower midale 25\#. Etc.) popresents on querter of the qotsl number of businesses. Within each quertile the everege patio is presented. for comparison purposes, the high and lom vilues of soles er shown

## How to use the tables


 top 25*
(3) Oete pertaining so the sulected setis size renge will be in that quartile.

## stenderd Induteriel Cless ificetion Definition (SIC 1880):

SIC E221 - Appliance, Televimion, Redio end Stereo stores
Businesses primerily engaged in repal dealing in household appliancas. radios, tolavision sets and sound equipment. These bus inesses include retail portabie household air conditioners. appliance. radio. television ano stepto stores. retail householo appliances. retail household laundry driers, reqail housenold food preparation appliances. retail household floop and rug care appliances, retsil housthold freezers. fetsil household hbir driers. PetBil householdki chen appliances. retail microwave and convention ovens, retail household ranges istoves?, reta; household refriger ators. retail household sewing mechines. retail household stoves, retal household vaceuum cleaners and retail household washing machines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987 Manitobs, Applisnce. Television, Radio Stereo Stores (SIC 6221)

|  | Tctal (1) | Bot 10 m $25 \%$ | Lower <br> middle $25 \%$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value $18000^{\prime}$ s) Migh sales value ( $\$ 000$ 's) | 18 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Aseots | - | -- | -- | -- | -- |
| Accounts and notes receivable | 16 | -- | -- | -* | -- |
| Inventory | . | -- | -- | - | -- |
| Other curtent assets | 103 | -- | -- | - | -- |
| Totel curcent assets | 119 | -- | -* | -- | -- |
| Fixed assets | 38 | -- | -- | -- |  |
| Less: Accum. deo. on fixed lestets | 7 | -- | -- | -- | -- |
| Other assets | 7 | -- | -- | -- | -- |
| Totel aseets | 164 | - | -- | - | - |
| Liebilitiee end equity Current loans 8 |  |  |  |  |  |
| Other current liabilio ies | 60 | -- | -- | - | -- |
| Total current liabilities | 68 | -- | - | -- | -- |
| Mortgages oavable | - | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Other lisbilities | 51 | -- | -* | - | -- |
| Total ilabilitias | 119 | -- | -- | -- | - |
| Total equity | 46 | -- | -- | - | -- |

(1) These estimes are bused on sumple of businesses reporing seles between $\$ 25,000$ end $\$ 2,000,000$

See table 1 for symbols and notes

TABLE 3. Financial retios(1) for incorporated butinesses only. 1987
Manitote, Applience. Televislon. Redio sterte Stores (\$1c 6221)

|  | Total(2) | $\begin{array}{r} \text { Bo \&om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ 's) | $(18)$ | -- | -- | -- | - |
|  | Average |  |  |  |  |
| Liquidity ratio Cuptent rapio (times) | 1.8 | -- | -- | =- | - |
| Leverege ratios Debt/equity ratio (times) <br> Interes: coverage retio (times) <br> Debt ratio (times) | 2.6 5.0 0.9 | -- | -- | -- | -- |

(1) The ratios represent the everage of rotios for each business in the group and cennoz be colculeted from the figures shown in fole 2
(2) Phese estimates ore bened on smple of businesses reporting seles beimeen $\mathbf{5 2 5}, 000$ and $\mathbf{5 2 . 0 0 0 , 0 0 0}$.

See Table 1 for symols and notes.

## Dofinitions:

1. Liquidity ritio:

Current = cuprent osseis / curront liabilities
2. Leverage ratios:
s) Depllequity z qoit lisbilizies / equity
bl Debi ratio s total liabilities / total assets
c) Interest coverage s net profit * irierest expense $/$ interest expense.

TABLE 4. Statement of changas in financtal position for incorporeted bustnesses only. 1987
Menitobe, Appliance, Television. Redio \& Stereo Stores (SIC E221)

|  | Total(1) | Bottom 25\% | Lowe? midole 25\% | Uoper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (MO.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{aligned} & 10 \\ & 11 \\ & 11 \end{aligned}$ | -- | -- |  |  |
|  | Average ( 9000 s ) |  |  |  |  |
| Opersting ectivities Cash from operations Depreciation Other | $\begin{array}{r} 11 \\ 4 \\ -6 \end{array}$ | --- | -- | -- | =- |
| Dividends | - | -- | -* | -- | - |
| lnvestment ectivities <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrese in invesimen* | 2 -6 - | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt Redeyment of long verm debt <br> Loans from shareholoes <br> Reparment of loans from shareholders <br> Advances \& loans from gove'nment <br> Increase in equity <br> Decrease in eouity <br> Other | $\begin{array}{r} 1 \\ -2 \\ 8 \\ -1 \\ - \\ - \\ -4 \end{array}$ | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | -- -- -- -- -- | - - - - $=$ $=-$ |
| Increse(decrease) in cesh equivelents Cash equivalents-Beointing of the year Cash equivelents = End of the yeer | 6 18 25 | -- | -- | -- | -- |

 only zhose businesses roporting s sibiment of changes.
see reble for symbols sho notes.
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciagsification in 19et menltobe. Applience. Telovision. Nedio stereo Stores (SiC 6221)

| Business size expressed in average labour unitsll | Number of businesses | $\begin{array}{r} \text { Tots } \left.\begin{array}{r} \text { payroll } \\ (\$ 000 \end{array}\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with pid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 81 | 2.740 | 203 | 11 | 8 |
| leas than 20 $20-99$ | 60 | x | 192 | 19 | $?$ |
| 100-499 | 1 | $x$ | 11 | - | 1 |
| 500 and over |  |  |  |  |  |
| 1987 |  |  |  |  |  |
| Totel | 57 | 3.054 | 161 | 10 | ... |
| less than 20 $20-99$ | 56 | $x$ | 157 | 10 | $\ldots$ |
|  | 1 | $x$ | 4 | - | . . . |
| 500 and over | - | - | - | - | $\ldots$ |

(1) Averege labour units bre calculated by dividing tctal poyroll by the average annual wage and salary rote es reportod in the Survey of Employment. Payroll and Hours. Statistics Conoda. Catologue $72-002$. An oversge labour unit could be interpreted as e full-ilme emplovee mote thot the business size groups used ore delermined or the Conde level. Thus if business has at less? 500 enoloyes in Canade as mole but less then thet number is any given province it is shown in the 500 ond over group.
12) Refers to businesses reporting no payroll decuctions in the provious yen.
(3) Refers to businesses reporting no payroll deducsions in the following year
-Wewly redo:timg ano "nc longer reporting" businesses are assumed to hove been in acivity for six months and the information is adjusied accordingly.

See fable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by seles quertile. 1985-1987
Manltobs. Appliance. Televiston, Redio Stereo Stores (SIE 5221)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper midole 25: | TOD |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 17 |  |  |  |  |
| Average sales 5 g | 82.296 | -- | -* | -- | -- |
| Aversge expense \$ Aversge net profit (loss)s | 76.579 |  | -- | -* | -- |
| Aversge net Drofit (loss) \$ | 5.717 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) Aversge seles 5 | 13 81.995 | -- | -- | - | -- |
| Average expense $\$$ | 71.472 | -- | -- | -- | -- |
| Average net profit \$ | 10.523 | -- | -- | -- | -- |
| Businestes reporting lost (Mo.) | 4 |  |  |  |  |
| Average sales \$ | 108.154 | -- | -- | -- | -- |
| Average expense \$ | 136,640 | -- | -- | -- | -- |
| Averse net loss \$ | -28.486 | -- | -- | -- | -- |

198 B

| Number of observations in semple | 14 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 224.213 | -- | - | -- | -- |
| Averape expense \$ | 208.600 | -- | - | -- |  |
| Avorage net profit (loss) \$ | 15.613 | -- | - | - | - |
| Businesses reporting proflt (Mo.) | 14 |  |  |  |  |
| Average sales \$ | 224.213 | -- | -- | - | -- |
| Average expense \$ | 208.600 | -- | - | -- | -- |
| Average net profit \$ | 15,613 | -- | -- | -- | -- |
| Buminesees reporting a lose (Mo.) | - |  |  |  |  |
| Averoge seles ${ }^{\text {a }}$ | - | -- | -- | -- | -- |
| Average expense $\$$ | - | -- |  |  | -- |
| Average net loss \$ | - | -- | -- | -- | - |

1987
Mumber of observations in sample
Aversge sales 5
Aversge expense $\$$

| $\begin{array}{r} 30 \\ 312.628 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| 298.338 | -- | -- | - | .- |
| 14.290 | -- | -- | - | -- |
| 23 |  |  |  |  |
| 334.021 | -- | -- | -- | -- |
| 310.396 | -- | -- | - | - |
| 23.625 | -- | -- | - | -- |
| 7 |  |  |  |  |
| 248.202 | -- | -- | -- | -- |
| 256.138 | -- | - | -- | -- |
| -7.936 | ** | -- | - | -- |

(11) These estimates are based on sample of businesses reporting soles between $\$ 25.000$ anc $\$ 2.000 .000$.

See loble i for symols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Manitoba, Television, Radio \& Stereo Stores (SIC 6222)

|  | Total(1) |  | Botiom 25\% |  | Lower$\text { midole } 25 \%$ |  | Usper$m: d d e 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (vo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average (2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \%busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting bus nesses only ( 3 ) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Uoper } \\ \text { middl } \\ 25 \% \end{gathered}$ |  |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uooer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 58.7 | -- | -- | -- | -- | 94.4 | 82. 2 | -- | -- | -- | -- |
| Decupency expenses <br> Depreciation <br> Repaifs s maintenance <br> Hest. light \& telephone Ront | 13.4 | -- | -- | - | - | 91.7 | 14.8 | -- | -- | -- | -- |
|  | 6.1 | -- | -- | -- | -- | 83.8 | 7.2 | -- | -- | -- | -- |
|  | 0.9 | -- | -- | -- | -- | 61.7 | 1.4 | -- | -- | -* | -- |
|  | 2.0 | -- | -- | -- | -- | 91.7 | 2.2 | -- | -- | -- | - |
|  |  | -- | -- | -- | -- | 68.1 | 6.5 | -- | -- | - | - |
| Personnel expenses | 12.9 | -- | -- | -- | -* | 86.6 | 14.8 | - | - -- | -- | -- |
| Finenciel expenses interest 8 Dank charges Professional fees | 3.0 | -- | -- | -* | -- | $\begin{aligned} & 94.5 \\ & 80.0 \\ & 79.1 \end{aligned}$ | 3.22.80.9 | - | -- | $\begin{array}{ll}-- & - \\ -= & =-\end{array}$ |  |
|  | 2.3 | -- | -- | -- | -- |  |  |  |  |  |  |
|  | 0.7 |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 14.8 | *- | -- | -- | -* | 100.0 | 14.6 | - | -- | - = |  |
| Propit (loss) | $-2.8$ | -- | -- | - | * | 100.0 | -2. | - | -- | -- -- |  |
| Totel | 100.0 | -- | -- | -* | - | 100.0 | ... | -- | -- | -- | -* |

## 5ymols

zero or no observetions

- too smell too be expressed
.. not sopl icable
$\times$ confiontisl


## foetnotes

(1) These estimetes be besed on sompl of businesses reporting sel es between $\$ 25.000$ und 32.000 .000 .
lotel wighted expenditure on siven itell
(2) Velue in mach cell $s$ foral weighted seles of sll busingses in the sanple $x 100$ for esch quartila

This portion of the quble pervins only to the businesses reporting the specific expense itom. iherefope ihest petios er celculated individuelly and the total wi'l not necessarily equel 100 z .

## Notes

Dota are shom by Quitities when at lens? 13 of she sempled businesses report the specific ifem.
 on querter of the totel number of businesses. Wi thin each quertile. the gerege tetio is presented. For comperison purposes. the high and low velues of sal es er shom.

How to use the tetles

121 The selected renge will indicete the proper quertile. i. the botton 25t. the lower widde 25t. the upper midde 252 or the top 25y.
(3) Det perteining to the selected setes size renge will de in thet quertile

Stenderd Industris! Clestifleetion Definition (SIC 12so):
SIC 5222 - Television. Radio nnd Sterec Stores
Businesses primar ily engaged in reesil dealing in television and redio peceiving sets and sound equipment, Such stores mey be seconder ity engaged in selling recoids. iapes, musicsl imstruments and ports for television and radio sets ano stereo equipment as well as some repairing of such equipment. Included be businesses engaged in retsil home computers: relail loud speakers: retail household padio receiving seis: retail sound equipmeni. components and paris: retait household siereo fecorc players: reiarl housenold tepe piayers end recorders. reiail telephones. television and padio stores; television. radio end stereo steres. Petail television sels: petail tuners and amilifers and relail video recofors

TABLE 2. Balance sheet proflle for incorporsted businesses only. 1987
Menizobe, Television, Redio Stereo Stores (SIC 6222)

|  | Totel(1) | $\begin{array}{r} \text { B0:10m } \\ 25 \% \end{array}$ | Lower <br> midde $25 \%$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } 25 \% \end{aligned}$ | TOO |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) <br> Low gales vaiue ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | 26 11 11 |  | -- |  |  |
|  | Average (\$000's) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash | - | -- | -- | -- |  |
| Accounts and notes receivable | 23 | -- | - | -- |  |
| Inventory | - | - | - | -- |  |
| Other current assets | 119 | -- | -- | -- |  |
| Totol current issets | 142 | - | - | -- |  |
| Fined assets | 32 | -- | -- | -- |  |
| Less: Accum, dep. on fixed assets | - | -- | - | - | - |
| Other assets | 15 | -- | $\cdots$ | -* | -- |
| Totel essets | 189 | -- | -- | -- | -- |
| Listilities and equity |  |  |  |  |  |
| Cuprent losms | 31 | -- | -- |  | -- |
| Other current liabilities | 86 | -- | - |  | -- |
| Total current lisbilitios | 117 | -- | -- |  | -- |
| Moptgages payable | - | - | - | - | -- |
| Long term debt | 4 | -- | -- | -- | -- |
| Other liabilities | 37 | -- | -- | -- | -- |
| Total liabilities | 159 | -- | -- | -- | -- |
| Totel equity | 30 | -- | -- | -- | - |

(1) Thase estimstes are based on sample of businesses recorting ssies between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$

See istele 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporeted businesses only, 1987
Menizobs. Television, Radlo Stereo Stores (SIC E222)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | Lower $\text { middle } 25 x$ | Upper $\text { midole } 25 x$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales velue ( $\$ 000$ 's) <br> High ssles value ( $\$ 000$ 's) | $\begin{aligned} & 26 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| ```Levermge retios Debe/equity retio (times) Interest coverage ratio (times) Debt ratio (times)``` | 5.2 2.4 0.8 | $\cdots$ | -- | -- | - |

(l) The retios represent the everage of ratios for sech business in the group and cennot be calculted from the figures shown in tsble 2 .
(2) These etinetes besed on semple of businesses reporting seles between $\$ 25,000$ and $\$ 2,000,000$.

Sen leble itor symois and notes.

## Deflnirione:

1. Liquidity potio:

Currens : currens assets / cuprent lisbilisies
2. Leversge ratios:
*) Debt/equity = 20981 liabilities / equity
b) Debt ratio $=$ rotal $+i a b i l i t i e s /$ sotal assets
c) interest coverage $=$ net profit , interest expense $/$ inzerest expense

TABLE 4. Statament of changes in financial position for incorporated businesses only, ig87
Menitobe. Television. Radio Stereo Stores (SIC 6222)

|  | Fo:a1(1) | $\begin{array}{r} \text { Bot } 1 \text { om } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper midde 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ s) | $\left.\begin{array}{l} 13 \\ (1) \\ 11 \end{array}\right)$ | -- |  |  |  |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Oedrecistion Other | $\begin{array}{r} 10 \\ 14 \\ -11 \end{array}$ | -- | -- | -- | -- |
| Dividends | -6 | -- | -- | -- | -- |
| Investment ectivities <br> Dispossl of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decrease in investment | 1 -13 - | -- | -- <br> -- <br> - | -- | -- |
| Finencing ectivities <br> Inccease in long term debt <br> Repsyment of long term debt <br> Loans from shareholders <br> Repaymens of loans from snareholders <br> Advances \& loans trom government <br> Increase in equity <br> Decresse in equity <br> Dther | 4 -4 1 -9 | - <br> - <br> - <br> - <br> - | - - - - - - | - - - $=$ $=$ $=$ | - <br> - <br> -- <br> - <br> - |
| Increse(decreasel in cast stequivalents Cash tquivalent:-Beginning of the year Cesh squivelents - End of the vesp | $\begin{array}{r} -3 \\ -23 \\ -25 \end{array}$ | -- | -- | -- | -- |

(1) These estimetes are desed on atmple of incorporated businesses reporting sales between $\$ 25.000$ and $\$ 2,000$, 000. Sample count includes only those businesses reporting statement of changes
see Trol 1 for symbols and notes.
TABLE 5. Employment changes by size of business, 1984-1987 besed on SIC ciassification in i987
Manitobe. Television. Redlo Stereo Stores (SIt 8222)


(1) Average iabout units ore calculated by dividing total payroll by the overage annul wage and selory iate as reported in the Survey of Employmens. Payroli and mours. Sitistics Canade. Catalogue 12-002. An average labour unit could be interpreted es a full-time employee. Note that the dusiness sige groups used ore decermineo ot the Canada level. Thus if business has at feast 500 employeas in chade is a whole but lass thon that number if ony given province it is shown in the 500 and over group
(2) Refers io businesses reporting no payroll deductions in the previous year

131 Refers to businesses reporting no paycoll daductions in the following year
-Newly reporling" and "no longer reporing" businesses are sssumed to hove been in aclivity for six months and the information is adjusted accordingly

See lable 1 for symbels and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Television, Radio Stereo Stores (Sic 6222)


| Mumber of observations in semple <br> Aversge soles <br> Averoge expense $\$$ <br> Avernge net profit (loss) s | $\begin{array}{r} 13 \\ 308.905 \\ 302.695 \\ 5.410 \end{array}$ | -- | -- | - |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) <br> Aveiage soles $\$$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 33 \\ 323.559 \\ 311.673 \\ 11.886 \end{array}$ | -- | -- | - |
| Businestes reporting lose (Mo.) <br> Averoge sales \$ <br> Averege expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 287.502 \\ 295.998 \\ -8.494 \end{array}$ | -- | -- | -- |


| Mumber of observations in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 47 \\ 294.188 \\ 283,710 \\ 10,478 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting profit (No.) <br> Average sales $\$$ <br> Average expenses <br> Avernge not profit \$ | $\begin{array}{r} 38 \\ 326.327 \\ 309.709 \\ 16.618 \end{array}$ | -- | -- | -- | -- |
| Businessem reporting los: (Wo.) <br> Avernge sules <br> Averspe expenses <br> Averso net loss $\$$ | $\begin{array}{r} 9 \\ 190.382 \\ 204.028 \\ -13.646 \end{array}$ | -- | -- | -- | -- |

1887


111 These estimstes ore desed on somple of businesses reporting seles detween $\$ 25.000$ and $\$ 2.000 .000$.
See loble ifor symols and notes

TABLE 1．Selected operating ratios．in percent of sales， 1987
Manitobe，Appliance．Television，Radio stereo Repair Shops（SIt 6223）

|  | Total（1） |  | Bottom 25：． |  | Lowe I <br> midole 25\％ |  | UDDe？$\text { midole } 25^{\circ}$ |  |  | $\begin{aligned} & \text { Too } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble（No．） Low saces value（ 3000 s） Migh sales ralue $\$ 000^{\circ}$ s） |  | $\begin{aligned} & 18 \\ & (1) \\ & 11 \end{aligned}$ |  | － |  | －． |  |  |  |  |  |
| Selected exomse item | Industry overage（2） |  |  |  |  | $\begin{gathered} \text { \# busio } \\ \text { nesses } \\ \text { repopting } \end{gathered}$ | Reporting businesses only（ 3 ） |  |  |  |  |
|  | Totel | Bottom 25x | $\begin{array}{r} \text { Lower } \\ \text { midele } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowe? } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percert of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 37.7 | － | －－ | －－ | －－ | 100.0 | 37.7 | －－ | －＊ | －＊ | －－ |
| Occupency expenses | 13.8 | －－ | －－ | －－ | －－ | 100.0 | 13. | －＊ | － | －－ | －－ |
| Dedrecietion | 6.5 | －－ | －－ | －－ | －－ | 97.4 | 6.7 | －－ | －－ | － | － |
| Repairs of mintenance | 0.2 | －－ | －－ | －－ | －－ | 32.2 | 0.5 | － | －＂ | －－ | － |
| Heat．I ight \＆teleohone | 3.6 | －－ | －－ | －－ | －－ | 100.0 | 3.6 | －－ | －－ | －－ | －＊ |
| Rent | 3.6 | －－ | －－ | －－ | －－ | 81.1 | 4.4 | －－ | －－ | －－ | ＊＊ |
| Personnel expenses | 18.4 | －－ | －－ | － | －－ | 71.8 | 25.6 | －－ | －－ | ＊－ | － |
| Financial expenses | 2.7 | －－ | －－ | －－ | －－ | 35.5 | 2.8 | －－ | － | － | －－ |
| Interest $\%$ bank charges Protessional fees | 1.7 | －－ | －－ | －－ | －－ | 82.5 95.5 | 2.1 1.0 | －－ | －－ | －－ | －－ |
| Other expenses | 14．8 | －－ | －－ | －－ | －－ | 100.0 | 14.8 | －－ | － | － | －－ |
| Profit（lose） | 12.5 | －－ | －－ | －－ | －－ | 100.0 | 12.6 | －－ | －－ | －－ | － |
| Totel | 100.0 | －－ | － | －－ | －－ | 100.0 | $\ldots$ | －－ | －－ | －－ | －－ |

Symbols
zero of no observations
－．too smal！ 100 be expiessed
not spliceble
$\times$ confiontio

## footnotes

11 Thest estimetes er besed on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000 .000$
lotsl wighted expenditur on given item

31 Velue in each ceit $=\frac{\text { lotal weighted expenditure on given iqem }}{\text { fotal weighted seles of businesses reporting this item of expenditure }}$ fortile
This poftion of the toble peftains only to the businesses reporting the specific expense item．Therefore these fetios ert culcted individuliy and phe toral will not necesserily equal 1002

## 制化家

Deta ar shown by quartiles when et least 13 of the sampied businesses fepopt the specific item
 one quarter of the totel numoer of businesses．Within each quertile．the puerge rotio is piesented．for comper ison purposts．the high and iow values of seles are shown．

How to use the tebles

121 The seitcted renge will indicete the proper quertile．i．e．the botiom 25\％．the lower niddie 25\％．the upper midele 25\％or the top 251.
（3）Dato pertaining to the selected soles size range will be in thet quertile

## Stenderd Industrisl Clessifiction Defintion（SIC 18801：

SIC 5223－Applisnce．Television，Redio and Stereo Repsir shops
Businesses Drimarily angaged in the ropair and maintphance of radios．television sets．stereo equipment．tape recorders end househoid electicai appliances．Such shocs may be secondariiy engaged im seiling such equipment and parts．Businesses primariiy engaped in retai deaing in such cquipment and sppliances are classifled in one of the preceding ciasses of phis industry group．businesses engaged in the pepair of househoio appliances．repai of radios．repeir of stereo equipment and the repar of teievision sets ert included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobs, Appliance. Television, Radio Stereo Repair Shops (SIC 6223)

|  | Total(1) | Botiom $25 \%$ | Lower midde. $25 \%$ - | Upper $\text { middle } 25^{\circ}$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 5000 's) Migh sales value ( 5000 's) | 10 $(1)$ (1) | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 18 |  |  | -- | -- |
| Accounts and notes receivable Inventory | 12 | -- | - | -- | -- |
| Other current assets | 36 | -- | -- | -- | -- |
| Total current assets | 48 | -- | -* | -- | -- |
| fixed sssets | 10 | -- | -- | . | -- |
| Less: Accum. dep. on fixed asseis | ( | -- | -- | -- | -- |
| Other essets | 4 | -- | -- | -- | - |
| Totel sesets | 52 | -- | -- | -- | -- |
| Liobilities and equitr |  |  |  |  |  |
| Current loens | ${ }^{\circ}$ | -- | -- | -- | -- |
| Other current liabilities | 28 36 | -- | -- | -- | -- |
| Mortoages payable |  | -- | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other lisbilitios | 14 | -- | -- | -- | -- |
| Totel litbilities | 50 | - | -- | - | -- |
| Totel equity | 12 | -- | -- | - | -- |

(1) These estimetes besed on semple businesses reporting sales betwen $\$ 25.000$ and 82.000 .000 .

See iuble i for symools and notes

TABLE 3. Financial rutios(1) for incorporated bueinesses only, 1987
Manlioba. Applience. Television. Radlo Stereo Repair Shops (Sic 5223)

|  | Tolal (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { miodl } 25 \%$ | Upoer <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( 9000 's) High sales value ( 8000 s) | (1) | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liauidity retio Curcent ratio \{imes\} | 1.3 | -- | =- | -- | -- |
| Leverage retios <br> Debtlequity retio (times) <br> interest coverege plio (times) <br> Debt fatio (times) | 4.2 0.8 0.8 | -- | -- | -- | -- |



see inole i for symols and notes

## Definitions:

8. Liquidisy retio:

Current z current esseis / eurrens liabisizies.
2. Leverage retios:
a) Dept/equity : potal liabilities / equitr
bl Debt ratio $=101$ al liabifities / tote assets
el Interesi coverege $=$ net profit interest expense $/$ interest expense.

## TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987 Manitobs, Appliance, Television. Radio Stereo Repair Shops (Sic 6223)

|  | Total11 | $\begin{array}{r} 80+1+0 \mathrm{~m} \\ 25 \% \end{array}$ | middle $25 \%$ | midule $25 \%$ | T0\% $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses In samale (No.) <br> Low sales value ( 3000 's) <br> High sales value $(\$ 000$ 's) | (11) ${ }^{3}$ | -- | -- | -- |  |
|  |  |  | average $1 \$ 000$ |  |  |
| Operating ectivities Cash from operations Deprecistion Other | $x$ $\times$ $\times$ | -- | - <br> - | -- |  |
| Dividends | K | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $x$ x x x | -- <br> -- <br> - | -. <br> - | - <br> - <br> - | $\square$ <br> - <br> - |
| Finsncing activities <br> Increase in long term debt <br> Repsyment of iong ferm deot <br> Loans from shereholders <br> Repsyment of loans flom shareholders <br> advances \& loans trom government <br> Increase in equity <br> Decrease in cquity <br> Other | x | - <br>  <br>  <br> - <br>  <br> -- | -- -- -- -- | - <br> - <br> - <br> - <br> - | , |
| Increase(decteaso) in cash \& equivalents Cash equivalents-Beginning of the year Cash squivalents - End of the year | $x$ $x$ $x$ | -- | -- $=-$ | -- | - |

(1) These estinates are pesed on obample of incorporated businesses reporting soles between $\$ 25,000$ and $\$ 2.000,000$. Semple count includet only those busineses ieporiing a stotement of changes.
ser Teble i for symols eno notes
TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC ciassificetion in i987
Manltobe. Applience. Television, Redio Stereo Repelr Shops (SIC 8223)

|  |  |  |  | Changes in numb with poid | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expiessed in average labouf unitsil; | Number of businesses | Totel payroll $\left(\$ 000^{\prime} \mathrm{s}\right)$ | Averoge labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer coorting(3) |
| 1984 |  |  |  |  |  |
| Total | 95 | 3.358 | 274 | 18 | 4 |
| less than 20 | 95 | 3,358 | 274 | 18 | 4 |
| 20-99 | - | - | - | - | - |
| $\begin{aligned} & 100=499 \\ & 500 \text { and over } \end{aligned}$ | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Totel | 15 | 4.101 | 175 | 4 | -. |
| less than 20 | 85 | 4.101 | 175 | 4 | . . |
| $20-59$ | - | - | - | - | - . |
| $100-499$ 500 end ov | - |  |  | - |  |

(1) Average isbour units ar calculated by dividing totel peyroll ov the overege annual wage and salsy fote as reported in the Survey of Employment. Payroll and Hours. Stalistics Canada. Celalogue 72-002. An overage labour unit could be interpited as e full-time amplovee. Note that the business size groups used ere determined ot the canade level. Thus if o business has or least 500 employees in canada as a whole but less than thel number in any given province it is shown in the 500 ond over group.
121 Refers to fusinesses reporting no payrall deductions in the previous year.
(3) Refers to businesses reporting no payrall deductions in the following year
"Newly reporting" and "no ionger reporting" businesses are assumed to have ben in activity for six months and the information is adjus:ed accordingly

See isole 1 fel symools and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe, Appliance, Television, Radio \& Stereo Repair Shops (Sic 6223)


## 1985

| Number of observations in sample | +13.85 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales \$ | 113.855 | -- | - | -- | -- |
| Average expense 8 | 102.299 | - | - | -- | -- |
| Average net profit (loss) \$ | 11,556 | -- | - |  | -- |
| Businesses reporting prolit (Mo.) | 72 |  |  |  |  |
| Averoge soles \$ | 79.933 | -- | -- | -- | -- |
| Average exomse ${ }^{\text {a }}$ | 62.492 | -- | -- |  | - |
| averege net profis | 17.441 | -- | - | - | -- |
| Businezses reporting loge (Mo.) |  |  |  |  |  |
| Average sales \$ | 286,005 | -- | -- | -- | -- |
| Averoge expense \$ | 289,311 | -- | -- | -- | - |
| Averape net loss \$ | -3,306 | -- | -- | -- | -- |

1986


1987

(11) These estimates are bused on smple of businesses reporting sal between $\$ 25.000$ and $\$ 2.000 .000$
see lable I for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Automoblio (New) Dealers (SIC 6311)


## Symbol:

- zero or no observations
. too small too be expressed
not opplicable
$\times$ confionnticl


## footnotes

(1) These Esimetes are based on sample of businesses reporting sales between $\$ 25,000$ end $\mathbf{8 2}, 000.000$
2) Value in esch cell, Totel weighied expenditure on given item
(3) Velue in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { lotsl wighted seles of businesses reporting this item of expenditure }}$ for

Fhis portion of the table pertains only to the businesses reporting the specific expense iten. Pherefore these retios ort celculated individually end the lotal wi:l nop necessarily equal 100 z .

## motes

Osta are shown by quertiles when at least 13 of the sampled businesses peport the specific item
 one querter of the cotel number of Dusinesses. Within est quartile, the gerbge rotio is prosiented. for comosison purposes, the high end low vilues of siles are shown

## How 10 use the telte


21 The selected ronge will indicnte the proper quartile. i, e, the botton 258, the lower middle 25\%, the upper midde $25 \%$ or the top 25\%.
(3) Dete oerteining to the setected sales size renge will be in thet quertile

## Standerd Induseris! Clestificetion 0efinition ISIC ISEOI:

SIC 5311 - Automobile (Mtw) Deniers
Businesses primarily engaged in retail debing in new eupomodiles. These businesses are usully opersted under factory frenchise and hove departments epgaged in the sale of used caps. perts ond accessories, notor vehicle repairs and often inetude service station fecilities.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Autamobile (New) Dealers (Sic 6311)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midole 25\% | Upper midole 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses :r sample (mo.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | 15 (1) (1) | -- | -- | -- | -- |
|  | Averape ( $8000^{\prime}$ E) |  |  |  |  |
| Asseta |  |  |  |  |  |
| Cosh Accounts and notes peceivabie | 22 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other cufrent assets | 237 | -- | -- | - | -- |
| Total curient essets | 258 | -- | -* | -- | -- |
| Fixed assets | 50 | - | -- | -- | -- |
|  | - | - | -* | -* | -* |
| Other assets | 2 | - | - | -- | - |
| Totel meets | 311 | -- | - | -- | - |
| Liabilities and equity |  |  |  |  |  |
| Curtent loons | 32 196 | -- | -- | -- | -- |
| Total current liabilities | 227 | -- | -- | -- | -- |
| Mortgapes darable | - | -- | -- | -- | -- |
| Long ierm debt | - | =- | -- | -- |  |
| Other liabilities | 82 | -- | -- | -- | - |
| Total liabilities Total equity | 310 1 | - | -- | -- | -- |

111 These estimetes be Dest on sanole of Dusinesses roporiing seles between 525.000 und $82,000,000$.
See Table i for symbols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only, 1987
Menitobe. Automoblle (New) Deelere (SIC 5311 )

|  | Total 121 | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somple (Mo.) Low sales value (\$000's) High sales value (\$000's) | $\begin{aligned} & 15 \\ & \{1\} \\ & \{1\} \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Cuprent ratio (times) | 1.1 | -- | -- | -- | -* |
| ```Leversee retios Debt/equity retio (times) Interest coverage petio {times} Debt istio (times)``` | 1.1 1.0 | -- | -- | =- | -- |

(I) The retios represent the everege of ratios for each business in the group and cunot be calculted from the figur shom in teble 2 .
(2) These entimetes ore besed on semple businesses reporting seles between \$25,000 ond 82,000,000.

Set Teole 1 for symbols and motes.

## Definitions:

1. Limitity retio:

Cuprent $=$ current essers / current lisoilities

## 2. Leverage resios:

8) Debr/equity $=$ poral lisbilities / equity
b) Debr ratio $=$ cotal $\mathrm{liabilities} /$ toral assers
c) Interest coverage s net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only, 1987
Manitoba. Automoblle (New) Dealers (SIC 6311)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowar $\text { midde } 25^{\circ}$ | Upper $\text { modle } 25 \%$ | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)^{6}$ | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Operating activities Cash from oderations Depreciation Other | $\begin{array}{r} -16 \\ 5 \\ -20 \end{array}$ | -- | -- | -- | -- |
| Dividends | -2 | -- | - | -- | - |
| Investment activities Disposel of lixed sssets Pupchase of lixed sesets incresse in investment Decrese in investment | -27 | -- | -- | -- | -- |
| Finencing ectivitise <br> Increase in long term debt Reparment of lang term deb* <br> Losns from sherenolders <br> Redayment of loans from shareholders <br> Advances 8 loans from government <br> incresse in equity <br> Decrease in equity <br> Other | 12 -3 -4 | - <br> - <br> - <br> - | - - - - - - | - - - - - - | - - - - - - |
| Increase(decresse) in cesh \& equivelents Cash equivelents-Beginning of the yeer Cash squivelents . End of the yeer | $\begin{array}{r} -47 \\ -62 \\ -109 \end{array}$ | -- |  | -- |  |

(1) These estimates ore based on sample of incorporated Dusinesses reporting soles between $\mathbf{2 5 5 . 0 0 0}$ end $\$ 2.000 .000$. Smole count includes only inose businesses reporting statment of changes
See Tible 1 for symbols anc notes.
TABLE 5. Employment changes by stze of business, 1984-1987 besed on SIC clessification in 1987
Manitoba, Automoblle Dealer:


 Surver of Employment. Dayroll and Hours. Staistics Canada. Calalogue 92-002. An aversge labour unit coulo be interpreted os o full-time employee. Mote thet the business size groups used ore determined at the [anede ivel. Thus if business has ot leas? 500 employess in Canada as owhole but less than thas number in eny given province it is shown in the 500 ond over groud.
(2) Refers ic businesses reporting no payroll deductions in the provious year
i3. Refers to businesses repoting no paypall deductions in the following year
-Newly reporting" and "no longer reporting" businesses are assumed to have been in betivity for six months and the information is adjusteo accordingly

See lable for symbols ana notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Automobile (New) Dealers (Sic 6311)

|  | Total(1) | Bot 20 m 25\% | Lower middle 25: | midde Uocer $25 \%$ | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample |  |  |  |  |  |
| Averse sales $\$$ | 848.106 | -- | -- | -- | -- |
| Aversge expense s | 842.233 | -- | - | -- | -- |
| Averege net protit (loss) ${ }^{\text {s }}$ | 5.873 | -- | -* | -- | -- |
| Businesses reporting a profit (Mo.l | 13 |  |  |  |  |
| Averige sales | 774,322 | -- | =- | -* | -- |
| Averege expense ${ }^{\text {aver }}$ | 782.638 | -- | -- | -* | -- |
| Average net profit | 11.684 | -- | - | -- | -- |
| Businesses reporting loss (Wo.) | 4 |  |  |  |  |
| Average sales | 802.584 | -- | -- | -- | -- |
| Aversoe expense \$ | 829.390 | -- | -- | -- | -- |
| Aversge not loss | -26.806 | - | -- | -- | -- |


14
1.307 .847
1.285 .764
22.083

Businesses reporsing eppofit (Mo.)
--
-Average net profit \$

1987


| $694.217$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| 685.788 | -. | . | -- | -- |
| 8.429 | - | - | -- | -- |
| 21 |  |  |  |  |
| 646.74? | -- | -- | - | -- |
| 631.781 | -- | -- | -- |  |
| 14.966 | -- | ** | - | - |
| 896.939 | -- | -- | -- | -- |
| 908.661 | -- | -- | -- | -- |
| -11.722 | -- | -- | - | -- |

[^15]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Automoblle (Used) Deslers (SIC 6312)

|  | Total(1) | Bottom 25\% | tower $\text { midde } 25 \%$ | Upper middele 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\left(\$ 000^{\prime}\right.$ s) High sales valua ( $\$ 00 \mathrm{C}$ 's) | $\begin{array}{r} 24 \\ 111 \\ 11) \end{array}$ | -- | -- | -- | -- |


| Selected expense item | Indusiry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nessesing } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot } \mathrm{tom} \\ 25 \% \end{array}$ | Lawer 25\% | Upper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of stes |  |  |  |  |
| Cost of sules | 66.2 | - | -- | - | -- | 92.7 | 71.4 | -- | -- | -- | -- |
| Occupancy expenses | 2.1 | -- | -- | -- | -- | 74.1 | 2.8 | -- | -- | - | -- |
| Depreciation | 0.7 | -- | -- | -- | -* | 55.1 | 1.3 | -- | - | -- | - |
| Repaire \& meintenance | 0.3 | - | -- | -- | -* | 36.5 | 0.9 | -- | - | -- | - |
| Heat. light \& teiephone | 0.5 | -- | - | -- | -- | 70.9 | 0.7 | -- | -- | - | -- |
| Rent ${ }^{\text {d }}$ | 0.6 | -- | -- | -- | -- | 51.2 | 1.1 | - | -- | -- | -- |
| Personnel expenses | 2.3 | -- | -- | -- | -- | 47.4 | 4.9 | -- | -- | -- | -- |
| Financisl expenses | 1.4 | - | - | -- | -- | 82.8 | 1.7 | - | -- | -- | -- |
| interest \% bank charges | 0.9 | -- | - | - | -- | 65.0 | 1.4 | $\cdots$ | -- | -- |  |
| Professional tees | 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 | . $\cdot$ | -- | - | -- | - |

## Symole

> zero or no observetions
> $=\quad$ too smell too de expressed
> $\times$ not applicable
> $\times \quad$ confidential

## Fornotes



## Motes

Date ere shown by quartiles when at last 13 of the sampled businesses report the specific item.
Records mere ranked if mscending order according to sales size. Eech quertile (i. ©. Dotrom 25\%, lower midde 25\%, etc.) represents one querter of the totel number of businesses. Within each quartite, the overage ratio is presented. For comparison purposes, the high and low values of stile are shown

## How to use the tobles

(1) Locste the appropriate sties renge thet is displayed on the two lines entivled low sales velue" and miph seles vilum"
(2) The selected range will indiceto the proper quartile. i. . the bottom 25\%. the lower niddle 25z, the upper middi 25\% or the top $25 z$
(3) Dots pertaining to the selected seles size renge will be in thet quartile.

## Stenderd Industrici Ciestifiention Definltion (\$IC 1eso) :

[^16]

Set icole ifor symools and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Menitobe, Automobile (Used) Deelere (SiC 6312)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | Lower | Upper midde $25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in sample (No.) Low sales value ( $8000^{\prime}$ ) High sales value ( $5000^{\prime} \mathrm{s}$ ) | $(1)^{8}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current (atio (times) | 1.8 | =- | -- | - | -- |
| Levernge retios <br> Debtlequity ratio (times) <br> Interest coversge retio (times) <br> Debt retio (times) | 9.9 4.5 0.9 | $\cdots$ | -- | -- | -- |

(1) Ihe ratios represent the everage of retios for sach business in the group and cennos be calculated from the figures show in fable 2 .
(2) Thase estimetes ere besed on semple of businesses roporting seles between $\mathbf{5 2 5 , 0 0 0}$ end 82.000.000.

Ses iable 1 for symbols and notes.

Oefinitions:

1. Liquidity entio:

Current z curpent assets / current litailiqies
2. Lever ege retios:
a) Debt/equity = total liabilities f equity
b) Debt calio = lotal liabilities/ totslassets
c) Interest coverage $=$ net profis interest expense/ interest expense

TABLE 4. Statement of changes in financial posttion for incorporated businesses only. 1987
Manltobe. Automoblle (Used) Dealers (SIC 63i2)

|  | Total(1) | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lowe? midde 25\% | Upper $\text { midele } 25:$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value $\left\{\$ 000^{\circ}\right.$ s $\}$ | $\begin{aligned} & 1 \\ & \langle 1 \\ & \langle 1\rangle \end{aligned}$ |  | -- |  |  |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Dedreciation Dther | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - | -- | -- | - |
| Investent activities Disposal of lixed sssets Purchase of fixed assets Increase in investment Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing ectivities <br> lncresse in long term debt <br> Repayment of lang term debt <br> Loans from shareho! ders <br> Reoayment of loans from shareholders <br> Advances \& loans from government <br> lncresse in equity <br> Decreses in equity <br> Deter | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> -- <br> - | - - - - - - | - <br> - <br> - <br> - <br> - | - <br> $\therefore-$ <br> $\therefore-$ <br> - |
| Increaseldecressel in cash tequivelents Cash s equivalents-Beginning of the yeer Cesh sequivalents - End of the yeer | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) These estimetes are based on sample of incorporated dusinesses peporting sales between \$25.000 and \$2,000.000. Smple count includes only those businesses reporting stovement of changes
See taple for symbols and netes.
TABLE 5. Employment changes by size of bustness. 1984-1987 based on SIC claseffication in 1987
Manitoba. Automobile Deelers

|  |  |  |  | Chonges in num with pai | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in everage labour units(l) | Number of businesses | $\begin{array}{r} \text { Total oayroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labous units(1) | Newly reporting(2) | No longer reporting (3) |
| 1984 |  |  |  |  |  |
| Total | 238 | 82.794 | 4.108 | 31 | 13 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 180 \\ 48 \\ 10 \end{array}$ | $\begin{aligned} & 22.311 \\ & 38.053 \\ & 22.420 \end{aligned}$ | $\begin{aligned} & 1.108 \\ & 1.887 \\ & 1.119 \end{aligned}$ | $\begin{array}{r} 24 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 12 \\ ! \end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 250 | 112.045 | 5.127 | 30 | - . |
| $\begin{aligned} & \text { iess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 181 54 14 1 | 24.175 <br> 47.278 <br> $x$ $x$ | $\begin{aligned} & 1.109 \\ & 2.162 \\ & 1.858 \end{aligned}$ | 24 4 1 | $\ldots$ $\ldots$ $\ldots$ |

(1) Average labour units or celculated by dividing total payrall by the oversge annual wege and salary tate os reported in the Survey of Employment. Peyroll and Hours, Sististics Canade. Catologue $92-002$. An overage labour unit could be interpited as a lull-
500 mime loyes in canade as mole but less than that number in ony given province it is shown in the 300 and over group
(2) Refers 10 businesses reporting no peyroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Mewty reporting" and "nc longer reporting" Dusinesses are assumed po move been in activity for six months and the information is adusted accopdingly
see laole ifor symbols and notes.

TABLE 6, Selected operating characteristics of smell bustnesses by sales quartile, $1985-1987$
Manitoba, Automobile (Used) Demlers (SIC E312)


1985

| Wumber of observations in semple |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge sales ${ }^{\text {a }}$ | 423.510 | -- | -- | -- | -- |
| Average expenses | 420.357 | -- | -- | -- | -- |
| Average net profit (lose)s | 3.153 | -- | -- | -- | -- |
| Busineses reporting a profit (Mo.) | 18 |  |  |  |  |
| Average sales \$ | 269.929 | -- | -- | -- | -- |
| Average expense \$ | 254.511 | -- | -- | -- | -- |
| Aversee net profit \$ | 15.318 | -- | -- | -- | -- |
| Businesses reporting lose (Mo.) | 3 |  |  |  |  |
| Average soles ${ }^{\text {a }}$ | 1.001 .497 | -- | -- | -- | -- |
| Aversge exdense \$ | 1.034.208 | -* | -- | -- |  |
| Average net loss $\$$ | -32.711 | -- | -- | -- | -- |

1987

```
Number of observetions in sample
    Averoge soles g
    Avergoge expenseg
    Average net Drofit (loss) $
```

42
215.805
209.582
6.223

| - | -- |
| :--- | :--- |
| -- | - |
| $-\infty$ |  |

Businesses reporting proflt (Mo.)
Average males $\$$
Average expense
218.921
206.538
12.383

| $-=$ |  |
| :--- | :--- |
| $-=$ | - |
| -- | - |

Businesses reporting test (Mo.) 17
204.669
210.545 $\begin{array}{lr}\text { Aversge expense } \$ 8 & 210.546 \\ \text { Averge net loss } & -5.877\end{array}$
amber of observations in sample
Average ssies 5
Average expense
Average net profit (logs) 5
298.929

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

sinceses reporting profit (Mo.)
302.912
$\begin{array}{ll}-- & - \\ --\end{array}$
$-:$
$-:$
204.678
averseg sales
210.338
Average not profits
12.383
(1) These estimates are bosed on somple of businesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$

Sen iate 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba, Gasoline Service Stations (SIC 6331)


## \$ymbols

```
zero or no observetions
-. $00 snm:1 too of exprersed
    not mppi,csole
x confidentia
```


## Footnoter

(1) These estimetes are based on sample of businesses reporting seles between \$25.000 and \$2.000,000.
lotsl weighted expenditure on given item


This pariton of the toble pertbins only to the businesses reporing the specific expense item. inerefore these ratios ore celculated individually and the lots: will not necesserily dusl $100 \%$

## Moter

Date are shown by quartiles when at leas: 13 of the sampled businesses report the specific iten
necords wer ranke in ascending order sccording to sales size. Each queptile li, bottom 25\%, lower midele 25\%. Etc. represents on querter of the total number of businesses. Within each quartile. the ever age retio is presented. For comperison purposes, the high and low values of seles ere shown

How to use the sables

12) The selected range will indicete the proper quertily, i. . the bottom 25\%, the lower midole 25\%. the upper midele 25\% of the top 25\%
(3) Dsta perteining to the selsected sule size renge will be in thet quartile.

## Stunderd Industrial Clestificstion Dafinition (SIC 1880):

SIC 6331 - Geoline Serviee Stetions
Businesses primarily engaged in retail debling in gasoline, lubricaping oils ano greases. Included in this inoustry ar firms primerily engaged in lubr cating mopor vehicles. This industry group includes firms described as: retail diesel fuel. filling spations, ges bers, pasoline service stations. retail gasoline, motor venicles fubricetion services and self-serve gasoline stations.

TABLE 2. Balance sheet profile for incorporated businesses oniy, 1987
Manitobe, Gasoline Service Stations (SIC 6331)

|  | Total(1) | $\begin{array}{r} \text { Bo: } 40 m \\ 25 \% \end{array}$ | Lower middle 25\% | Uppef $\text { midale } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 81 \\ 11 \\ (1) \end{array}$ | $\begin{aligned} & (11) \\ & 617 \end{aligned}$ | $\begin{aligned} & 617 \\ & 794 \end{aligned}$ | $\begin{array}{r} 794 \\ 1.089 \end{array}$ | $\begin{array}{r} 1.089 \\ 11) \end{array}$ |
|  | Average (\$000'si |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | 10 | 0 |
| Accounts and notes peceiveble | 14 | 14 | 14 | 10 | 19 |
| Inventory | - | - | 5 | 95 | - |
| Other current assets | 92 | 44 | 135 | 95 | 101 |
| Total curcent ossets | 107 | 58 | 149 | 105 | 121 |
| Fixed assets | 69 | 41 | 60 | 55 | 121 |
| less: Accum. ded. on fixed essets | - | - | - | - | - |
| Other assents | 7 | - | 3 | 6 | 17 |
| Totel eseets | 183 | 99 | 213 | 187 | 258 |
|  |  |  |  |  |  |
| Current loans Other current liabilities | 9 48 | 7 32 | 65 | ${ }_{4}^{9}$ | 15 56 |
| Totel current lisbilities | 57 | 40 | 66 | 53 | 71 |
| Mortgages Dayable | - | - | ; | - | - |
| Long term debt | 6 | 3 | 7 | 4 | 9 |
| Other liabilities | 64 | 27 | 53 | 98 | 71 |
| Total liabilities | 126 | 70 | 128 | 155 | 151 |
| Total equity | 56 | 29 | 86 | 12 | 107 |

111 These estinates sie based on stmple businesses repoting seles between $\$ 25,000$ and $\$ 2,000,000$
See fable for symools and notes

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Menitobe. Gesoline Service Stitions (SIC s331)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middle } 25 \% \end{gathered}$ | Upper $\text { middie } 25 \%$ | TOO $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value (\$000's) Migh sales value ( $\$ 000$ 's) | $\begin{gathered} 81 \\ (1) . \\ \text { (i) } \end{gathered}$ | (1) 617 | 617 794 | $\begin{array}{r} 794 \\ 1.089 \end{array}$ | $\begin{array}{r} 1.089 \\ (1) \end{array}$ |
|  | Average |  |  |  |  |
| Liquidity ratic Current ratio (inmes) | 1.9 | 1.5 | 2.3 | 2.0 | 1.7 |
| Leversge ratios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 2.2 2.7 0.7 | 2.4 3.1 0.7 | 1.5 3.7 0.6 | $\begin{array}{r} 12.8 \\ 0.8 \end{array}$ | 1.4 3.8 0.6 |


(2) These estimetes ere besed on semple of businesses reporting seles between $\$ 25,000$ and $32,000,000$.

See Teble i for symols and netes

## Onfimitions:

1. Liquidify retio:

Current seurpent asseis / current liabilipies.
2. Leverage retios:
ai Debs/equify $=$ total 1 abilities / equity
b) Debs rotio s tolal liabilifies / total assers
c) Interest coverage $=$ nei profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporsted businesses only. 1987
Menitoba, Gasoline Service Sentions (SIC 5331)

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

(1) These estimes er besed on semple of incorporbted businesses raporting seles between \$25.000 end \$2.000.000. Semole count includes oniy those Dusinesses reporting stetemen of enanges.
see leble 1 for symbols and notes
TABLE 5. Employment chenges by Efze of business. 1984-1987 besed on SIC classification in iga7
Manitobe. Gasoline Service Stetions (SIC 6331)


(1) Average lacour units or colculated by dividing total payroli by the everoge onnual wage and selopy rate es reported in the Surver of Employment. Poyroli and Hours. Statistics Canada. Catalogue 12-002. An overage labour unit could be interpreted as a
 500 employees in canade as athole but less than inat numoer in ony given province it is shown in the 500 end over group
(2) Refers to businesses repprting no gayroll decuctions in the previous year

131 Refers io businesses reporting no payroll deductions in the following year
"Wewly reporting" and "no longer reporting" businesses are assumed to have been in activity for six montis and the information is odjusted accordingly

See tobl ifor symbels anc notes

TABLE 6. selected operating chartcteristics of small businesses by sales quartile, 1985-1987
Manitobe, Gesoline Service Stations (SIC 6331)

|  | Total:1) | Bottom 25\% | $\begin{aligned} & \text { Lowe: } \\ & \text { midele } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoce: } \\ & \text { midole } 25 \text { : } \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of obsurvations in sample | 257 |  |  |  |  |
| Averoge sales \$ | 586.005 | 125.355 | 360.057 | 619.507 | 1.239 .104 |
| Average expense $\$$ | 578,150 | 126.343 | 354.252 | 510.521 | 1.221.485 |
| Avorage net profit (loss) ${ }^{\text {c }}$ | 7.856 | -988 | 5.805 | 8.986 | 17.619 |
| Businseses reporting profis (Mo.) | 217 |  |  |  |  |
| Aversoe sales ${ }^{\text {S }}$ | 580.625 | 130.944 | 349.292 | 611.307 | 1.230 .955 |
| Averege 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 |
| Ausinesses reporting loss (Mc.) | 50 |  |  |  |  |
| Averspe soles ${ }^{\text {Average exoense }}$ | 601.744 | 113.028 | 390.251 | 632.997 | 1,270,701 |
| Aversoe exomse \$ | 614,582 | 140.338 | 397.480 | 638.775 | 1.281 .736 |
| Aversge nei loss | -12.838 | -27.312 | -7.229 | -5.778 | -11.035 |

1986


| $\begin{array}{r} 255 \\ 571.725 \\ 564.865 \\ 6.880 \end{array}$ | $\begin{array}{r} 78.035 \\ 77.171 \\ 864 \end{array}$ | $\begin{array}{r} 306.082 \\ 295.259 \\ 10.823 \end{array}$ | $\begin{array}{r} 816.646 \\ 805.621 \\ 11.025 \end{array}$ | $\begin{array}{r} 1.286 .138 \\ 1.281 .407 \\ 4.731 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 218 |  |  |  |  |
| 577.315 | 85,362 | 309.227 | 617.893 | 1.296.777 |
| 561.782 | 77. 303 | 291.599 | 602.938 | 1.275.288 |
| 15,533 | 8.059 | 17.628 | 14.955 | 21.489 |
| 40 |  |  |  |  |
| 558.974 | 58.428 | 297.622 | 810.821 | 1.269 .023 |
| 572.831 | 76.817 | 305,105 | 618.151 | 1.291 .249 |
| $-13.857$ | -18.389 | $-7.484$ | -7.330 | -22.226 |

1987

| Number of observations in sample | 238 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 587.264 | 133,154 | 380.450 | 695.310 | 1.140 .140 |
| Averspe expense \$ | 575.328 | 125.743 | 370.417 | 683.581 | 1.121 .570 |
| Average net orofit (lose) \$ | 11.936 | 7,411 | 10.033 | 11.729 | 18.570 |
| Businesmes peporting profit (mo.) | 189 |  |  |  |  |
| Averoge seles 5 | 589.313 | 125.571 | 380.485 | 700.753 | 1.150.444 |
| Averape expense 5 | 568.188 | 112.990 | 364.697 | 674.588 | 1.120 .477 |
| Aversge net profits | 21.125 | 12.58) | 15.788 | 25.165 | 29.967 |
| Businesses reporting lees (Mo.) | 47 |  |  |  |  |
| Average sales ${ }^{\text {s }}$ | 581.208 | 156.150 | 380.346 | 682.816 | 1.105.518 |
| Average expense \$ | 595.340 | 164.422 | 387.467 | 704.225 | 1,125.244 |
| Avernge net loss 5 | -14.132 | -8.272 | -7.121 | -21. 109 | -19.726 |

191 These estimetes be besed on sample of businesses reporting selts between $\$ 25,000$ and $82.000,000$.

[^17]TABLE 1. Selacted operating ratios. in percent of sales. 1987
Menitobe, Tire, sattery, Perte end Accessories Stores (SIC 6342)

|  | Total(1) |  | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ |  | Lower middie 25\% |  | Upper midde 25\% |  |  | Tos$25:$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales value ( $\$ 000$ 's) <br> High saies value $\left(8000^{\circ}\right.$ s) |  | $\begin{gathered} 32 \\ \{1 \\ (1) \end{gathered}$ |  |  |  |  |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onir( 3) |  |  |  |  |
|  | Totel | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middie } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tosal | Bottom 25\% | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Pereent of seles |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 52.9 | - | -- | -- | -- | 85.4 | 62.0 | -- | -- | -- | - |
| Decupency expenses | 6.0 | - | -- | -- | -- | 100.0 | 6.0 | - | -- | -- | - |
| Deprecistion | 1.6 | -- |  |  | -- | 98.6 | 1.6 | -- | -" | -- | -- |
| Repairs \& mointensence | 0.9 | -- | -- | - | - | 90.8 | 1.0 | -- | - | -- | -- |
| Heet. light 8 telephone | 1.6 | -- | -- | -- | - | 87.8 | 1.9 | -- | -- | -- | -- |
| Rent | 1.9 | -- | -- | - | - | 62.9 | 3.0 | -- | -- | -- | - |
| Personnel expenses | 17.0 | -- | -- | -- | -- | 90.6 | 18.7 | - | -- | -- | -- |
| Financist expenses | 2.4 | - | -* | -- | -- | 98.0 | 2.5 | -- | -- | - | -- |
| Interest \& bank charges | 1.8 | -- | -- | -- | -- | 82.9 92.0 | 2.2 0.7 | - | -- | -- | -- |
| Protessional fees | 0.6 | -- | -- | -- | -- | 92.0 | 0.7 | - | . |  |  |
| Other expenses | 16.9 | -- | -- | - | -- | 100.0 | 16.9 | -- | -- | - | -- |
| Profit (loss) | 4.8 | -* | -- | -- | -- | 100.0 | 4.1 | -- | -* | - | -- |
| Total | 100.0 | -- | -* | -- | -- | 100.0 | ... | -* | -- | - | -- |

## Syebole

zero or no observations
-. 200 smel! too be expressed
not epplicable

- confidentil


## footnetes

(1) These estimates ber besed on semple of Dusinesses repopting seles between 325,000 end \$2,000,000


 indiviousliy and the cotsl will not necestilily equl $100 \%$.

Mote
Dete re shown by quartiles when of least 13 of the sempled businesses raport the specitic item
 one quarter of the totel number of businesses. Within ench quaptile. the aver ege retio is prestented. for comperison purposes. the high and low velues of sies or shown

## now to use the pebles


(2) The telected renge will indicete the proper quertile. i. the botton 25\%, the lower siddt 25\%. the upper midia 25z or the top $25 x$
(3) Dete perteining to the selected stive size renge will be in thet quertile.

## Stunderd Industriel Elestificetion Definition (SIC 1889):

SIC 8342 - Tire, Bettery, Parts and Acceatories Stores
 or in combinbtion. These jusinesses may be seconderily engaged in if installation and repsir os well as in automobile repaif, This industiy incluoes the lollowing rypes of petsil operstons. pelsil sutomotive bsteries. petail automotive parts ond sccessories, petail
 motor vehicle tape decks and retail lites and tubes

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba, Tire, Battery, Parts and Accessorlea Stores (SIC E342)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & .25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lownales value ( $\$ 000{ }^{\prime}$ ) High sales value ( $9000{ }^{\prime}$ ) | $\begin{array}{r}25 \\ (1) \\ (1) \\ \hline\end{array}$ | -- | -- | -- | -- |
|  |  | Average (\$000's) |  |  |  |
| Assets |  |  |  |  |  |
| Cesh Accounts and notes receivable | 33 | -- | -- | -- | -- |
| Inventory | 3 | -- | -- | -- | -- |
| Other current asseis | 111 | -- | -- | -- | - |
| Total current asmets | 144 | -- | -- | $\cdots$ | - |
| Fixed issets | 61 | -- | - | - | -- |
|  |  | -- | -- | -- | - |
| Other essets | 6 | -- | -- | - | -- |
| Total assets | 219 | -- | - | - | - |
| Lisblities and equity 39 . 30 |  |  |  |  |  |
| Current loens labilities | 39 70 | -- | -- | -- | -- |
| Total current liabilitios | 109 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt. | 57 | -- | -- | -- | -- |
| Other liabilities | 57 | -- | -- | -- | -- |
| Total lisbilities Total equity | 167 | -- | - | -- | - |
| Totel equity | 46 | -- | - | -- | -- |

11 These estimates are based on somple of businesses reporting sales detween $\$ 25.000$ and $\$ 2.000 .000$.
See isole 1 for symbols end notes.

TABLE 3. Financial retios(1) for incorporited businesses only. 1987
Manltobs. Tire, Battery. Perts and Accessorles Stores (Si5 6342)


(11) The ratios represent the werge of resios for esch business in the group and cannot be calculsted from the figures shown in tebie 2 .

121 These estinates bre besed on sample of businesses peporting stien between $\mathbf{1 2 5 , 0 0 0}$ and $82.000,000$.
See fable ifor symbols and notes.

Definitions:

1. Liquidiey retio:

Cupeme z curponi assets / currene liabilities.
2. Leverage rotios:

1 Dedr/avily = coral liabilifies/equify
D) Dedt polio = lotal labilities/porel assers
c) Interest coverage $=$ net profit - interest expense / interest expense.

## TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987 Manltobe, Tire. Battery, Parts and Accessories Stores (SIC 6342)

|  | Total 11 | $\begin{array}{r} \text { Battom } \\ 25 \% \end{array}$ | Lower midoie 25\% | Upper midde 25\% | Tor |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High seles value ( 8000 's) | $\left(\begin{array}{l}12 \\ (1) \\ 1\end{array}\right.$ |  |  |  | -- |
| Average (\$000's) |  |  |  |  |  |
| Operating metivities Cash from operations Depreciation Dther | 3 9 - | -- | -- | -- | -- |
| Dividends | - | -- | -- | - | -- |
| Investment activities <br> Dispossl of fixed assets <br> Purchase of lixed assats <br> Incresse in investment <br> Decrease in investment | $\begin{array}{r}1 \\ -15 \\ \hline 1\end{array}$ | -- | -- | -- -- -- | -- -- -- |
| Finsncing etivities <br> Increase in long term debp <br> Redoyment of long term debt <br> Losns fiom sharenolders <br> Repayment of loars from shareholders <br> Advances \& loans trom govermment <br> lncrease in equity <br> Decrese in equity <br> Othe: |  |  |  |  |  |
| Increase(decreses) in cesh sequivalente Cesh equivelents-Beginning of the year Cash equivelents - End of the yeer | $\begin{array}{r} -8 \\ -30 \\ -38 \end{array}$ |  | -- | -- | -- |
| 19 These estimates ere based on a sample of incopporeted businesses pporting soles berween $\$ 25.000$ and $\$ 2.000,000$. Sample count includes only those businesses paporting stotement of changes. <br> see toole 1 for symbols and notes. |  |  |  |  |  |
| TABLE 5. Employment changes by size of bustness, 1984-1987 besed on SIC elassificetion in ige7 Manltobs, Tire. Battery. Parts and Accessorles Stores (SIC 5342) |  | 1984-1987 besed on SIC clesetficetion in 1987 | based on SIC clessification in 1987 |  |  |



(1) Average tobour units er colculated by dividing totol paypoll by the overage annual wege and selary rete of reported in the Sufvey of Employment. Peyrolf and Houfs. Statistics Lanods. Catelogue $92-002$. An average labouf unit could be interprated es a full-time employee Note that the business size groups used ore determined of the Canado level. Thus if obusiness has at last 500 employees in cansca os othole but less than thet numper in eny given province it is shown in the 500 and over group.
(2) Refers io businesses reporting no payrall deductions in the previous year
(3) Refers to businesses repopting no payroll deductions in the following year
"Newiy coporting" and "no longer peporting" dusinesses are assumed to have been in activity for six monith and the intarmation is adjustec accordingly

See isole 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manicobs, Tire, Bsttery. Parts and Accessories Stores (SIC 6342)

|  | Total(1) Bottom Lower Upoer Top  <br>  $25 \%$ midole $25 \%$ middie $25 \%$ $25 \%$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |


| Mumber of doservations in sample | 218.112 ${ }^{33}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averoge expenses | 305.241 | .- | -- | -- |  |
| Aver ${ }^{\text {gese }}$ net profit (loss) 5 | 12.871 | -- | - | -- | -- |
| Busincsees reporting e profit (Mo.) | 27 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 317.203 | -- | -- | -- | -- |
| Avorage expense \$ | 296.489 |  | -- | -- | -- |
| Average net profit \$ | 20.714 | -- | -- | -- | -- |
| Buginesees reporting lose (Wo.) | 5 |  |  |  |  |
| Average sales 5 | 305.118 | -- | -. | -- | -- |
| Averege expense 5 | 328.403 |  | -- | -- | -- |
| Avernge net loss \$ | -23.285 | -- | -- | - | -- |

Number of observetions in semple Average sisles
Averape expense
Average net profit (loss) 3

Businesses reporting profit (Mo.) Average sa! es Average expense Average net profit $\$$

Bupineseat reporting eloss (Mo.) Average sales Averape expense Averme net loss s


Number of observetions in semple Average sales 5 Average expense $S$ Average net profit (loss) 3
36
366.197
357.329
8.868

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

Ousinesses reporting prof is (Mo.)
Average sales $s$
351.215

Average expense
340.712

Average net profit s
20.503

Dusinesses reporting Utes (mo.)
Aversge stles
359.141

Averige expense s
380.902

Aversge net loss
$-21.761$

19 inese estimetes are based on somple of businesses repoping sales between $\$ 25.000$ and $\$ 2.000 .000$
Ste iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitobe, Gerages (General Repairs) (SIC 6351)


Symbois
zero or no observations

- 100 snell too be Expressed
not $\quad$ ppliceole
* confidentiol


## footnotes

(11. These es imetes ber based on sempla of businesses reporting seles beqween 325.000 and 52.000 .000 lotal weighted expenditur on given isem


This porqion of the table pertains only to the businesses reporting the specific expense ifen. fheratore these rotios fersiculatiod individuslly and the toral will not necesser ily equs 1002 .

## Motes

Onse fe shown by quertiles wher st least 13 of the sempled ousinesses report the specific item
Records were ranked in tscending order according so sales size. Each quartil (i. . Dottom 25t. Iower nidde 25t, etc.) peptents one querter of the total number of businesses. Within each quartile. the overege ritio is presented. for comperison purposes. ithe high and low values of seles ere shown.

How to use the tablet
(1) Locete the sproprlete seles range thet is displeyed on the two lines entitled bow seles vilue end onigh seles velun".
$(2)$ Phe sected range will indicete the proper quertile. i. the bottom 25\%. the lower midd 25t. the upper midd 258 or the 10D $25 \%$
(3) Dats pertaining to the selected siles size ronge will be in that quertile.

## Stenderd industrial Clestificetion Definition 15IC 19801:

[^18]TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitobs, Garmges (General Repairs) (SiC 5351)


111 inese estimetes are bused on sample businesses reporting seles bermeen 525,000 and $\$ 2,000,000$
Sot iable i for symools and notes.

TABLE 3. Fimancial ratios(1) for incorporeted businesses only. 1887
Menitobe, Garages (Genermi Repeirs) (Sic Essi)

|  | Totel (2) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\text { midole } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | (1) ${ }^{19}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.2 | -- | -- | -- | -- |
| Leverege ratios <br> Oebtlequity ratio (times) <br> Interest coverage ratio (times) <br> Dobt ratio (times) | 2.6 1.2 0.7 | -- | -- | -- | -- |

11 The retios represent the ever me of fotios for each business in the group and connot be celculated from the figures shown in iable 2.

see table 1 for symbols ano notes.

Qfinitions:
ค. Liquidity retio:
Current $=$ current assets / curront liabilities.
2. Lever tge retios:
8) Debr/equisy = qopal liabilizies / equipy.
D) Debr iatio = rotal libilisies / lotal assets
c) lnterest coveroge $=$ net profis interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporsted businesses only. 1987
Manitoba, Garages (General Repairs) (SIC 6351)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe! $\mathrm{modle} 25 \%$ | $\begin{array}{r} \text { UDDe: } \\ \text { midde } 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 9 \\ (1) \end{array}$ |  |  |  |  |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Operting ectivitiss Cash from operations Dedreciotion Dener | 5 10 -1 | -- | -- | -- | -- |
| Oividend | - | - | -- | - | -* |
| Investment activities Disposal of fixed assets Purchase of fixed assets Incresese in investment Decrease in investment | $\begin{array}{r} 11 \\ -16 \\ -7 \\ - \end{array}$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in lang term debt Repeyment of long term debt <br> Losns from shereholders <br> Redeyment of loans from stareholders <br> Advances \& loans from governmen: <br> Increase in equity <br> Decrease in equity <br> 0ither | 7 -12 4 -5 - - -4 - | $\square$ <br> - <br>  | - - - - - - | - - - - - - | - |
| Incresse(decrese) in cash A equivalents Cesh squivalents-Beginning of the year Cash equivelents - End of the yeer | -8 10 2 | -- | -- |  | -- |

 only those businesses ruporiing statement of changes.
set isole for symols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 besed on sic cilestification in ige7
Manitobe. Garages (General Mepelrs) (SIC 6351)


(1) Averge labour urits re colculated Dy dividing total peypoli by the overage manul wage sind salary cote as reported in the Survey of Employment. Payroll ond hours. Statis?ics Canoos. Cotologue 12-002. an average labour un it could be interpieted as o full-time employee Note that the business size groups used ore derermined ot the Canade lovel. Thus if obusiness has at leas? 500 mployes in Canada as anole but less than the number ip any given province it is show in the soo and over group.
121 Refers to businesses repotting no payroll deductions in the dravious year.
(3) Reters 10 businesses reporting no payroll deductions in the following yeer
"Newly reporting" and "no longer feporting" businesses are assumed to hove been in activity for six months and the information is adjusted accordingly.

See iable 1 for symbols and notes

TABLE 6. Selected operating charwcteristics of small businasses by sales quartile. 1985-1987
Manitoba, Garages (General Repairs) (SIC 6351)


1986

| Wumber of observetions in semple Average sales \$ Averse expense \$ Average net profit (loss) $\$$ | 70 145.926 135.897 10.029 | $\begin{array}{r} 41.645 \\ 41.135 \\ 510 \end{array}$ | 67.899 60.393 7.506 | $\begin{array}{r} 115.472 \\ 100.959 \\ 14.513 \end{array}$ | $\begin{array}{r} 358.687 \\ 341.100 \\ 17.587 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting prolit (Mo.) | 62 |  |  |  |  |
| Average seles | 147.911 | 46.770 | 66.888 | 115.878 | 362.106 |
| Average expense 5 | 135.208 | \$1.204 | 56.909 | 99.006 | 313.713 |
| Average net profit \$ | 12,703 | 5.566 | 9.979 | 16.872 | 18. 393 |
| Buainosses reporting loss (Mo.) | B |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 120.289 | 35.344 | 73.786 | 110.467 | 261.559 |
| Averege expenses | 128.401 | 41.050 | 80.675 |  | 286.857 |
| Aversoe net loss \$ | -8.112 | -5.706 | -6.890 | -14.544 | -5.308 |
|  |  |  | 1887 |  |  |
| Number of observations in sample | 50 |  |  |  |  |
| Aversge salas \$ | 269.087 | 43.799 | 92.853 | 247.380 | 692.336 |
| Average expense 5 | 258.772 | 42.336 | 79.499 | 229.906 | 683.345 |
| Aversge net profit (lass) \$ | 10.315 | 1.463 | 13.354 | 17.454 | 8.991 |
| Businesses reporting eprofit (Mo.) | 50 |  |  |  |  |
| Aversge selos ${ }^{\text {che }}$ | 273.789 | 40.970 | 92.853 | 247.380 | 713.973 |
| Aversge expense \$ | 257.266 | 32.598 | 79.499 | 229.906 | 687.060 |
| Average net profit 5 | 16.523 | 8.372 | 13.354 | 17.458 | 26.913 |
| Busimences reporting less (Mo.) | 10 |  |  |  |  |
| Average sales | 350.759 | 53.471 | - | $=$ | 648.047 |
| Aversge expense | 375.685 | 75.630 | - | - | 675.740 |
| Average net loss | -24.926 | -22.159 | - | - | -27.693 |

111 Thestestimetes ore besed on ample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000,000$.
5ee toble 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manltobe. Paint Body Repair Shops (SIC 6352)

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

## Syubols

zepo or no observilions

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not spoliceble
$\times$ confidentisl


## Footnotes

(1) These felimeres pe besed on semple of businesses reporting seles between 325,000 and $\$ 2.000 .000$.

Totsl weighted expenditur on siven item
(2) Value in each cell $=$ lotal meighed seles of ell businesses in the sample $x$ for fach quartile
(3) Velue in each cell $=\frac{\text { Total weightod expenditupe on given item }}{\text { Total weighted seles of busingsses reporting this item of expenditure }}$ for enertile.

This portion of the quble oerqoins only to qhe businesses reporting the specific expense item. Therefore these patios ere calculated individuslly and the totsl will not necessarily equel $100 \%$.

## Woter

Dete ore show by guertiles when at lest 13 of the sempled busineses peport the specific item
Records were ranked in stending order scording to ssles size. Esch quortile li. bottom 25y, lower midde 25\%, tic. represents one querter of the totel humber of businesses. Within esch qusitile. the suer sge retio is presented. for comperison purposes. the high and 10 m vilues of seles ere shom

How to use the tebles
(1) Locste the spproprinte seles renge thet is displuyed on the two lines entitled bow salut vilue" end migh seles vilue
(2) The selecind range will indicete the pioper quertile. i. e. the botrom 25z. the lower nidel 25z. the upper widole 258 or the top $25 \%$.
(3) Osts pertivining to the sucted stive sizermge will be in thet quertile.

Stenerd Induatricl Clestflestion Definition (S1C 1sse):

## 5IC 6352 - Peint and sooy Repairs

Businesses primarily engeged in peparing andor repanting motor vehicte bodits. fenders and doors. Businesses in ehis industry may be secondarily engaged in mechanical repaip. Moior venicle body repairs, motor vehicle collision peptirs. motor vehicle frome straightening and the gainting of notor vehicles are ousinesses also included in inis industry.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba. Peint \& Body Repair Shops (Sic 6352)

|  | Total(1) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | UDDer middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.i Low sales value ( $\$ 000 \mathrm{~g}$ ) Migh sales value $\left(\$ 000^{\circ}\right.$ s) | 38 11 11 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Cash $\begin{gathered}\text { accounts and notes recoivable }\end{gathered}$ | 23 | - | -- | -- | -- |
| Inventory | 2 | -. | -- | -- | -- |
| Other current assets | 74 | -- | -- | - | -- |
| Total current essets | 97 | -- | - | -- | *- |
| Fixed assets | 79 | - |  | -- | - |
| Less: Accum. dep. on fixed ussels | 25 | -- | -- | -- | -- |
| Other sssets | 25 | -- | -- | -- | -* |
| Totel ssets | 202 | -- | - | -- | - |
| Liebllities and aquity |  |  |  |  |  |
| Current loans | 19 | -- | -- | -* | -- |
| Other current liabilities | 52 | -- | -- | -- | -- |
| Total current liabilities | 71 | -- | -* | -- | - |
| Mortgages payable | - | -- | -- | -- | -- |
| Long erm debt | 8 | -- | -- | -- | -- |
| Other liabilities | 48 | -- | -- | -- | -- |
| Total llabilitios | 123 | - | - | - | - |
| Totel equity | 73 | - | -- | -- | - |

11) These estimetes are besed on smple of businesses reporting sules between $\$ 23.000$ and $\$ 2.000 .000$

See istele for symbels ano notes

TABLE 3. Financial ratios(1) for incorporated businesses oniy. 1987
Manitobs. Paint EOdy Repair Shops (SIC 6352)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midol } 25 x \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) Migh salos value $18000^{\circ}$ s) | $\begin{array}{r} 38 \\ (1) \\ (1) \end{array}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.4 | -- | -- | -- | -- |
| ```Leverage rotios Debs/eauity rorio (times) Interest coverage ratio (times) Debt ratio (times)``` | 1.6 1.6 0.6 | -- | -- | -- | -- |

(1) The retios represent the everage of reties for each businass in the group and connot be calculated from the figures shom in table 2 .

Sec rable for symble and notes.

Definitians:
t. Liquidity retio:

Cuprens = curpent essois / cuprens liobitities.
2. Leverage retios:
8) Debt/equity = 108 al liabilities / equity
ol Debs ratio = lotal liabilities/ total assis.
c) interest coverage s net profit interest expense / interest expense

TABLE 4. Statement of changes in finencial position for incorporated businesses only. 1987
Manltobs. Paint Body Repalip Shops (SIC 6352)


TABLE 5. Employment changes by Elze of business. 1984-1987 besed on SIC ciaesification in 1987 Manitobe. Peint Body Repeir Shops (SIC 6352)

|  |  |  |  | Changes in mum with poi | of businesees loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labous units(1) | Newly peporting(2) | No langer redoring(3) |
| 1984 |  |  |  |  |  |
| Total | 220 | 13.573 | 849 | 10 | 24 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \end{aligned}$ | 216 | 12.440 1.139 | 778 | 38 2 | 24 |
| 100 - 499 | - | , | - | - | - |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Total | 228 | 18.429 | 1.054 | 35 | - . |
| $\begin{aligned} & \text { les: than } 20 \\ & 20-99 \end{aligned}$ | 222 8 | 16.054 2.375 | 919 135 | 33 2 | $\cdots$ |
| 100-199 | - | - | - | - |  |
| 500 and over | - | - | - | - | . . . |



 500 employets in Cande Es a whol bup less inen the number in thy given province it is shown in the goo and over group.
(2) Refers to businesses reporfing no payroll deductions in the previous yeer
(3) Refiers to businesses reporting mo paypoll deductions in the following year
"Mmly reporting" and "no longer reporting" businesses are assumed to have been in metivity for six nonths and the information is edjusted sccordingly

See Table for symols and moties

TABLE 6. Selected operating characteristics of smil businesses by sales quartile, 1985-1987
Manisoba. Paint \& Body Repair Shops (SIC 6352)

|  | Total(1) | $\begin{array}{r} \text { Bortom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { midole } 25 \% \end{aligned}$ | Uoper $\text { mode } 25 \%$ | $\begin{array}{r} \text { Top } \\ -25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample Averse ssies $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 44 \\ 157.983 \\ 174.010 \\ 23.973 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 39 \\ 193.109 \\ 165.850 \\ 27.249 \end{array}$ | -- | -- | -- | -- |
| ```Businesser reporting lose (Mo.) Averege soles $ Average expense$ Average net loss$``` | 5 228.378 232.675 -4.297 | -- | -- | -- | -- |
|  |  |  | 1986 |  |  |
| Mumber of observstions in smple <br> Averoge sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) $\$$ | 52 281.892 257.102 24.590 | $\begin{aligned} & 58.703 \\ & 55.881 \\ & 12.822 \end{aligned}$ | $\begin{array}{r} 146.287 \\ 122.067 \\ 24.200 \end{array}$ | $\begin{array}{r} 232.557 \\ 221.129 \\ 11.428 \end{array}$ | $\begin{array}{r} 679.239 \\ 629.331 \\ 45.908 \end{array}$ |
| Businesses reporting a proflt (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Averoge net profit $\$$ | $\begin{array}{r} 50 \\ 291.259 \\ 259.835 \\ 31.424 \end{array}$ | $\begin{aligned} & 68.703 \\ & 55.881 \\ & 12.822 \end{aligned}$ | $\begin{array}{r} 148,586 \\ 122.798 \\ 25.788 \end{array}$ | $\begin{array}{r} 268.507 \\ 231.328 \\ 37.179 \end{array}$ | $\begin{gathered} 679.239 \\ 829.331 \\ 49.901 \end{gathered}$ |
| Businesees reporting e loss (Mo.) <br> Average soles 5 <br> Aversge expense s <br> Average net loss $s$ | $\begin{array}{r} 2 \\ 154.276 \\ 161.041 \\ -6.765 \end{array}$ | - | $\begin{array}{r} 108.507 \\ 110.177 \\ -1.670 \end{array}$ | $\begin{aligned} & 200.045 \\ & 211.905 \\ & -11.860 \end{aligned}$ | . |

1987

| Wumber of observations in semple | 77 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averse seles \$ | 256.334 | 53.183 | 117.033 | 249.433 | 599.687 |
| Average expense \$ | 240.980 | 52.314 | 113.963 | 237.219 | 560.424 |
| Average net profit (loss) \$ | 15.354 | 6.869 | 3.070 | 12.214 | 39.263 |
| Businesses reporting proflt (Mo.) | 57 |  |  |  |  |
| Average soles | 268.698 | 55.169 | 124.213 | 263.530 | 630.879 |
| Aversge expense 8 | 261.699 | 44.098 | 112.638 | 230.746 | 578.992 |
| Average net profit \$ | 27.079 | 12.071 | 11.575 | 32.784 | 51.88 ? |
| Businesses reporting lose (Mo.) |  |  |  |  |  |
| Aversge sales | 222,897 | 67.709 | 103.510 | 234.237 | 485.133 |
| Average expentes | 232.258 | 75.553 | 116.458 | 244.196 | 492.823 |
| Average net loss 5 | -9.381 | -7.844 | -12.948 | -9.959 | -6.690 |

(11) These estimstes bre bed on semple of businesses reporting sules detween $\mathbf{\$ 2 5 , 0 0 0}$ and $\$ 2.000,000$

See iable ifor symols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, General Stores (SIC 6412)

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

## Syebols

- zero or no observations
- $t 00$ small too be expressed
not applicabl
$\times$ confidential


## Footnotes

(1) These estimetes are besed on semple of businesses reporting seles betmeen $\mathbf{5 2 5} \mathbf{0} \mathbf{0 0 0}$ bnd $\mathbf{8 2}, 000,000$

Totsl weighted expenditur on a piven item
Velue in ash $\mathrm{Cell}=\mathrm{m}$. 100 for each quartile
Total weighted sales of ell busineses in the semple
3) Velue in each cell
$\frac{\text { lotal weighted expenditure on given itm }}{\text { iotal weighted sales of businesses reporting this iten of expenditupe }} \times 100$ for eech quertile

This portion of the toble pertains only to the businesses reporting the specitic expense item. Thersfort these retios ere citculated individuslly and the totel will not necesserily equil $100 \%$

## Mores

Dato ere shown by quartiles when st least 13 of the samplag businesses report the specific ifent
Records were penked in escencing order mccording to seles size. Each quartile li. . bottom 25\%. Iower middie 25\%, etc. 1 represents one quarter of the totel numper of businesses. Within esh quertile, the werege retio is ppested pop comparison purposer, the high eno low volues of seluser shown

## Mow to use the teblet

(1) Locete the sppropriste seloz renge thet is disployed on the two lines entipled "tow seles value" end "high stel value"
(2) The selected renge will indictit the proper quertilt. i, the botton 25t. the lower midde 25\&. the upper midde 25t or the top 25 \%
(3) Dete pertining to the selected suls size renge will be in thet guertile.

## Stenderd Industrinl Clessificetion offinition (SIC 18sol:

S1E 5412 - Ceneril Stores
Businesses primarily engaged in refsil deting in general linu of merchandies on e non-depertmental besis. the most importent of which is food other merchonoise sold usubliy includes ready to-weer pperel. toiletries, cosmetics, haroware. fapm supplies and housewares Businesses may be described as country general stores and general stores

TABLE 2．Balance sheet proflle for incorporated businesses only， 1987
Menltoba，General Stores（SIC 6412）

|  | Total（1） | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upoer $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample（Mo．） Low sales value（ 9000 ＇s） High sales value（ $9000^{\prime}$ s） | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ | －－ | －－ | －－ | －－ |
|  | Average（\＄000＇s） |  |  |  |  |
| Astet： |  |  |  |  |  |
| Cash | 23 | －－ | －－ |  | －－ |
| Accounts and notes receivable | 23 | － | －－ |  | －－ |
| Inventory | － |  | －－ |  | －－ |
| Other current assets | 130 | －－ | －－ | － | －－ |
| Total current assets | 152 67 | － | － | － | －－ |
| less：Accum．deo．on fixed mesels | － | －－ | －－ | －＊ | －－ |
| Other resets | 23 | －－ | －－ | －－ | － |
| Totel msets | 243 | － | ＝－ | － | － |
| Liebilities end equity |  |  |  |  |  |
| Current loans Dener current liabilities | 30 69 | －－ | －－ | －－ | －－ |
| Total current limbilities | 98 | －－ | －－ | －－ | －－ |
| Morqgages Dayable | － | －－ | －－ | －－ | －－ |
| Long term debt | 2 | －－ | －－ | －－ | －－ |
| Other litbilities | 55 | －－ | －＊ | －－ | －－ |
| Total liabilities | 155 | －－ | － | － | －－ |
| Totel equity | 88 | －－ | －－ | ＝ | －－ |

（11）These estimstes are based on sample of businesses reporting soiss between 525,000 and $\mathbf{1 2 . 0 0 0 . 0 0 0}$
See tisble i for symbols and notes．

TABLE 3．Financial ratios（i）for incorporated buibinestes only．1987
Menltobe．Generml Storee（SIC 6412）

|  | Total（2） | $\begin{gathered} \text { Bottom } \\ 25 \% \end{gathered}$ | Lower middle $25 \%$ | $\begin{array}{r} \text { UDper } \\ \text { middl } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample（No．） Low sales value（ $\$ 000$＇s） High sales value（ $9000^{\prime}$ s） | 14 $(1)$ $11)$ | －－ | －－ | －－ | －－ |
|  | Aversge |  |  |  |  |
| Liquidity retio Current ratio（times） | 1.6 | － | －－ | －－ | －－ |
| Leverage ratios Debt／auity ratio（times） Interest coverage ratio（times） Debt patio（times） | $\begin{aligned} & 1.8 \\ & 2.6 \\ & 0.6 \end{aligned}$ | －－ | －－ | －－ | －－ |

III The petios repesent the everage of ratios for eech business in the group end cannot be colculated from the figures ghown in foble 2. 12 Thase estinates bre besed on semple of businesses pepopling soles bermeen $\$ 25,000$ and $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$

See Toble 1 for symools and notes．

## Definitions：

1．Licusidity ratio：
Current a currens assets／current liabilities

2．Leverege retios：

```
Debi/equiqy = loral listilities / pquiqy
Debe ratio = cotal liabilipies / rotal essets
lnt⿱⿻一⿻口人丨又一隹t coverage s net profit interest expense/ interest expenst.
```

TABLE 4. Statement of changes in financial position for incorporated busimesses only. 1987
Manltoba. Ceneral Stores (SIC 5412)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | bower miode 25\% | $\begin{aligned} & \text { UpDer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TCD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessus in sample (No.) Low soles value ( $\$ 000$ 's) High sales vaiue ( $\$ 000^{\prime}$ ) | $\begin{array}{r} 5 \\ (1) \\ (1) \end{array}$ | -- | -- | -- |  |
|  | Average ( 8000 s) |  |  |  |  |
| Operating ectivities Cash from operations Deprecistion Dther | 5 9 -2 | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities Dispossal of fixed essets Purchase of fixed sssets lncresse in investment Decrese in investment | 1 -3 -3 - | -- | -- | -- | -- |
| Financing ectivities <br> lncrease in long term debt <br> Redayment of lang term oebt <br> Loans from sharenolders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> lncresse in equity <br> Decrease in ouity <br> Diner | -9 7 - - -3 | - <br> - <br> - <br> - <br> - | - - - - - - - | - - - - - - | - - - $\therefore-$ - |
| Inerease (decrease) in cash equivelents Cash equivelents-Beginning of the yoer Cash equlvalents - End of the yeer | 2 -1 1 | -- | =- |  | -- |

111 inese estimetes are based on sampl of incorporeted businesses reporting swles between $\$ 25.000$ and $\$ 2.000 .000$. Sunple count inctudes only fhose tusinesses reporting statement of chonges.
sen iable 1 for symbols mod notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC clastificetion in iget
Manliobs. Genersi Merchandlie Stores (SIC 841)

| Business size expressed in average bour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime}\right. \text { s) } \end{array}$ | Aversege lebour units(1) | Changes in number of businesses with poid employeen |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | reporting(2) | No longer reoorting (3) |
| 1544 |  |  |  |  |  |
| Total | 203 | 160.039 | 15.437 | 21 | 14 |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 183 \\ 8 \\ 3 \\ 9 \end{array}$ | $\begin{array}{r} 6.456 \\ 3.185 \\ 5.844 \\ 144.574 \end{array}$ | $\begin{array}{r} 624 \\ 311 \\ 565 \\ 13.937 \end{array}$ | 19 2 - | $\begin{gathered} 13 \\ = \\ i \end{gathered}$ |
| 1987 |  |  |  |  |  |
| Totel | 205 | 180.306 | 13.890 | 23 | ... |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 183 \\ 8 \\ 4 \\ 10 \end{array}$ | $\begin{array}{r} 7.512 \\ 2.708 \\ 8.482 \\ 141.604 \end{array}$ | $\begin{array}{r} 653 \\ 239 \\ 654 \\ 12.344 \end{array}$ | 27 2 - | $\cdots$ $\cdots \cdots$ $\cdots$ |

[^19]TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe, General Stores (SIC 5412)

| Total(1) Bottom | Lomer | Upper | Too |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | midde $25 \%$ | $25 \%$ |

1985

| Mumber of observations in semple <br> Average sales \$ <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 77 \\ 361.735 \\ 350.553 \\ 11.182 \end{array}$ | $\begin{array}{r} 85.210 \\ 83.761 \\ 1.449 \end{array}$ | $\begin{array}{r} 179.527 \\ 170.058 \\ 9.469 \end{array}$ | $\begin{array}{r} 366.104 \\ 349.634 \\ 16.470 \end{array}$ | $\begin{array}{r} 816.100 \\ 798.760 \\ 17.340 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expenses <br> Average net prolits | $\begin{array}{r} 62 \\ 359.127 \\ 363.310 \\ 15.817 \end{array}$ | $\begin{array}{r} 94.913 \\ 88.058 \\ 6.855 \end{array}$ | $\begin{array}{r} 180.804 \\ 168.385 \\ 12.241 \end{array}$ | $\begin{array}{r} 367.201 \\ 346.781 \\ 20.420 \end{array}$ | $\begin{array}{r} 793.791 \\ 770.038 \\ 23.753 \end{array}$ |
| Businesses perorting loss (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 15 \\ 383.522 \\ 392.055 \\ -10.533 \end{array}$ | $\begin{aligned} & 76.663 \\ & 79.975 \\ & -3.312 \end{aligned}$ | $\begin{array}{r} 172.273 \\ 181.470 \\ -9.197 \end{array}$ | $\begin{aligned} & 357.401 \\ & 372.255 \\ & -14.864 \end{aligned}$ | $\begin{aligned} & 927.750 \\ & 942.510 \\ & -14.780 \end{aligned}$ |

1985

| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 93 \\ 276.783 \\ 272.090 \\ 4.693 \end{array}$ | $\begin{array}{r} 111.895 \\ 114.405 \\ -2.510 \end{array}$ | $\begin{array}{r} 170.555 \\ 175.632 \\ -5.077 \end{array}$ | $\begin{array}{r} 225.528 \\ 217.617 \\ 7.911 \end{array}$ | $\begin{array}{r} 599.152 \\ 580.707 \\ 18.445 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average soles \$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 86 \\ 307,172 \\ 294.896 \\ 12.278 \end{array}$ | $\begin{array}{r} 96.292 \\ 93.238 \\ 3.054 \end{array}$ | - | $\begin{array}{r} 224.290 \\ 213.281 \\ 11.009 \end{array}$ | $\begin{array}{r} 600.934 \\ 578.170 \\ 22.764 \end{array}$ |
| ```Businesses reporting a loss (Mo.) Averoge sales $ Average expense $ Averege net loss $``` | $\begin{array}{r} 27 \\ 278.288 \\ 285.018 \\ -5,730 \end{array}$ | $\begin{array}{r} 123.379 \\ 129,986 \\ -6,607 \end{array}$ | $\begin{array}{r} 170.555 \\ 175.632 \\ -5.077 \end{array}$ | $\begin{array}{r} 231.2100 \\ 237.772 \\ -6.492 \end{array}$ | $\begin{array}{r} 587.938 \\ 595.681 \\ -8.743 \end{array}$ |

1987

(1) Thest estimates be dased on sample of businesses reporting seles between 825.000 and $\$ 2.000 .000$.

See fable 1 for symbols and notes

TABLE 1. Selected operating retios. in percent of sales. 1987
Manltoba, Other General Merchanalee Stores (SIC 5413)

|  |  | 111) |  | Bottom 25\% | Lower$\text { middele } 25 \%$ |  | Upper middle 25\% |  |  | Tep25\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 15 \\ 11 \\ 11 \end{array}\right)$ |  |  | -- |  | .- |  |  |  |  |  |
| Selected exdense item | Industiy average (2) |  |  |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi= } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Upper } \\ & \text { middI } \\ & 25 \% \end{aligned}$ |  |  | Total | $\begin{array}{rr} \text { Lower } & \text { Upper } \\ \text { middle } & \text { middle } \\ 25 \% & 25 \% \end{array}$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of ssios |  |  |  |  |
| Cost of seles | 57.3 | -- | -- | -- | -- | 100.0 | 67.5 | -- | -- | -- | - |
| Occupency expenses Depreciation | 3.0 0.8 | -- | -- | -- | -- | 100.0 71.5 | 3.0 0.9 | -- | -- | -- | -- |
| Repairs maintenance | 0.6 | -- | -- | -- | -- | 100.0 | 0.6 | -- | -- | -- | -- |
| keet, light \& telephone | 1.5 | -- | -- | - | -- | 100.0 | 1.5 | -- | -- | - | - |
| Rent | 0.3 | - | -- | -- | -- | 25.0 | 1.3 | -- | -- | -- | -- |
| Personnel expenses | 11.9 | -- | - | -- | -- | 95.1 | 12.4 | -- | -- | -- | =- |
| Finencisl expenses | 1.5 | -- | -- | -- | -- | 100.0 | 1.5 | -- | - | =- | -- |
| Interest 8 bank charges | 1.1 | -- | -- | -- | -- | 94.9 85.4 | 1.2 0.5 | -- | -- | -- | -- |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Other expenses | 13.1 | -- | -- | -- | -- | 100.0 | 13.1 | -- | -- | -- | -- |
| Profit (loss) | 2.5 | -- | - | -- | -- | 100.0 | 2.5 | -- | -- | -- | - |
| Tote! | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | $\cdots$ | - |

## Symbols

- zero or no observerions
-- to0 enell too be expressed
not applicsble
- confidentis


## Footnotes

[1] These estimates er besud on a smple of businusses reporting salies butween s25,000 end $\$ 2,000,000$
Totel wignes expenditure on given ltem

(3) Volue in sech cell E

Ropsl wighter expenditure on given iem
Totsl wighted seles of businesses reporting thls item of expenditure
This portion of the table pertins only to the businesses poporting the specific exponse item. Therefore these ratios ore calculated


## Notes

Dete se shown Dy quersiles when et lese 13 of the sampled businesses report the specific item

 high ond lom values of sales are shown.

## How to use the tebles


12 The selected renge will indicate the proper guertile. i.e. the botion 25\%. the lower midde 25\%, the upper mided 25k or the top $25 \%$.
i3 Dote pertaining to the selected stels size ronge will be in thet quertile

## Stenderd Induetriel CIEBtiction ofinition (SIC 1Je0):

## SIC B413 - Dther Ceneral merchendise Storta

Businesses primerily engaged in retsil deling in genersl line of merchendise on a non-departmentel bas is including rempeto-wear apparel, loiletries. cosmetics, hardware and housewares. where food and household fuphiture ere not normally commodity lines and where one commodiy lime accounts for more than sog of toial revenue. General merchandise stores lexcept onpartment stores and general seoresl. mail order offices of department siores and veriety stores se included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe, Dther General Merchandise Stores (SIC 6413)

|  | Total(1) | $\begin{array}{r} 80110 m \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upoer midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $(11)^{8}$ |  | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\circ} \mathrm{s}$ ) |  |  |  |  |
| Asets |  |  |  |  |  |
| Cash 4 ccounts and notes receivable | 12 | -- | - | -- | -- |
| Account: and notes receivable Inventory | 12 | -- | - | - | -- |
| Other current assets | 267 | -- | - | -- | -- |
| Tatal current assets | 279 | -* | -* | -- | -- |
| Fined assets | 40 | - | - | -- | -- |
|  |  | -- | -- |  | $\cdots$ |
| Other assets | 50 | -- | -- | -- | =- |
| Totel eseeti | 369 | -- | -- | -- | -- |
| Lisbilities ond eaulty | 25 | -- | -- | - | - |
| Other current liabilities | 77 | -. | -. | -. | -- |
| Total current liabilities | 102 | -- | -- | -- | - |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 7 | -- | -- | -- | -- |
| Other lisbilities | 4 | -- | -- | -- | -- |
| Total liabilities Totel equity | 112 257 | -- | -- | - | -- |

(1) These estimetes breased on sempl of businesses reporting stas between $\$ 25.000$ and $\$ 2.000 .000$.

Sae Table i for symbol and notes

TABLE 3. Financial ratios(1) for incorporated businesees only, 1987
Manitobe, Other General Merchendise Stores (SIC 5413)

|  | Total (2) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Uoper 四idde 25\% | $\begin{aligned} & \text { Top } \\ & 25 x \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (Mo.) Low soles value ( $\$ 000^{\circ} \mathrm{s}$ ) Migh sales value ( $9000^{\circ}$ s) | $\left(\begin{array}{l}\text { (1) } \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity ratio Currant ratio (times) | 2.7 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | 0.4 3.3 0.3 | -- | -- | -- | -- |

(11) The retion represent the everage of retios for each business in the group ond connot be calculated from the figures shown in isble 2. $(21$ These estimeter besed on exemp of businesses peporting seles between 825,000 enc $52.000,000$.

See table I for symbols and nates.

## Definitions:

1. Liquidity rotio:

Current $=$ current assets / current limbilisies
2. Leverege retios:

```
Deb;/equizy = toral liobilities/equity
Debt ratio = rozal liabilisies/ total ussets
Interest coverage = net profit - interest expense / inzerest expense.
```

TABLE A. Statement of changes in financial position for incorporated businesses only. 1987
Manitobe. Other Generel Merchandise Stores (SIC 64i3)

|  | Total(1) | Bottom $25 \%$ | Lowe: miode 25; | UpDe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value $\left(5000^{\circ}\right.$ s) | $\begin{array}{r} 3 \\ (1)^{3} \end{array}$ | -- | -- | -- | -- |
|  | Average ( 5000 s) |  |  |  |  |
| Oonsting activities Cesn from operations Deprecietion Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | - | -- | -- | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of ined assets <br> increase in investment <br> Decreses in investment | $x$ $\times$ $\times$ $x$ $x$ | -- | -- | -- | -- |
| financing activities <br> Increase in long term debs Repayment of long term deb? <br> Loans from shareholders <br> Repayment of loans from shapeholders <br> Advances 8 leans from government <br> Increase in equity <br> Decresse in equity <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - -- -- -- -- | - <br> - <br> - <br> - <br> - | - - - - - | $-=$ -- -- -- -- |
| Incresse(decrease) in cesh equivalents Cash equivelents-Beginning of the year Cesh $t$ equivalents . End of the rear | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

19 These espimates bie bed on a smpl of incorporated businesses reporting sales between $\$ 25,000$ and $\$ 2.000,000$. Semple count includes only those Dusinesses reporting atetement of changes
see reble i for symbols and notes.

TABLE 5. Employment changes by wize of bueiness, 1984-1987 besed on SIC ciaselfication in 1987
Manltobe, General Merchandlet Storme (SIC B41)

| Business size expressed in tverage lobour units(1) | Number of businesses | $\begin{array}{r} \text { Tots payrol! } \\ \left(\$ 000^{\prime}\right. \text { ) } \end{array}$ | Average labour units(1) | Changes in number of busineses with paid ployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 203 | 160.039 | 15,437 | 21 | 14 |
| $\begin{aligned} & \text { less than } 20 \\ & 20=99 \\ & 100=499 \\ & 500 \text { ond over } \end{aligned}$ | 183 8 3 3 | $\begin{array}{r} 6,456 \\ 3.165 \\ 5.844 \\ 144.574 \end{array}$ | $\begin{array}{r} 624 \\ 311 \\ 565 \\ 13.937 \end{array}$ | 19 2 - | $13$ |
| 1887 |  |  |  |  |  |
| Totel | 205 | 160.306 | 13.890 | 25 | -• |
| $\begin{aligned} & \text { les: than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 183 \\ 8 \\ 10 \end{array}$ | $\begin{array}{r} 7.512 \\ 2.708 \\ 8.482 \\ 141.608 \end{array}$ | $\begin{array}{r} 653 \\ 239 \\ 654 \\ 12.344 \end{array}$ | $\begin{array}{r}27 \\ 2 \\ \hline\end{array}$ | $\ldots$ |

Ill aver ege isbour units are celculated by dividing totol peyroll by the everoge annual wage ond selary rate es reported in the Surver of Employment. Peyroll and Hours. Statistics Canode. Coltogue 72.002 An overage lebour unit could be interpreted es a


(2) Refers 10 businesses redorting no payroll deductions in the previous year.
(3) Refers to businesses redofting no paypolt ofoluctions in the folliswing yeer
"Newly reporting" and "no longer reporting" businesses are assumed to nove been in octivipy for six months and the information is adjusted accordingly

See lable 1 lor symools and noles

TABLE 6. Selected operating characteristics of sinall businesses by sales quartile. 1985-1987
Manltobs. Dther Generel Merchandise Stores (SIC 6413)

|  | Total(1) | Bottom $25 \%$ | Lowe: $\text { middle } 25 \text { : }$ | Upper $\text { middle } 25$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 8 |  |  |  |  |
| Average sales $\$$ | 244.512 | -- | -- | .- | - |
| Average expense \$ | 227.741 | -- | -- | -- | - |
| Average net profit (loss) \$ | 16.771 | -- | -- | -- | -- |
| Businesses reporting eprofit (Mo.) |  |  |  |  |  |
| Average soles \$ | 345.022 307.791 | -- | -- | -- | -- |
|  | 307.791 37.231 | -- | -- | -- | -- |
| Businesses feporting loss (Mo.) |  |  |  |  |  |
| Averege sales \$ | 144.003 | -- | - | -- | - |
| Aver ${ }^{\text {a }}$ e expense | 147.691 | -- | -- | -- | -- |
| Average net loss \$ | -3.688 | -- | -- | -- | -- |


| Wumber of observations in sample | 20 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 400.343 | -- | -- | -- | -- |
| Avotage expense 5 | 409.749 | -- | -- | -- | -- |
| Average net profis (loss) \$ | -9.406 | -- | -- | -- | -- |
| Businssees reporting profit (Mo.) | 15 |  |  |  |  |
| Average sales \$ | 381.515 | -- | -- | -- | -. |
| Avorape expense \$ | 353,550 | -- | -- |  | -- |
| Average net protit \$ | 27.965 | -- | -- | -- | - |
| Businusses epporting lose (Mo.) | 5 |  |  |  |  |
| Average sales | 436.224 | -- | -- | -- | -- |
| Average expense | 196.05 ? | -- | -- |  | -- |
| Average net loss \$ | -59.828 | -- | -- | -- | - |

1987

| Humber of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profis (loss) 5 | 21 522.283 509.517 12.766 | -- | -- | -- |  | -- |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses raporting profit (W).) | 14 |  |  |  |  |  |
| Averoge sales 5 | 555.671 |  |  | - | , | -- |
| Average expense \$ | 533.335 | - |  |  |  | -- |
| Average net protits | 22,336 | -- | -- | -- |  | -- |
| Ousinmses reporting lose (Mo.) | 7 |  |  |  |  |  |
| Average sales | 501.645 | -- | -- | -- |  | -- |
| Average expense \$ | 512.885 | -- | -- | -- |  | -- |
| Averoge net loss \$ | -11.240 | -- | -- | -- |  | -- |

(11) These estimetes bre besed on sampl of businesses reporing soles between $\$ 25.000$ and $\$ 2.000 .000$.
see table i for symbols and notes

TABLE 1. Selected operating ratios. in porcent of seles. 1987
manitobe. Florist Shops (SIC 6521)

|  | Totel(1) |  | $\begin{array}{r} \text { Botiom } \\ 25 \% \end{array}$ |  | Lowermiddle 25\% |  | Uope :$\text { midde } 25^{\circ}$ |  |  | $\begin{aligned} & \text { Tot } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> Migh sales value ( $\$ 000^{\prime}$ s) |  | $\begin{aligned} & 26 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Solected expense item | Industry average 2 ) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nessesing } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sules | 48.5 | -- | -* | -- | -- | 88.5 | 54.5 | -- | -- | - | -- |
| Oceupancy expenses | 11.5 | -- | -- | - | -- | 100.0 | 11.9 | -- | -- | -- | - |
| Deprecistion | 2.2 | - |  | - | -- | 77.2 | 2.9 | -- | -- | - | -- |
| Repairs maintenance | 1.1 | -- | -- | -. | -- | 87.9 87.0 | 1.3 3.2 | -- | -- | -- | -- |
| Rent. Re (ight telephon | 5.8 | -- | - |  | -- | 65.5 | 8.8 | -- | .- | -- | ** |
| Personnel expenses | 13.3 | - | -- | -- | -- | 84.9 | 15.7 | -- | - | -- | -- |
| Financial expenses | 4.7 | -- | - | -- | -- | 33.6 | 5.0 | -- | -- | -- | -- |
| Interast 8 bank charges | 3.5 | - | - | -- | -- | 83.7 93.6 | 4.1 | -- | -- | -- | - |
| Professional fees | 1.2 | -- | - |  | -- | 93.6 | 1.3 | -- | -- | -- | -- |
| Other expenses | 23.2 | -* | -* | -- | -- | 100.0 | 23.2 | -- | -- | -- | -* |
| Profit (loses) | -1.5 | -- | -- | -- | -- | 37.8 | -1.6 | -- | -- | -- | - |
| Totel | 100.0 | -- | -* | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

## Symbels

- zero of no observitions
- 100 small soo be exprissed
mot applicable
- confioentisl


## cotnoten

111 These estinates art busec on semple of businesses peporting selvs between 325,000 son $32,000,000$
(2) Velue in etch cell e lotel weighted oxpenditure on aiven ifem
(3) Volue in eech cell $=\frac{\text { Total weighted expenditur on given item }}{\text { Totai weighted seles of businesses reporting this iten of expenditure }}$ for gutile

This bortion of the table pertsins only to the businesses reporting the specific expense item. Therefore these retios ere colcuisted individuslly and the totel will not necessarily equal 1001.

Notes
Dot er shown by quertiles when at least 13 of the sompled businesses report the specific iten
 one querter of the totel number of businesses. Within each quertile, the buerege retio is presented. For comperison purposes, the high and low velues of selus mer shown.

Mow to use the teblet
(1) Locst the sppopriete seles funge shet is displeyed on the two lines entisled mow seles value end ohigh seles velue*
(2) The selocted range mill indicte the proper quertile. i. . the bot tom 25\%. the lower nidic 25\%, the upper midde 258 or the $10025 \%$.
(3) Dets pertaining to the satected seles sizt pange will be in thet queptile

Stenderd Industrisl Clezsificetion Definition (51C 1080):

SIC 6521. florist Shops
Busingsses primarily engaged in retail dealing in cut flowers, potted plents and the like. These busineses may be secondarily engeged in
 retail fresh flowers and wreaths are also included in this industiy

TABLE 2. Balance sheet proftle for incorporated businesses only, 1987
Manitoba, Florist Shops (SIC 6521)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { Tidd! } 25 \% \end{array}$ | Uuper middle 25: | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $8000^{\prime}$ s) | $(1)^{9}$ | - | -- |  |  |
|  | Average ( $8000{ }^{\text {'3 }}$ ) |  |  |  |  |
| Alsels |  |  |  |  |  |
| Cash |  |  | -- | -- | -- |
| Accounts and notes receivable Inventory | 8 | -- | - | -- | -- |
| Dther curient assets | 35 | -- | -- | -- | -- |
| Total current assets | 42 | -- | -- | -- | - |
| Fixed essets | 30 | - | -- |  |  |
| Less: Accum. dep. on fixed assets Other ssets | 20 | - | -- | - | - |
|  |  |  |  |  |  |
| Total amets | 92 | -- | -- | -- | - |
| Lisbilities and equity $\quad$ an . . . |  |  |  |  |  |
| Curront loens | 4 | - | -- | - | -- |
| Dther current lisbilities | 24 | -- | -- | -- | -- |
| Mortgeges peyable | - | -- | - | -- | -- |
| Long tepm debt | 8 | -* | -- | - | -- |
| Other liabilities | 24 | -- | -- | -- | -- |
| Totsl listilitios | 61 | -- | -- | - | -- |
| Totel equity | 31 | - | - | - | - |

(11) These estimates are based on a sample of businesses reporting soles between $\$ 25,000$ and $\$ 2.000,000$.

See rable for symools and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Manitobs. Florlst Shops (SIC E521)


(1) The retios represent she everege of retios for eech business in the group ond cennot belculeted from the figures show in toble 2 .
12) These estimes sre bested on sample of businesses reporting seles bermeen $\mathbf{5 2 5 , 0 0 0}$ end $\mathbf{2 4 , 0 0 0 , 0 0 0 .}$

See I䵟le 1 for symbols and netes

## Definitions:

i. Liquidity retio:

Current z current assets / eurrent liabilities.
2. Lever tige reties:
, Debrequity $=$ rotal liabilities / quity
b) Dept ratio = quisl libilities / rotal assets
c) Inerest coverege $=$ nes profit interest expense / interest expense

TABLE 4. Statement of changes in financial posttion for incorporeted businesses only. 1987
Manitoba. Florlst Shops (SIC 8521)

|  | Total(1) | Bot tom 25\% | midde ${ }^{\text {Lower }}$ 25\% | UpDer $\text { middle } 25 \%$ | Top 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $8000^{\circ}$ s) | $\begin{aligned} & 3 \\ & (1)^{3} \\ & 11 \end{aligned}$ |  |  |  |  |
|  | Average (\$000's |  |  |  |  |
| Operating activities Cash from operations Deprecietion Dther | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -- |
| Investment ectuities <br> Dispossl of lixed assets <br> Purchase of ixed assets <br> Incresse in investment <br> Decrease in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Receyment of long term debt <br> Lome from sharenolders <br> Redayment of loans from sharenolders <br> Advances 8 toans from government <br> Incresese in equity <br> Decresse in Quity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - <br> - | - - - - $\therefore$ -- | - - - - - - | -- - - - - - |
| Incresse(decrease) in cash equivelenes Cesh s equivelents-Beginning of the year Cash \& equivalents - End of the yeer | $x$ <br> $x$ <br> $x$ | -- | -- | -- | -- |

(1) These estimates ore Desed on sample of incorporated businesses reporing soles between $\$ 25.000$ ond $\$ 2.000,000$. Sample count includes only those businesses reporting ostatment of changes
See redie 1 for symbols and notes
TABLE S. Employment changes by size of business. 1984-1987 based on SIC ciassification in ise7
Menitobe. Florist Shops (S|C 5521)

| Business ize expressed in averoge labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { ) } \end{array}$ | Average labour units(1) | Chenges in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1384 |  |  |  |  |  |
| Total | 113 | 4.470 | 442 | 13 | 9 |
| $\begin{aligned} & \text { 10ss than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}108 \\ 6 \\ \hline\end{array}$ | $\begin{aligned} & 3.124 \\ & 1.346 \end{aligned}$ | $\begin{array}{r} 309 \\ 133 \end{array}$ | 13 | 9 |
| 1587 |  |  |  |  |  |
| Totel | 144 | 5.405 | 483 | 25 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 140 | $\begin{aligned} & 3.781 \\ & 1.625 \end{aligned}$ | $\begin{array}{r}338 \\ 145 \\ - \\ \hline\end{array}$ | 28 | $\cdots$ |

III Averoge lobour units are colculoted by dividing total poyroll by the over age annual wage and salary rote as raported in the Supver of Employment. Payroll and Hours, Statistics Canada. Catalogue 72-002. An overage labour unit could be interpioted as a full-qime employee. Note thet the business size groups used ore delermined at the Cenade level. Thus it business hes at least 500 enployess in Centedes whol but less then thet number in ony given province 'it is shom in the 500 ond over group.
(2) Reters to businesses reporting no payroll deductions in the previous year.
(31) Relers to businesses repopting no payroll deouctions in the following vear.
"Newly reporting" and "nc longer reporting" businesses bre assumed to hove been in octivity for six months and the information is ajusted eccordingly

See lable for symoots and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1985-1987$
Manitobe. Florist Shops (SIC 6521)

|  | Totalil | $\begin{aligned} & \text { Bot:0m } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25= \end{aligned}$ | $\begin{array}{r} \text { UpDer } \\ \text { middio } 25 \% \end{array}$ | $\begin{aligned} & 900 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss)s | $\begin{array}{r} 56 \\ 66.324 \\ 62.229 \\ 4.095 \end{array}$ | $\begin{array}{r} 39.617 \\ 36.425 \\ 3.192 \end{array}$ | $\begin{array}{r} 59.388 \\ 55.923 \\ 1.465 \end{array}$ | $\begin{array}{r} 66.519 \\ 59.366 \\ 7.153 \end{array}$ | $\begin{array}{r} 101.771 \\ 97.203 \\ 4.568 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average sules s <br> Averege expense \$ <br> Average net profit \$ | $\begin{array}{r} 46 \\ 73.600 \\ 65.612 \\ 7.988 \end{array}$ | $\begin{array}{r} 36.957 \\ 30.490 \\ 6.467 \end{array}$ | $\begin{array}{r} 57,311 \\ 55,774 \\ 1,537 \end{array}$ | $\begin{array}{r} 66.862 \\ 56,866 \\ 9.996 \end{array}$ | $\begin{array}{r} 133.270 \\ 119.318 \\ 13.952 \end{array}$ |
| Susinesses raporting loss (Mo.) <br> Average salos <br> Averme expenses <br> Average net loss $\$$ | $\begin{array}{r} 10 \\ 63.043 \\ 67.407 \\ -4.364 \end{array}$ | $\begin{aligned} & 49.895 \\ & 59.364 \\ & -9.469 \end{aligned}$ | $\begin{aligned} & 61.430 \\ & 63.807 \\ & -2.377 \end{aligned}$ | $\begin{aligned} & 65.373 \\ & 67.715 \\ & -2.342 \end{aligned}$ | $\begin{aligned} & 75.475 \\ & 78.740 \\ & -3.265 \end{aligned}$ |

1985


1987
Wumber of observations in sample
Averspe swles $\$$
Aversge expense $\$$
Averget net profit (loss) $\$$

| 51 128,692 | 35.479 | 61.760 | 112.869 | 304.858 |
| :---: | :---: | :---: | :---: | :---: |
| 123.741 | 45.732 | 59.537 | 100,920 | 288.773 |
| 4.951 | -10.253 | 2.223 | 11.949 | 15.885 |
| 27 |  |  |  |  |
| 127.323 | 33.258 | 53.296 | 110.158 | 312.578 |
| 195.680 | 29.220 | 46.269 | 92.061 | 295.168 |
| 11.643 | 4.038 | 7.027 | 18.097 | 17.410 |
| 24 |  |  |  |  |
| 98.030 | 35.423 | 67.312 | 120.234 | 168.151 |
| 106.130 | 52.749 | 68.240 | 124.993 | 178.536 |
| -8.100 | -16.326 | -928 | -4.759 | -10.385 |

(inesses reporting profit (Mo.) Averege selos क
Average expense \$ $\quad 115.68$
Average net profits 11.64
Businesses reporting - lese (No.)
Average sales
Average net loss
98.030
35.423
52.749
67.312
68.240
124.993
178.536
$-8.100$
$-16.326$
goporing soles between 325,000 and $\$ 2,000,000$
See leble i for symbols and notes

TABLE 1. Selected operating ratios, in percent of seles. 1987
Manitobe, Mardware Stores (SIC 5531)

|  | Total(1) |  | Bottom 25\% |  | Lowermidale 25\% |  | Upoer middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lowsales value ( 8000 s) High sales value ( $8000^{\prime}$ ) | $\begin{array}{r} 58 \\ (1) \\ (1) \end{array}$ |  | $\begin{array}{r} 11) \\ 75 \end{array}$ |  | $\begin{array}{r} 75 \\ 277 \end{array}$ |  | $\begin{array}{r} 277 \\ 499 \end{array}$ |  |  | (195 |  |
| Selected expense item | Industry everege(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Redorting businesses on $\mid$ y ( 3) |  |  |  |  |
|  | Totel 1 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe } \\ & \text { middi } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25X | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoef } \\ \text { middle } \\ 25 \% \end{array}$ | Top |
|  | Percent of sales |  |  |  |  |  |  |  | ceent of | celos |  |
| Cost of neles | 60.5 | 47.2 | 65.4 | 63.9 | 81.8 | 12.2 | 65.7 | 63.4 | 65.4 | 71.3 | 61.5 |
| Dccupency expenees | 4.8 | 9.1 | 4.4 | 3.8 | 3.2 | 100.0 | 4.1 | 9.1 | 4.4 | 3.6 | 3.2 |
| Deprecistion | 1.5 | 4.0 | 0.8 | 0.8 | 0.9 | 93.2 | 1.6 | 4. 3 | 0.8 | 0.9 | 1.0 |
| Redirs \& maintenance | 0.3 | 0.6 | 0.1 | 0.2 | 0.3 | 69.9 | 0.4 | 1.1 | 0.2 | 0.2 | 0.3 |
| Mest. light s telephone | 1.1 | 2. ${ }^{\text {B }}$ | 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 | 13.4 | 11.4 | B. 6 | 12.4 | 13.0 | 10.4 |
| Financial expenses | 1.1 | 0.5 | 2.1 | 1.9 | 2.4 | 100.0 | 1.8 | 0.5 | 2.1 | 1.9 | 2.4 |
| Interest 8 bank charges | 1.4 | 0.1 0.3 | 1.7 0.4 | 1.4 | 2.0 | 94.2 86.4 | 1.5 0.5 | 0.2 0.1 | 1.7 0.6 | 1.6 0.5 | 2.1 |
| Dther expenses | 15.7 | 18.5 | 10.1 | 15.6 | 13.8 | 100.0 | 15.7 | 11.6 | 10.1 | 15.5 | 19.1 |
| Profit (loss) | 7.6 | 19.2 | 9.5 | 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 | ... | * | -. | - . | -•• |

## Symbol:

```
zero or no observotions
- 100 smell too 00 expressed
.., nor mpplicelol
* confiden!íl
```


## Feotnotes




This portion of the sablepritins only to the businesses reporting the specific oxpense item Therefore these retios ere calcuited individually and the sotel will not necesser ily equal 100 z .

## Notes

Date ere shom by quartiles when et liens 13 of the sempled businesses report the specilic ifum
 one querter of the totel number of businesses. Within sech quartile, the gyer sge retio is presented. For compsison purposes, the high and low velues of seles are shown

## how to ust the tater


(2) The selectid renge will indicste the proper qumpile. i.e. the bottom 25t, the lower nidde 25s. the upper midde 255 or the top 258.
(3) Dets pertsining to the selected seles size penge will be in that gufitile

## Stenderd Induetriml Clezelficetion Definition (SIS 1880):

## SIC 5531 - Nerdwere Stores

Businesses primerily engaged in retail dealing in any comoination of the besic lines of her dwere. such es hand ano power tools, builders hardware. fasteners. elecirical ond plumbing supplies. These businesses may be secondsrily engeged in petailing housewores. electrice
 supplies. retal fasteners lexcept clothingl. ratail furniture and cabinet fistings. petail hend edge tools, hardware siores. reteil mechanics' mesuring ioois. retail mechanics, tools. retail nails, reteil plumbing supplies and peisil power oriven hend tools

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manltoba, Hardware Stores (SIC 6531)


| Businesses in sample (Mo.) <br> Low sales value ( $5000^{\prime}$ s) <br> High sales value ( $\$ 0000^{\prime}$ ) | $\begin{aligned} & 34 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | - | -* | -- | -- | -- |
| Accounts and notes receivable | 22 | -- | - | - | -- |
| Inventory | - | -- | -- | - | -- |
| Other curiont assets | 164 | -- | - | - | -- |
| Total current assets | 185 | -- | - | - | - |
| fixed essets | 35 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed ussets | - | -- | - | -- | -- |
| Other sesets | 22 | - | - | - | -- |
| Total eseets | 243 | -- | -- | - | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans <br> Other curient liobilites | 18 73 | -- | -- | -- | -- |
| Total current liobilities | 91 | -- | $\cdots$ | -- | .- |
| Morigages payable | - | -- | -- | -- | -- |
| Long term debt | 14 | -- | -- | - | -- |
| Other lisbilities | 65 | - | -- | -- | -- |
| Total liabilities | 170 | -- | - | -- | - |
| Totel equity | 72 | -- | - | -- | - |

111 These estimates are besed on smol of businesses reporting sales betment $\mathbf{1 2 5 . 0 0 0}$ and 2,000.000
See inde ifor symools and notes

TABLE 3. Financial retios (1) for incorporeted businesies only, 1987
Manitobe. Herdwere Stores (SIC 5531)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low sales value ( $\$ 000$;) Migh sales value ( $\$ 000^{\prime}$ s) | (1) ${ }^{34}$ (1) | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity istio Current etio (times) | 2.0 | -- | -- | -- | -- |
| ```Leverege ratios Debt/eavity retio (times) Interest coverage retio (times) Debt istio (times)``` | 2.4 2.4 0.7 | -- | -- | - | =- |

(1) The retios represent the evtrage of ratios for ench business in the group and connot be calculated from the figures thow in itole 2 .
(2) These estimates ere bened on smple of businases reporting sales betwen 325,000 end 82.000 .000 .

See Teble 1 for sybols and motes.

Definitione:

1. Lievidity selio:

Current : current sssets / curpent liabilities
2. Leverege retios:
al Debt/equity $=$ sotel lisoilities / equity
b) Debt retio = totisl listilities/ lotsl assets
c) Interest coversge s net Drofit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manlioba, Mardware Stores (SIC 6531)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper $\text { midole } 25^{\circ}$ | $\begin{aligned} & 10 p \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus:nesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High soles volue ( $\$ 0000^{\prime} \mathrm{s}$ ) | $\begin{aligned} & (1)^{9} \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average ( $\$ 000$ s) |  |  |  |  |
| Operting activities Cash fiom aperations Deprecietion Other | 3 5 -22 | -- | -- | -- | -- |
| Dividends | -3 | -* | -- | -- | -* |
| Investment ectivilies <br> Disposel of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r}1 \\ -16 \\ -5 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Finmeing ectivities <br> Incresse in lang term debt Redayment of long term deb? Loans from shareholders Repayment of loans from sharenolders Aovances \& loans from government Incresse in equity Deciese in equity Opher | $\begin{array}{r}97 \\ -4 \\ 3 \\ -90 \\ \hline\end{array}$ | - - - - - - | - - - - - - - | -- -- -- - - | - <br> - <br> - <br> - <br> - |
| Incresseldecrease) in cash 8 equivalents Cash s equivelents-Beginning of the year Cath equivelents - End of the yeer | -32 26 -5 | -- | -- | -- | -- |

 only those businesses ieporting a statement of changes
sen lable 1 for symbols end notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC cisseification in ig87
Menltobs. Herdware, Palne,Gless and Wellpeper Stores (SIC E53)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average labour units(1) | Chenges in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New 1 <br> remerting(2) | No Ionger reporting (3) |
| 1984 |  |  |  |  |  |
| Total | 156 | 8.677 | 850 | 25 | 12 |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \end{aligned}$ | 150 4 2 | $\begin{array}{r} 5.075 \\ x \\ x \end{array}$ | $\begin{array}{r} 436 \\ 88 \\ 126 \end{array}$ | $\begin{array}{r}24 \\ 1 \\ \hline\end{array}$ | 12 |
| 1917 |  |  |  |  |  |
| Total | 151 | 1.385 | 575 | 17 | . . |
| less than 20 | 147 | 6.510 1.875 | 172 107 | 17 | - |
| $\begin{aligned} & 20-99 \\ & 100-499 \end{aligned}$ | - | 1.876 | - | - | - . |
| 500 and over | - | - | - | - | . . . |

(1) Average thoour units are colculated by dividing total payroll by the overage onnubl wege and soiery rete es reported in the
 fult-ime employee. Note that the business size groups used are determined ot the canade level. Thus if obsiness has et least 500 employens in Canada as athole but less than inot number in any given province it is show in the 500 ond over group
(2) Kefers 10 businesses leporting no payrall deductions in the previous year
(3) Refers to businestes reporting no peyroll deductions in the following year
"Mewly recorting" anc "no longer reporting" Dusinesses are assumed to have been in activity for six months and the information is adjustec accoroingly

See table " for symbols and motes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987 Manitoba. Mardware Stores (Sic 6531)




1987

(11) These estimates are based on sample of businesses raporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 .}$

See tate ifor symols and noter

TABLE 1. Selected operating ratios, in percent of sales, 1987
Maniroba, Sporting Goods Stores (SIC 6541)

|  |  | (1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { mido } 25 \%$ |  | UpDer$\text { midole } 25 \%$ |  |  | $\begin{aligned} & \text { Toe } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. 1 Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) |  | $\begin{array}{r} 29 \\ (9) \\ (1) \end{array}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 31 |  |  |  |  |
|  | Total | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lowe } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{rr} \text { Bottom Lower } \\ 25 \% & \text { middl } \\ 25 \% \end{array}$ |  | $\begin{array}{r} \text { Upoer } \\ \text { miodi } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of seles | 69.2 | =- | - | -- | -- | 91.0 | 70.6 | -- | -- | - | - |
| Occupancy expenses | 4.5 |  | -. | -- | -- | 100.0 82.8 | 4.5 | -- | -- | -- | -- |
| Depreciation Repairs 8 maintenance | 1.1 0.4 | -- | - | .- | -- | 82.8 76.0 | 1.3 0.6 | -- | * | -- | -* |
| Hest. light s telephone | 1.2 | -- | - |  | -- | 98.0 | 1.3 | - | - | -- | -- |
| Rent | 2.1 | -- | - |  | -- | 72.0 | 2.9 | - | - | -- | - |
| Personnel expenses | 11.9 | -- | - | -- | -- | 83.6 | 14.2 | -- | -- | - | -- |
| Financial expenses | 2.5 | -- | - | -- | -- | 100.0 | 2.9 | -- | -- | -- | =- |
| Interest \& bank charges Professional fees | 2.4 0.6 | - |  |  | -- | 88.3 81.7 | 2.7 | -- | -- | -- | -- |
| Other expenses | 8.7 | -- | -- | - | -- | 100.0 | 0.7 | - | -- | -- | -- |
| Profit (lose) | 2.5 | -- | -- |  | -- | 96.3 | 2.6 | ** | -- | - | -* |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | - | -- | -- | - |

Symbol:
zero or no observetions

- too snall too be expressed
not appliceble
$\times$ confidentis


## foornotes

 Totel weighted expenditur on given item
(2) Value in each cell $=$ rotal weighted sales of sll businesses in the sample $x$ for fech quertile
(3) Vslue in esch cell $=\frac{\text { Totel wighted expenditur on given ithen }}{\text { Total weighted sales ot businesses reporting this item of expenditure }}$ for for quertile.

This portion of the table pertains only to the businesses peporting the specific expense item fherefore these ratiot ert calculated individully and the cotal will mot necessarily equal $100 \%$.

## Mostes

Data are shown by quaptiles when et teast 13 of the somplad businesses report the specific itom
Records wer ranked in escending oroer eccording to seles size. Each quartile li. . Dottom 25\%. lower midde 25z. Etc. I fepresents one quarter of the total number of businesses. Within each quartile. the buersge ratio is presented. For comparison purposes, the high and low velues of seles re shown.

## Mon to une the tebles


2) The selected range will indicete the proper quartile. i.e. the bottoe 25\%, the towt middle 25\%, the upper midde 255 or the top 25 .
3) Data pertaining to the selected sales size range will be in thet quertile.

## Stenderd Industrlal Clessificetion Definision (5iC 1980)

51C 6541 - Sparting Goods Stores
Businesses primarily engeged in reial: dealing in sporting goods. playground and oymasium equipment. Businesses moy be described by product line such as reteil archery equipment. retail aphlei c clothing lincluding uniformsl, retail athletic footweor. relail beseball equipment, retail bowling equipment, retail camping guipment lexcepi tent prailersl. reteil gpopts and fishing packle. fetail footbell equipment, reiail golt guipment. reiail nockey equipment. retail huneing equipment. retail playground equipment. retail skiing equipment retail soccer equipment. retail softosil equipment, sporting goods stores. retail tennis equipment. shd retair track and field equipment

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe, Sporting Goods Stores (SIC 6541)

|  | Topal(1) | Bot 10 m 25* | Lowe: $\text { midde } 25 \%$ | Uoper midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) low sales value ( $\$ 000^{\prime}$ ) High sal sas value ( $\$ 000^{\prime}$ ) | 19 $(1)$ $(1)$ |  | -- | -- | -- |
|  | Aversge ( $8000{ }^{\prime} \mathrm{s}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  |  | - | -- |
| Accounts and notes receivable Inventory | 21 | -- | -- | -- | -- |
| Other current sasets | 187 | -- | - | -- | = - |
| Totsl current essets | 208 | -- | - | -- | -- |
| Fixed asset. | 35 | - | - | -- | -* |
| Less: Accum. dep. on fimed aseets | - | - | - | - | -* |
| Other assets | 6 | - | -- | - | - |
| Total assets | 249 | - | - | -- | $\cdots$ |
| Lisbilitlos and equity ... |  |  |  |  |  |
| Cuprent loans | 41 | -- | -- | -- | -- |
| Other current liobilities Total current liobilities | 85 126 | -- | -- | -- | -- |
| mortgeges payable | 126 | -- | -- | - | -- |
| Long term debt | 3 | -- | -- | - | -- |
| Other limbilities | 59 | -* | -- | -- | -- |
| Totel liebilisies | 187 | - | - | - | -- |
| Total equisy | 61 | - | -- | - | -- |

(1) These estimetes bre based on semple of businesses reporting ssles betwen $\mathbf{2 5}, 000$ end $\$ 2.000 .000$.
see reol. I for symols and notus.

TABLE 3. Financial ratios(1) for incorporeted businesese only. 1987
Menitobe. Sporting Goods Stores (SIC 6541)

|  | Totel (2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | $\text { middle } 25 \%$ | Uoper $\text { middle } 25 x$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000^{\prime}$ s) Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  |  |
|  | Aversige |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.7 | -- | -* | -- | -- |
| Leverage ratios <br> Dobt/equity ratio (times) <br> interest coverse retio (times) <br> Debt retio (times) | $\begin{aligned} & 3.1 \\ & 3.4 \\ & 0.8 \end{aligned}$ | -- | -- | -- | - |

(11) The retios represent the mersege of petios for sech business in the group and cennot be calculted fron the figur shown in teble 2 .

12 These stimetes art besed on smple of businesses leporting seies between 525,000 end $52,000,000$.
set Tole if for syools and notes.

Defintions:

1. Liquidty ptio:

Current a current assets / current liabilities
2. Leverage ratios;

DeDl/equity $=$ eotel linbilities $/$ equity
b) Debt tario = potal lisbilities/ total ossets.
ci Interest coverage ${ }^{\text {a }}$ net profit + interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1887
Manitobs. Sporting Goods Stores (SIC 6541)

|  | To:al(1) | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | Lower midde 25\% | UpDer midde 25\% | $\begin{aligned} & \text { Tot } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Lom seles vilue ( 8000 s ) High sales value ( $\$ 500^{\circ}$ s) | $\begin{aligned} & 11 \\ & 11 \\ & 111 \end{aligned}$ | -- |  |  | -- |
|  | Average (\$000's) |  |  |  |  |
| Opereting ectivisies Cash from operations Depreciation Other | $\begin{array}{r} 17 \\ 5 \\ -22 \end{array}$ | -- | -- | -- | -- |
| Dividends | -2 | -- | - | - | -- |
| Investment ectivities <br> Dispossl of fixed assets <br> Purchase of fixed assets <br> Increse in investment <br> Decrease in investment | 2 -9 | -- | -- | -- | -- -- -- |
| Financing activities <br> Increase in lang term debt <br> Repayment of long term deb: <br> Losns irom shareholders <br> Redayment of loans from starenolders <br> Advances $\delta$ loans from government <br> Incresse in equity <br> Decresse in equity <br> 0ther | 6 -3 6 -4 - - -1 | -- <br> - <br> -- <br> -- <br> - | - - - - - - | - <br> - <br> - <br> -- <br> $=-$ | -- - -- -- - - |
| Increaseldecrease) in cash \& equivalents Cesh fequivelents-Beginning of the yeer Cash equivelents - End of the yeer | -5 -6 | -- | -- | -- | -- |

(1) These estimetes or desed on semple of incorporated businesses epporting sales between $\$ 25.000$ and $\$ 2.000 .000$. Sample count includes only those Dusinesses reporting a statement of changes.
See table for ymbots and notes.

TABLE 5. Employment changes by elze of business, 1984-1987 based on sic ciassification in is87
Menitobs. Sporting Goods Stores (SIC 6541)



(11 Average laboup units are colculated by dividing toisl Dayroll by the average annual wage and selary rote feported in the Survey of Employment, Paypoll and Hours. Statistics Conaos. Catelogue 72-002. An average labour unit could be interpreted es a fuli-time omploye wot that the business size groups useo bre deiermined at ihe Canade level. Thus if a business has at least 500 employees in Cansda as whole but less than ther number in any given province it is show in the 500 and over group.
(2) Relers 10 Dusinesses reporting no payroll deductions in the previous year.
(3) Refers io Dusinesses raporting no payroll deductions in the folloming yeer
"Mewly reporting" and "no longer reporting" Dusinesses are assuned to have been in activity for six months and the infornation is adjusted accordingry
see iable 1 for symbots and nores.

TABLE 6. Selected operating characteristles of umall businessez by sales quartile. $1985-1987$
Manltoba. Sporting Goods Stores (SIC 6541)

| Total(1) Bottom | Lower | Upper | midop | middele $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |

1985


| Mumber of observations in sample | 45 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 208.846 | -- | -- | - | -- |
| Average expense \$ | 205.484 | -- | -- | -- |  |
| Average net profit (loss) \$ | 3,362 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 34 |  |  |  |  |
| Aversge sales \$ | 298.345 | -- | -- | -- | -- |
| Average expense 5 | 278.678 | - | -- | -- | -- |
| Average net profits | 19,657 | -* | -- | -- | - |
| -usinesses reporting loss (Mo.) | 12 |  |  |  |  |
| Average sales | 173.294 | -- | -- | - | - |
| Average exdenses | 105.882 |  | -- | -- |  |
| Averoge net loss 5 | -13.388 | - | - | -- | -- |

1987

| Mumber of abservations in semple <br> Aversoge sales $\$$ <br> Average expense $\$$ <br> Average net profit (loses) \$ | $\begin{array}{r} 35 \\ 348.812 \\ 339.403 \\ 9.109 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reparting profit (Mo.) | 28 |  |  |  |  |
| Averege sales \$ | 364.828 | -- | -- | -- | - |
| Aversge expense $\$$ | 333.941 | -- | -- | -- | - |
| Averege net profit 8 | 30.887 | - | -- | -- | - |
| Businusses roporting lose (Mo.) | 3 |  |  |  |  |
| Averoge sales ${ }^{\text {a }}$ | 358.218 | -- | -- | -- | -- |
| Average expense $s$ | 384.095 | - | -- | -- | -- |
| Average net loss ${ }^{\text {c }}$ | -25.877 | -- | -- | -- | - |

ill These estimates are based on sample of businesses reporting seles between $\$ 25.000$ and $\$ 2.000,000$
See Table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitobe, Musicel instrument and Record Stores (SIC E55)

|  | Tolal 11 ) |  | Bottom$25 \%$ |  | Lomer midele $25 \%$ |  | Upper <br> midde 25\% |  |  | ict |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) bow sales value ( $\$ 000$ s) Migh sales value $(\$ 000$ s) |  | $\begin{array}{r} 13 \\ (1) \\ (1) \end{array}$ |  |  |  |  |  |  |  |  |  |
| Selected expense itom | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { * busi- } \\ & \text { nesses } \\ & \text { reorting } \end{aligned}$ | Reporting businesses only 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { miodle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lowei } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Unoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soles | 64.9 | -- | - | -* | -- | 100.0 | 64.9 | -* | *- | -- | - |
| Dceupency exponees | 7.5 | -- | -- | -- | -- | 100.0 | 7.5 | -- | -- | -- | - |
| Dedreciation | 0.9 | -- | -- | -- | -- | 94.5 | 0.5 | -- | -- | -- | =- |
| Repairs of minterance | 0.7 | -- | - | -- | -- | 62.4 | 1.0 | -- | -- | - | $\cdots$ |
| Heat. light 8 teledione | 1.0 | -- | -* | -- | -- | 94.5 | 1.1 | -- | -- | - | - |
| Rent | 5.0 | -- | - | -- | -- | 69.7 | 7.1 | -- | -- | -- | -- |
| Personnel expenses | 10.7 | -- | -- | -- | -- | 94.5 | 11.4 | -- | -- | -* | -- |
| Financisl expenses |  | -- | - | -- | -- | 100.0 | 2.2 | - | -- | $=$ | = |
| Interest 8 bonk chorges Professional fees | 1.3 0.9 | -- | - | -- | -- | 94.5 94.5 | 1.4 0.9 | -- | -- | -- | -- |
| Other expenses | 7.8 | -- | -- | -- | -- | 100.0 | 7.8 | -- | -- | - | -- |
| Pratit (losa) | 6.8 | -- | -- | -- | -- | \$2.7 | 7.4 | -* | -- | -- |  |
| Total | 100.0 | -- | -- | -* | -- | 100.0 | . $\cdot$ | -- | -- | -- | -- |

## Syebol:

zero or no observitions

- too small too be expressed
not applicable
$\times$ confidentil


## *oot notes

111 These estimies gre based on semple of businesses roporiting sales between $\$ 25.000$ snd $\$ 2.000 .000$
Yot lotal weighed expendiqure on given item

(3) Velue in each cell $\frac{\text { Total wighted expenditur on given item }}{\text { lotst weighted sstes of busineses reporting inis item of mpenditure }} \times 100$ for esch quertile

This portion of the qable Derteins only to the businesses peopting the specific expense item. Thereforie these ratios ere calculetec individuelly and the total will not necessarity equal $100 \%$.

## moter

Dets are shown by quertiles when at least 13 of the sompled businesses report the specific item
Records were renked in oscending order eccording to sesies size. Each quertite (i. botion 25z, lower middle 25t, elc. raprosents one quarter of the lotal number of bueingses. Within esch quartile. the overage petio is presented. for comperison purposes. the high and low values of seles the show

How to use she sebles

12) The selected range will indicete the proper quertile. i.e. the botton 25\%, the lower midde 25z. the upper midde 25z or the 100 $25 z$
(3) 0te pertming to the selected seles size pange will be in thet quersile

Stonderd Industrisl Clestificetion Definition (SIC 1PB01:
SIC 6550 - Musicsl Instrument end Record Stores
Businesses primarily engaged in retail deiling in musical instruments, sheet music, records and tapes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe, Musical instrument ind Record Stores (SIC 655)

|  | Total(1) | 8ottom 25\% | Lower middle 25\% | Udper middle 25\% | Tof |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ( $\mathrm{Mo}$. ) Lowsales valu ( $\$ 000$ s) High sales value ( $\$ 000$ ) | 9 $(1)$ 11 | -- | - | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Anets - .- .- .- |  |  |  |  |  |
| Cash |  | -- | - | - | -- |
| Accounts and notes cectivable Inventory | 5 | - | - | -- | - |
| Other current afsets | 134 | =- | = | - | - |
| Total curcent ossets | 140 | - | -- | - | -- |
| Fixed amets | 47 | - | -- | - | - |
| Less: Accum. dep. on fixed essets | - | - | -- | - | - |
| Other sesets | - | -- | -- | - | -- |
| Totel seeets | 187 | =- | - | -* | -- |
| Liebilities and equity |  |  |  |  |  |
| Cuprent loans | 17 | -- | -- | -- | -- |
| Other current liabilities Total curfent liabilities | 84 | -- | -- | -- | -- |
| Mortgsaes dayable | , | -- | - | - | -- |
| Long term debt | 8 | -- | - | - | -- |
| Other liabilitios | 35 | - | -- | -- | - |
| Total listillites | 124 | = | -- | - | -- |
| Total equity | 64 | = | - | - | -- |

(1) These estinetes are bested on somple of businesses reporting sales between \$25,000 und $\mathbf{3 2}, 000.000$.
see tate ifor symbols and noles

TABLE 3. Financtal rattos(i) for incorporated businesses oniy, 1987
Manizobe, Muslcel Instrument and Record Stores (SIC E55)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upoer $\text { midole } 25 \%$ | ToD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $5000^{\prime} \mathrm{s}$ ) High seles volue ( $\$ 000^{\prime}$ n) | $(1)^{9}$ | -- | -- | -- |  |
|  |  | Average |  |  |  |
| Liquidity patio Current itio (times) | 1.7 | -- | - | -- | -" |
| ```Leverage ratios Debt/equity etio (times) Interest coverage ratio (times) Debt retio {times)``` | 1.9 3.5 0.7 | -- | -- | -- | -- |

III The ratios represens the rarge of retios for ench businese in the group and cannot be calculsted fron the figures shom in table 2

See Teble I for symois and netes.

## Definitiens:

1. Liquidity retio:

Current z current assets / current libbilities
2. leverege retios:
al Debt/equity = total liabilities / equity.
D) Debt petio : rotal lisbilisiss fotal assets
c) Interest coversge $=$ net orofit interest oxpense / interest expense.

TABLE 4. Statement of changes in financiai position for incorporated businesses only. 1987
Manitobe. musical Inserument and Record Stores (SIC 655)

|  | Total111 | Bot tom 25영. | Lowe! $\text { midd } 25^{\circ}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midde } 25 \text {; } \end{aligned}$ | Tor 250 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 0000^{\prime} \mathrm{s}$ ) Migt sales value (9C00's: | $\left(\begin{array}{l} 5 \\ 1 \\ i \end{array}\right.$ | -- | - | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 14 \\ 6 \\ -18 \end{array}$ | -- | -- | -- | -- |
| Dividands | - | -- | -- | *- | -- |
| Investment activitios <br> Dispossl of fixed ssaets Purchase of fixed assets Incresese in investment Decrease in investment | -14 | -- | -- | -- | - <br> - <br> - |
| Fimancing ectivities <br> Increase in long term debt Reparment of long term debt <br> Loans from shareholders <br> Repayment of loans fiom shareholders <br> Advances \& loans from government <br> Increase in equity <br> Dectease in equity <br> Other | 17 | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - - - - - -- |
| Increase(decrease) in cash sequivalents Cesh sequivalents-leginning of the yeer Cosh s equivalents - End of the yeer | 6 -15 -9 | -- | -- | -- | -- |

(1) These estimates are Desed on sample of incorporated businesses reporting sales betwen $\$ 25.000$ ano 22.000.000. Semple count includes only those businesses inporting a statement of changes
see isole i for symools end notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on SIC claseificetion in 1987
Manitobe, Musical instrument and Record Stores (SIC 555)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{aligned} & \text { Totsl payroll } \\ & \text { (\$000's) } \end{aligned}$ | Average labour units(1) | Changes in number of Dusinestes with paid employees. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\text { reporting }(2)$ | No longer reporting(3) |
| 1384 |  |  |  |  |  |
| Totel | 66 | 3.043 | 243 | 13 | 1 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 62 3 1 - | $\begin{array}{r} 2.252 \\ x \\ x \end{array}$ | $\begin{array}{r}181 \\ 56 \\ 6 \\ \hline\end{array}$ | 12 1 - | 3 |
| 1587 |  |  |  |  |  |
| Totel | 73 | 4.741 | 318 | 18 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 64 6 3 - | $\begin{array}{r} 2.603 \\ 1.221 \\ 917 \end{array}$ | $\begin{array}{r}175 \\ 82 \\ 61 \\ \hline\end{array}$ | 14 2 - | ‥ $\cdots$ $\cdots$ |


 full-time employee. Note inot the Dusiness size groups used ore determinec ot the Canade level. Thus if ousiness has at lest 500 employees in Conode as owhole Dut less then thot number in ony given province it is show in the 500 end over group
121 Refers to bus nesses reporting no payroll deductions in the previous year
(31) Refers 10 businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" Dusinesses afe assumed to have deen in activity for six months and the information is adjusteo accordingly
see isole 1 for symbols and notes

TABLE 6. Selected operating eharmeteristics of small businesses by sales quartile. 1985-1987 Manitobs. Musical instrument and Record Stores (SiC 555)


1985

| Mumber of observetions in semple | 12 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales \$ | 253.541 | -- | -- | -- | -- |
| Average expenses | 243.897 |  |  |  |  |
| Average nel profit (loss) \$ | 9.644 | - | -- | -- | - |
| Businestes reportine aprofit (Mo.) | 10 |  |  |  |  |
| Averson sales ${ }^{\text {a }}$ | 385.420 |  | -- | -- |  |
| Aversoe expenses | 357.133 | -- | -- | -- |  |
| Averege net profits | 28.287 | -- | -- | -- | -- |
| Businestes reporting loss (Wo.) | 2 |  |  |  |  |
| Average smies ${ }^{\text {a }}$ | 79.067 | -- | -- | -- | -- |
| Aversge expense \$ | 81.628 | -- | -- | -- |  |
| Average net loss \$ | -2.561 | -- | -- | -- | -- |


| Mumber of observetions in sumple | 16 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 247.079 | -- | -- | -- | -- |
| average expenses | 241,859 |  | - |  |  |
| Average net profit (loss) \$ | 5.220 | -- | -- | -- |  |
| Businesses reporting profit (Mo.) | 14 |  |  |  |  |
| Averseg sales 5 | 252.389 | -- | -- | -- |  |
| Aversge expense \$ | 237.041 | -- | -- | -- |  |
| Average net Drofits | 15,348 | -- | -- | -- | -- |
| Businssees reporting - loss (Mo.) | 2 |  |  |  |  |
| Average seles ${ }^{\text {a }}$ | 377.951 | -- | -- | -- |  |
| Average expentes | 385.762 | -- | -- |  |  |
| Avoruge net loss ${ }^{\text {s }}$ | -7,819 | -- | - | -- | -- |


| Number of observetions in sample <br> Average sales $\$$ <br> Avorage expense \$ <br> Average net Drofit (loss) \$ | 15 411.987 394760 17.227 | -- | $-=$ -- | $-=$ $-=$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees raportinge profit (Mo.) | 11 |  |  |  |  |
| Aversge selas ${ }^{\text {a }}$ | 426.805 | -- | -- | -- |  |
| Average expenses | 406.441 | -- |  |  |  |
| Averege net prolits | 20.365 | -- | -- | -- | -- |
| Businesees raporting loss (Mo.) | ${ }^{4}$ |  |  |  |  |
| Avoruge sales | 392.253 | -- | -- | -- |  |
| Average expenses | 403.925 | -- | -- |  | -- |
| Aversge net loss | -11,673 | -- | -- | -- | -- |

[^20]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manltobs. Jewellery Stores (SIC 6561)

| Total(1) Bottom | Lower | Uoper | Tor |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middidole $25 \%$ | $25 \%$ | $25 \%$ |


| Businesses in samole (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 15 \\ & 11) \\ & (1) \end{aligned}$ |  | -- |  | -- |  | -- |  |  | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses on $\mid \mathrm{y}$ ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowe } \\ \text { middl } \\ 25 \% \end{array}$ | Upper mi id l 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Tota | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midil } \\ & 25 \% \end{aligned}$ | Uoper middl $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of seles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 45.2 | -- | - | -- | -- | 100.0 | 45.2 | -- | - | -- | -- |
| Dccupency expenses | 13.5 | - | -- | -- | -- | 100.0 | 13.5 | -- |  | - | -- |
| Deprecition | 3.4 | - | -- | -- | -- | 82.6 | 4.1 | -- | - | - |  |
| Ropaire maintenance | 1.6 | -- | -- | -- | -- | 96.3 | 1.6 | - | -- | - | -- |
| Heat. light s teleohone | 2.0 | -- | -- | -- | -* | 84.9 | 2.4 | -- | -- | - | -- |
| Rent | 6.5 | -- | -- | -- | -- | 86.0 | 7.5 | - | -- | -- | -- |
| Personnel expenses | 17.5 | - | -- | -- | - | 92.3 | 15.0 | -- | -- | -- | -- |
| Financial expenses | 2.6 | -- | -- | -- | - | 100.0 | 2.6 | -- | -- | -- | -- |
| Interest \& bank charges | 1.8 | -- | -- |  | $\cdots$ | 100.0 | 1.8 | -- | =- | -- | -- |
| Professional fees | 0.8 | -- | -- | -- | -- | 84.9 | 0.9 | -- | =- | -- | -- |
| Dther expenses | 16.9 | -- | -- | - | -- | 100.0 | 15.9 | - | -- | -- | -- |
| Prefit (loss) | 4.2 | $\cdots$ | -- | -- | -- | 100.0 | 4. 2 | -- | -- | = | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\cdots$ | -- | -- | -- | -- |

## Symbols

zfio or ho obsepvetions
-- too small too be expressed
no: DDOlicable

- confidentist


## Footnotes

(1) These esimates bre besed on sample of businesses peparting sales between $\$ 25,000$ and $\$ 2.000 .000$.
(2) Velue in each cell $* \frac{\text { lotel weighted expenditure on given item }}{\text { totbl weighted sales of sil businesses in the semple }} \times 100$ for ench quertile
(3) Value in each cell $=\frac{\text { torel weighted expendizure on given item }}{\text { total weighted seles of businesses reporting this item of expenditure }}$ for each quertile.

This portion of the table pertans only to the businesses reporting the specific expense item. Therefore these potios ere colculated individually and the sotel will no? necesserily equal $100 \%$

## Notes

Dose or shown by quartiles when at least 13 of the senpled businesses repori the specific item.
Records were ranked in escending order sccoroing to seles size. Each qubrtile li.e. botion 258, lower nidde 25\%. Etc. I represents on quarter of the sotal number of businesses. Hithin eech quarile. the averoge retio is presented. for comparison purposes. the high ond low velues of seles re show

Mow to use the tebles
(1) bocete the spoproprive seles range thet is displayed on the two lines entitled "low sales value" and ehigh salos velue"
(2) The selectud renge will indicate the proper quertile. i.e. The bottem 25\%. the lower midole 258, the upper midde 258 or the 100 $25 \%$
(3) Deta pertaining to the gelacted sales size range will be in that quertile.

## Stenderd Industriel Clessificetion Definition (SIC 1880):

\$1c 6561 = Jewellery Stores
Businesses primarily angaged in reiail dealing in new jowellery. Many such businasses hove b department engaged in watch, clock and jellery cepsir Businesses engaged in fetail costume jwellery. custom jewellery. retbil precious metbl flotware and hollow were. retoil jewellery. retoil precious nelal jewellery. resail precious stone jewellery and reiail watches and clocks are miso included in this indusery

TABLE 2. Balance sheet proflle for incorporsted businesses only, 1987
Manitobe. Jewellery Stores (SIC 5561)

|  | Total(1) | Bottom 25\% | Lowe r <br> middle 25 \% | Uoper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (MO.) Low soles value ( $\$ 000^{\prime}$ s) High soles volue ( $\$ 000$ 's) | $\begin{aligned} & 1 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | $=-$ |
|  | Averege ( $\$ 000{ }^{\prime}$ s |  |  |  |  |
| Asceta |  |  |  |  |  |
| Cash | - | -- | - | -- | - |
| Accounts and notes recoivable | 9 | -- | -- |  |  |
| Inventory | 163 | -- |  | - | - |
| Other curcent assets | 163 172 | -- | -- | -- | - |
| Tots cufient sesets | 1724 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed asents | - | -- | -- | -- | - |
| Other assets | 32 | -- | -- | -- | -* |
| Total uenets | 221 | -- | - | -- | -- |
| Liebilities and eauitr |  |  |  |  |  |
| Current loans | 28 | -- | -- | -- | -- |
| Other current liabilities | 80 | - | - | - |  |
| Total curient liabilities | 108 | - | -- |  |  |
| Mortgages parable | - | - | - | -- | - |
| Long term deot | 1 | - | - | -- | -- |
| Other liabilities | 47 | -- | -- | -* | -- |
| Totel llabilities | 155 | - | -- | = | - |
| Totel equity | 72 | - | -- | - | - |


Set istle I for symbols and notes.

TABLE 3. Financial ratios(i) for incorporated businesses only, 1987
Manitobe, Jewellery Stores (SIC 5551)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midol } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High seles velue $\left(\$ 000^{\prime} \mathrm{s}\right.$ ) | $\left(\begin{array}{l}11 \\ (1)\end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Curient retio (times) | 1.6 | - | -- | -- | -- |
| Leverage patios <br> Debt/equity retio (times) <br> Interest coverage ratio (times\} <br> Dobt litio (times) | 2.1 3.0 0.7 | -- | -- | -- | -- |

(1) The fetios represent the everege of ravios for each businass in the group and cannot be celculated from the figures shown in itble 2 .

See table i for symools no notes.

Definltiens:

1. Hquidity retio:

Cuprent s current assets / curront liobilitims
2. Leverege reties:
a) Debi/equity $=$ soral biabulisies / equity
bl Debi ratio = ioiat lisbilizies / toial Essets.
cl Interest coverage a net profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated bustnesses only. 1987
Manilob*, Jewellery Stores (SIC 6561)

|  | Total ${ }^{\text {a }}$ ! | $\begin{gathered} \text { Botton } \\ 25 \% \end{gathered}$ | Lawer $\text { midde } 25 \%$ | Uoper midde $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcie (No. Low sales value 18000 's) High sales value (500C's) | $(1)^{?}$ | -- | -- | -- | -- |
|  |  |  | Averape (\$000 |  |  |
| Operting activities Cash from operations Deprectation Oiner | $\begin{array}{r} 14 \\ 4 \\ 9 \end{array}$ | -- | -- | -- | -- |
| Dividends | -7 | -- | -- | -- | -- |
| Investment ectivisies <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncresese in investment <br> Decrease in investment | -1 | -- | -- | -- | -- |
| financing activities <br> lncrease in long term debt <br> Redayment of long term deb? <br> Loons from sharenolders <br> Repoyment of loans from shareholders <br> Advances \& loans from government <br> increese in eouity <br> Decresse in ecuity <br> Dther | $\begin{array}{r} -15 \\ 5 \\ - \\ - \\ -6 \\ -3 \end{array}$ | - <br> - <br> - <br> - <br> - | - <br>  <br>  | -- - - - - - | - |
| Increase(decrease) in cash sequivalonts Cash sequivelents-Beginning of the year Cash s equivalents - End of the year | -70 -40 | -- | -- | -- | -- |

(11) These estimates ore Dasted on a sample of incorporasec jusinesses repopting sales detween \$25,000 ond \$2,000,000. Sample count includes only those businesses reporting a stotement of changes.
See roble 1 for symbols and noles

TABLE S. Employment changes by stze of bustness, 1984-1987 based on SIC ciassification in t987
Manltobe, Jewellery Stores (SIC 6561)

| Business size expresseo in average laboup units(1) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averope l bour unips(1) | Changes in number of businestes with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New ly <br> reporting(2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 101 | 10.297 | 852 | 11 | 1 |
| $\begin{aligned} & \text { lass than } 20 \\ & 20-99 \\ & 100-495 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 88 \\ 7 \\ 4 \\ 2 \end{array}$ | $\begin{array}{r} 3.480 \\ 1.947 \\ x \\ x \end{array}$ | $\begin{aligned} & 286 \\ & 181 \\ & 163 \\ & 242 \end{aligned}$ | $\begin{array}{r}15 \\ 2 \\ 2 \\ \hline\end{array}$ | 8 - - |
| 1987 |  |  |  |  |  |
| Tots 1 | 114 | 11.856 | 889 | 15 | - |
| $\begin{aligned} & \text { less then } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 100 8 4 2 | $\begin{array}{r} 4.185 \\ 3.041 \\ x \\ x \end{array}$ | $\begin{aligned} & 314 \\ & 228 \\ & 104 \\ & 243 \end{aligned}$ | $1 ?$ $!$ 0 | $\cdots$ |

(1) Average labour units are calculated by dividing lotal payroll by the everoge annual wage and salary rate as raporteo in the Survey of Emplovment. Payroll end Hours. Statistics Canada. Catalogue 72-002. An average labout unit could be interpreited as a full-gime employee wote thos the business size groups used or delermined ot phe Conode level. Thus if business has s? least 500 endoyees in Consda as a whole bup less than that number in any given province it is shom in the 500 and over group
12) Refers $i 0$ Dusinesses peporting no payroll deductions in the previous year.
13) Refers to ousinesses reporting no paytoll deductions in the following year
"Newly toporting" and "no longer teporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly

See lat ie for symbols anc nozes

TABLE 6. Selected operating characteristica of smell businesses by saies quartile, 1885-1987
Manitobe. Jewellery Stort (SIC 6561)

|  | Toral(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midele } 25 \% \end{aligned}$ | Upoep middle 25\% | $\begin{aligned} & \text { TOE } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample | 21 |  |  |  |  |
| Averoge siols \$ | 179.087 | -- | - | -- | -- |
| Averoge expense s | 152.722 | -- | -- | -- | -- |
| Average net profit (loms) 5 | 26.365 | - | -- | -- | - |
| Eusinesses peporting profit (Mo.) | 20 |  |  |  |  |
| Average soles \$ | 179.702 | -- | $\cdots$ | -- | - |
| Aversge expense ${ }^{\text {S }}$ | 151.731 | -- | - | -- | =- |
| dverage not profits | 26.971 | -- | -- | - | - |
| Ousinesses reporting lose (Mo.) | 1 |  |  |  |  |
| Aversge soles ${ }^{\text {a }}$ | 35.910 | - | -- | -- | -- |
| Aversge exdense | 36.068 | - | -- |  | -- |
| Average net loss | -158 | - | -- | -- | -- |

158


| Mumber of observetions in semple Average seles <br> Average expenses <br> Average net piofit (lose) \$ | $\begin{array}{r} 43 \\ 170.671 \\ 159.558 \\ 11.113 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buslnesses peporting profit (Mo.) | 28 |  |  |  |  |
| Averoge seles ${ }^{\text {d }}$ | 216.150 | -- | - | - | -- |
| Average exdenses | 192.959 | -- | -- | -- | -. |
| Aversge net drofit | 23.191 | -- | -- | - | -- |
| Dusinesses reperting last (Mo.) | 15 |  |  |  |  |
| Averoge sales | 222.066 | -- | - | - | -- |
| Average expenses | 232.391 | =- | -- | - | -- |
| Average net loss\$ | -10.325 | -- | -- | - | - |

(1) These estimetes ap based on samplo of businesses peporting sales between 325,000 and 52.000 .000 .

Ser lable i for symbols and notes

TABLE 1. Selected operating ratios, in percent of seles. 1987
Manitoba. Toy. Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Tota! 1! | $\begin{array}{r} \text { Bottom } \\ 25^{\circ} \end{array}$ | middle Lowe? | UDDE! middie 25\% | 700 $25:$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Suslnesses in samsle (No.) | 25 |  |  |  |  |
| Low sales value ( 5000 s ) | (1) | -- | -- | -- |  |
| High sales value ( $9000{ }^{\prime}$ s) | (1) | -- | -- | -- |  |


| Selected exoense item | Industry averape 2 ) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25x | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { Uoper } \\ \text { midd } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sules |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of selas | 44.3 | - | -* | -- | -- | 14.9 | 52.1 | -- | -- | -- | - |
| Oecupancy expanses | 16.2 | -* | -- | -- | -* | 100.0 | 16.2 | -- | - | -- | -- |
| Depreciation | 1.5 | -- | $\cdots$ | -* | -- | 80.0 | 1.9 | -- | -- | -- | -- |
| Repoirs s mointenance | 0.3 | -- | -- | -- | -- | 45.5 | 0.6 | -- | -- | -- | - |
| Hest. lipht \& telephone | 2.? | -- | -- | -- | -- | 95.0 | 2.8 12.8 | -- | -- | -- | - |
| Rent | 11.7 | -- | -- | -* | -- | 51.8 | 12.8 | -- | -- | -- | - |
| Personnel expenses | 15.7 | -- | -- | - | - | 65.5 | 22.5 | -- | -- | -- | -- |
| Financial expenses | 3.1 | -- | -- | -- | - | 55.9 | 3. 2 | -- | -- | -- | -- |
| Interest \& bank charges | 1.8 | -- | -. | -- | -- | 72.7 | 2.5 | -- | -- | -- | -- |
| Professional lees | 1.3 | -- | -- | -* | =- | 95.0 |  | -- | -- | -- | -- |
| Other expenses | 20.6 | - | -- | -- | - | 100.0 | 20.6 | - | -- | -- | - |
| Protit (lose) | 0.1 | -* | - | -- | -- | 92.4 | 0.1 | -- | - | -- | -- |
| Totel | 100.0 | - | -- | -* | - | 100.0 | . . | -- | -- | -- | - |

## Symole

zero or no observerions
-- 800 smell too be expressed
no: applicable
$\times$ confidentiol

## footnotes




This portion of the table parteins only to the businesses reporting the specific expense item. Ther fore these ratios forelculated individully and the total will not necesser ily equel $100 \%$.

## Notes

Data ere shown by quartiles whan bt least 13 of the sampled businesses repori the specilic item
 one quartep of the cotal numper of businesses. Hithin each quartile, the gverege ratio is presentec. For comperison purposes, the high and lom vilues of siles ere shown

How to use the tebles

(2) The selected renge will indicate the proper quartile. i. the bottom 25z. the lower midde $25 \%$, the upper midde 25t or the top 258.


## Sesenderd Induterial Clessificetion Definition (SIC 1980):

SIC 6580 - Toy, Hobty, Movelty end Soumenir Stores
Businesses pr mo ily engaged in petbil debling in roys. hobby supplies, gifts. noveltios and souvenirs

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitobe, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Total(1) | Bottom $25 \%$ | Lower midole 25\% | Upper middle 25: | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sates value ( $\$ 000{ }^{\text {a }}$ ) High sales value ( $\$ 000{ }^{\prime}$ ) | 18 $(1)$ (1) | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - |  |  | -- |  |
| Accounts and notes recaivable | 2 | -- | - | - |  |
| Inventory | 5 | -- | -- | - | -- |
| Other current assets | 55 | - | -- | -- | -- |
| Total current assets | 57 | - | -- | -- | =- |
| Fixed sssets deo. on fixed aseets | $\stackrel{\text { - }}{ }$ | -- | -- | -- | -- |
| Lest: Accum. dep. on fixed ustets Other assets | 8 | -- | -- | -- | -- |
| Totel essets | 71 | -- | -- | -- | -- |
| Limbillties and equity |  |  |  |  |  |
| Other current lisbilities | 27 | -- | -- | -- | -- |
| Total current liobilicies | 38 | -- | -- | -- | - |
| Mortgages payable | - | -- | - | -- | -- |
| Long term debt | , | - | -- | -- | -- |
| Other liabilities | 33 | -- | - | -- | -- |
| Tatal liabilities | 71 | -- | - -- | -- | -- |
| Totsl equity | - | -- | -- | -- | - |

(1) Thust estimetes re based on semple of businesses reporting estes betwen $\$ 25,000$ end $\$ 2.000,000$.
see reble ifor symols and notes.

TABLE 3. Fimencisi rettos(1) for incorporated butinesses only. 1987
Menltobe, Toy, Hobby, Noveliy end Souvenir Stores (SIC 6se)

|  | Total(2) | Bottom 25\% | Lower $\text { middle } 25 x$ | Upder $\text { midde } 25 x$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in smple (Mo.) Lom sales value ( $5000^{\prime}$ s) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity retio Current retio (times) | 1.5 | -- | -- | -- | -- |
| Leverege retios <br> Debtlequity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} -269.7 \\ 0.9 \\ 1.0 \end{array}$ | -- | -- | -- | -- |

118 The retiog represent the everage of retios for ench business in the group end connot belculated from the figures shom in tatole 2.
121 These espintes are besed on Emple of busineses reporting seles between 825,000 end $52.000,000$
Sen Tuble ifor symbols and notes.

Definisions:

1. Liquidity ratio:

Eurfont a curront sisets/ current liobiliqies
2. Leverage petios:

Debt/equity = losal liabilisies/equity
b) Debi retio = lotal liobilities fotal assets
c) Interest coversge $=$ net protit interest expense/ interest mpense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba. Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Total(1) | $\begin{array}{r} \text { Bot:om } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | UDCe. midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samcle (Mo.) Low sales value ( $\$ 000$ s) High sales value (\$000's) | $\begin{aligned} & (1)^{7} \\ & (1) \end{aligned}$ |  |  | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating ectivities Cash from ode: ations Dedrection Other | $\begin{array}{r} 3 \\ 3 \\ -5 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment ectivities Disposal of fixed assets Purchase of fixed assets lncrese in investment Decrese in investment | -2 | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt Repayment of long term deot <br> Loans from shareholders <br> Reparment of loans from sharaholders <br> Advances \& loans from governmen? <br> Increase in equity <br> Decresse in equity <br> Other | 3 -10 - | -- <br> - <br> -- <br> -- <br> - | -- <br> -- <br> - <br> -- <br> - | -- <br> -- <br> - <br> - <br> - <br> - | - |
| Increase(decrease) in cash tequivalents Cesh s equivalents-Beginning of the year Cash equivelents - Enc of the reer | $\begin{array}{r} -8 \\ -5 \\ -13 \end{array}$ | -- | -- | -- | - |

(1) These estimeses ere besed on a sample of incorporeted businesses reporiing seles between $\$ 25.000$ and $\$ 2.000 .000$. Sample count includes
only those Dusinesses redorting statemen: of chenges
see foble ifor symols and notes
TABLE 5. Employment changes by size of business. 1984-1987 based on sic ciassification in 1987
Manltobs. Toy, Hobby, Novelty ind Souvenir Stores (SIC 658)

| Business size expressed in average labour units(1) |  | $\begin{array}{r} \text { Total payral } \\ (\$ 000 \end{array}$ | Average labour units(1) | Chonges in number of businesses with deid employeer |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting (3) |
| 1984 |  |  |  |  |  |
| Totel | 153 | 4.085 | 327 | 25 | 17 |
| less qhan 20 $20-99$ $100-499$ 500 and ove? | $\begin{array}{r} 145 \\ 9 \\ ? \end{array}$ | $\begin{array}{r}3.204 \\ x \\ \text { x } \\ \hline\end{array}$ | 255 11 60 - | 25 | $\begin{array}{r}16 \\ ! \\ \hline\end{array}$ |
| 1987 |  |  |  |  |  |
| Totel | 167 | 6.882 | 459 | 34 | -•• |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 158 \\ 1 \\ 7 \\ 1 \end{array}$ | $\begin{array}{r} 4.030 \\ x \\ 2.515 \\ x \end{array}$ | 267 4 170 18 | 34 | $\ldots$ $\ldots$ $\ldots$ |

[^21]TABLE 6. Selected operating characteristics of mall businesses by sales quartile. 1985-1987 Manitobe, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)



| Mumber of observetions in semple | 42 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 120.904 | -- | -- | -- | -- |
| Average expense \$ | 115.583 | -- | -- | - | -- |
| Average net profit (loss) s | 5.321 | -- | -- | -* | -- |
| Businesses reporting profit (Mo.) | 30 |  |  |  |  |
| Average sales $\$$ | 120.968 | -- | -- | -- | =- |
| Average expense \$ | 107.793 | -- | -- | -- | -* |
| Average net profit \$ | 13.175 | -- | -- | -- | -- |
| Susinuses peporting a lese (Mo.) | 12 |  |  |  |  |
| Average inles ${ }^{\text {che }}$ | 119.402 | -- | -- | -- | - |
| Aversge expente | 133.706 | -- | -- | -- | -- |
| Average net loss \$ | -14.304 | -- | -- | -- | - |

1987
Mumber of observations in sample
Average sales $\$$
Average expense $s$
Average net profit (loss) $\$$
-usinesees reporting erefit (Mo.)

$$
\text { Averoge seles } 5
$$

Averige expense b
Average xperse b

Dusinceseg reportine lees (Ms.) Averoge siles Average expente s Aversee net loses
$128 .{ }^{34}$
128.174
125.563
1.611
165.655
165.655
158.251
8.394
97.416
107.471
$-10.055$


| -- |  |
| :---: | :---: |
| -- |  |
| -- | -- |
| -- | -- |
| -- | -- |
| -- | - |
| .. | -- |
| -- | -- |

--
--
--
--
(11) These estinates are based on sample of businesses reporting sales betwen $\$ 25.000$ and 52.000 .000 .

See lable for symols and moites

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manltobs. Gift, Noveliy and Souvenir Stores (SIC 6582)

|  |  | 1! 1 |  | $\begin{array}{r} 30 t \% 0 m \\ 25 \% \end{array}$ | Lowe :$\text { middie } 25 \%$ |  | UODE <br> midde 25: |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sarme ino. Low sales value $\{3000$ 's Migh sales value ' $\$ 000$ 's |  | $\begin{aligned} & 23 \\ & 111 \\ & 11 \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Sulected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Tod } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{gathered} \text { Lower } \\ \text { middie } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middie } \\ & 25 \% \end{aligned}$ |  |  | Totel | Bot 10 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { iop } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 46.2 | -- | -- | -- | -- | 93.5 | 49.1 | -- | ** | -- | $\cdots$ |
| Occupency expenses | 17.1 | - | - | - | - | 100.0 | 17.1 | - | -- | -- | -- |
| Deprecistion | 1.1 | -- | -- |  | - | 79.2 | 1.3 | -- | -- | -- | -- |
| Repairs E maintenance | 0.3 | - | - | - | - | 43.4 | 0.7 | -- | -- | - | -- |
| Heat. light s telephone | 2.3 | -- | - | - | -- | 94.6 | 2.5 | -- | -- | -- | -- |
| Rent | 13.4 | -- | -- |  | - |  |  | -* | -- | -- | -- |
| Personnel expenses | 14.7 | -- | -- | -- | - | 65.0 | 22.7 | -- | -- | -- | -- |
| Finstcisl expenses | 3.4 | -- | -* | -- | -- | 94.6 | 3.6 | -- | -- | - | -- |
| Interest 8 bank charges Prolessional fees | 2.1 | -- | -- | -- | -- | 82.1 93.5 | 2.5 1.5 | -- | -- | -- | -- |
| Other expenses | 21.0 | - | -- | -- | -- | 100.0 | 21.0 | - | -- | -* | -- |
| Profit (lose) | -2.4 | - | -- | -- | -- | 90.4 | -2.6 | -- | -- | -- | - |
| Total | 100.0 | -- | -- | - | -* | 100.0 | . $\cdot$ | -- | -- | -- | -- |

## syebels

zero or no observerions
$\therefore 800$ sma! ! 800 be expresseo
not apdicsole

- confidenils


## Footnotes

(1) These estimetes re based on ample of businesses reporsing seles between $\$ 25.000$ and $\$ 2.000 .000$.

Total wighted expendifur on given item

(3) Value in sach cell lopal weighed expenditure on a given item $\times 100$ for esch qu*
Yotal wighted sates of businesses reporting this item of expendizur
This portion of the sable pertains only to the businesses reparting the specific expense item. Therefore these rotios ere cslculated individualiy and the cotal will not necessarily equal io0z.

Motet
Data bre shown oy quaptiles when st iest is of the somplad businasses report the specific item
Records were ranked in ascending order according to sties size. Each quertile li. . bottom 25z. Iower midde 25\%. Etc.) represents one quarter of the total humber of businesses. Within each quartile, the average retio is presented. For comperison purposes. the high and low values of sales er shown

Mow to use the tables

12 the selected renge will indicete the proper quertile. i. the botton 25\%. the lower middle 25\%. the upper midde $25 \%$ op the top 258.
(3) Dete pertining to the selected seles sizo ronge will be in that quartile

## Stenderd Induetrist EIEssificetion Definition ISIC 1980):

\$1C 6582-Gift. Moveliy and Souvenip Storms
Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenifs such as: refan carvings and artcraft, petal hanoicraft ceramics. retal seasonat and holiday decorations. peiail handicraf: decoupage. rerail eskimo carvings. rersil gift wrap supplies. gift shops. retail handcrafied goods inovelifes. souvenirsi, joke shops. retail handicrafi macrame, petail handicrafi metalwofk. retsil hoveliy merchandise. retail handiciof potiery and refail souvenirs

TABLE 2. Balance sheet orofile for incorporated businesses only. 1989
Manitoba, Gift, Novelty and Souvenir Stores (SIC E582)

|  | Total(1) | Bot tom 25\% | $\begin{array}{r} \text { tower } \\ \text { middie } 25 \% \end{array}$ | Upper $\text { midele } 25 \%$ | $\begin{aligned} & T O D \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High salos velue $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 15 \\ & (1) \\ & 19 \end{aligned}$ | -- | -- | -- | -- |
|  | Averoge (\$000's) |  |  |  |  |
| Aseets - . .- .- |  |  |  |  |  |
| Cash | 2 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -. | -- |
| Other current assets | 49 | -- | -- | -- | -- |
| Total cuprent sisets | 52 | -- | - | -- | -- |
| Fined essets | 8 | -- | - | - | -- |
|  | - | -- | -* | -- | -- |
| Other essets | 6 | - | - | -- | -- |
| Totel sesets | 88 | -- | - | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Other current lisbilities | 24 | -- | - | -- | -- |
| Total current lisbilities | 36 | -- | -- | -- | -- |
| Mortgages payable | $=$ | -- | -- | -- | -- |
| Long term debt | - | -- | - | -- | -- |
| Other lisbilities | 33 | -- | -- | -- | -- |
| Total liabilities | 89 | -- | -- | -- | - |
| Totel equity | -3 | - | -- | -- | - |

11 These estimetes bre Desed on sample of businesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$
see ieble i for symbols end nores.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Manitobs. Gift. Noveity and Souvenir Stores (SIC 6582)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 x \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 x \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (Mo.) Low seles velue ( $5000^{\circ}$ ) High seles value ( $5000^{\prime}$ s) | (15) | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity setio Current ratio (times) | 1.4 | -- | -- | -* | -- |
| Leverage patios <br> Debt/equity ratio (times) <br> Interest coverage ratlo (times) <br> Debt ratio (times) | -26.7 0.6 1.0 | -- | -- | -- | -- |

If The retios pepresent the merege of petios for esth business in the group and connot be celculed from the figures shom in leble 2

See Teble ifor symols and notes

Definisions:

1. Liquidity retio:

Currens: current assers / currmi limbilisies
2. Leveroge ratios:
a) Debe/equiey $=$ total 1 isbilieries $/$ quisy.
D) Debt retio = rotal lisbilisies $/$ rotal assers
c) interest coverage = net profic - interest expense/inserest expense.

TABLE 4. Statement of changes in financiai position for incorporated businesses only. iget
Manitoba, Gift. Novelty and Souvenir Stores (SIC 5582)

|  | To:ali) | Bot 10 m 25\% | Lower midole 25\% | Uope: $\text { middle } 25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samsie (Mo.) Low sales value ( $\$ 000$ 's) Migh sales vaive $1 \$ 000$ 's | $(1)^{5}$ | -- | -- | -- | -- |
|  |  |  | verage 15000 |  |  |
| Dperating ectivities Cast from operstions Deprecistion Other | $\begin{array}{r} 1 \\ 2 \\ -1 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | - | $=$ | -- |
| Investment ectivities <br> Disposal of fixed asseis <br> Purchase of fixed assets <br> lncrease in investment <br> Decresse in investment | -1 | -- | -- | =- | -- |
| Finencing activities <br> increase in long term debt <br> Redayment of long ierm debt <br> Loans from shareholders <br> Redayment of loans from stareholders <br> Aavances s loans from govermment <br> Increase in equity <br> Dectease in equity <br> Cther | -8 | - - - - - - | -- <br> -- <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - | - - - - - - |
| Increase(decresse) in cash sequivalents Cash \& equivalents-Beginning of the year Cath equivalents - End of the year | $\begin{array}{r} -6 \\ -11 \\ -17 \end{array}$ | -- | -- | -- | -- |

 only those businusses ruporting esteitment of changes
Ste reble for symeols and notes.

TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in ig87
Manltoba, Gift. Noveliy mnd Souvenlr Stores (Sic ese2)

|  |  |  |  | Changes in numb with pei | af businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overage labour uni is(1) | Number of businesses | $\begin{array}{r} \text { Total payrall } \\ (\$ 000 \text { s }) \end{array}$ | Average labout uni is (1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No langer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 125 | 3.281 | 263 | 21 | 14 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 119 \\ 1 \\ 5 \end{array}$ | $\begin{array}{r} x \\ x \\ 576 \\ \hline \end{array}$ | $\begin{array}{r} 205 \\ 11 \\ 47 \\ - \end{array}$ | 21 | $\begin{array}{r} 13 \\ 1 \\ \hline \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 132 | 5.571 | 371 | 30 | ... |
| less than 20 $20-99$ $100-499$ 500 and over | 125 1 6 - | $\begin{array}{r} x \\ 2.45! \end{array}$ | $\begin{array}{r} 201 \\ 166 \end{array}$ | 30 | $\cdots$ $\cdots$ $\cdots$ |

111 Average labour units ape calculated by dividing totsl paypoll by the average annul wage and salary fate as raportad in the Survey of Employment, Payroll and Hours. Statistics Canads. Catalogue 92-002. An average labour unit could be interpreted as a full-fime employee Note thet the business size groups used bie ofermined at the lanode level. Thus if a business has et last 500 employees in Cancta as whole Du? less than tha? number in any given province it is show in the 500 and over group.
121 Refers te businesses ieporting no dayroll deductions in the previous yeer
(3) Refers to businesses reporting no bayroll deductions in the following yest
"Newly reporting" and "no longer reporting" businesses are assumec to have been in activity for six months ano the intormation is adjusted accordingiy

See isble ifor symools and notes

TABLE 6. Selected opernting characteristics of small businesses by sales quartile. 1985-1987
Manicobs. Glft, Novelty and Souvenir Stores (SIC 6582)

|  | To:al(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Uoper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in stimple | 12 |  |  |  |  |
| Averige sales $\$$ | 166.711 | - | -- | -- | * |
| Average expense $\$$ | 166,45\% | -- | -- | -- | .- |
| Average net profit (loss) \$ | 260 | -- | -- | -- | -- |
| Businuses reporting eprofit (Mo.) | ! |  |  |  |  |
| Average sales 8 | 155,678 | - | -- | - | -- |
| Aversge expense \$ | 140.849 | -- | -- | -- | -- |
| Aversge net profit | 14.829 | -- | -- | -- | -- |
| Businesses reporting lose (Mo.) | 4 |  |  |  |  |
| Gverage sales $\$$ | 178.031 | -- | -- | -- | -- |
| Average expense \$ | 193.419 | -- | -- | - | -- |
| Average net loss \$ | -15.410 | - | - | -- | -- |

1986


| Mumber of observations in sample <br> Average soles <br> Averge expense \$ <br> Average net protit (loss) \$ | $\begin{array}{r} 28 \\ 147.287 \\ 146.723 \\ 564 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Businesses reporting prefit (Mo.) <br> Average seles <br> Average expense $g$ <br> Averoge net proflts | $\begin{array}{r} 14 \\ 173.150 \\ 164.814 \\ 8.336 \end{array}$ | -- | -- | -- |
| ```Businesses ceporting lose (Mo.) Averoge seles Average expense % Averme net losss``` | $\begin{array}{r} 12 \\ 129.109 \\ 125.963 \\ -4.854 \end{array}$ | -- | -- | -- |

[^22]see imble 1 for symools and notes

TABLE 1. Selected operating ratios, in percent of saies, 1987
Manitoba, Second-Mand Marchandise Stores. n.e.e. (S1C 6591)

| Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { miodle } 25 \% \end{aligned}$ | Uoper $\text { midolo } 25 \%$ |
| :---: | :---: | :---: | :---: |


| Businesses in sample (No.) Low sales vaive (\$000 s) High sales vaive ( 8000 's) |  | $\left.\begin{array}{l} 14 \\ \{1 \\ 1 \end{array}\right\}$ |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Indus | ry ave | age (2) |  |  |  | porting | busines | ses only |  |
| Selected expense item | Total | Bot 90 m $25 \%$ | $\begin{array}{r} \text { Lome } \\ \text { middi } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middl. } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  |  |  | Prent | salos |  |  |  |  | cent of | soles |  |
| Cost of seles | 35.4 | $\cdots$ | -- | -- | -- | 65.5 | 54.1 | -- | -- | - | -- |
| Occupency expenses | 17.7 | -- | -- | - | -- | 100.0 | 17.7 | - | -- | -- | -- |
| Depreciotion | 1.5 | -- | "- |  | -- | 27.6 | 5.4 | - | - | -- | -- |
| Rodaits 8 maintenance | 1.1 | -- |  | - | -- | 60.0 | 1.8 | -- | -- | -- | -- |
| Heat. lights telephone | 2.5 12.6 | -- |  |  | -- | 100.0 | $\begin{array}{r}2.5 \\ \hline 7.5\end{array}$ | -- | -- |  | -- |
| 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 Professional fees | 1.7 0.4 | -- | -。 | -- | -- | 96.3 42.4 | 1.8 1.0 | -- | -- | -- | -- |
| Other expenses | 27.2 | -- | -- | - | - | 100.0 | 27.2 | -- | -- | -- | -- |
| Profit (loss) | 8. $B$ | -- | -- | - | - | 100.0 | 8.8 | -- | - | -- | -- |
| Total | 100.0 | - | -- | -- | -- | 100.0 |  | - | -- | -- | -- |

## Symbels

2ero or mo observations

- 100 smell 100 be expressed
noi applicade
$\times$ confidentisl


## footnotes


Totsl weighted expenditure on a given item
121 Vaiue in each celt $=\frac{\text { Toial weighted sales of all businesses in the sample }}{100}$ for ash quartile
(3) Value in each cell $=\frac{\text { fotal weighted gales of businesses reporiing this ipem of expenditure }}{}$ for quartile.

This portion of the table pertoins only to the businessus reporting the specific expense item. Therefore these retios refer culared individually and the totel will not necesserily equal $100 \%$.

## Moter

Deta ore shown by quartiles wher or leas: 13 of the sampled businesses peport the specitic item
 one quapter of the total number of businesses. Within each quartile. the averoge ratio is presenteo. For comparison purposet, the high eng low vilues of seles are shown.

## how to use the tables


(2) The selected range will indicete the propep quartile. i.t. the botrom 25\%. the lower nidde $25 \%$, the upper midde $25 \%$ or the 100 25\%
13) Dequ perteining to the selected sales size ponge will be in thet quertile

## 

516 5381-5econd-Mand merchendist Sporte n.e.c
Businesses pr, marily engaged in reqail dealing in used merchancise. not eisewhere ciessified. pawnshops are included in tis industry This industry includes reis anf iques. reieil usec appliances. retail useo books. reisil used ciciming. retail used crockery. retail used furniture. retail used gisssware ond chine, reqail used jewellery. reta, used musical instruments. pawnshops and retail second. hand merchandise

TABLE 2. Balance sheet profile for incorporeted businesses only. 1987
Manltobe, Second-Hand Marchendise Stores. n.e.c. (SIC E599)

|  | Total\9 | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lowe? } \\ \text { midde } 25 \% \end{array}$ | Upoe: <br> middle 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low seles value ( $8000^{\circ}$ s) <br> High sales value ( 5000 's) | $(11)^{3}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | $x$ | -- | - | -- | - |
| Accounts and notes receivable | x | -- | -- | -- | -- |
| Inventory | x | -- | -- | - | -- |
| Other curcent assets | X | - | -- | -- | -- |
| Fixed essets | $\times$ | $\cdots$ | - | -- | -- |
| Less: Accum. dep. on fixed sesets | $x$ | - | +- | - | - |
| Other essets | $\times$ | ** | -- | - | - |
| Totel msents | $x$ | -- | -- | -- | -- |
| Liebillties and equity |  |  |  |  |  |
| Other current liabilities | $x$ | -- | - | -- | - |
| Total current limbilities | ${ }^{x}$ | -- | -* | -- | -- |
| Mortgages dayable | K | - | -- | -- | -- |
| Long term debt | $x$ | - | - | -- | -- |
| Other liabilities | $\times$ | -- | -- | -- | -- |
| Totel liabilities | $x$ | - | -- | = | - |
| Totel equity | X | -* | -- | -- | - |

(11) These estimetes ore ossed on somple of businesses reporting seles butwen $\$ 25,000$ and $\mathbf{~ 2 ~ , ~ 0 0 0 , 0 0 0 ~}$
set tabl ifor symbols and noies

TABLE 3. Financisi ratios(1) for incorporated businesese only, 1987
menltobe. Second-Hend Merchandise Stores, n.e.c. (Sic 5591)


IIf The retios represent the overege of rotios for sech business in the group ond cennot de colculated from the figures thom in table 2 (2) These estinetes ere beed on smple of buslnesses reporting seles betwem 125,000 and $\mathbf{\$ 2 , 0 0 0 , 0 0 0 .}$

See fieble for symols and notes

## Definitions:

1. Limitity perio:

Current a current assers / current limbilities.
2. Levertge ration:
a Detteaulty = rotal liabilities $/$ equity.
b) Debe ratio = rotal liabilities / total assers
c) Interest coversge $=$ net profit interest expense/interess expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitobe, Second-Mand Marchandise Stores. n.e.c. (SIC 6591)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Uboer midde $25 \%$ | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole ! No. : Low sales value $1 \$ 000$ 's! Migh salos value ! $\$ 000^{\prime}$ s) | $(1)^{2}$ | -- |  | -- | -- |
|  |  |  | verage 15000 |  |  |
| Opernting activities Cest from operations Deprecistion Other | $x$ $\times$ $\times$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | - | -- | -- |
| Investment ectivities <br> Disposel of lixed assets <br> Purchese of lixed assets <br> Increase in investment <br> Decrease in investment | $x$ $x$ $x$ $x$ | -- | -- | -- | -- <br> -- <br> - |
| finencing ectivities <br> increse in long termi debt <br> Redarment of long term debt <br> Loans from shareholders <br> Redsyment of loans from shareholders <br> Advances $\delta$ loans fiom government <br> lncrease in equity <br> Deciesse in equity <br> other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br>  <br>  <br> - | - <br> - <br> - <br> - | - <br> - <br> - <br> - | - <br> - <br>  <br> - |
| Increse (decrease) in cash s equivalents Cash equivalents-Beginning of the year Cosh equivelente - End of the yeer | $x$ $\chi$ $x$ | -- | -- | -- | -- |


Set iobl i for symbols ano nopes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in i987
Menitobe, Second-Mand Marchendise Stores, n.e.c. (SIC 6591)

| Business size expressed in everage labour units (1) | Number of businesses |  | Average labour units(1) | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Dayroll $(\$ 000 \text { s })$ |  | $\begin{array}{r} \text { New } 1 \text { y } \\ \text { reporting } 2) \end{array}$ | No longer coporting(3) |

## 1984

Total
less than 20
$20-99$
$100-499$

46
1.286
$\begin{array}{ll}x & 75 \\ x & 31\end{array}$

7
$\rightarrow$

100-499

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

500 and over

1987
Totel
less than 20
$20-99$
$100=499$
500 and over

Survey of Employment. Payroli and hours. Staristics Canada. Catalogue $72-002$. An average labour unit could be inierpreted as a fust-bime employee. Nose inst the business size groups used are oftermined of the canode level. Thus if ousiness has of least 500 mployees in canaoa as a whole but less thar that number in eny given province it is shown in the 500 and over groub.
(2) Aefers to Dus,nesses reporsing no paypoll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year

- Mewly eporting" ano "no longer pepopting* Dusinesses are assumed to hove been in acpivity for six months and the information is adjusteo accordingly

See iable i fer symbols and notes.

TABLE 6. Selected operating charmcteristics of small businesses by sales quartile, 1985-1987
Manitobs, Second-Hand Merchandise Stores. n.e.e. (SIC 5591)



| Mumber of observetions in semple <br> Average sales \$ <br> Average expense $\$$ <br> Avertge net profit (loss) | $\begin{array}{r} 17 \\ 51.558 \\ 48.521 \\ 3.037 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusineses reporting a profle (Mo.) <br> Average soles <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 16 \\ 51.108 \\ 47.664 \\ 3.444 \end{array}$ | -- | -- | -- | -- |
| Ousinesses raporting loss (Mo.) <br> Average soles \$ <br> Average expenses <br> Averege net loss $\$$ | $\begin{array}{r} 1 \\ 132.530 \\ 150.717 \\ -18.187 \end{array}$ | -- | -- | -- | -- |

1837

| Mumber of observations in samole <br> Averoge sules \$ <br> Average expense $\$$ <br> Aversge net profit (loss) \$ | $\begin{array}{r} 16 \\ 93.675 \\ 89.084 \\ 4.591 \end{array}$ | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Busineseer reporting a profit (Mo.) | 10 |  |  |  |
| Average salos $\$$ | 109.227 | -- | -- | -- |
| Average exoense 5 | 96.774 | -- | -- | - |
| Average net profit | 12.453 | -- | - | - |
| Susinemses reportint - lees (Mo.) | 6 |  |  |  |
| Averege sales 5 | 111.291 | -- | -- | -- |
| Average expenses | 115.616 | - | -- | -- |
| Average net lows | -4.325 | - | -- | -- |

[^23]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Direct Sellers (SIC 6921)


## Symbols

zero or no observations

- 100 sme: too be expressed
nor epplicede
$\times$ confidentiel


## footnoter


Total weighted expendisure on siven item

(3) Value in each cell $=\frac{\text { Topel wighted expenditur on given item }}{\text { fotal weighed seles of businesses reporting this item of expenditure }}$ for querile,

This portion of the pat perieins only to the businesses reporting the specific expense item thertore thest perios are calculated individully and the zotel will not necessafily equel $100 \%$.

## Notes

Dese are shown by quartiles when et leas? 13 of the somplid businesses report the specific item
Records were rented in ascending order according 10 siges size. Each quartile li e. Dottom 25\%. Iower midele 25z. etc.l represents one quer er of the total number of businuses. Wiphin eech quartile, phever ge atio is presented for comperiton Durposes, the high and low volues of sales are shown.

How to ust the tebles
(1) Locate the appropriste sbles range that is displayed on the two lines entitled Low sbles volue and ehigh selas vilue
(2) The selected renge will indicste the propep quaftile, i. the bottom 25\%, the lower widd 25t, the upper middt 25z of the too $25 \%$
(3) Data peritiming to the selected sales size range will be in shet quartile

## Stenderd Industrisl Classification Oefinition (\$16 1080):

SIC 5821 - Direct Sellors
Businesses primarily engaged in retail dealing in a variety of products such as dairy products. beverapes. cosmerics and kichenmare by means of telephone. door-to-doo canvassirg or pariles arranged in cuscomers' homes. Mal ordef houses are included here. Direct mal merkeling operators. direct personal repailing operators. direci selling of merchandise. door-to-door retaling of merchandise. repail food and bever age home delivery. meil order houses. home delivery newspapers, direct sales nor-store retailing perty plan merchandising and retail telephone selling of merchandise are included mere

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitobe, Direct Sellers (Sic 6921)


(i) These estimetes are besed on semple of businesses reporting sales between $\mathbf{3 2 5 , 0 0 0}$ and $\mathbf{3 2 , 0 0 0 , 0 0 0 .}$

Set tale ifor symols and notes.

TABLE 3. Fimanciel retios(1) for incorporated businesses only, 1987
Manitobe, Direct Sellers (SIC s921)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lomer } \\ & \text { middle } 25 x \end{aligned}$ | Upper $\text { middle } 25 \%$ | Top 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesaes in samole (Mo.) <br> Low sales value ( $\$ 000^{\prime}$ s) <br> Migh seles value ( $\$ 000$ 's) | $(1)^{2}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidiky retio Current ratio (times) | X | -- | -- | -- | - |
| Leverage retios Debtlequity ratio (times) Interest coverage ratio (times) Debt ratio (times) | $x$ $x$ $x$ | -- | -- | -- | -- |

(1) The rotios represent the everage of retios for mach business in the group and connot edelaled from the figures shown in imble 2.

See istel ifor symbols and notes.

Definitiens:

1. biquidity retio:

Current $z$ current assets / current liabilities
2. Leverge ratios:
a) Debt/equity = total liabilities / equity.
b) Det perio = total lisoilities/ 10iol assets.
c) Interest coveroge $=$ net profit . interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitoba, Direct Sellers (SIC 6921)

ill inese estimetes are beseo on a sampl of incorporbted Dusinesses reporting sales detween s25,000 end s2,000.000. Sanple count incluoes only those businesses reporiing statenens of changes.
See lable I for symbol and motes

TABLE 5. Employmant changes by size of business. 1884-1987 based on Sic ciassification in is87
Manitobe. Direct Sellers (SIC 6921)


1384
Total
1ess than 20
$20-99$
$100-499$
500 and over

| 2.440 | 187 |
| ---: | ---: |
| 1.180 | 87 |
| 520 | 41 |
| 740 | 59 |



198?
Total
less than 20
$20-99$
$100-499$
500 and over

| 36 | 2.820 |
| ---: | ---: |
| 28 | 1.294 |
| 5 | 915 |

180
78
81
41
-
$\qquad$
(1) Average lebour units are calculated by dividing total paypoll oy the avarage annual wage and solary reit as feporind in the Supvey of Employment, Payroll and hours. Siapistics Canads. Cesalogue 12-002. An average laboup unit could de interpreted as a fult-time employee. Note thet the business size groups used are determined at the Canada level. Thus if a business has at leas? 500 employees in Conada as a whole but less than that number in any given province it is shown in the 500 and over group
121 Refe's 10 businesses reporting no payral: deductions in the previous vear.
131 Refers to Dusinesses reporting no payroll deductions in the following year
"Newty reporting" and "no longer reporting" businesses are assumed to have bean in activity for six months and the information is adjusied accordingir

See tatie i for symools ano notes

TABLE 6. Selected operating charmeteristics of small businesses by sales quartile. 1985-1987 Menitobe, Direct Sellers (SIC 5921)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { m.dole } 25 \% \end{aligned}$ | Upper $\text { middte } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in semple | 45 133.633 |  |  |  |  |
| Aversge smles ${ }^{\text {average }}$ expenses | 133.633 128.070 | -- | -- | -- | -- |
| Averege net profit (loss) \$ | 5.563 | -- | -- | -- | - |
| Busimesses reporting profit (No.) | 30 |  |  |  |  |
| Averege sales 5 | 81,385 | - | -* | -- | - |
| Averege expense \$ | 69.210 | -- | -- | -- | -- |
| Averape net profit \$ | 12.175 | -- | - | - | = |
| Businesses reporting loss (Mc.) | 917. 15 |  |  |  |  |
| Averoge seles | 317,202 | - | -- | -- | -- |
| Averspe expenses | 324.651 | -- | -- | -- | - |
| Average net loss \$ | -7.449 | -- | -- | -- | -- |

1985

| Mumber of observetions in smple <br> Averape sales $\$$ <br> Aversge expense \$ <br> Averoge net profit (loss) \$ | $\begin{array}{r} 61 \\ 91,906 \\ 83,617 \\ 8.289 \end{array}$ | $\begin{array}{r} 27.037 \\ 21.289 \\ 5.748 \end{array}$ | $\begin{array}{r} 54.998 \\ 46.639 \\ 8.359 \end{array}$ | $\begin{array}{r} 81.706 \\ 79.795 \\ 1.919 \end{array}$ | $\begin{array}{r} 203.882 \\ 185.745 \\ 17.137 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales <br> Average expense $s$ <br> Average net profits | $\begin{aligned} & 92.664 \\ & 79.914 \\ & 12.750 \end{aligned}$ | $\begin{aligned} & 27.359 \\ & 13.307 \\ & 14.052 \end{aligned}$ | $\begin{aligned} & 51.634 \\ & 37.729 \\ & 13.905 \end{aligned}$ | $\begin{array}{r} 81.355 \\ 78.596 \\ 2.759 \end{array}$ | $\begin{array}{r} 210.306 \\ 190.023 \\ 20.283 \end{array}$ |
| Businceser reporting lose (mo.) <br> Averege seles $\$$ <br> Average expense 5 <br> Average net loss $s$ | $\begin{array}{r} 12 \\ 81.699 \\ 89.051 \\ -7.352 \end{array}$ | $\begin{aligned} & 26.715 \\ & 29.286 \\ & -2.551 \end{aligned}$ | $\begin{aligned} & 63.652 \\ & 69.565 \\ & -5.913 \end{aligned}$ | $\begin{array}{r} 87.195 \\ 98.515 \\ -11.320 \end{array}$ | $\begin{array}{r} 149.235 \\ 158.858 \\ -9.623 \end{array}$ |

1837

| Mumber of observations in smmple Avorage sales $\$$ | 104.4.37 | -- | -- | - |
| :---: | :---: | :---: | :---: | :---: |
| Aversge expense \$ | 100.596 | -- | - |  |
| Average net profit (loss) \$ | 3.841 | - |  |  |
| Businesase reporting profit (Mo.) | 14 |  |  |  |
| Average stios | 124.559 |  |  |  |
| Average expenses | 117.248 | - | . | - |
| Averege net profits | 7.311 | -- | - | -- |
| Businessus reportime lose (Mo.) | 10 |  |  |  |
| Aversoge sules | 63.702 | - | -- | -- |
| Average expense ? | 71.944 | -- |  | -- |
| Average net lose \$ | -8.242 | -- | -- | - |

[^24]TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba. Operators of Buildings and Dwellings (SIC 751)

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

## Symbole

- zero or no observetions
-. 100 small 100 de expressed
not applicsole
$\times$ confidential


## Pootnoter

(1) These estimates bre based or a sangle of businesses reporing seles between $\$ 25.000$ and $52.000,000$

in's portion of the toble dertains only 10 the ousinesses reporting the specific expense item. Therefor these paios are calculateo individualiy and the total will not necessarity sual 100 y

Notes
Dsta are shown oy quertiles when at least 13 of the sampled businesses report the specific item
Qecords were ranked in ascending order according to sales size Each quartile li, bottom 25\%. Iower middle 25z, elc. lepresents one quar zer of the total number of Dusinesses. Hithin enen quaptile. the average ratio is presented Fop comparison purposes, the high anc low vilues of sales are shown

## How to use the tables

(1) Locare the eppropribte sies range that is displeynd on the two lines entitled low sales valuet and migh seles valug
(2) The selected range will indicete the proper quertile. i. the bottom 25\%. the lower middi $25 \%$, the upper nidde $25 \%$ or the 1OP =54
(3) Dete pertsining to the selected sales bize range will be in thet guspile
stonderd Industrisi CIessifiction Definition (S16 1980):
5157510 - Operstors of Buildings end Devilings
Businesses primarily engeged in operating, or in owning and operating buildings and owellings

TABLE 2. Bolance sheet profile for incorporated businesses only, 1987
Manltobs, Dperators of Bulldings and Dwellings (Sic 751)

|  | iotal(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper midole 25; | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales vaiue ( $\$ 000$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 50 \\ & 11 \\ & 11 \end{aligned}$ | $(1)$ | $\begin{aligned} & 48 \\ & 70 \end{aligned}$ | $\begin{array}{r} 70 \\ 175 \end{array}$ | 175 111 |
|  | Average ( 5000 's) |  |  |  |  |
| Assers |  |  |  |  |  |
| Cesh <br> Accounts and notes receivable | 21 | i | - | 2 | 76 |
| Accounts and notes receivable inventory | 21 | ! | - | 2 | 76 |
| Dither current assets | 85 | 45 | 12 | 25 | 249 |
| Total curront assets | 105 | 46 | 12 | 27 | 325 |
| fixed assets | 449 | 142 | 427 | 149 | 1.056 |
| Less: Accum, dep. on lixed assets | - | - | \% | - | - |
| Other essets | 47 | 62 | 27 | 2 | 96 |
| Total asest | 801 | 250 | 465 | 178 | 1,478 |
| Listillties and equity |  |  |  |  |  |
| Curcent loans | 11 | 4 | 10 | 3 | 27 |
| Opher current lisbilities | 54 | 33 | 13 | 23 | 142 |
| Total current liabilities | 65 | 37 | 23 | 24 | 169 |
| Mortgages dayable | - | - | - | - | - |
| Long term debt | - | 7 | - | 7 | , - $^{\circ}$ |
| Doner liabilities | 353 | 74 | 172 | 71 | 1.062 |
| Total lisbilities | 417 | 111 | 196 | 35 | 1.232 246 |
| Total equity | 184 | 135 | 270 | 14 | 246 |

(1) inese estimases sre besed on sampl of businesses reporsing soles deiween \$25,000 and \$2.000,000

Set isble i for symbols ene notes.

TABLE 3. Finuncial ratios(1) for incorporated businesses only. 1987
Menitobe. Operetors of Bulldings and Owbllings (SIC 751)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middlomer } 25 \%$ | Upper <br> middle 25 \% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's High seles value ( $\$ 000^{\circ}$ s) | $\begin{array}{r} 50 \\ (1) \\ (1) \end{array}$ | (1) | 48 | $\begin{array}{r}70 \\ 175 \\ \hline\end{array}$ | 175 $11)$ |
|  | Averoge |  |  |  |  |
| Liquidity retio Curcent patio (times) | 1.6 | 1.2 | 0.5 | 1.1 | 1.9 |
| Leverege ratios <br> Debt/equity retio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 2.3 \\ & 1.2 \\ & 0.7 \end{aligned}$ | 0.8 2.2 0.1 | 0.7 1.0 0.4 | 1.1 2.9 0.5 | 5.0 1.0 0.8 |

(1) The retios pepresent the revege of retios for exch business in the group and cennot be celculated from the figures shown in fable 2

121 These estimetes ore besed on semple of businesses peporing seles beiween $\$ 25,000$ not $82,000,000$.
Set tole 1 for symbols and notes.

Delimitiens:

1. biquidity rotio:

Curcent $=$ curcent assers / curpent liabilisiss.
2. Leversog rotios:

- Debt/equity = rotal labiliqies / equisy
b) Debi ratio = toral liobilities/ sotal essets.
c) interest coverage $=$ net profir - interest expense / incerest oxpense

TABLE 4. Statement of changes in financial position for incorporated businesses only. i987
Manitoba. Operators of Buildings and Dwellings (SIC 751)

|  | Total 11 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? $\text { midde } 25^{\circ}$ | Upoe? $\text { middle } 25:$ | $\begin{aligned} & \text { TOE } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low soles value ! $\$ 000$ 's! High sales value ( 5000 's) | $(1)^{2}$ |  |  | -- |  |
|  |  |  | erage 1500 |  |  |
| Operating ectivities Cash from operations Deprecistion Other | $\begin{aligned} & x \\ & k \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - | - | -- | -- |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Increse in investment Decrese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> Incresse in long term debt <br> Redsyment of long term debt <br> Loans from sharenolders <br> Repsyment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decresse in quity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - -- -- -- -- | - - - -- - - | -- -- - - - - | - - - - - |
| Increaseldecpeasel in cesh equivelents Cash tequivelents-Beginning of the year Cash s equivalents - End of the year | x x x | -- | -- |  | -- |

 only those businesses repoiting a sterement of changes.
5oe iable 1 for symbols ano notes

TABLE 5. Employment changes by size of business, 19B4-1987 based on SIC classification in igst
manitoba. Operators of Buildings and Dwellings (SIC 751)


Il average labour units are calculated by dividing total payroll oy the average annual wage and salary rate as repopted in the Surver of Employment. Poyroll and Hours. Stasissics fonso. Calalogue $9 \mathbf{9 - 0 0 2}$ ap average labour unit could be interpreted as a full-fine moloyee. More thet the business size groups used are determined at the canada level. Thus it obusiness has al least 500 employees in canada es a whole but less than that number in any given province it is shown in the 500 and over group
lif Refers to businesses peporting no payroll deducsions in the drevious year
1:) Refers to Dusinesses ieporting no payroll deductions in the following year
"hewly reporting" ang mo longer peportingm businesses are assumed to have been in activity for six months and the intormation is oc usied aceording!y

Set table ifor symbols and notes

TABLE 6. Selected operating characteristics of small businesses by saies quartile. 1985-1987
Manitobe. Operatore of Buildings and Dwellinge (SIC 751)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe? $m \text { ddle } 25 \%$ | Uoper $\text { miodte } 25 \%$ | 700 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in sample | 42 |  |  |  |  |
| Average sales | 192.988 | -- | -- | -- | $=-$ |
| Average expenst | 154.699 | -- | - | - | -- |
| Averape net profit (loss) s | 38.289 | -- | - | - | - |
| Businesses reporting erofit (Mo.) | 32 |  |  |  |  |
| Averoge sales | 200.961 | -- | - | -* | -- |
| Average expense ! | 141.532 | -- | - | -- | -- |
| Averege net profit \$ | 59.429 | -- | -- | -- | - |
| Businesses reporting lose (Wo.) Avereg soles $\$$ | 193.377 | -- | -- | -- | - |
| Averege expenses | 209,597 | -- | -- | -- | -- |
| Average net loss ${ }^{\text {a }}$ | -16,220 | - | -- | -- | - |


| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net prolit (loss) \$ | $\begin{array}{r} 112 \\ 214.028 \\ 176.535 \\ 37.493 \end{array}$ | $\begin{array}{r} 38.159 \\ 35.259 \\ 2.890 \end{array}$ | $\begin{aligned} & 66.683 \\ & 51.080 \\ & 15.603 \end{aligned}$ | $\begin{array}{r} 178.523 \\ 127.612 \\ 50.811 \end{array}$ | $\begin{array}{r} 572.746 \\ 492,177 \\ 80,569 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses esporting prof it (Ma.) <br> Average sales \$ <br> Avernge expense \$ <br> Average net profit | $\begin{array}{r} 208.037 \\ 157.192 \\ 50.845 \end{array}$ | $\begin{array}{r} 38.468 \\ 34.682 \\ 3.784 \end{array}$ | $\begin{aligned} & 65,236 \\ & 45,596 \\ & 19,640 \end{aligned}$ | $\begin{array}{r} 179.333 \\ 126.152 \\ 53.181 \end{array}$ | $\begin{aligned} & 549.111 \\ & 422.336 \\ & 126.775 \end{aligned}$ |
| Businesses reporting loss (Mo.) <br> Aversge sates <br> Aversge oxpense \$ <br> Average net loss $\$$ | $\begin{array}{r} 21 \\ 229.215 \\ 251.147 \\ -31.932 \end{array}$ | $\begin{array}{r} 31.689 \\ 67.636 \\ -15.967 \end{array}$ | $\begin{array}{r} 81.670 \\ 107.902 \\ -26.232 \end{array}$ | $\begin{aligned} & 154,377 \\ & 171,178 \\ & -16,799 \end{aligned}$ | $\begin{aligned} & 649.124 \\ & 717.874 \\ & -68.750 \end{aligned}$ |
|  |  |  | 1987 |  |  |
| Mumber of observetions in sample <br> Aversge sales $\$$ <br> Average expense <br> Average net profit (loss) s | $\begin{array}{r} 93 \\ 167.684 \\ 161.258 \\ 6.408 \end{array}$ | $\begin{array}{r} 36.151 \\ 29.718 \\ 6.435 \end{array}$ | $\begin{array}{r} 54.677 \\ 49.337 \\ 5.340 \end{array}$ | $\begin{array}{r} 118.521 \\ 104.235 \\ 14.286 \end{array}$ | $\begin{array}{r} 461.307 \\ 461.735 \\ -428 \end{array}$ |
| Busineses reporting profit (No.) <br> Averoge sales <br> Average expense <br> Average net profits | $\begin{array}{r} 61 \\ 139.823 \\ 118.222 \\ 21.599 \end{array}$ | $\begin{array}{r} 37.189 \\ 28.521 \\ 8.868 \end{array}$ | $\begin{aligned} & 54.501 \\ & 34,520 \\ & 20.081 \end{aligned}$ | $\begin{array}{r} 117.693 \\ 101.264 \\ 16.429 \end{array}$ | $\begin{array}{r} 349.800 \\ 308.584 \\ 41.216 \end{array}$ |
| Businesces reporting tons (Mo.) <br> Aversge soles <br> Average exoense s <br> Average net loss | $\begin{array}{r} 32 \\ 183.478 \\ 194.375 \\ -10.897 \end{array}$ | $\begin{aligned} & 32.103 \\ & 34.375 \\ & -2.272 \end{aligned}$ | $\begin{array}{r} 54.773 \\ 67.895 \\ -13.122 \end{array}$ | $\begin{array}{r} 126,178 \\ 131,707 \\ -5,529 \end{array}$ | $\begin{aligned} & 520.856 \\ & 543.524 \\ & -22.661 \end{aligned}$ |

(11) These estimates are Doseo on somple of businesses reporiing sales between $\mathbf{\$ 2 5 . 0 0 0}$ and $\$ 2.000 .000$.

Set Table 1 for symols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
Manitoba, Operators of Residential Buildings and Dwellings (SiC 7511)

|  |  | (1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower$\text { middle } 25 \%$ |  | vecer <br> midele 25\% |  |  | T 2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ri sample :No. Low sates value ( $\$ 000$ s) 'gn sales valua $\{\$ 000$ 's? |  | $\begin{aligned} & 31 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  |  |  |  |  |  |  |
|  | Industry average (2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \& busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
| Selected expense item | Toto | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ |  |  | Total | Bottom 25\% | $\begin{array}{rr} \text { Lower } & \text { Upper } \\ \text { middl } & \text { middle } \\ 25 \% & 25 \% \end{array}$ |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | - | -- | -- | -- | -- | - | - | -- | -- | -- | - |
| Oecupency expenses | 23.3 | -- | -- | -- | -- | 95.7 | 24.4 | -- | -- | - | - |
| Depreciation | 5.5 | -- | -- | - | -- | 66.7 | 8.2 | -- | - | - | -- |
| Repaits 8 maintenance | 8.2 | -- | -- | -- | -. | 73.4 | 11.2 | - | -- | -- | -- |
| Heat. I,ght \& ielephone | 8.8 | -- | -- |  | -- | 75.6 | 11.7 | -- | - | - | - |
| Rent | 0.8 | -- | -- |  | -- | 18.5 | 4.2 | -- | -- | -- | -- |
| Personnel expenses | 9.9 | -- | - | -- | -- | 58.3 | 17.0 | - | -- | -- | -- |
| Finencial expenses | 25.6 | -- | -- | -- | -- | 91.1 | 28.2 | -- | - | -- | -- |
| Interesi 8 dank cha:ges | 22.0 | -- | -- | -- | -- | 80.7 | 27.3 | -- | -- | -. | -- |
| Professional fees | 3.6 | -- | -- |  | -- |  |  | -- | - | - | * |
| Other expenses | 28.1 | -- | -- | -- | -- | 100.0 | 28.1 | -- | -- | -- | =- |
| Profit \{loss) | 13.0 | -- | -- |  | -- | 95.4 | 13.6 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 | $\ldots$ | -- | - | - | -- |

symbels

- zero or no ooservetions
-- too small too be expressed
not opplicede
- confidentiol


## Footnotes

(1) These estimates fe based on sample of businesses roporting sales between $\$ 25,000$ and $\mathbf{8 2}, 000.000$
2) Ya fois wighsed expenciqure on given ifsm
(2) Value in each cell = fotal weighted sales of all businesses in tha sample $\times 100$ for each guertile

Total weighted soles of businesses reporting this item of expenditure
inls portion of the sabie pertbins only to the businesses peporting the specific expenst item. Thepfore these retios bre calculated . nd viouliy and the roral will not necessarity equal $100 \%$

Moles
20: Bre shown by quar ilits when at last 13 of the samplad businusses report the specific item
Records were ranked in escending ofder eccording to sales size. Esch oustile li. e. bottom 25\%. Iower midde 25\%, etc. lepresents one querter of the toisl numper of businesses. Within ech quartile. the aver bge ratio is presented. for comparison purposes, the high and low vilues of sties are shown.

Now to use the tityles

 100 258
(3) Deso perteining to the selected seles size range will be in thet quititile

Stenderd Industriel Clomeificulion Definition (SIC 1880):
SIC 7511 - Operters of Residentiel Buildings and Dwellinge Bu:inesses primarily engaged in operating. or in owning ono operating residential buildings and owellings. This industry incluoes apariment builcing operating. acartment hosel operating. concominiummanagement. leasing of residential buildings and pesidentisl ouildings real estate operating

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe. Operetors of Residential Buildinge and Dwellings (SIC 7511)

|  | Fot81(1) | Bot 10 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upder midd 25\% | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) Migh sales value ( $\$ 000$ 's) | $\left\{\begin{array}{l} 29 \\ \{1 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounte and notes receivable | 24 | - | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other cuprent assets | 18 | -- | -- | - | -- |
| Totel current ossets | 42 | -- | - | -- | -- |
| Fixed estets | 330 | -- | -- | -- | -- |
|  |  | -- | - | -- | -- |
| Other assets | 25 | -* | -- | -- | -- |
| Total aseets | 397 | -- | -* | -* | -- |
| Lisbilitien and equity |  |  |  |  |  |
| Current loans liabilities | 14 42 | -- | -- | -- | -- |
| Total cupren lisbilities | 56 | -- | -- | - | - |
| Moregages dayable | - | -- | -- | - | -- |
| Long term deb? | -7 | -- | - | -- | -- |
| Other liabilities | 272 | -- | -- | -- | -- |
| Total licbilitios | 329 | -- | - | -- | - |
| Totel equisy | 81 | = | - - | - | -- |

(1) These estimates ser based on sampl of Dusinesses pepopling sales detween 25,000 and 32,000, 000.

See Table for symbols and notes

TABLE 3. Financisi ratios (1) for incorporated businesses oniy. 1987
Menitobs. Operetors of Residentisl tulldinge and Dwellinge (SIC 7511)

|  | Total (2) | Bot tom 25\% | $\text { nidole } 25 \text { \% }$ | Upoe? midde 25 x | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Lom sales value ( $\$ 000$ 's) High sales value $\left(9000^{\prime}\right.$ s) | $\begin{array}{r} 29 \\ (1) \\ 11) \end{array}$ | -- |  | -- | -- |
|  |  |  | Average |  |  |
| Liquidity retio Curient ibtio (times) | 0.7 | -- | - | -- | -- |
| Leverege retios <br> Debt/equity rotio (times) <br> Intorest coversgeretio (times) <br> Debt retio (times) | 4.8 1.7 0.8 | -- | -- | -- | --- |


(2) These estimetes se besed on semple of businusses roporting selus bermeen $\$ 25.000$ end $\$ 2.000 .000$.

See Teble 1 for symbols ind netts

Definisions:

1. Liquidity retio:

Current = cuprent sssets/ curient lisbidities.
2. Leversge ritios
) Debi/equisy = qotal liabilisies / equiqy
D) Debi retio totel fiabilities / soisl assets
cl Jnterest coverage $=$ net profit inserest expense / interest mpense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba, Operators of Residential Bulldings and Dwe?lings (SIC 7511)

 ooty those businesses reporting siatanent of changes
See Tobl 1 for symbols and notes

TABLE 5. Employment changes by vize of busimess. 1984-1987 based on SIC ciassificetion in ise7
Menleobe. Operators of Residentisi Buildings end Dwellings (SIC 7511 )


 Survey of Employmerf. Paypoll and Houps. Statisiics Canada. Catalogue $92-002$ an average labour unit could be interppeled as a full-time emploype Note inat the ousiness size groups used bre deipmined at the canada level ihus ir a business has al least 500 emplovees in canada as a whol but less ing that numper in any given province it is shomm in the soo and oves group
2) Refers to businesses reporting no payioll deductions in the previous year

31 Refers to businesses pepopting no doyroil deductions in the following year.

> - Mow ry eporiing" and "no lorger repoiting" businesses are assumed to have been in bctivity for six months and the informetion is adjusied accordingly.

See Tole 1 for symbors and notes

TABLE G. Selected operting characteristics of small businesses by sales quertile. 1985-1987
Manitoba, Opermtors of Residential Buildings and Dwellings (SIC 7511)

|  | Toqal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midole } 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | 7op $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of abservations in sample | 15 |  |  |  |  |
| Average sales $\$$ | 157.915 | -- | -- | - | -- |
| Aversge expense \$ | 109.484 | -- | - | -- | -- |
| Aversge net profit (loss) \$ | 48.431 | -- | - | -* | -- |
| Businesses reporting profit (Mo.) Averige ssies $s$ | $212.121^{15}$ | -- | -- | -- | - |
| Aversoe expense \$ | 111.058 | -- | -- | -- | -- |
| Average net Drofit \$ | 101.063 | -- | =- | -- | -- |
| Businesses reporting loss (Mo.) | 7. ${ }^{4}$ |  |  |  |  |
| Average sales | 197.061 | -- | -- | -- | -- |
| Average expense \$ | 207,182 | -- | -- | -- | -- |
| Average net loss | -10.121 | -- | -- | -- | -- |

1985

| Mueber of observations in sample <br> Average sales $\$$ <br> Aversge expense $\$$ <br> Average net profit (loss) \$ | 31 236.489 193.575 42.914 |
| :---: | :---: |
| Businesser reperting eprofit (Mo.) | 22 |
| Average sales | 242.902 |
| Average expense $\$$ | 181.933 |
| Average net Drofits | 60.969 |
| Butinesees reporting lose (Mo.) | 3 |
| Average sales | 235.193 |
| Average expense \$ | 259.543 |
| Average net loss $\$$ | -24.350 |

1987

Mumber of observotions in semple
Average sales $\$$
Averape expense $\$$
Average net profit (loss) $\$$

Businesses reporting oprofit (No.)
Aver age seles $\$$
Aversge expense $\$$
Average net profit
$\begin{array}{rrr}52 & & \\ 158.664 & 38.213 & 59.002 \\ 151.735 & 3 . .024 & 51.659 \\ 6.929 & 7.189 & 7.343\end{array}$

| 9.002 | 127.160 | 410.281 |
| :---: | :---: | :---: |
| 659 | 119.525 | 404.733 |
| 7.343 | 7.635 | 5.548 |
| 59.847 | 127.335 | 24. 488 |
| 6.626 | 117.356 | 200.09: |
| 3.021 | 9.979 | 41.397 |
| 57.867 | 126.178 | 495.018 |
| 60.519 | 131,707 | 507.486 |
| 2.652 | -5.529 | -12.448 |

Busineses feporting eloes (\%o.) Average sales s

Mo.
Average expenses
Average net loes $\$$
3
117.45
98,345
199.5
7.6
404.753
$\begin{array}{ll}41.347 & 59.847 \\ 29.305 & 46.626\end{array}$
127.335
117.356

24:.488
19.105
12.042
32.103
57.867
60.519
131.707
507.461
$-12.448$
(1) These estimeres are based on semple of businsses reporting sales betwien $\$ 25.000$ and 82.000 .000 .

See rotie 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Operators of Non-Residentisl Buildings (SIC 7512)

|  | Total(1) |  | 30190 m 25\% |  | cowe ! <br> Tidde 25: |  | UDPer$\pi \cdot d d \in 25$ |  |  | TC0 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses :r sample \|No. Lom sales value (\$000 s) Migh sales value ( $8000^{\prime}$ s) |  | $\left.\begin{array}{l} 21 \\ \{1 \\ \{1\} \end{array}\right\}$ |  |  |  |  |  |  |  |  |  |
| Selected exoense item | Industry overage(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Botom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |  | Total | Bot 10 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy uxpenses | 25.9 | - | -- | -- | - | 100.0 | 25.9 | - | - | - | -- |
| Depreciation | 13.0 | - | -- | -- | - | 96.2 | 13.6 | -- | - | -- | $\cdots$ |
| Repairs of maintenance | 5.8 | -- | -- | -- | -- | 77.0 | 7.5 | -- | - | -- | -- |
| Heat. I ight 8 telephone | 4.8 | -- | -- | -- | - | 58.2 | B. 3 | -- | -- | -- | - |
| Rent | 2.3 | -- | -- | -- | -- | 12.0 | 19.4 | -- | -- | -- | -- |
| Personnel expenses | 10.3 | -- | -- | =- | - | 36.9 | 28.0 | -- | -* | -- | - |
| Financial expenses | 23.8 | -- | - | - | -- |  | 24.7 | =- | -- | -- | -- |
| interes: \& bank charges | 21.0 2.8 | -- | -- | -- | -- | 82.4 96.1 | 25.5 3.0 | -- | -- | -- | -- |
| Other expenses | 34.1 | -* | -- | - | -* | 100.0 | 34.1 | -* | -- | -- | -- |
| Profit (loss) | 5.8 | -- | -- | - | -* | 88.0 | 6.6 | -- | -- | -* | -- |
| Total | 100.0 | -- | -- | -- | -* | 100.0 | ... | -- | -- | -- | -- |

## symbol:

```
zero or nc observations
-. ioo smell too be expressed
    not spolicable
* confioensia
```


## footneter

(1) These estimates are beseo on semple of businesses feoorting seles beimeen $\$ 25,000$ and $\$ 2,000,000$

Value in each ceil $=\underline{\text { lotal weighted expenditure on given item }}$
12) Value in each ceil $=$ lotal wighted sales of all businesses in the sample for form autile
(3) Volue in esch celi $=\frac{\text { lotsl wighted expenditur on given item }}{\text { lotzl weighred seles of businesses reporting this item of expenditure }}$ for eech gueplle

This portion of the table pertains only to the businesses peporting ine specific expense iten. inerefore these reqios fer cticulsted incividusly and the totel will not nocesserily equal $100 z$.

## Notes

Date ere shown by quertiles when ar Itas? 13 of the sampled businesses feport the specific item.
Recoros were panked in sscending order according io sales size. Esch quertile fi. © botton 25\%. Iower niode 25\%. etc.) ropresents one querter of the totsi number of businesses. Within esch quartile, the sverage retio is ppesented. For comorison purposes, the high and ow values of sales ore shown

Now to ute the tebles
IH Locate the appropriste stes range thet is displayed on the two ines entitled bom sales vilue" and migh sales volue"
(2) The selected range will indicate the proper quatile, i. the botion 25\%. the lower midole $25 \%$. the upper midde $25 \%$ or the top $25 \%$.
(3) Detep peraining to the selected soles size quge witt be in thet aubitile.

## Stendar Industrisl CIEssificetion Definision (SIC 1980):

IC 7512 - Operetors of Mon-Residentisl Buildings

 An-residerital buidings real estate. shopping centre opersting. stadium opesting and theate building operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobs, Operstors of Non-Residentisl Bulldings (\$ic 7512)

|  | Totall 11 | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } 25 \% \end{array}$ | Upper middle 25: | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( 8000 's) | $\begin{aligned} & 2\} \\ & \{1\} \end{aligned}$ | -- | -- | -- | -- |
|  | Averape ( 8000 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | - | - | -- | -- |
| Accounts end notes receivable | 10 | - | - | - | - |
| Inventory | - | =- | - | - | -- |
| Other curient mesels | 138 | -- | -- | -- | -- |
| Totel current essets | 148 | -- | -- | -- | - |
| Fixed ossets | 507 | -- | -- | - | -- |
| Less: Accue. dep. on fixed assets |  | -- | -- | -- | - |
| Dther issets | 77 | - | -- | -- | -- |
| Totel sests | 732 | -- | -* | -- | - |
| Limbilities and equity |  |  |  |  |  |
| Current loans | 57 | -- | -- | -- | - |
| Total current iobilities | 60 | -- | -- | -- | -- |
| Mortgages daysble | - | - | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Dther liabilities | 321 | - | -- | -- | -- |
| Total liobillites | 381 | -- | - | -- | -* |
| Total equisy | 351 | -- | - | =- | -- |

(11) These estimetes are based on semple of businesses reporting sales between 325.000 and \$2.000,000.

Set lable i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Manitobe Operatore of Non-Residential Bulldings (SIC 7512)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowny } \\ & \text { midde } 25 \% \end{aligned}$ | UDOer <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 x \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ 3) Migh sales value ( $80000^{\prime}$ s) | 21 $(1)$ $(1)$ | =- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Curront ratio (times) | 2.5 | -- | - | -- | -- |
| Leverage ratios <br> Debrloquity petio (times) <br> Interest coverege retio (times) <br> Dobt ratio (times) | $\begin{aligned} & 1.1 \\ & 1.1 \\ & 0.5 \end{aligned}$ | -- | "- | -- | -- |

(1) The ratios represent the everage of retios for each business in the group and cennot de culculeted from the figures shown in fable 2 .
(2) Those estimetes wry besed on semple of businesses repofting seles between $\$ 25,000$ and 82.000 .000 .

Set iable i for symools and notes.

## Definitions:

1. Liquidity retio:

Current $=$ currant assets / current liabilities
2. leversge ritios
a) Deblequity $=$ eots fiablifies / equity
b) Debt ratio = rotal liabilities / toral assers
c) Interest coverage $x$ net profit intarest 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) | $\begin{array}{r} \text { Bot } \% \text { om } \\ 25 \% \end{array}$ | mode Lowe: | Uode : $\text { midde } 25 \%$ | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.l Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1)$ | -- | -- | -- |  |
|  |  |  | verage 18000 |  |  |
| Operating activities Cash fom operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | --- | -- |
| Dividends | X | -- | -- | -- | - |
| Investment etivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & k \end{aligned}$ | -- <br> -- <br> - | -- | - <br> - <br> - | -- |
| Financing activities <br> Increase in long term debt Repayment of long term debt Loans from shareholders Repayment of lasis from sharehalders Advances 6 loans from government Increase in equity Decrease in equity Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- - - - - - - | -- <br> - <br> - <br> - <br> - <br> - | - - - - - - | $-=$ - - - - - |
| Incretese(decrease) in cash \& equivelents Cash s equivelents-Beginning of the year Csh s quivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

 only inose businesses paporting a siatement of changes.
see Yable i for symbols anc noies

TABLE 5. Employment changes Dy size of Dusiness, 1984-1987 besed on SIC ciassificetion in 1987
Manitoba, Operators of Non-Residentisl Buildings (SIC 7512)

| Business size expressed in average labour units(i) | Number of businesses | Total paycol $\begin{array}{r}\text { p } \$ 000 \text { s }\end{array}$ | Average Iaboup units(1) | Changes in number of businusses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting } 12\} \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 173 | 35.171 | 2.077 | 29 | 25 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100=499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 145 \\ 12 \\ 6 \\ 8 \end{array}$ | $\begin{array}{r} 5.984 \\ 5.843 \\ 9.173 \\ 14.171 \end{array}$ | $\begin{aligned} & 348 \\ & 358 \\ & 574 \\ & 797 \end{aligned}$ | $\begin{array}{r} 26 \\ 2 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r} 24 \\ 1 \end{array}$ |
| 1987 |  |  |  |  |  |
| Total | 181 | 41.287 | 2.388 | 23 | - . |
| $\begin{aligned} & 1 \text { ess than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 151 13 10 7 | $\begin{array}{r} 6.214 \\ 6.359 \\ 9.690 \\ 19.024 \end{array}$ | $\begin{array}{r} 355 \\ 345 \\ 610 \\ 1.078 \end{array}$ | 18 2 2 1 | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units ore calculated by divioing ioial payroll by the average annusl wage and salary rate as reported in the Surver of Employmens. Paypoll and hours. Siatistics Canada. Catalogue $92-002$. An average lobour unit could be inferpreted as a fult-time employee. Note that the businass size groups used are deiermined si the Canadalevel. Ihus if obusiness has at leest 50 c emplovees in Canada as a whole but less than thet number in any given province it is shown in the 500 and over group
121 Refers to businesses repofting no payroll deductions in the preyrous year
3: Refers 10 businesses reporting no payroll deductions in the following yebr
"Newiy reporiing" and "no longer reporting" businesses are assumed to have deen ractivity for six months anc the information is adusted aceordingly
see iable i for symbots and notes.

TABLE 6. Selected operating characteristics of smali businesses by saies quartile, 1985-1987
Manitoba. Operators of Mon-Residentlel Bulldings (SIC 7512)

| - | Total(1) | $\begin{array}{r} 50+40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower ridde 25\% | Upoer midde $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in smmple <br> Aversoge sales \$ <br> Average expenses <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 240.519 \\ 230.131 \\ 10.388 \end{array}$ | -- | -- | -- | -- |
| Bueinesses reporting aprofit (Mo.) <br> Average sales $\$$ <br> Average expenses <br> Average net profit $\$$ | $\begin{array}{r} 12 \\ 239.136 \\ 220.964 \\ 18.172 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Average sales $\$$ <br> Average expense s <br> Average net loss $\$$ | 3 439.365 482.052 -42.687 | -- | -- | -- | -- |

1986

| Mumber of observations in sumple <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net prolit (loss) 5 | $\begin{array}{r} 73 \\ 180.455 \\ 154.991 \\ 25.464 \end{array}$ | $\begin{array}{r} 34.305 \\ 31.831 \\ 2.474 \end{array}$ | $\begin{array}{r} 59.742 \\ 53.708 \\ 6.034 \end{array}$ | $\begin{array}{r} 164.195 \\ 145.858 \\ 18.337 \end{array}$ | $\begin{array}{r} 463.578 \\ 388.567 \\ 75.011 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 56 |  |  |  |  |
| Average sales \$ | 155.461 | 34.367 | 57.937 | 165.961 | 363.580 |
| Average expense 9 | 121,258 | 30.325 | 45.333 | 145.951 | 263,413 |
| Average net prolits | 34.203 | 4.042 | 12.604 | 20.000 | 100.167 |
| Businesses reporting lose (Mo.) | 17 |  |  |  |  |
| Aversag sales | 388.285 | 33.208 | 72.381 | 136.628 | 1.310.923 |
| Aversge 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

| Mumber of observetions in sample | 41 |
| :---: | :---: |
| Average salus \$ | 154.213 |
| Average exoense \$ | 148.563 |
| Average net profit (loss) \$ | 5,650 |
| Businesses reporting eprofit (Mo,) | 24 |
| Average sales | 129.296 |
| Average expense \$ | 105.322 |
| Average net profit \$ | 23.974 |
| Businesses reporting loss (Mo.) | 17 |
| Average salos ${ }^{\text {S }}$ | 226.747 |
| Average expense 5 | 251.306 |
| Average net loss \$ | -24.559 |

[^25]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba. Insurance and Real Estate Agencies (SIC 7611)


## Symbol:

zero op no observasions

- :00 smal! too be expresseo
not apolicable
- conficenis.


## footnore:

11 These fimeses are bsed on sample of businesses reporing sales between $\$ 25.000$ and 82.000 .000
(2) Value in each coll = lotal weighted expenditure on given item

ih: 5 portion of the table persains only to the businesses peporqing the specific expense iten. Therefore these ratios are calculsted individually and the totel will not necesserily equ: $100 \%$
mores
Data are show by qusitiles when bt least 13 of the sampled businesses report the specific item
mecords were rankad in escending order accarding to sates size. Eech queriite fi. . Dotzom 25\%, lower middle 25x. etc. fepresents one querter of the foral number of businesses. Hithin each quartile. the aver ge ratio is presented. for comporison purposes. sho mign and low values of sales are shown

Now to use the toble

(2) The selected range will indicate the proper quartile. i. ©. the botton 25\%, the lower midule 25\%. the upper miodie 25z op the $\operatorname{sop} 25 x$
(3) Date pertaining 10 the stelected sales size ranpe will be in thes quaptile.

## jtengerd Induberisl Cibegificetion Oefinition (SIC 1980):

16 7611 - Insuronct end Rel Estete Agencies
lusinesses primarity engagec in euther the selling.of insurance and pension products as an independent agent or braker or dealing in rea lirare such as tuying and selling for oiners ranaging anc appraising real estate for others op whese octivities encompass ooth fielos 6isinesses engaged in reai estote appralsai services. independent insurance claim ajusters. insurance agents and brokers. insurance and pat estate agencies. insurance Droker services ano real estate agencios are incluoed in this industry.

TABLE 2. Balance sheet proftle for incorporsted businesses only. 1987
Manitobs, Insurance and Real Estate Agencies (SIC 7611)

|  | Total! 1) | Bottom 25\% | $\begin{aligned} & \text { Lowe } \\ & \text { miode } 25 \% \end{aligned}$ | Upder $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses iti samole (Mo.) Low sales value $1 \$ 000$ 's! High sales value $19000^{\prime} \mathrm{s}$ ) | $\left.\begin{array}{l} 12 \\ (1) \\ 1 \\ 1 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average (5000's) |  |  |  |  |
| Asete |  |  |  |  |  |
| Accounts and notes receivable | 23 | -- | -- | - | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 42 | - | -- | -- | -- |
| Total current ssiets | 65 | - | -- | -- | -- |
| Fixed sasets | 309 |  | -- | - | - |
| Less: Accum. dep. on fixed sesets | - | -- | -- | -- | -- |
| Other assets | 58 | -- | -- | -- | -- |
| Totel assets | 432 | =- | -- | -- | - |
| Lisbilities and equily |  |  |  |  |  |
| Current losens liobilities | $10{ }^{2}$ | -- | -- | -- | -- |
| Total cutrent liabilities | 104 | -- | -- | -- | -- |
| Mortgages oayable | - | -- | -- | -- | -- |
| long term debt | - | -- | -- | -- | -- |
| Other liabilitios | 236 | -- | -* | -- | -- |
| Totel lisbilities | 340 | $\cdots$ | -- | -- | -- |
| Total equity | 82 | - | -- | -- | -- |

(1) These estimates bre based on sampl of businesses reporting sales beiween $\$ 25.000$ and $\$ 2.000 .000$

Set rable 1 for symbols and nores.

TABLE 3. Financiel retios (1) for incorporated businestes only, 1987
Menitobe, Insurance and Reel Estete Agencles (Sic 7811)


(1) The ratios reperent the everge of retios for esch business in the group and cannot be celculated from the figures shown in fable 2 .
(2) Phese estimates are based on semple of businesses pepoting siet between $\$ 25,000$ and $\$ 2,000,000$.
see foble i for symols and notes.

Definitions:

1. Liquidity retio:

Cuprent $=$ cuprent assers $/$ current liabilisies
2. leverage retios:
8) Dedi/equity $=$ :ovel liabililes / equity.
b) Debr retio = total liabilities/ total essets
c) Interest covifoge s net profit interest expense/interes? expense.

TABLE 4. Statement of cnanges in financial position for incorporated businesses only, 1987
Manitoba. Insurance and Real Estate Agencies (SIC 7611)

(1) Inese estimetes or pased on sample of incorporated ousinesses reparting sales between $\$ 25,000$ and $\$ 2,000,000$. Sample count includes oniy those businesses reporting a statement of changes.
See iable 1 for symbols and nores

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassificetion in 1987
Manitobe, Insurance mad Real Estate mgencies (SIC 7511)

| Business size expressed in everage labour units \{1) | Number of Dusinesses | Totol payroll $\begin{gathered}\$ 000 \text { s) }\end{gathered}$ | Average labour units(1) | Changes in number of busincsues with paid emoloress |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reoorting(2) | No Ionger reportingla |
| 1984 |  |  |  |  |  |
| Totel | 639 | 59.357 | 3.200 | 93 | 82 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { one over } \end{aligned}$ | $\begin{array}{r} 590 \\ 23 \\ 18 \\ 8 \end{array}$ | $\begin{array}{r} 31.568 \\ 11.840 \\ 6.332 \\ 9.617 \end{array}$ | $\begin{array}{r} 1.704 \\ 633 \\ 345 \\ 518 \end{array}$ | 89 9 3 | $78$ |
| 1587 |  |  |  |  |  |
| Totel | 755 | 99.253 | 4.065 | 98 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 697 \\ 31 \\ 17 \\ 10 \end{array}$ | $\begin{aligned} & 48.417 \\ & 22.949 \\ & 17.432 \\ & 19.257 \end{aligned}$ | $\begin{array}{r} 1.921 \\ 900 \\ 801 \\ 443 \end{array}$ | $\begin{array}{r}95 \\ 2 \\ 1 \\ \hline\end{array}$ | $\because$ |

(1) averge labour unizs are calculated by dividing total poyroll by the everage annual wage and salary rate bs coportad in the

Surver of Employmen. Payrall ano Mours. Statistics Conada. Catalogue 72-002. An average labour unit could be interpreted as a \&ull-time employee. Note that the business size groups used bre determineo at the Canada lavel. Thus if obusiness has of least 500 employees in canace as a whole dut less than rast number in any given province it is shown in the 500 and over group
121 Retets to Dusinesses reporting no cayroll deauctions in the previous year
(3) Refers io businusses reporting no Dayroll oeductions in the collowing year
"Newly repriing" anc "no longer reporting" Dusinesses are issumec to have been in activity for six months ano the information is aljusteo accordingly

Sae table i for symbols and notes

SOURCE: Small Business and Special Survers Division. Statistics Canada

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobs, Insurance and Real Estate Agenciss (SIC 7611 )

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

Mumber of observetions in sample Average sales $\$$
Aversog expenses
Average net profit (lass) \$

Dusinessest reporting profit (Mo.)
Aversge solss $\$$
Average expense \$
Average net profits

Busineses reporting loss (Mo.)
Average sales 5
Average expense $\$$
Average net loss

| 39 |  |  |  |
| :---: | :---: | :---: | :---: |
| 151.470 | -- | -- | -- |
| 134,802 | -- | - | -- |
| 16,658 | -- | - | -- |
| 34 |  |  |  |
| 154.909 | -- | -- | -- |
| 130.162 | *- | *- | - |
| 24.747 | -- | -- | - |
| 5 |  |  |  |
| 100.746 | - | -- | -- |
| 116.862 | - | -- | -- |
| -16.116 | -- | - | *- |

1918

| Mumber of observetions in sample | 87 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 190.007 | 42.535 | 102.216 | 174.537 | 440.739 |
| Aversge expense \$ | 179.450 | 35.361 | 89.331 | 168.948 | 424.159 |
| Average net profit (loss) \$ | 10.55 ? | 7.174 | 12.885 | 5.589 | 16.580 |
| Busineses reporting profit (Mo.) | 78 |  |  |  |  |
| Averoge salos ${ }^{\text {s }}$ | 190.706 | 43.232 | 100.463 | 157,758 | 461.371 |
| Average expenses | 171.597 | 35.112 | 80.155 | 145.193 | 425.927 |
| Average net profits | 19.109 | 8.120 | 20.308 | 12.565 | 35.444 |
| Businesses revorting loss (Mo.) | 9 |  |  |  |  |
| Average sales $\$$ | 175.390 | 36.453 | 107.627 | 192.252 | 365.227 |
| Aversge expense | 191.728 | 37.537 | 117.660 | 194.029 | 417.686 |
| Average net loss 5 | -16.338 | $-1.084$ | -10.033 | -1.777 | -52.459 |

1987

|  | 69 150.573 126.214 24.359 | 29.583 14.717 14.866 | $\begin{aligned} & 52.111 \\ & 38.163 \\ & 13.948 \end{aligned}$ | $\begin{array}{r} 121.182 \\ 97.539 \\ 23.643 \end{array}$ | $\begin{array}{r} 399.415 \\ 354.43 \\ 44.978 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 54 |  |  |  |  |
| Average sales 5 | 176.121 | 29.583 | 52.111 | 106.965 | 515.823 |
| Average exdense 5 | 141.984 | 14.717 | 38.163 | 71.300 | 443.754 |
| Average net profits | 34.137 | 14.866 | 13.948 | 35.665 | 72.053 |
| Eusinesees reporting Iose (Mo.) |  |  |  |  |  |
| Aversge selest | 161.153 | - | - | 151.247 | 171.059 |
| Aversge expense 5 | 166.126 | - | - | 153.029 | 179.223 |
| Average net loss | -4.973 | - | - | -1.782 | -8.184 |

[^26]Sea Tixble 1 for symbols and noies

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manltoba. Computer Services (SIC 7721)


## Sybol:

zero or no observerions

- 100 smbll too be expressed
no: sopliceble
- confidential


## Footnotes

11 These estimates bre Deseo on semple of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$
121 velu in ech cell $z \frac{\text { Total weighied expenditure on given item }}{\text { Total weighted sales of bll businesses in the sanple }} \times 100$ for ech quertile
(3) Yalue in ach cell Toial wighted expenditure on a given isem

Total weighted sales of businesses reporting this isam of expenditufe
inis porition of the rate periains only to the businesses reporiing the spacilic expense iven. Therefore these rotios ere celculated individually and the lolal will not necessarily eque! 100 \%

Motes
Data bre shown by quartiles when et least 13 of the sampled businesses teport the specific item.
Recoros were ranked in escending order sccording to sates size. Esch quartile li. botion 25\%. lower midde 25\%. etc.l represents on quarter of the cotal number of businesses. Within esch quartile. the average patio is presented Fof comperison Durposes, the nigh and iom values of sales are shown.

Now 20 use the teble
(1) Locate the appropriate sales range thet is displayed on the iwo linus entithed "Low sales value" end ekigh sal es vilue"
(2) The selected range will indicete the droper quertile. i.e. The botiom 25\%, the lower midde 25\%, the upper miode 25\% or the rop 25\%
(3) Osis pertsining to the selected stales size fonge will be in inst quartile

Stencerd Industriel Clastificetion Definition (SIC 1980):
SIC 9721 - Computer Services
Businesses pimbrily engaged in providing computer facilities on renqul. laasing or time shar ing basis and such activities as brograming. Dianning and systems work. This industry incluoes computer consuliting services. computef input preparation services. comouter processing se:vices. compute? programing services. computer tental op leasing services laxept fingnceleas ing. computer services computer sofiware services. computer time-sharing services. computer services sofimare packages, computer services systems enalysis and design and computer services systems design.

TABLE 2. Balance sheet proflle for incorporated businesses only. 1987
Manitobs, Computer Services (SIC 7721)

|  | Total(1) | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25^{*} \end{array}$ | Lower midde 25\% | Uope: $\text { midde } 25 \%$ | $\begin{array}{r} 700 \\ .25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole iNo. Low salas value (5000's) Migh sales value ( 8000 's) | (11) | -- | -- | -- | -- |
|  | Average ( 5000 s) |  |  |  |  |
| Asgets |  |  |  |  |  |
| Cash | * | -- | -- | -- | -- |
| Accounts and notes receivable | 53 | -- | -- | -- | -- |
| Inventory | - | - | -- | - | - |
| Other current assets | 26 | - | -- |  |  |
| Total current assets | 79 | - | -- |  | - |
| Fixed sssets | 29 | - | - |  | -- |
|  | 12 | -- | -. | -- | -- |
| Other ussets | 12 | -- | - | -- | -- |
| Totel essets | 120 | -- | -- | - | - |
| Liebilities end equity |  |  |  |  |  |
| Current loans liabilities | 59 | -- | -- | -- | -- |
| Total curtent liabilities | 77 | - | -- | -* |  |
| Mortgages dayable | - | - | - | -- | -- |
| Long term debt | 12 | - | -- | - | -- |
| Other lisbilities | 23 | -- | -- | - | -- |
| Totel listilities | 113 | -- | -- | - | - |
| Total equity | 8 | -- | -- | -- | -- |

If These estimates are besec on semple of businesses peporting sates between \$25,000 and \$2.000,000
See Table for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Menitobe. Computer Services (SIC 7721)


(i) The ratios represent the everage of retiof for each ousiness in the group sho cannot be colculoted from the figures shown in teble 2.
(2) Thase estimetes are besed on emple of businesses reporting stits betmeen 525,000 and $52.000,000$.

Ste Table 1 for symbols and notes.

## Definitions:

1. Liquidiey feria:

Cupent a cupent assets / current liabilities.
2. Leverage retios:
al Dedi/equiry = total liabilisies/ equity.
bl Debi ratio $=$ toial liabilisies/ 1018 essets
cl Interest coverage a net profit inter est expense/inter est expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, ig87
Manisoba, Computer Services (SIC 7721)

|  | Total 111 | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | Lowe! <br> midele 25: | Upper $\text { middle } 25 \%$ | TO 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample INo. Low soles value ( $\$ 00 \mathrm{~S}$ s) Migh saies vaive $\$ 000$ s: | $\begin{array}{r} \stackrel{\vdots}{\circ} \\ 19 \\ i 1 \\ \hline \end{array}$ | -- | -- |  | -. |
|  | Average (\$000's) |  |  |  |  |
| Opersting ectivities <br> Cash from odersions <br> Dedreciation <br> Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | -- | -- | -* |
| lnvestment ectivities <br> Disposal of lixed assets <br> Purchase of 1 ixed assets <br> incresse in investment <br> Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | - | -- | -- <br> - |
| Financing ectivities <br> Increase in long term debt <br> Redarment of long perm debt <br> Loans fiom shareholders <br> Redayment of loans from shareholders <br> Advances 8 loans fiom government <br> increase in equ:ty <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - -- -- -- | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | - |
| Increase(decrease) in cash \& equivalonts Cosh \& equivelents-Beginning of the year Cash \& equivaients - End of the year | $x$ $x$ $x$ | -- | -- |  | -- |

111 inese estimates are based on a sample of incorporateo businesses paporting sales betwtef s25.000 ano 32.000 . 000 . Semple count includes only those businesses reporting statement of changes
See iable for synools and notes.

TABLE 5. Employment changes by 8120 of business, 1984-1987 besed on SIC ciassification in 1987
Manltoba. Computer Services (SIC 7721 )


Ill average lobour units te coleulated by dividing total paytoll by the overage annul wige and salary fate os reported in the Surver of Emplormen 1. Dayroll and Hours. Sialistics Canode. Cotalogue $72-002$. An overage labour unit could be imperpreted as e fult-time employme. Note that the business size groups used are determined at the conace level inus if obusiness has at least 500 employees in Canade as a whote Dut less than quat number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no payrall deouctions in the pievious year.
(3) Refers to businessos reporting no payrall deouctions in the following yesp

Newly reporting" anc "no longer peoorting" busintsses are assumed to hove been in activity for six months and the information is adjusiec according!y

See Tacle for symbols and ncies

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manitoba, Computer Services (SIC 7721)

Bottom
middle 25\%

1985
Mumber of observetions in sumple
Average sales $\$$
Average expense $\$$
Average net Drofit (loss) $\$$
Businesses reporting prolit (Mo.)
Average sales
Average expente
Average net prolits
Businesses reporting loss (Mo.)
Aversge sales $\$$
Averse expense $\$$
Average net loss

| -- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | =- | -- |
| -- | - | -- | -- |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| - | -- | -- | - |
| -- | -- | -- | -- |
| -- | -- | -- | -- |

1986


1987
Mumber of observations in sample
Aversge sales
Aversge expenses
Average net prolit (loss) $\$$

| $203.792$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| 190,139 | - | -- | - |  |
| 13.653 | -- |  | - | - |
| 18 |  |  |  |  |
| 258.247 | -- |  | - |  |
| 212.822 | -- | -- |  |  |
| 45.425 | -- | -- | - | -- |
| 4 |  |  |  |  |
| 354.999 | -- | -- | -- | -- |
| 381.868 | -- | -- | -- | -- |
| -26.869 | -- | -- | -- | -* |


(1) These estinates are besed on sample of businesses reporiing sales between $\$ 25,000$ and $\$ 2.000 .000$

Sen Taber 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manltoba. Advertising Agencies (SiC 9741)

|  | ictal(1; |  | $\begin{array}{r} \text { Botton } \\ 25: \end{array}$ |  | $\text { Lower } \text { midole } 25 \%$ |  | Upper middle 25: |  |  | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Nc. Low sales value $1 \$ 000$ s) High sales value ( 9000 's) |  | $\begin{array}{r} 21 \\ 111 \\ 111 \\ \hline \end{array}$ |  |  |  | - |  |  |  |  |  |
| Selected expense i tem | Inoustiy average (2) |  |  |  |  | * businesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middte } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UpDer } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 x \end{aligned}$ |  | Tota | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoder } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  | Pepcent of selos |  |  |  |  |  | Parcent of seles |  |  |  |  |
| Cost of seles | 11.8 | -- | - | -- | - | 29.3 | 40.2 | -- | -- | -- | - |
| Occupency expenses | 5.1 | -- | -- | -- | - | 100.0 | 5.1 | -- | -- | - | -- |
| Depreciotion | 1.2 | -- | -- | -- | -- | 68.3 | 1.7 | -- | -- |  | -- |
| Repaits 8 maintenance | 0.1 | -- | -- | - | -- | 12.7 | 0.5 | $\cdots$ | -- | -- | -- |
| Heat. light \& telephone | 1.3 | -- | -- |  | -- | 53.8 | 2.4 | -- | - | - | -- |
| Rent |  | -- | -- | - | -- |  | 4.0 | -- | -- | -- | - |
| Personnel expenses | 11.4 | -- | -- | -- | -- | 59.5 | 19.2 | -- | -- | -- | - |
| Finsmeisl expenses | 0.7 | -- | -- | - | -- | 70.6 | 0.9 | - | -- | -- | - |
| lnterest 8 bonk charges | 0.3 0.3 | -- | -- | -- | -- | 29.6 69.5 | 9. 0.5 | -- | -- | -- | -- |
| Other expenses | 26.8 | -- | -- | =- | -- | 100.0 | 26.8 | - | -- | -- | $\cdots$ |
| Profit (loss) | 44.2 | -- | -- | -- | -- | 95.4 | 46.3 | -- | -- | *- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | - | - | -- | -- |

## Symools

zero or no observetions
-- 100 smoll 100 be expressed
not applicable
$\times$ conficentiol

## Footnotes



## Motes

Dets ore shown by ousitiles when as least 13 of the sampled businesses roport the specilic item
Records were ranked in ascending order according 20 sales size. Each quartile li. botion 25z, Iower midele 25z, etc.1 reppesents one quarter of the total numper of businesses within each quartile, the average ratio is presented. for comparison purposes. she high ong iow values of sules are shown

Mow to use the tebles

121 The selucied range will indicete the proder querile. i. . The bottom 25\%, the lower midde 25s, the upper midde 258 or the top 25\%.
(3) Dete pertaining to the selecteo seles size tonge will be in thot quertile

Stendard industrial Clasificestion Definition (SIC 1980):
ilC 7741-Advertising Agencies
lusinesses primerily engaged in creafing andror placing adertisingwith the publications. redio and television media This noustry incluoes aovertising piacement services, advertising services. sovertising and publicity agency consulting services and sales promotion campaign services

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manizoba. Advertising Agencies (SIC 7741)

| $\cdots$ | Total\{1) | Bottom $25 \%$ | Lower $\text { middle } 25 \%$ | Uppe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOE } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.\} Low sales value ( $\$ 000$ 's) Hign sales value ( $\$ 000$ 's) | (1) (i) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | 7 | -- | -- | -- | -- |
| Accounts and notes receivable | 74 | -- | -- | -- | -- |
| Inventory | - | - | - | - | -- |
| Other current essets | 44 | - | - | - | -- |
| Total current sssets | 118 | -- | -- | -- | - |
| Fixed essets | 21 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 19 | -- | -- | -- | -- |
| Other ussets | 19 | -- | - | -- | -- |
| Total usets | 158 | -- | - | - | -- |
| Liebilities and equity |  |  |  |  |  |
| Current loans ligbilities | 78 | - | - | -- | -- |
| Total current liabilities | 89 | -- | -- | -- | - |
| Martgages dayable | - | - | -- | -- | -- |
| Long term debt | - | -- | -- | -- | -- |
| Other lisbilities | 17 | -- | -- | -- | -- |
| Total liabilities | 105 | -- | -- | -- | -- |
| Total equity | 52 | $=$ | - | -- | -- |

(11) These esvimates ere ossed on sample of businesses reporting sties between 525.000 and $\mathbf{8 2 . 0 0 0 . 0 0 0 .}$

Set isble 1 for symbols and notes

TABLE 3. Finmetai retios(1) for incorporated businesses only. 1987
Menleobe. Advertislng Agencles (SIC 7741)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Under $\text { middle } 25 \%$ | Tod $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000^{\circ}$ s) High sales value ( 8000 's) | (1) | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.3 | -- | -- | -- | - |
| Leversege retios <br> Debtlequity istio (times\} <br> Interest covernge ratio (times) <br> Debt ratio (times) | 2.0 4.5 0.7 | -- | -- | -- | -- |

(1) The potios represent the tuerage of ratios for esch business in the group ond connot be calculated from the figutes shown in table 2 .
(2) These estimete bre beed on semple businesses reporting seles between $\mathbf{2 5 . 0 0 0}$ and 52.000 .000 .

See isole 1 for symbols and notes.

## Definitions:

1. Liquidiey retio:

Current = current assets / curron: liabilities
2. beveroge retios:
a) Dets/equity $=$ total liabilities $/$ equity
bl Detr ratio $=$ lotal liabilities / rotal assets.
el Interest coverage $=$ net profit - interest expense / imterest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba, Adverilsing Agencies (SIC 7741)

|  | To:al(1) | Bottom 25\% | m.dele Lower | $\begin{aligned} & \text { Lisper } \\ & \text { miodie } 25 \% \end{aligned}$ | $\begin{aligned} & 905 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) Migh sales value $1 \$ 000^{\prime}$ 's) | $19{ }^{6}$ | - |  | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Operating ectivities Cash from operations Dedreciation Other | $\begin{array}{r} 10 \\ 9 \\ 3 \end{array}$ | -- | -- | -- | -- |
| Oividends | $-15$ | -- | -- | - | -- |
| Investment ectivities <br> Dispossl of fixed assets <br> Purchase of fixed assets <br> Incrense in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -25 \\ -1 \\ -1 \end{array}$ | -- | -- | -- | -- |
| Financing activitios <br> lncrease in long term deb? <br> Repayment of long term debt <br> Loans from sharaholders <br> Repayment of loans from shareholders <br> Aovances \& loans from government <br> Increase in equity <br> Decrease in equity <br> 0ther | $\begin{array}{r}19 \\ -2 \\ 13 \\ \hline\end{array}$ | - -- -- -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | $\square$ <br> - <br> $\therefore$ |
| Increase(decresse) in cash s equivalents Cesh \& equivelents-Beginning of the year Cesh s equivalents - End of the yeer | $\begin{array}{r} 13 \\ -16 \\ -3 \end{array}$ | - | =- | -- | -- |

 only those businesses pepor:ing statomen of chenges
see taple 1 for symbols and noles

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC ciassification in ig87
Manitobs, fovertising Agencles (SIC 7741)


(1) Aversge isbour units are colculsted by dividing totsl poyroli by the overage snnusl wage and saiary rote os reperted in the Survey of Employment. Poyroll and Mours, Statistics Conde. Cetologue 72-00\%. An sversge bbour unit could be interpreted as o full-time employee Note that the business size groups used are aeterminad et the cansde tovet. Thus if a business has at least 500 employets in canada as e whole but less than that number in any given province it is shown in the 500 and over group
(2) Refers io businesses reporting no payroll deductions in the provicus year
(3) Refers 10 businesses reporting no payroll decuctions in the following year
"Newly reporting" and "no lunger reporting" businesses are assumed to have been in activity for six months anc the information is eojustec occoroingly

See iable ifor symbots and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitoba, Advertising Agencies (S|C 7741)

|  | Total(1) | $\begin{array}{r} \text { Bottam } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | UpDe? midole 25* | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of soservations in sample | 6 |  |  |  |  |
| Average sales \$ | 337.532 | - | -- | -- | -- |
| Average expense \$ | 312.333 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 25.199 | -- | -* | $\cdots$ | - |
| Businestes reporting oprofit (Mo.) Average sales |  |  |  |  |  |
| Average salos \$ <br> Average expense | 337.532 312.333 | -- | -- | -- | -- |
| Averoge net profits | 25,199 | -- | -- | -- | -- |
| Businestes reporting lose (Mo.) | - |  |  |  |  |
| Aversge sales ${ }^{\text {a }}$ | - | -- | -- | -- | -- |
| Averope expense \$ |  |  | -- |  |  |
| Averoge net loss \$ | - | -- | -- | -- | -- |

1985


(1) These estimates ar besed on sempl of businasses reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

See fable 1 for symbols and notes

TABLE 1. Selected operating ratios, In percent of sales, 1987
Manitoba. Managment Consulting Services (SIC 7771)

|  | Total(1) |  | Bottom 25* |  | Lowe I$\text { middle } 25 \%$ |  | Upeer$\text { midde } 25^{\circ}$ |  |  | 700 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No. Low sales value ( $\$ 0000^{\prime} s$ ) High sales value ( 8000 's) | $\begin{aligned} & 64 \\ & 11 \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 19 \\ 32 \end{array}$ |  | $\begin{aligned} & 32 \\ & 47 \end{aligned}$ |  | $\begin{array}{r} 49 \\ 108 \end{array}$ |  |  | $\begin{aligned} & 108 \\ & 11) \end{aligned}$ |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot 10 m 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | Upper iddl 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Tot 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uooer } \\ \text { middl } \\ 25 \% \end{array}$ | TOD |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Decupancy expenses | 5.2 | 2.7 | 3.9 | 5. | B. 0 | 57.2 | 9.1 | 9.3 | 7.2 | 10.1 | 9.6 |
| Deprecistion | 2.7 | 2.6 | 3.3 | 3.3 | 1.8 | 52.9 | 5.1 | 9.0 | 6.0 | 7. 8 | 2.2 |
| Reosirs 8 maintenance | 0.1 |  |  | 0.1 | 0.2 | 16.2 | 0.5 | - | 0.1 | 0.5 | 0.8 |
| Heat. I ight \& telmphone | 0.8 1.6 | 0.1 | 0.1 | 0.8 | 2.1 | 34.4 | 2.3 | 0.6 | 8.9 | 2.7 | 2.7 5.8 |
| Personnel expenses | 19.0 | 3.7 | 15.6 | 22.4 | 32.5 | 45.4 | 41.9 | 25.1 | 39.7 | 56.8 | 39.0 |
| Financisl expenses | 2.2 | 0.7 | 1.0 | 3.2 | 3.9 | 61.0 | 3.6 | 2.2 | 2.0 | 4.6 | 4.1 |
| Interest 8 bank charges | 1.0 | 0.5 | 0.4 | 2.1 | 1.1 | 40.3 | 2.6 | 3.5 | 3.0 | 3.5 | 1.8 |
| protessional fees | 1.2 | 0.1 | 0.5 | 1.0 | 2.7 | 56.1 | 2.1 | 1.0 | 1.1 | 1.5 | 3.9 |
| 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 | 84.0 | 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 |  |  | $\ldots$ |  |  |

## Symols

2tro or no odservetions
-- 100 smell too de expresse0
not spplicsole
$\times$ confidentiel

## Footnotes

11 Thest estinetes er bosed on sample of businesses reporting stits between $\$ 25,000$ ond $\$ 2,000,000$
2) velue Tote weighted expendifure on given item

Th is portion of the toble perteins only to the businesses repopting ehe specific expense ifen. Therefore these ratios are calculated indiv:dulify and the total mill hot necessarily equel 100 s.

## Mores

Dato are show by quartiles when of last 13 of the sempled businesses ruport the soecific item.
 one quarter of the rotal number of businesses. Mithin each quartile. the average retio is prestented. For comparison purposes, the high and low values of sales are shown.

Now 80 use the tebles

121 The selected range will ingicete the proper quertile. i. the botton 25\%. the fower midel 25\%, the uppet midde 258 or the top $25 \%$
131 Data pertaining to the selacted sales size ronge will be in that quertile

## Stender Industribl CIessificetion Befinition ISIC 1980):

## SIC 7771 - Menegetent Consulting Services

dusinesses primarily engaged in provioing business and managemens consuling sorvices such as: business management consulfing services,
 managemion consuliants personnel management consulianis and tariff ano customs consultants.

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Manitoba, Management Consulting Services (SIC 7771)

|  | Total(1) | Botion 25\% | Lowe: $\text { middle } 25 \%$ | $\begin{array}{r} \text { UbDer } \\ \text { midde } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | (1) |  | -- | -- |  |
|  | Averoge ( $\$ 000{ }^{\text {a }}$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash |  |  |  | -- |  |
| Accounts and notes receivable Inventory | 21 | -- | -- | -- | - |
| Other cuprent assets | 84 | - | * | -- | -- |
| Total current assets | 104 | -- | * | -- |  |
| Fixed asseis | 35 | -- | -- | -- | -* |
| Less: Accum. dep. on lixed ussets | - | -- | -- | - |  |
| Other usets | 61 | -- | -- | -- | -- |
| Total aseeta | 201 | - | -- | -- | - |
| Liebillies and equity |  |  |  |  |  |
| Current loans | 8 | -- | -* | $\cdots$ |  |
| Other current liabilities | 83 | -- | -- | - |  |
| Total current liabilities | 91 | =- | -- | - |  |
| Mortgages payable | - | -* | -- | - | - |
| Long term debt | 4 | -- | -- | -- | -- |
| Other liabilities | 53 | -- | -- | -- | -- |
| Total liobillites | 148 | -- | -- | - | -- |
| Totsl equity | 53 | - | - | -- | -* |

(1) These estimates are based on sample businesses reporing sales betwen $\$ 25,000$ and $\$ 2.000,000$.

See tral 1 for symbols and notes

TABLE 3. Financial ratios (1) for incorporated businesses only. 1987
Manitobe, Management Consuiting Sepvices (SIC 7771)



(2) These ustimstes ore bsed on smple of businesses raporting seles betwen $\$ 25.000$ and $\$ 2.000,000$

See Tole ifor symbols and notes.

Oeflnitions:

1. biquidity ratio:

Current s current asseis / curpent lisbilities
2. Leveroge retios:
a Debt/equity $=$ total habilities / equity
b) Debt ratio = total liabilities / total assets
c) Interes coverage = net profin interest expense/interest expense.

TABLE 4. Statement of changes in fimancial position for incorporated businesses only. 1987
Manitoba, Management Consulting Services (SIC 7771)

|  | Total(1) | $\begin{array}{r} \text { Bo } \% \text { 20m } \\ 25 \% \end{array}$ | Lower midole 25\% | Uppe: $\text { midale } 25 \%$ | $\begin{aligned} & \text { iot } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales vaiue (\$003's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 19 \\ & 11 \\ & i \end{aligned}$ |  |  |  |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Oepreciation Other | $\begin{array}{r} 25 \\ 8 \\ -13 \end{array}$ | -- | -- | -- | -- |
| Dividends | -8 | -- | -- | -- | -- |
| Investment activities Disposel of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 6 \\ -31 \\ -35 \\ 6 \end{array}$ | - <br> - <br> -- | -- | -- | -- |
| Financing activities <br> Increase in long terfidebt Redeyment of lang term debt Loans from shareholoers Repayment of loans from shareholders Advances 6 loans from government Increase in equity Decrease in equity other | $\begin{array}{r} 12 \\ -4 \\ 51 \\ -24 \\ - \\ \vdots \\ -1 \end{array}$ | -- -- -- - - | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | - <br> - <br>  <br> - |
| Incresse(decrease) in cash s equivalents Cash equivalents-Seginning of the year Cash equivalents - End of the yeer | $\begin{array}{r} -10 \\ 30 \\ 19 \end{array}$ | -- | -- | -- | -- |

lil inese mitmates are besed on semple of incorporated businesses feporting sates betwen 525.000 anc $\$ 2.000,000$. 5 omple count incluots
only those Dusinesses peporting e statement of changes.
See isol 1 for symbols onc notes.

TABLE 5. Employment changes by Eize of busfness. 1984-1987 based on SIC classification in 1987
Manisoba, Management Consulting Services (Sic 7771)


III merege labour units are calculated by dividing total payroll by the overage annul wage and salary roie as reportad in the Surver of Endloyment Payrall and hours Statisfics Canado Catalogue 72-002 an averoge ladour uhit could be interpreted as a
full-time employee. Moie that the Dusiness size groups used are depermined at the canta level. Thus if a business has at leas?
500 amployees in Canada os whole bu: less than inas number in any given province it is shown in the 500 and over group
${ }^{(2)}$ Kefers 10 Dusinesses redorting no Dayroll duductions in the previous year
(3) Refers to Dusinesses reporting no payioll deductions in the following year
"Newiy reporting" and "no longer reporting" businesses are assumed ze nave been in acivity for six months and the intormation is adjusied aczordingly

See lable 1 for symbols and notes

TABLE 6. Selected operating characteristics of smali businesses by sales quartile, 1985-1987
Manitoba, Management Consulting Services (SIC 7771)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | UDDe: <br> middle 25\% | $\begin{array}{r} 100 \\ -25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in sample | 13 |  |  |  |  |
| Average soles \$ | 152.939 | - | -- | -- | -- |
| Aversge expense \$ | 110.270 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 42,669 | -* | -- | -- | -- |
| Businesses reporting profit (Mo.) Aversge sales | 152,938 | -- | - | - | -- |
| Average expenses | 110.270 | -- | - | -- | -- |
| Average net profits | 42, 659 | -- | -- | -- | -- |
| Businasees reporting loss (Mo.) | - |  |  |  |  |
| Average sales | - | -- | -- | -- | -- |
| Average expense \$ | - | -- | -- | -- | -- |
| Average net loss \$ | - | -- | -- | -- | -- |

1986


1987

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | 83 115.538 81.579 33.959 | $\begin{array}{r} 28.693 \\ 4.277 \\ 24.416 \end{array}$ | $\begin{aligned} & 38.825 \\ & 15.892 \\ & 22.933 \end{aligned}$ | $\begin{aligned} & 69.541 \\ & 41.967 \\ & 27.574 \end{aligned}$ | $\begin{array}{r} 325.092 \\ 264.178 \\ 60.914 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businessee reporting profit (Mo.) | 70 |  |  |  |  |
| Average sales $\$$ | 131.198 | 28.693 | 38.424 | 69.048 | 388.628 |
| Averspe expense | 89.372 | 4.27? | 13.550 | 39.528 | 300.134 |
| Average net profis | 41.826 | 24.415 | 24.874 | 29.520 | 88.494 |
| Businesses reportinge lone (Mo.) | 13 |  |  |  |  |
| Average sales 5 | 100.283 | - | 45.595 | 77.701 | 177.554 |
| Average expense \$ | 106.156 | - | 55.431 | 82,354 | 180.683 |
| Averape net loss\$ | $-5.873$ | - | -9.036 | -4.653 | -3.129 |

(1) inese estimates are based on a sample of businesses reporting sales between 525,000 and $52,000,000$.

See lable i for symbols ano notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Manitoba. Motels and Motor Motels (SIC 9111)

|  | Total(1) | Botiom 25\% | Lowe: middle 25\% | Ubper $\text { miodle } 25:$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No. Low sales value $1 \$ 000$ s) High sales value $\{\$ 000$ 's) | $\begin{aligned} & 55 \\ & (1) \\ & (1) \end{aligned}$ | (1) 14 | 147 316 | $\begin{aligned} & 316 \\ & 580 \end{aligned}$ | $\begin{aligned} & 580 \\ & (1) \end{aligned}$ |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting bus inesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Uoper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tatal | Bot:om 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } \\ 25 \% \end{array}$ | Upder midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Oceupancy expenses | 13.5 | 25.4 | 9.7 | E. 3 | 9.5 | 100.0 | 13.5 | 26.4 | 9.7 | -. 3 | 9.5 |
| Deprecistion | 6.1 | 14.7 | 3.3 | 3.4 | 2.9 | 84.5 | 7.2 | 20.7 | 3.7 | 4.1 | 3.1 |
| Repsirs \& maintenance | 3.0 | 4.6 | 2.8 | 2.1 | 2.4 | 97.9 | 3.0 | 4.6 | 2.8 | 2.3 | 2.4 |
| Hent, 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 ${ }^{\text {a }}$ | 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 |
| Finencial expenses | 6.3 | 7.8 | 5. 3 | 8.2 | 4.1 |  | 6. 3 | 7.8 |  |  |  |
| Interest \& bonk charges | 5.2 | 6.8 | 3.7 | 6.8 | 3.7 | 93.3 92.9 | 5.6 1.2 | 6.8 1.2 | 3.7 1.6 | 7.3 1.5 | 4.6 |
| Professional fees | 1.1 | 1.0 | 1.6 | 1.4 | 0.4 | 92.9 |  | 1.2 | 1.6 | 1.5 | 0.4 |
| Other expenses | 60.7 | 57.9 | 49.2 | 72.4 | 83.5 | 100.0 | 60.7 | 57.8 | 49.2 | 72. | 83.5 |
| Profit (loses) | 0.3 | -5.8 | 7.7 | -5.4 | 4.1 | 57.3 | 0.3 | -5.1 | 7.7 | -5.4 | 4. 6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | - . | ... | $\cdots$ | ... | . . |

## Syebole

- zero or no observesions
-. 100 smell 100 be expressed
... nor eppliceole
$\times$ confioensial


## footnotes

(1) Phese estimetes are bssed on sample of businesses peporting seles beiwesn 325.000 and $32,000.000$.
iotel wighted expenditure on given istm

(3) Valut in esh cell $=\frac{\text { Totel wighted expenditure on given itatm }}{\text { lotel wighted seles of businesses reporing this isen of expenditure }}$ fortile.

This portion of the teble pertsing only to the businesses reporiing the specific oxpenst item, inerefore these petios ere celculated individuelly and the sotel will not neersserily equel $100 \%$.

## motes

Dop are shom by quartiles when et least 13 of she sompled businesses report the specific item
Records mere ranked in escending order mecording to soles size. Esch quartile fi. bot ton 25t. lower middie 25\%. Etc. represen ts on querter of the totsi mumber of Dusinesset. Within esen quertile, the sverge fatio is presented. For comparison purposes. the high end low vilues of sales er shown.

How to ute the tebles
(1) Locate the eppropriete seles pange thet is displeyed on the two lines entitled low sules value" und thigh seles velue",
(2) The selected renge will indicete the proper guertile. i. the bottom 25\%. the lower midde 25\%. the upper midel 25\% or the $10025 \%$.
3) Dete pertaining to the selbcted seles sixe renge will be in thet quertile.

## Stenderd Industris) Cleseifiestion Definition (SIC 1980):

SIC 111 - Motel and Motor Motels
as iness primarily engeged in providing short term accomodetion to the public with or without food, beverage and other services. A ciel-type room has access only from the interior of the building and a motel-hotel type oom has bcess from both the interior and exterior. Included are Dusinesses engeged in hostels. hotet accommodation services lexcepi apartment hotelsl. horel lodging services lexcept apariment hotelst, hotels lexcept partment and privite hoietsi and motor hoiels.

TABLE 2. Balance sheet profile for incorported businesses only, 1987
Manltobe. Motels and Motor Hotels (SIC 9111)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Uppep middie $25 \%$ | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000$ 's) High sales value $1 \$ 000^{\prime}$ s) | $\left.\begin{array}{c} 28 \\ (1) \\ 11 \end{array}\right)$ | -- | -- | -- | -- |
|  | Avarage (\$000's) |  |  |  |  |
| As eets |  |  |  |  |  |
| Cash | 4 | -* | -- | -- | -- |
| Accounts and notes peceivable Inventory | 4 | - | -- | $\cdots$ | - |
| Opher cuprent assets | 85 | -- | -- | -- | -- |
| Total curront essets | 89 |  | -- | -- | -- |
| fixed assets | 257 | -- | -- | -- | - |
| Less: Accum. dop. on fixed ussets | - | -- | -- | -- | -- |
| Other essets | 48 | -- | -- | -- | -* |
| Total aseets | 394 | -- | -- | - | - |
| Limbilities and equlty |  |  |  |  |  |
| Dther current liobilities | 65 | -- | - | -- | - - |
| Total current lisbilities | 74 | -- | = | =- | - |
| Mortgages payable | - | - | -- | - | -- |
| Long term debt | 13 | -- | -- | -- | -- |
| Other lisbilities | 212 | - | -- | - | - |
| Totel liabilities | 299 | - | -- | -- | - |
| Totel equity | 35 | -- | -- | - | -- |

111 these estimates bre based on samplo of businesses reporting sates between 825,000 and $82,000,000$
Ste tisble ifor symbols and notes.

TABLE 3. Finencisi ratios(1) for incorporeted businessem only, 1987
Menltobs. Motels and Motor Hotele (SIc g191)

| Total(2) Bottom | Lower | Upper | Top |  |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 x$ | middle $25 \%$ | middle $25 \%$ | $25 \%$ |


| Businesses in sample (Mo.) Low soles value ( $\$ 000^{\prime}$ s) High sales value $\{\$ 000$ 's? | $\begin{aligned} & 28 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Averoge |  |  |  |
| Liquidity retio Cuprent ratio (limes) | 1.2 | -- | -- | - | -- |
| Leverege retios ```Debt/aquity ratio (times) Interest coverage ratio (times) Dobt retio (times)``` | $\begin{aligned} & 3.1 \\ & 1.2 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |


(2) These stimates ore besed on semple of businesses reporting sales between $\$ 25,000$ mad $\$ 2,000,000$

Ste foble ifor symbols and notes.

## Definitions:

1. Biquidisy retio:

Current $=$ curpent Besets $/$ cuprent linbilities
2. Leverage petios:

```
Debt/equity = loral liabilities / equity
```

b) Debt ratio = cotal liabilipies, lopal assers.
c) Interes: coverage $=$ nei profit * interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87
Manitoba. Hotels and Motor Hotels (SIt 9111)

|  | To:al:1) | $\begin{array}{r} \text { Bot } t 0 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { tawer } \\ & \text { midele } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir. samole (No. Lom sales value ( $\$ 000$ s) High saies value ( 9000 's) | $\begin{array}{r} 15 \\ 11 \\ (1) \end{array}$ | -- | -- | -- | -- |
|  |  |  | Averape 1500 |  |  |
| Operating ectivities Cash from operations Oadreciation Other | $\begin{array}{r} 12 \\ 20 \\ -18 \end{array}$ | -- | -- | -- | -- |
| Dividends | -7 | -- | -- | -- | -- |
| Investment octivities Dispossl of fixed essets Purchase of fixed assets increase in investment Oecrease in investment | $\begin{array}{r} 78 \\ -43 \\ -32 \\ \hline \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans fiom shareholders <br> Redarment of toans from shareholders <br> Advances $\&$ loans from government <br> increase in equity <br> Oecrease in equity <br> Dther | $\begin{array}{r} 67 \\ -48 \\ 10 \\ -47 \\ - \\ -3 \\ -3 \end{array}$ | $-=$ -- -- -- -- | - <br> - <br> $\therefore$ <br> $\therefore$ | -- $=-$ $-=$ $=-$ | - <br> - <br> - |
| Increase(decrease) in cash equivalenta Cesh equivelents-8eginning of the vear Cash equivaients - End of the year | $\begin{array}{r} -10 \\ 25 \\ 15 \end{array}$ | -- | -- | -- | -- |

 only those businesses eporting sterement of changes
see Table ifor symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC clasisification in ige7
Menltobe. Hotels end motor Hotels (S|C 9111)


(1) Average labour units are calculated by dividing potal payroli by the gevere annulage and salary rate as repopted in the

Survey of Emplorment. Payroll and Hours. Stepisties Canada. Catalogue 92-002. An over ege isbour unis coulo be interprated as a full-time employee wote inat the business size groups used ore delermingo or the canode level. Thus if obusiness has at least 500 employees in Canade as whol dut less then phet number in ony given province is is show in the 500 and over group
(2) Refers to businesses reporting no perroll deductions in the provious year
(3) Refers to ousinesses reporting no paypoll deductions in the following year
mewly reporting" and no longer reporting" businesses bre assumed to nave been in ecpivipy for six months and the intormation is adusted sccordingly

See rable for symbois and notes

TABLE 6. Selected opereting characteristics of small businesses by sales quartile. $1985-1987$
Manitoba. Hotels and Motor Hotels (Sic 9111)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper <br> middie 25. | $\begin{aligned} & \text { TOO } \\ & 25^{\circ} . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observations in smmple <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (ioss) \$ | 83 404.893 164.930 239.963 | $\begin{array}{r} 42.232 \\ 40.294 \\ 1.938 \end{array}$ | $\begin{array}{r} 219.029 \\ 703.326 \\ -484.297 \end{array}$ | $\begin{array}{r} 424.751 \\ 402.217 \\ 22.544 \end{array}$ | $\begin{array}{r} 933.548 \\ 920.533 \\ 13.015 \end{array}$ |
| Susincses peporting a profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net drofits | $\begin{array}{r} 45 \\ 435.504 \\ 151.461 \\ 274.043 \end{array}$ | $\begin{array}{r} 50.874 \\ 47,742 \\ 3.132 \end{array}$ | $\begin{array}{r} 215.750 \\ 792.925 \\ -577,175 \end{array}$ | $\begin{array}{r} 413.433 \\ 376.794 \\ 36.639 \end{array}$ | $\begin{array}{r} 1.061 .357 \\ 1.014 .231 \\ 47.726 \end{array}$ |
| Businesser reporting loss (Mo.) <br> Average sales 3 <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 18 \\ 372.016 \\ 394.637 \\ -22.629 \end{array}$ | $\begin{array}{r} 25.422 \\ 26.888 \\ -246 \end{array}$ | $\begin{aligned} & 255.086 \\ & 281.957 \\ & -26.871 \end{aligned}$ | $\begin{array}{r} 462.989 \\ 488.019 \\ -25.030 \end{array}$ | $\begin{array}{r} 743.565 \\ 781.905 \\ -38.340 \end{array}$ |

1986

| Number of observations in sample <br> Averige seles \$ <br> Average expense \$ <br> Average net profit (loss) s | $\begin{array}{r} 110 \\ 654.138 \\ 609.504 \\ 44.634 \end{array}$ | $\begin{array}{r} 198.347 \\ 193.592 \\ 4.655 \end{array}$ | $\begin{aligned} & 46.487 \\ & 466.234 \\ & -17,747 \end{aligned}$ | $\begin{array}{r} 703.319 \\ 573.652 \\ 29.667 \end{array}$ | $\begin{array}{r} 1.268 .397 \\ 1.106 .439 \\ 161.958 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting ppofit (Mo.) | 81 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 671.927 | 215.796 | 457.500 | 708.986 | 1.294.427 |
| Average expense | 611.943 | 205.804 | 454.689 | 668.355 | 1.118.923 |
| Averase net prolits | 59.984 | 10.992 | 12.811 | 40.831 | 175.504 |
| Businesses regorting lose (Mo.) | 29 |  |  |  |  |
| Auprage soles ${ }^{\text {S }}$ | 519.199 | 140.959 | 427.087 | 684.598 | 824.151 |
| Average expense 5 | 553.397 | 156.015 | 473.046 | 691.152 | 193,375 |
| Average net loss \$ | -34.198 | -15,057 | -45.959 | - 5.554 | -65.224 |

1987

| Mumber of observations in smmple | 79 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Averape sales | 418.394 | 102.914 | 219,244 | 475.259 | 876.157 |
| Average expense \$ | 410.097 | 101.290 | 211.135 | 487.308 | 840.655 |
| Averoge net profit (loss) \$ | 8.297 | 1. 524 | 8.109 | -12.049 | 35.502 |
| Businesses reporting profit (Mo.) | 49 |  |  |  |  |
| Average sales | 426.240 | 115.304 | 221.583 | 490.544 | 077.529 |
| Average expenses | 401.039 | 100.865 | 197.691 | 478.722 | 826.879 |
| Averege net drofit | 25.201 | 14.439 | 23.892 | 11.822 | 50.650 |
| Businesees reporting loes (Mo.) | 30 |  |  |  |  |
| Averspe sales ${ }^{\text {S }}$ | 409.087 | 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 | -18.845 | -36.476 | -26.224 |

(1) These estimates are based on sample of businesses reporting sales betwen $\$ 25.000$ and $\$ 2,000.000$.

See table for symbols and notes

TABLE 1. Selected operating retios, in percent of sales, 1987
Manitoba, Motels (SIC 9112)


Syobols
zero or no observetions

- 100 smel! too be expressed
not opplicable
- confidentiol


## foernote:

(1) Finese estimetes spe besed on semple of businestes reportino seles between 325,000 end \$2,000,000.

Iotel weighted expenditure on given item
(2) Velue in esch cell e Totel weighted seles of sil businesses in the semole $\times 100$ for eech guertile
(3) Velue in esen cell a Total weighted expenditure on given 110 m

This portion of the table partains only to the businesses peporting the specific expense item. fherefor these ratios ere colculsted individually and the toial will not necesserily equel $100 \%$

## Notes

Dote are shown by quertiles when et least 13 of the smpled businesses ruport phe specific item
Records wer ranked in escending order eccording 10 seles size. Esch quaptile li. botion 25s, Idmer midole 25t. etc.l reprasents one quarier of the totel number of businesses. Within ash queriile, the overage ratio is presented. For comparison purposts. the high and low vilues of sales er shown

How to use the cooles

121 The selected renge will indicete she proper gutpile. i. the botzon 25x. the lower midde 25\%. the upper nidole 25t or the sop $25 \%$.
(3) Dete perteining to the sel⿻eted selas ize ronge will be in that quertile.

## Stenderd Induzerisl CImstificetion Definition 1SIC 1Isof:

SIC 112 - Motels
Businesses pi imar ily engageg in short term acconmodstion to the public with or wiphout food, bever age and other services. A motel-type room has access from the exterior only and generaliy has parking facilities in close proximity. Thest businesses include motel eccomodetion services. moiel lodging services and motels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Mmitobs, Motels (SIC 9112)

|  | Total(1) | Bot 40 m 25\% | Lowe: $\text { midde } 25 \%$ | Upper midde 25: | $\begin{aligned} & \text { ToD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(11)^{9}$ | -- | -- | -- | -- |
|  | Average (5000's ${ }^{\text {a }}$ |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash |  | -- |  |  | -- |
| Accounts and notes receiveble Inventory | 4 | -- | - | -- | -- |
| Other current assets | 39 | -- | -- | -- | -- |
| Total current assets | 43 | -- | -- | - | -- |
| Fixed essets | 469 | -- | -- | -- | - |
| Less: Accum. dep. on fired ussets | - | - | -- | -- | -- |
| Other essets | 51 | - | - | -- | -- |
| Totel essets | 562 | - | -- | -- | - |
| Liabilitios and equity .-. .- .- |  |  |  |  |  |
| Current loans Other current liabilities | 19 65 | -- | -- | -- | -- |
| Total current liabilitios | 84 | -- | -- | -- | -. |
| Mortgages cayable | - | -- | -- |  | - |
| Long term debt | 34 | -- | -- | -- | -- |
| Dther libilities | 283 | - | -- | - | - |
| Totel liebillties | 402 | -- | -- | -- | -- |
| Total equity | 181 | - | $\cdots$ | - | - |

11 These essimetes ore based on sample of businesses reporting seles between $\mathbf{\$ 2 5 . 0 0 0}$ end $\mathbf{8 2 . 0 0 0 . 0 0 0}$
See table i for symouls and notes.

TABLE 3. Financial ratios(i) for incorporated businesses only, 4987
Menitoen. Morels (SIC 9112)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | middler $25 \%$ | Upper $\text { middle } 25 \%$ | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low seles value ( $\$ 000$ 's) High seles value ( $5000^{\circ}$ s) | $\left.(1)^{9}\right)$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Curient ratio (times) | 0.5 | -- | - | -- | -- |
| ```Leverage rotios Debt/equity retio (times) interest coverage ratio (times) Debt rstio (times)``` | 2.5 1.1 0.7 | -- | -- | -- | -- |

Ill the retios represent the werse of petios fop esch business in the group and cannot be culculated fiom the figures shown in table 2.
121 There estimetes are besed on sumple of businestes ieporting seles beimeen 325,000 end 82.000,000.
Set Teble 1 for symbols and notes.

## Definitions:

1. Liquidiey retio:

Curten: z cuprent assets / cuprent liabilisies
2. Leverage rotios:
e) Debr/equity = rotal libilities / equisy
b) Debr ratio = total |iabilities/ total assets.
c) Interest coveroge $=$ net profit interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba, Motele (SIE 9112)

|  | To181 11 ) | Bot 10 m 25\% | Lower midde 25\% | Uoper $\text { midole } 25^{\circ}$ | $\begin{aligned} & \text { To\% } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( 8000 s) High salas value $18000^{\circ}$ s) | $(11)^{5}$ |  | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Opereting ectivities Cash from operations Depreciation Other | $\begin{array}{r} 4 \\ 16 \\ -102 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -* |
| Investment ectivisies <br> Disposel of fixed essets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 90 \\ -38 \\ -54 \\ 7 \end{array}$ | - <br> - <br> - | -- | -- | -- |
| Financing ectivities <br> Increase in lang term debt <br> Repayment of lono term debt <br> Loans from shareholders <br> Redsyment of loans from shareholders <br> Advances \& loans fiom government <br> lncrease it equity <br> Decresse in equity <br> Dther | $\begin{array}{r} 121 \\ -73 \\ 41 \\ -21 \end{array}$ | - - - - - - | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | - - - - - - |
| Increaseldecrasel in cash sumivelents Cesh $\frac{1}{2}$ quivalents-8eginning of the year Cesh equivelents - End of the year | -9 16 8 | -- | -- | -- | -- |

 only those Dusinesses reporting statement of changes.
see labl i for symbols and notes

TABLE 5. Employment changes by bize of business. 1984-1987 based on SIC classification in i987
Menitobe, Motels (Sic 9112 )

|  |  |  |  | Changes in numb with pa | of busincsses oloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in sveroge lobour units(1) | Number of Dusinesses | Total payroli (\$000 s) | Average labour unis(1) | $\begin{array}{r} \text { Newly } \\ \text { ingortingl2 } \end{array}$ | No longe? reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 80 | 4.138 | 451 | 15 | 10 |
| $\begin{aligned} & \text { less han } 20 \\ & 20-99 \\ & 100-495 \end{aligned}$ | 76 3 1 | $\begin{array}{r} 2.780 \\ x \\ x \end{array}$ | $\begin{array}{r} 305 \\ 137 \\ 9 \end{array}$ | 15 | 10 |
| 500 and over | - | - | - | - | - |
| 1987 |  |  |  |  |  |
| Totel | 94 | 5.273 | 500 | 14 | - . |
| $\begin{aligned} & \text { loss than } 20 \\ & 20-99 \\ & 100.199 \end{aligned}$ | 88 5 1 | $\begin{array}{r} 3.413 \\ x \\ x \end{array}$ | 319 180 1 | 13 1 | … |
| 500 and over | - | - | - | - | . . |

I1) Average isbour units are calculated by dividing lotal payroll by the average annuel wage and salary fate as foported in the Survey of Employment. Payroll and Mours. Statistics Canada. Catalogue 72-002. An average labour unit could be inierpreted as a
full-ime employee Note that the business size groups used ere determined at the cenade level. Thus if a business has ot least
500 mployees in Canded as owhele but less than thei number in shy given province it is shom in the 500 ond over proup
(2) Refers to businesses reporting no payroll duductions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year
*Wewly reporqing" and "no longer eporting" businesses are assumed to have betn in octivity for six months ond the informetion is adjuszed eccoroingly

Ste iate i for symools ane notes

TABLE 6. Selected operating characteristics of small bustnesses by sales quartile. 1985-1987
Manitobs, motels (Sic 9112)

|  | Total(1) | Bottom 25\% | midde ${ }_{\text {Lower }}$ | Uoper $\text { midale } 25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in smple | 23 |  |  |  |  |
| Average sales \$ | 391.568 | -- | - | -- | -- |
| Average expense \$ | 368.219 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 23.349 | -- | -- | -- | -- |
| Businessen reporting profit (Mo.) | 16 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | 379.816 | - | -- | -- | -- |
| Aversge expense\$ | 347.266 | - | -- | -- | -- |
| Aversege net profit\$ | 32.550 | $=$ | -- | -- | -- |
| Susinesses reporting - loss (Mo.) | 7 |  |  |  |  |
| Average sales 5 | 682.700 | -- | -- | - | -- |
| Average expense \$ | 708.158 | -- | -- | - | -- |
| Aversge net loss \$ | -25.458 | -- | -- | -- | -- |

1985


| Mumber of observetions in sample <br> Average soles $\$$ <br> Average expense 5 <br> Averse net profit (loss) \$ | $\begin{array}{r} 27 \\ 249.779 \\ 232.365 \\ 9.414 \end{array}$ |
| :---: | :---: |
| Businesses reporting opefit (Mo.) | 19 |
| Aversge sales \$ | 245.117 |
| Aversge expense \$ | 225.232 |
| Averape net profit \$ | 19.885 |
| Businesees raporting lose (Mo.) | t |
| Average seles | 251.027 |
| Averoge expense \$ | 268.069 |
| Average net loss \$ | -17,042 |

(1) These estimates are based on sample of businesses reporting sajes between 825,000 and $82,000,000$.

See isole if for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba. bicensed Restaurants (SIC 9211)


## symbol:

zero or no observaitons

- too smell too be expiessed
not mpplicable
- confiotitiel

Footnotes
(1) Thuse estimetes bre besed on semple of businesses reporting seles between 525,000 end $\mathbf{3 2}, 000,000$.

121 Velue in each cell $=\frac{\text { lotel weighted expendisure on given item }}{\text { Total weighted seles of all businesses in the semple }} \times$ loo for esh quertile.
(3) Volue in eten cell Total weighted expenditure on given isem

This portion of the table perteins only to the businesses poporting the specific expense item. Therefort these resios are calculateo individuelly end the totsl will not necessarity equs $100 \%$

Motes
Dets ere shown by quaftiles when ef less 13 of the sempled businesses report the specific item.
 one querter of the cotel number of businesses. Within esch quertile. the everse retio is presented. For comperison purposes. the high and low vilues of seles sre shown

How to use the teblet

121 The selected renge will ingicote the proper queptile. i.e. the botton 25\%. the lower miodu 25\%, the upper midole 25z or the top 25 I
(3) Dete pertmining to the selected seles size renge will be in thet quertile.

Stenderd induatrial ciestifieation Definition (SIC 1月80):

## SIC 8211 - Licensed Resteurents

Businesses primar, ty engaged in preparing ond serving meals for consumption on the premises with license to serve olcohotic beyereges bicensed food and beverage service restarants. licensed restaurants and licensed restaurant services are included in this industry

TABLE 2. Balance sheet proflle for incorporated businesses only, 1987
Manitobs, Licensed Restaurants (SIC 9211)

|  | Total(1) | $\begin{array}{r} \text { Bo: } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper midele 25: | $\begin{aligned} & \text { TOD } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir sample (No.) Low sales value ( $8000{ }^{\text {s }}$ ) High sales value ( $\$ 000^{\prime}$ ) | 45 $11)$ $(1)$ | - | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\prime}$ s) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cash | - | - | -- | -- | -- |
| Accounts and notes receivable | 6 | - | -- | -- | -- |
| Inventory | - | - | - | - | -- |
| Other cupient assets | 30 | -- | - | -- | -- |
| Total current assets | 36 | -* | -- | -- | -- |
| Fixed essets | 139 | -- |  | - | - |
| Less: Accum. dop. On fixed assets | 27 | -- | -- | -- | -- |
| Other sesets | 27 | =- | -- | -- | -- |
| Totel ussets | 202 | -- | -- | - | -- |
| Lisbllities and equity |  |  |  |  |  |
| Other current lisbilities | 45 | -- | .- | - | -- |
| Total cuprent liabilities | 52 | -- | -- | -- | -- |
| Mortgages paroble | - | -- | -- | -- | -- |
| Long term debt | 24 | -- | -- | -- | -- |
| Other lisbilities | 108 | - | -- | -- | -- |
| Total liebilities | 184 | -- | -- | -- | -- |
| Total equity | 11 | -* | -- | = | -- |

(1) These estimates bre besed on sampl of businesses repoiting sales between $\mathbf{3 2} .000$ and 52.000 .000 .

See Table i for symbols and notes

TABLE 3. Financial patios (1) for incorporstod businesses only, 1987
Menitobe. Licensed Restauranes (SIC 8211)

|  | Totel(2) | $\begin{array}{r} 80 t 10 \text { m } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Uppe ? middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value (5000's) High sales value ( 5000 's) | $\begin{array}{r} 45 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity totio Curient itio (times) | 0.7 | - | -- | -- | -- |
| ```Leverage ratios Debt/equity retio ({imes) Interest coverage istio (times) Dabt ratio (times)``` | 10.2 1.7 0.9 | -- | -- | -- | -- |

(1) The retios copresent the everege of ctios for eech business in the group and cennot be celculted from the figures shom in tuble 2 .

Soe Table ifor mybol and notes.

Definltions:

1. Liquidity retie:

Curfont s curfont assets / curront limilities
2. Lever ege rotios:
8) Deot/equity $=102$ al listilisies / equisy.
bl Debi ratio = total lisbilities / total esseis
cl Interest coverage $=$ net profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, ige?
Manitoba, Licensed Restaurants (SIC 9211)

|  | Total(1) | $\begin{array}{r} \text { Eottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25$ | Uppes <br> midde 25* | Top $25^{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000s) Migh sales value ( $\$ 000^{\circ} \mathrm{s}$ ) | $\begin{aligned} & 22 \\ & \{1\} \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | -rage $1 \$ 000$ |  |  |
| Operating ectivities <br> Cash from oderstions <br> Deprecietion <br> Dther | $\begin{array}{r} 20 \\ 16 \\ -12 \end{array}$ | -- | -- | - $=$ | -- |
| Dividende | -3 | -- | -* | -- | - - |
| Investment activities <br> Disposel of fixed assets <br> Purchsse of lixed essets <br> Increase in investment <br> Decresse in investment | $\begin{array}{r} 10 \\ -2 \\ -7 \end{array}$ | -- | -- | -- | =- |
| Financing ectivitiea <br> Increses in long ierm debt <br> Reosyment of long term debt <br> Loans from shereholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> lncrease in auity <br> Decresere in equity <br> Other | $\begin{array}{r}1 \\ -20 \\ 6 \\ -7 \\ = \\ = \\ = \\ \hline\end{array}$ | -- |  | $-=$ $-\infty$ $-\infty$ $=-$ $=-$ $=-$ | $-\infty$ $=-$ $=-$ -0 $=-$ -0 |
| Incresse(decresse) in cash sequivalents Cush equivalents-Beginning of the year Cosh equivalents - End of the year | 9 | -- | -- | -- | -- |

 only those businesses reporting stetement of changes
Soe inble I for symbols and notes

TABLE 5. Employment chenges by size of businets. 1984-1887 besed on Sic ciesificetion in ige7
Menltobs, Licensed Resteurints (SIC 9211)

| Business size expressed in everepe lobour units(1) | Number of businesses | $\begin{array}{r} \text { Totel payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averege I bour units(1) | Changes in number of businesses with onid employeet |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New ly reporting(2) | No Ionger reporting (3) |
| 1584 |  |  |  |  |  |
| Totai | 471 | 59.221 | 0.643 | 12 | 50 |
| $\begin{aligned} & \text { 1ess than } 20 \\ & 20-99 \\ & 100-199 \\ & 500 \text { ond } \end{aligned}$ | $\begin{array}{r} 352 \\ 103 \\ 10 \\ 6 \end{array}$ | $\begin{array}{r} 15.293 \\ 23.542 \\ 8.367 \\ 12.019 \end{array}$ | $\begin{aligned} & 2.218 \\ & 3.435 \\ & 1.227 \\ & 1.763 \end{aligned}$ | 64 16 $!$ 1 | $\begin{aligned} & 41 \\ & 1 \\ & 1 \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Total | 570 | 76.696 | 10.054 | 115 | ... |
| leas than 20 $20^{-} 99$ 100 - 499 500 and over | 436 119 9 6 | $\begin{array}{r} 20.822 \\ 31.358 \\ 8.316 \\ 16.200 \end{array}$ | $\begin{aligned} & 2.701 \\ & 4.127 \\ & 1.094 \\ & 2.132 \end{aligned}$ | 92 22 1 | $\because$ |

 Survey of Employment. Peyroll and hours, Stetissics Cansde, Catalogue 72-002. An Ever ge lobour unit coulo de interpreted as a fult-time employet. Note that the business size groups used are determined at the Conda lavel. Thus if obusiness has et leas? 500 employees in Consede os o whole but less than that number in eny given provincé it is show in the 500 ond over group.
(2) Refers 10 businesses reporiing no payroll deductions in the previous year
(3) Refers 10 businesses reporing no payroll deductions in the tollowing year

Newiy reporting and mo longer poporting businesses ar assumed lo hove been in ectivity for six months and ine information is adusted accoroingly

See table i for symools and nozes

SOURCE: Small Business and Special Surveys Division. Statistics Cenada

TABLE 6. Seiected operating characteristics of swall businesses by sales quartile, 1985-1987
Manitobr. Licensed Resteurants (SIC 9211)

|  | Total(1) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middie } 25 \% \end{array}$ | Upoer $\text { middle } 25 \%$ | TOD |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Aversge seles $\$$ <br> Average expente \$ <br> Average net profit (loses) \$ | $\begin{array}{r} 84 \\ 371.907 \\ 353.078 \\ 8.829 \end{array}$ | $\begin{aligned} & 81.746 \\ & 86.912 \\ & -5.166 \end{aligned}$ | $\begin{array}{r} 153.986 \\ 146.103 \\ 7.883 \end{array}$ | $\begin{array}{r} 349.700 \\ 334.488 \\ 15.212 \end{array}$ | $\begin{array}{r} 902.194 \\ 884.810 \\ 17.384 \end{array}$ |
| Businesees reporting erofit (mo.) <br> Average sales 5 <br> Average expenses <br> Average net profits | $\begin{array}{r} 72 \\ 365.103 \\ 346.415 \\ 18.688 \end{array}$ | $\begin{aligned} & 71.974 \\ & 59.331 \\ & 12.643 \end{aligned}$ | $\begin{aligned} & 153.338 \\ & 142.691 \\ & 10.647 \end{aligned}$ | $\begin{array}{r} 350.970 \\ 335.353 \\ 15.817 \end{array}$ | $\begin{array}{r} 884.131 \\ 848.288 \\ 35.845 \end{array}$ |
| Businesees reporting loss (Mo.) <br> Aversoge sales $\$$ <br> Aversae expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 12 \\ 375.828 \\ 398.157 \\ -21.328 \end{array}$ | $\begin{array}{r} 89.977 \\ 110.145 \\ -20.168 \end{array}$ | $\begin{array}{r} 159.071 \\ 172.895 \\ -13.824 \end{array}$ | $\begin{array}{r} 291.989 \\ 295,202 \\ -3.213 \end{array}$ | $\begin{array}{r} 968.274 \\ 1.014,384 \\ -48,110 \end{array}$ |

1985

| Mumber of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) s | $\begin{array}{r} 305 \\ 285.804 \\ 273.449 \\ 12.355 \end{array}$ | $\begin{array}{r} 62.620 \\ 56.331 \\ 6.289 \end{array}$ | $\begin{array}{r} 118.838 \\ 116.976 \\ 1.662 \end{array}$ | $\begin{array}{r} 214.556 \\ 205.455 \\ 9.101 \end{array}$ | $\begin{array}{r} 747.400 \\ 715.032 \\ 32.368 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) | 220 |  |  |  |  |
| Average sales | 285.604 | 59.383 | 128.358 | 207.943 | 746.731 |
| Averege expense \$ | 260.343 | 48.178 | 116.871 | 193.188 | B83.136 |
| Averoge net profits | 25.261 | 11.205 | 11.487 | 14,755 | 63,595 |
| Businesses reporting lost (Mo.) | 18 |  |  |  |  |
| Average sales | 235.056 | 76.280 | 114.055 | 240.544 | 749.333 |
| Aversge expenses | 317.159 | 90.743 | 117.026 | 253, 6.62 | 807.206 |
| Average net loss | -22.103 | -14.453 | -2.961 | -13,118 | -57.873 |
|  |  |  | 1987 |  |  |
| Number of observations in smmple Aversge sties g | 121 299.625 |  |  |  |  |
| Average expense ${ }^{\text {a }}$ | 284.446 | 44.678 | 130.037 | 274.554 | 888.505 |
| Averse net profit (loss) \$ | 7.179 | 395 | 6.272 | 3.513 | 18.533 |
| Businesees reporting profit (Mo.) | 74 |  |  |  |  |
| Average sales | 309.812 | 54.828 | 139.232 | 270.652 | 774.935 |
| Averige expenses | 288.454 | 44.641 | 130.774 | 252.464 | 725.935 |
| Averoge net profit \$ | 21.458 | 10.187 | 8.458 | 18.188 | 49.000 |
| Businesses reporting loes (Mo.) | -47 4 |  |  |  |  |
| Averoge seles \$ | 264.985 | 35.599 | 115.396 | 297.585 | 611.360 |
| Aversge expense s | 284.468 | 44.714 | 124.765 | 332,631 | 635,761 |
| Aversge net loss \$ | -19.483 | -9.115 | -9,369 | -35.045 | -24.401 |

II) These estinares ere bsed on saple of businesses reporting sates between $\$ 23,000$ and $\$ 2.000,000$.

See rable i for symbols and notes

TABLE 1. Selected operating ratios. in percent of seles. 1987
Manltoba. Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

|  | Total(1) |  | Bottom 25\% |  | Lower$\text { midde } 25 \%$ |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & \text { 25: } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Na.) Low sales value ( $\$ 000$ : High soles value ( $\$ 000$ 's) | $\begin{array}{r} 88 \\ (1) \\ (1) \end{array}$ |  | $\begin{array}{r} 11) \\ 73 \end{array}$ |  | $\begin{array}{r} 73 \\ 118 \\ \hline \end{array}$ |  | $\begin{array}{r} 118 \\ 192 \end{array}$ |  |  | $\begin{aligned} & 192 \\ & 111 \end{aligned}$ |  |
| Selected expense item | Industry sverage(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses oniy (3) |  |  |  |  |
|  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cent 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 |
| Deprecistion | 1.8 | 1.1 | 1.7 | 2.0 | 2.3 | 63.0 | 2.8 | 3.7 | 2.8 | 2.7 | 2.7 |
| Repoirs \& maintenance | 1.9 | 2.0 | 2.4 | 1.9 | 1.4 | 88.1 | 2.2 | 2.2 | 3.2 | 1.9 | 1.6 |
| Heet. light \& telephone | 3.8 | 5.2 | 4.9 | 3.1 | 2.5 | 93.1 | 1.1 | 6.6 | 5.3 | 3.1 | 2.5 |
| Rent | 5.9 | 5.6 | 6.6 | 5.4 | 6.2 |  |  |  |  |  |  |
| Personnel expenses | 21.1 | 14.2 | 18.8 | 21.9 | 28.2 | 96.9 | 21.1 | 16.4 | 18.8 | 21.9 | 28.2 |
| Finsncial expenses | 2.7 | 2.6 | 3.3 | 2.2 | 2.9 |  | 2.9 |  | 3.1 |  |  |
| Interest \& bank charges Professional fees | 1.9 0.8 | 2.0 0.6 | 2.3 0.9 | 1.6 0.6 | 1.8 1.0 | 83.8 84.9 | 2.3 0.9 | 2.6 | 3.0 1.1 | 1.9 0.6 | 1.9 |
| Othur expenses | 15.7 | 15.2 | 12.6 | 14.3 | 16.6 | 100.0 | 15.7 | 19.2 | 12.6 | 14.3 | 16.6 |
| Profit (lose) | 5.1 | 4.7 | 3.7 | 7.3 | 4.5 | 98.0 | 5.2 | 4.7 | 6.1 | 7.3 | 4.5 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | - . | . . | - $\cdot$ | . $\cdot$ |

## Symols

- zero or no observelions
- $\$ 00$ smell 100 be expressed
not splicable
- confidenti


## Feetnetes


(2) Yelue Total wighted expenditure on a given item

Vblue in ench cell Totel weighted expenditur on given isam

This portion of the table pertsins only to the ousinesseg reporting the specific expense iten. Therefore these retios er celcuteted individually and the cotal will not necesserily equel 100\%.

Motes
Det ors show by quartiles when at lest 13 of the sempled businesses poport the specific item.
 one querter of the rotsl number of businesses. Nithin each quertile, the suer ege pistio is presented. For comperiton purposes. the high and low vilues of sales ore shown

How to use the tables
(1) Locete the spproprite selns renpe thet it displayed on the two lines entitlod low fites valung end wigh sales veluet
(2) The selected range will indicete the proper guertile. i.t. the bottom 25t. the lower midde 25玉. 2he upper middie 25z or the 100 $25 \%$
(3) Date perteining to the sulected seles size range will be in qhet quertile.

Stenderd Industrinl Clasgificetion Definlsion (SIC 18so):
SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)
Businesses primerily engaged in preparing and serving mets for consumption on the premises bup without license fo serve blcoholic beverages. Included are businesses commonly referced to as "drive-ins" wher food is consumed fither in customers. motor vehicles or st tables in or bbout the promises. Dpive-in restsurants, unticensed pestaurant services and unlicensad pestarants ape included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Unitobe, Unlicensed Resteurants (Including Drive-ins) (SIC 9212)

|  | Totai(1) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midale } 25 \% \end{array}$ | Uoder middle $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value $1 \$ 000$ ) High sales value ( $\$ 000$ | 38 \{1) 19 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cosh | - | - | -- | -- | $\cdots$ |
| Accounts and notes receivable Inventory | 5 | -- | -- | -- |  |
| Other cuprent sasets | 23 | -- | - | -- | - |
| Total current assets | 29 | - | -- | -- | -* |
| fixed ussets | 65 | - | - | - | -- |
| Less: Accum. deo. on fixed essets | - | - | -- | -- | -- |
| Other issets | 24 | - | - | - | - |
| Totel ensets | 111 | - | -- | -- | -- |
| Llebilities and equity |  |  |  |  |  |
| Other current liabilities | 36 | -- | -- | -- | -- |
| Total current liabilities | 42 | - | -- | -- | - |
| Mortgages porable | = | - | - | $\cdots$ | - |
| Long term debt | 9 | -- | - | -- | -- |
| Other liabilipias | 58 | -- | -- | -- | $\cdots$ |
| Totel liebilities | 108 | -- | - | - | - |
| Totel equity | 10 | -- | - | - | -- |

(11) These estimetes re based on sempl of businesses reporting soles between $\$ 25.000$ and $\$ 2,000.000$

Se tol ifor smools and notes.

TABLE 3. Financial ratios(1) for incorporated businesees only. 1987
Manltobs, Unlicensed Resteurents (Including Drive-Ins) (SIC 9212)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) <br> Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) <br> Migh seles value ( $9000^{\circ}$ s) | 38 $(19)$ (1) |  | -- | -- | -- |
|  | Averege |  |  |  |  |
| Liquidity retio Current patio (times) | 0.7 | -- | - | -- | -- |
| Leverage ratios <br> Destleavity retio (times) <br> Interest coverage ratio (times) <br> Dobt ratio (times) | 11.2 3.0 0.9 | -- | -- | -- | -- |




Set Itble 1 for symbols and netes.

Definitions:

1. Liquidity petio:

Current a current assets / current liabililies.
2. Levergge retios:
al Debr/equity $=$ totsl lisbilipies/equipy.
b) Debt ratio = total liabilities / potal asseqs.
cl Interest coverage $x$ net prolit interest expense / interest expense

TABLE 4. Statement of changes in finmeial position for incorporated businesses only, 1987 Manitobs, Unilcensed Restaurants (Including Drive-Ins) (Sic 9212)

|  | Total(1) | Bot 10 m $25 \%$ | middle $\begin{aligned} & \text { Lower } \\ & \text { 25\% }\end{aligned}$ | midd Upoer | To <br> $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (MO.) Lom sales value (5000's) High sales value ( $\$ 000$ 's) | 20 11 $(1)$ | -- | -- | -. | -- |
|  | Avorage ( $\$ 000{ }^{\circ}$ ) |  |  |  |  |
| Operating activities Cash fiom aperations Dodreciation Other | 17 12 -5 | "- | -- <br> - | -- | -- |
| Dividends | $-16$ | -- | -- | -- | -- |
| Investment activities <br> Disposs! of fixed ossets <br> Purchase of fixed assets <br> Incresse in investment <br> Decrese in investment | -2989 | -- <br> - <br> - | $-=$ <br> - | -- <br> - <br> - | $-=$ <br> - <br> - |
| Finencing activities <br> Increase in long term debt <br> Rodayment of lang term debt <br> Loans from shareholders <br> Repayment of loans from sharunolders <br> Advances \& loans fiom government <br> Increase in equity <br> Decrease in equity <br> Dither | 11 -5 26 -3 | - <br> - <br> - <br> - <br> - | $-=$ <br> - <br> - <br> - | $-=$ <br> - <br> - <br> - | $=-$ $=-$ $=-$ $=$ $=-$ |
| Increase(decresse) in cosh \& squivelonts Cash s equivalenta-Beginning of the year Cosh s equivelents - End of the year | 15 11 26 | -- | -- | - $-=$ | -- |

(1) These estimates are besed on smple of incorporsted businesses reparing iales detween $\$ 25.000$ snd $\$ 2.000,000$. Semple count includes only those businesses reporting astatment of chenges
see tedie 1 for symools and notes

TABLE 5. Employment changes by size of business, 1984-1987 besed on sic classificetion in ise7
Menitobe. Unifcensed resteurents (Inciuding Oriveins) (SIC 9212)

| Susiness size expressed in overege labour units(1) | Number of businesses | Total payroll | Averoge labou? units(i) | Chenges in number of busineseses with peid employess |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New \| y reportingl2) | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 442 | 38.240 | 5.521 | 83 | 42 |
| less than 20 20-99 100-499 | $\begin{array}{r} 389 \\ 46 \end{array}$ | $\begin{array}{r} 12.526 \\ 9.276 \end{array}$ | $\begin{array}{r} 1.790 \\ 1.321 \\ 2.410 \end{array}$ | $\begin{array}{r}78 \\ 10 \\ 1 \\ \hline\end{array}$ | 34 - - |
| 500 and over | 6 | X | 2.410 | - | - |
| 1987 |  |  |  |  |  |
| Total | 594 | 54.223 | 7.056 | 150 | . . |
| less than 20 <br> 20-99 <br> 100-499 <br> 500 and over | 529 57 3 5 | $\begin{array}{r} 18.623 \\ 12.511 \\ 22.253 \end{array}$ | $\begin{array}{r} 2.416 \\ 1.802 \\ 109 \\ 2.929 \end{array}$ | 142 7 | $\ldots$ $\cdots$ $\ldots$ |

(11) average tabour uniss ore calculbied by dividing totsl payrall by the averoge annuel wage and solary rote bs reported in the Surver of Emplormen. Peyroll and Hours, Statistics Canada. Catalogue 72-002. An overege labour unit couid be interpreind as e fult-ine employee. Nore that the business size groups used ie determined or the Conada level. thus if ousinass has st leest 500 employees in Canada as whole but less then that number in any given province it is show in the 500 and over group
(2) Refers to Dusinesses reparting no peyrall deductions in the previous yebr.
(3) Refers to dusinesses peporting no payroll deductions in the following year
"Mewly reporting" and "no longer eporting" businesses are assumed to have been in activity for six months and the informetion is adjusteo accopdingty

See isble 1 for symbols and notes

ThBLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Menltobs. Unlicensed Restaupants (Including Drive-Ins) (Sic 9212)

|  | Total(1) | Bottom 25\% | Lower $\text { midole } 25 \%$ | $\begin{array}{r} \text { UDoer } \\ \text { middie 25: } \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in sample <br> Aversege salss $\$$ <br> Average expense 8 <br> Average net profit (lose)s | $\begin{array}{r} 92 \\ 216.319 \\ 207.369 \\ 8.950 \end{array}$ | $\begin{array}{r} 37.784 \\ 34.187 \\ 3.597 \end{array}$ | $\begin{array}{r} 66.701 \\ 61.904 \\ 4.797 \end{array}$ | $\begin{array}{r} 117.235 \\ 106.934 \\ 10.301 \end{array}$ | $\begin{array}{r} 643.555 \\ 525.452 \\ 17.103 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Aversoge sules \$ <br> Averege expense \$ <br> Average not profit \$ | $\begin{array}{r} 72 \\ 225.809 \\ 211.527 \\ 14.182 \end{array}$ | $\begin{array}{r} 36.816 \\ 30.374 \\ 6.442 \end{array}$ | $\begin{gathered} 61.278 \\ 58.191 \\ 8.789 \end{gathered}$ | $\begin{array}{r} 118.230 \\ 102.250 \\ 15.980 \end{array}$ | $\begin{array}{r} 679.911 \\ 655.391 \\ 24.520 \end{array}$ |
| Businesses reporting lose (Mo.) <br> Averege sales $\$$ <br> Average exometes <br> Average net loss $\$$ | $\begin{array}{r} 20 \\ 187.824 \\ 194.303 \\ -6.479 \end{array}$ | $\begin{aligned} & 39.837 \\ & 42.274 \\ & -2.437 \end{aligned}$ | $\begin{array}{r} 61.783 \\ 72.545 \\ -10.763 \end{array}$ | $\begin{array}{r} 114.057 \\ 121.859 \\ -7.792 \end{array}$ | $\begin{array}{r} 535.609 \\ 540.531 \\ -4.922 \end{array}$ |

1986


1987

(1) These estimates are based on a sample of businesses reporting sales beiween $\$ 25,000$ and $\$ 2.000,000$.

See Table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manisobe, Take-Out Food Services (SIC 9213)

|  | Te:al(1) |  | $\begin{array}{r} B 0: t o m \\ 25 \% \end{array}$ |  | Lowe !$\text { middie } 25 \%$ |  | Uooer <br> middle 25\% |  |  | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (NO.) Low soles value ! $\$ 000^{\prime}$ s) Migh sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 44 \\ & 11 \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Tot:1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { miodie } \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of selos |  |  |  |  |
| Cost of seles | 43.8 | -- | -- | - | - | 100.0 | 43.8 | -- | -- | -- | -- |
| Occupency expenses | 15.4 | -- | -- | -- | =- | 100.0 | 15.4 | - | -- | -- | - |
| Depreciation | 3.2 | -- | -- |  | -- | 72.9 | 4.4 | * | - | -- | -- |
| Repairs \& maintenance | 1.3 | - | -- | -- | -- | 76.5 | 1.7 | -- | -- | -- | -- |
| Meat. light steluphone | 3.4 | -- | -- | -- | -- | 92.1 88.1 | 3.7 8.5 | -- | -- | -- | -- |
| Personnel expenses | 21.1 | -- | -- | - | -- | 98.8 | 21.3 | -- | -* | - | - |
| Financisl expenses | 4.1 | -- | -- | -- | -- | 95.5 | 4.3 | -- | -- | -- | - |
| Interest 8 bank charges Professional fees | 3.1 0.9 | -- | -- | -- | -- | 79.9 86.2 | 3.9 | -- | -- | -- | -- |
| Other expenses | 16.1 | -- | -- | -- | - | 100.0 | 16.1 | -- | -- | -- | -- |
| Profit (lose) | -0.4 | - | -- | -- | -* | 98.4 | -0.4 | - | - | - | -- |
| Topel | 100.0 | -- | -- | -- | -- | 100.0 | . $\cdot$ | -- | -- | *- | -- |

## Symbels

## zera or no observations

-- $t 00$ snell too be explessed
not epplicable
$\times$ confiontial

## Footnotes




This portion of the taple pervins only to the businesses reporting the gecific expense item. Therefore these retios ert cieltated individuslly and the tofal will not necesserily equsl 1005

## Hot 1

Dais ere shown by Quartiles when af least 13 of the sampled businesses report the specific ifem.
 on quarter of the totel number of Du*inestes. Wiphin esh quartile. the verge petio is presented. For comperiton purposes, the high and low values of sales are shom.

Mom to use the sebles

121 The selected renge will indicate the proper quartile. i.e. the botton 25\%, the lower midde 25\%. the upoer midde 25\% op the top $25 \%$.
(3) Dets perteining to the zelected talle tize penge will be in thet quertile

## Stenderd Induetrim! CIessificetion Definition 15IC 1980):

S1c 9213 - Take-Due food Servicts
Businesses piomerily engeged in prepering and selling peckeped or wiapped food to the public for consumption owsy from the peteises such as: take-out chinese fooos. doughnu: shops. toke-out fish and chips. take-out fried chicken, hot dog stands. ice cream stands. fake-out pizzer tas. refreshment booins and prepered food tokeout services lexcept caterefs ano mobile food servicesl

TABLE 2. Balance sheet profile for incorported bustnesses only, 1987
Manitoba, Take-Out food Services (SIC 9213)

|  | Tctal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Udoer } \\ & \text { middle 25\% } \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000 s) High sales value ( $\$ 000^{\circ}$ s) | $\begin{array}{r} 25 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Aversge (\$000's) |  |  |  |  |
| Assets |  | -- | -- |  |  |
| Cash Accounts and notes peceivable | 3 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 19 | -- | - | -- | -- |
| Total curtent assets | 22 | -- | -- | - | -- |
| Fixed assets | 74 | -- | - | - | - |
|  | 37 | -- | -- | -- | -- |
| Other ssets | 37 | *- | -- | -- | -- |
| Totel sasets | 133 | -- | -- | -- | =- |
| Lisbilities end equity - l g - - - |  |  |  |  |  |
| Current loans Other current liabilities | 9 30 | -- | - | -- | -- |
| Total current liabilities | 39 | - | -- | -- | -- |
| Mortages parable | - | - | - | -- | -- |
| Long term debt | 15 | -- | - | - | -- |
| Other litbilities | 45 | -- | -- | -- | -- |
| Total liabilities | 95 | -- | - | -- | =- |
| Totel equity | 34 | -- | -- | - | - |

t11 Ihese estinates are based on semple of businesses reporting sales between $\mathbf{8 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0}$
See table ifor symbols and notes.

TABLE 3. Financisi petios(1) for incorporated butinesees only, 1987
Manitobe. Toke-Dut Food Services (Sic 921s)

|  | Tots (12) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\text { middi } 25 \%$ | $\begin{array}{r} \text { Uvoer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Mo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ ) | 25 $(1)$ $(1)$ | -- | -- | -- |  |
|  | Aversege |  |  |  |  |
| Liquidity retio Current ratio (times) | 0.6 | - | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (timen) <br> Interest coverage ratio (times) <br> Debt ratio (times) | 2.9 2.7 0.7 | $\cdots$ | -- | -- | -- |

(i) The resios represent the everage of retios for esch businass in the group and cannot be celculated from the figuras shown in fole 2 .
(2) These estimies ere besed on sepl of businesses reporting sales between 255,000 and 82,000,000.

See ieble 1 for symbolt and motes.

## Dofinitions:

1. Liquidiey petio:

Curpent surrent assets / current lithilities
2. Levertage ratios
a) Debt/equity = potal liabilities / equity
b) Debr ratio = co:al |iabilities/ toial assets
c) Interest coverage = net profit onterest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, igs7
Manltobe. Take-Out Food Services (S1C 9213)

19) These estimates are based on sample of incorpornted businesses ceporting sal bs between $\$ 25.000$ and $82,000,000$. Sample count includes
only inose Dusinesses raporting stotement of chenges
see ieble 1 for symbals and notes

TABLE 5. Employment changes by Eize of businese, 1984-1987 based on SIC classification in 1987
Manitobe. Take-Out Food Services (S1C 9213)

| Business size expressed in average labour units! il | Number of businesses | $\begin{aligned} \text { Total payrol! } \\ (\$ 000 \text { s }) \end{aligned}$ | Average labour units(1) | Chenges in number of businesses with poid employeen |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1584 |  |  |  |  |  |
| Totel | 206 | 10.095 | 1.461 | 41 | 21 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r}189 \\ 16 \\ \hline\end{array}$ | $\begin{array}{r}6.475 \\ y \\ \hline\end{array}$ | $\begin{array}{r}933 \\ 511 \\ \hline\end{array}$ | 40 1 - | $\begin{array}{r} 19 \\ 2 \\ \hline \end{array}$ |
| 500 and over | 1 | $x$ | 17 | - | - |
| 1987 |  |  |  |  |  |
| Totel | 341 | 16.246 | 2.123 | 125 | .. |
| less then 20 | 313 | 9.926 | 1.293 | 120 | ... |
| 20-99 | 26 | 6.052 | + 796 | 5 | . |
| 100-499 | 1 | $\times$ | 19 |  | . . . |
| 500 and over | 1 | $\times$ | 15 | - | . . . |

 surver of employment. Payroll and hours. Statistics Cansde. Ceielogue 72-002 An overage labour unit could be inferpreted bs a
full-time employes. Note that the business size groups used or determined ot the Cansod lovel ihus if obsiness has at leas 500 enployes in Cande as whole but less then thet number in any given province if is show in the 500 and over group
121 Reters to Dusinesses reporting no payroll deductions in the previous vear
131 Refers to businesses peporting no paytoll deductions in the following year
"Hewly rodofting" and "no conger ceporting" Dusinesses ore assumed to hove deen in activily for six months and the information is adjusted accordingly

See lable ifor symools and notes.

TABLE 6. Stiected operting charactertstics of smell businesses by galea quartile. 1985-1987
Menitobs. Take-Dut food Services (S1C 9213)

|  | Total(1) | Bottom 25\% | Lower $\text { middele } 25 \%$ | Upper $\text { midele } 25^{\circ}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Wumber of observetions in semple | 45 |  |  |  |  |
| Average sates ${ }^{\text {d }}$ | 231.664 | -- | -- | -- | -- |
| Averoge expense \$ | 204.934 | -- | -- | -- | -- |
| Average net profit (lose) \$ | 26.730 | -- | -- | -- | -- |
| Businesses reportling profit (Mo.) | 34 |  |  |  |  |
| Averoge seles | 231.247 | -- | -- | -- | - |
| Averege expense \$ | 197.302 | -- | -- | -- | -- |
| Averege net profits | 33.945 |  | -- | - | -- |
| Businessen reporting loss (Mo.) | 11 |  |  |  |  |
| Averege seles 5 | 127.572 | -- | -- | -- | -- |
| Average expense \$ | 143.699 | -- | -- | -- | -- |
| Average net loss \$ | -16.127 | = | -- | -- | -- |


| Number of observations in semple | 132 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average solos \$ | 180.222 | 34.117 | 83.035 | 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 |
| Eusinessen reporting profit (Mo.) | 95 |  |  |  |  |
| Averoge sales $\$$ | 180.573 | 35.537 | 61.985 | 159.431 | 464.339 |
| Aversee expense \$ | 164.335 | 25.245 | 51.958 | 144.474 | 434.667 |
| Average net grofit\$ | 16.237 | 10.292 | 10.027 | 14.357 | 29,672 |
| Ousinesses reporting lose (Wo.) | 37 |  |  |  |  |
| Average seles | 179.185 | 29.280 | 67.448 | 170.727 | 449.286 |
| Average expense 5 | 188.275 | 35.372 | 74,385 | 181.790 | 461.553 |
| Average net loss \$ | -9.090 | -6.092 | -6.937 | -11.063 | $-12.267$ |

1987

| Mumber of observations in sample | 72 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 177.665 | 38.457 | 75.963 | 159.879 | 435.362 |
| Average expense \$ | 172.077 | 35.599 | 82.349 | 150.947 | 418.412 |
| Average net profit (loss) \$ | 5.588 | 1.858 | -5.386 | 8.932 | 15.850 |
| Businesses reporting eprofit (Mo.) | 46 |  |  |  |  |
| Aversge sales 5 | 194.767 | 40.031 | 91.863 | 168.009 | 479.172 |
| Average expense 5 | 179.344 | 33.659 | 80,378 | 156.026 | 447.311 |
| Average net profits | 15,423 | 6.372 | 11.485 | 11.975 | 31,861 |
| Ousinesses reportins less (Mo.) | 26 |  |  |  |  |
| Average salas | 150.011 | 36.187 | 59.804 | 128.956 | 367.098 |
| Aver age expense s | 156.969 | 40.841 | 83.256 | 130.358 | 373.381 |
| Aversoe net loss \$ | -6.958 | -4,654 | -13.492 | -3.402 | -6,283 |

(1) These estimetes are based on smple of busses reporing soles between $\$ 25.000$ and $\$ 2,000,000$

See tabl ifor symols ano notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitobs. Ceterere (SIC 9214)

|  | Total(1) |  | Bot tom 25: |  | Lower$\text { midde } 25^{\circ}$ |  | Upoer$\text { middle } 25 \%$ |  |  | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value (\$000's) High saies value ( $\$ 000$ 's) |  | $\left\{\begin{array}{l} 2 \\ 1 \\ 1 \end{array}\right\}$ |  | .- |  | -- |  |  |  |  |  |
| Selected expense item | Industry sverage\2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting businesses on $\mid y(3)$ |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd I } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of meles | 52.5 | -- | -- | -- | -- | 95.3 | 52.8 | -- | - | - | - |
| Dccupency expenses | 9.1 | - | -* | -- | - | 100.0 | 9.8 | -- | -- | -- | -- |
| Deprecietion | 3.4 | - | -- | -- | -- | 67.8 | 5.0 | -- | -- | -- | - |
| Repairas maintenance | 1.2 | - | -- | -- | -- | 83.0 | 1.5 | -- | -- | - | $\cdots$ |
| Heat. light \& toluphone | 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 Professional fees | 1.5 0.6 | -- | -- | .- | -- | 78.8 98.6 | 1.9 0.6 | -- | - | -- | -- |
| Other expenses | 11.4 | -- | -- | -- | -- | 100.0 | 11.4 | -- | -- | -- | -* |
| Profit (loss) | 10.9 | -- | - | -* | -- | 100.0 | 10.9 | -- | - | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . . | -- | -- | =- | -- |

## symbot:

- 2ero or no observicions
.- too smell too be expressed
not mpliceble
- confidentis


## eotneties

(1) These estimetes be based on bemple of businesses peporting sales between 525.000 and 52.000 .000 .
(2) Velue in each cell s $\frac{\text { Total weighied expenditure on given item }}{\text { Totel weighted seles of eli businesses in the semple }} \times$ foo for each qustile.

This portion of the table perteins only tc the businesses reporting the specific expense item. Therefore these prios art calculated individuslly and the cotal will not necessarity equel 100 z.

## Mores

Datere shown by quartiles when at least 13 of the sempled businesses rapors the specific item
 one quarter of the totel number of businesses. Within each quertile. the everage forio is presemted. Por conparison purposes. the high and low velues of seles ere shown.
how to use the teblet
(II) bocete the approprinte seles renge thet is displayed on the two lines entitled low seles velue and ohigh selem vilue" (2) The selected ronpe will indicete the proper quertile. i. ©. the botton 25z. the lower nidele 25\%. the upper midele 25t of the $10025 \%$
(3) Deto Dertaining to the selected gelss size range will be in that quartile.

Stenderd Induttrisl Clestificesion Definition (SIC 1880):

## 516 9214 - Ceserers

Businesses primarily engaged in catering whether by mobide canteens or in private halls. cemps. Etc. Businesses engeged in cafetertas. social end industrial home food catering services. mobile canteens and socisl catering services (weddings. oprties, efc.l are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe, Ceterers (Sic 9214)

|  | Totel(1) | 60t:om 25\% | Lower $m \text { idde } 25 \%$ | UDDe: midde 25\% | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinesses in sample (No.) Low sales velue ( $\$ 000$ 's) High sales value ( $\$ 000^{\circ}$ s) | (1) ${ }^{8}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cesh | 17 | -- | -- | -- | -- |
| Accounts and notes receivable Inventory | 17 | -- | -- | - | -- |
| Other curcent assets | 27 | -- | -- | -- | -- |
| Total curcent assets | 44 | - | -- |  |  |
| fixed essets | 109 |  |  |  | -- |
| Less: Accum dep. on fixed ossets | 13 | -- | - | -- | -- |
| Other usets | 13 | -- | - | -- | -- |
| Total essets | 186 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Other current lisbilities | 49 | -- | -- | - | -- |
| Total cuprent liabilities | 77 | -- | - |  |  |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 9 | -- | -* | -- | -- |
| Other lisbilities | 104 | -* | -- | -* | -- |
| Total liebilities | 189 | "- | - | - | -- |
| Total equity | -23 | = | -- | - | -- |

111 These estimates re besed on stuple of businesses reporting seles berween 525.000 end $\$ 2.000 .000$.
See Table i for symbots and notes.

Table 3. Financiel matios(1) for incorporated businesses only, 1987
Menltobe. Cotererg (SiC 9214)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Uoder middle 25\% | 100 $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\circ}\right.$. $)$ | $\begin{array}{r} 8 \\ (1)^{8} \end{array}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Curtent ratio (pimes) | 0.6 | -- | -- | - | -- |
| ```Laverege retios Onti/equity rotio (times) Interest coverage ratio (times) Debt ratio {times)``` | $\begin{array}{r} -8.3 \\ 0.9 \\ 1.1 \end{array}$ | -- | -- | -- | -- |



See Toble 1 for mitois and netes.

## Stinitians

1. Liguidisy resio:

Current $=$ current assets / cuprent liabilities.
2. Leversqe pitios:
al Debt/equity = total lisbilities/ equity.
bl Deot ratio = lotal liabilitios/fotal assets
cl Interest coverage net profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, is87
Manltobe. Caterers (SIC 9214)

 only those businesses repopting statemen? of changes
See Teble for sumols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on Sic classification in ig87
Monltobe. Coterers (SIC 9214)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Business size expressed in average labour units(1)} \& \multirow[b]{2}{*}{Number of businesses} \& \multirow[b]{2}{*}{Total psyroll $\begin{array}{r} \\ \\ \$ 000\end{array}$} \& \multirow[b]{2}{*}{Average labour units(1)} \& \multicolumn{2}{|l|}{Changes in number of businesses with paid employees} <br>
\hline \& \& \& \& $$
\begin{array}{r}
\text { Newly } \\
\text { raporting }(2)
\end{array}
$$ \& No longer reportingla) <br>
\hline \multicolumn{6}{|l|}{1984} <br>
\hline Totel \& 87 \& 14.425 \& 2.111 \& 11 \& 12 <br>
\hline $$
\begin{aligned}
& \text { less than } 20 \\
& 20-99 \\
& 100 \text { - } 499 \\
& 500 \text { and over }
\end{aligned}
$$ \& 70
4
5
7 \& $$
\begin{array}{r}
2.144 \\
670 \\
5.983 \\
5.628
\end{array}
$$ \& $$
\begin{array}{r}
314 \\
98 \\
877 \\
822
\end{array}
$$ \& 6
1
2 \& $$
\begin{array}{r}
10 \\
1 \\
1 \\
-
\end{array}
$$ <br>
\hline \multicolumn{6}{|l|}{1587} <br>
\hline Totel \& 112 \& 20.237 \& 2.652 \& 31 \& -•• <br>
\hline $$
\begin{aligned}
& \text { les than } 20 \\
& 20-99 \\
& 100-495 \\
& 500 \text { end over }
\end{aligned}
$$ \& 90
9
6
7 \& $$
\begin{aligned}
& 2.594 \\
& 1.906 \\
& 6.352 \\
& 9.385
\end{aligned}
$$ \& $$
\begin{array}{r}
341 \\
250 \\
836 \\
1.235
\end{array}
$$ \& 25
3

3 \& $\because$
$\therefore$
$\therefore$ <br>
\hline
\end{tabular}

 Supuay of Emplorment. Payrall and hours. Stetistics Coneda. Catalogue 12-002. An average laboup unit could be inteppreted os a full-time employee. Note that the business site groups used are ofermineo of the Cansdo lovel. Thus if ousiness has ot least 500 employees in Canace as a whole but less than that number in any given province it is shown in the 500 and over group
(2) Reters io businesses reporting no poyrotl deductions in the previous year

131 Refers to Dusinesses reporting no poyroll deductions in the following verr
"Newly reporting" and "no longer reporting" businesses are assumed to have beten in activity for six months and the information is adjusted accordingly

5ee table 1 for symbols and notes.

TABLE 6. Selected operting charecteristics of small businesses by swles quertile. 1985-1987
Manitobe, Caterere (SIC g214)


1986

| Wumer of observetions in somple <br> Average sales $\$$ <br> Average oxpense $\$$ <br> Averege net profit lloss) \$ | $\begin{array}{r} 37 \\ 153.712 \\ 138.174 \\ 15.538 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dusinessee reporting orof it (Mo.) <br> Avertge sales <br> Average expense \$ <br> Average net profits | $\begin{array}{r} 34 \\ 153.875 \\ 136.926 \\ 16.949 \end{array}$ | -- | -- | -- | -- |
| Businessez reporting loss (Mo.) <br> Average soles <br> Average expense <br> diverage net loss $\$$ | $\begin{array}{r} 3 \\ 90.065 \\ 98.459 \\ -8.394 \end{array}$ | -- | -- | -- | -- |

1887
(11) These estimates are based on a sample of ousinesses reporting sales detween $\$ 25.000$ and $\$ 2.000 .000$

See lable i for symbols and noies

TABLE 1. Selected operating ratios. in percent of sales, 1989
Manitoba, Taverns, Bars and Night Clubs (SIC s221)

|  | Total(1) |  | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ |  | miadie $25 \%$ |  | $\begin{array}{r} \text { Upoe! } \\ \text { midde } 25 \% \end{array}$ |  |  | T0\%25. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ir samole (No.) Low sales value ( $\$ 000$ 's? High sales vaiue ( $\$ 000$ 's) |  | $\begin{aligned} & 11 \\ & (11) \\ & 11 \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected exponse item | Industiy average(z) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { \% busi- } \\ \text { nessesing } \\ \text { rocorting } \end{gathered}\right.$ | Reporting businesses only (3) |  |  |  |  |
|  |  | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { midd } \\ 25 \% \end{gathered}$ | $\begin{gathered} \text { Upoer } \\ \text { midole } \\ 25 \% \end{gathered}$ | 10p 250 |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of sales | 20.3 | - | -- | -- | -- | 46.9 | 43.2 | -- | -- | -- | -- |
| Occupency expenses | 4. | -- | -- | -- | -- | 50.9 | 9.5 | -- | - | -- | -- |
| Decrecistion | 1.1 | -- | -- | -- | -- | 50.9 | 2.2 | -- | -- | -- | -- |
| Repairs o maintenance Hast. liont on teleohone | 1.1 1.2 | -- | -- | -- | -- | 50.9 50.9 | 2.2 | -- | -- | -- | -- |
| Rent ${ }^{\text {Rent }}$ | 1.3 | -- | -- | -. | -- | 16.8 | 8.0 | -- | -- | -- | -- |
| Personnel expenses | 30.6 | -- | -- | -- | - | 100.0 | 30.6 | -- | -- | -- | - |
| Financial expenses | 1.6 | -- | -- | -- | -- | 50.9 | 3.1 | -- | - | -- | -- |
| Interest 8 bunk charges | 1.2 0.3 | -- | -- |  | -- | 40.8 43.1 | 3.0 0.8 |  |  |  |  |
| Protessionsl fees | 0.3 |  | -- |  |  |  |  | -- | - | -- | -- |
| Other expenses | 24.0 | - | -- | -- | -- | 100.0 | 24.0 | -- | - | -- | -- |
| Protit (loss) | 18.7 | -- | -- | -- | -- | 96.0 | 19.5 | "- | -- | -- | - |
| Totol | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Symols

zero or no observations
-- 100 smell 200 be expressed
not splicable

* confionqiol


## feotnotes

111 These estinates ere besed on sample of businmsses reporqing sates beiween 325.000 end 32,000.000.
Toial wighted expenditur on given item
2) Velu in esch cell: Toreh weighed seles of sll busimesses in the senple $x$ 100 for each auertile

Thi porkion of the toble pertains onty to the businesses reporting the specific mpense item. Therefore thest retios ere culculeted indiviouslly end the cotsl will not necesserily equsi $100 \%$

Woter
Dett or shown by quertiles when et leas? 13 of the sumplod businesses report the specific item
Records were renked in asconding order mecording to setes size. Eech quartile li. bottom 25x, lower midde 25z, etc.l reprents one querter of the tots mumber of businesses. Wishin each quertile. the avertge retio is presented. For comperison purposes, the migh and low veluet of seles er shown.

How 10 use the tebles
11 locate the approprite teles pange that is displayed on the two lines entitled tow seles velue" end ehigh seles velue"
12) The selected renge will indicste the proper quertile. i. . the boptom 25\%. the lowe nidd 25m, the upper nidde 25\% or the 10p 252
(3) Dott perteining to the selected sels size range will be in that quertile

## Sesnderd Induttrial Cleseificetion Definition (stf 19e0):

S1E 9221 - Teverns. Bers and Mipht Clubs
Businesses primarily engoged in selling alcoholic bevereges for consumption on the premises. Food moy be sold as secondery metivi ey. Bars ldrimking places), beer gardens, beer parlours. brasseries lbeer gardensl. coberets (night clubst and cockiail lounges are incluote in this industry

TABLE 2. Balance sheet proftle for incorporated busineszes only, 1987
Manivoba, Taverns, Bars and Night Clubs (SIC 9221)

|  | Toral(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low soles value ( $\$ 000$ s) High sales value ( $\$ 000^{\circ}$ s) | $(1)$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asents |  |  |  |  |  |
| Casm | - |  | - | - | "- |
| Accountrs and notes receivable | 2 | -- | -- | - | -- |
| Inventory 0 Other cur | 21 | -- | - | -. | -- |
| Total current ossets | 23 | -- | -- | -- | -- |
| Fixed assets | 127 | - | -- | -- | - |
| Less: Accum. deo. on fixed mesets | - | - | -- | -- | - |
| Other assets | 8 | - | - | -- | -- |
| Totel sasets | 158 | -- | -- | -- | -- |
| Llabilitien end equitr |  |  |  |  |  |
| Curient loans <br> Other current liabibities | 22 | -- | -- | - | -- |
| Other current liabibities | 22 26 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | - | - |
| Long term debt | 1 | -- | -- | - | -- |
| Other liabilities | 116 | -- | -- | - | -* |
| Total lisbilities Total equity | 143 15 | -- | -- | -- | -- |

191 These estimetes bre based on semple of businesses peporting sties between $\mathbf{8 2 5 . 0 0 0}$ and $\mathbf{3 2 . 0 0 0 . 0 0 0 .}$
see roble i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporeted businesses only. 1987
Menliobe, Taverns, Burs and Night Clubs (SIC 2221)

| Total(2) | Sotiom | Lewer | Upoer | Top |
| :--- | ---: | ---: | ---: | :--- |
|  | $25 \%$ | midale $25 \%$ | midde $25 \%$ | $25 \%$ |


f11 The ratios peprestent the everege of potios for ench business in the group end cannot be celculated from the figuret thom in teble 2 .

Sen Teble 1 for meols and notet.

Definltione:

1. Liguidity ratio:

Current $=$ current assets / cuprent liabilities
2. Leverege ritios:

Detulequiqy = total lisbilitiss/Equity.
bl Debt ratio = total lisoilities/ iotal assets.
cl Interest coverage * net profir inierest expense / intepesi expense

TABLE 4. Statement of changes in financial position for incorporated businessea only, 1987
Manitoba. Taverns. Bars and Night Clubs (SIC 9221)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower mocte 25\% | Upder $\text { midule } 25 \text { : }$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000^{\prime}$ s) | $(1)$ | -- | -- | -- |  |
|  |  |  | verage 15000 |  |  |
| Operating ectivities Cash from operations Deprecistion Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | - | -* | -- |
| Investment ectivities <br> Discossi of fixed assets <br> Purchese of fixed assets <br> Incresse in investment <br> Decresese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing sctivities <br> Increase in long term deb: Repayment of lang term debt Loans from shareholders Redsyment of loans from shareholders Advances $\delta$ loans from government <br> Increase in equily <br> Decresse in equity Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | $-=$ $-=$ -- $-=$ -- | - - -- -- -- -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - |
| Incresse(decresel) in cash suivelents Cash souivelents-Beginning of the year Cesh equivelents = End of the reer | $x$ $\times$ $\times$ $\times$ |  | -- |  | -- |

 only those Dusinesses reporifing statenent of changes
See int i for symbols and noies.
TABLE 5. Employment changes by stie of business, 1984-1987 based on SIC classification tn i987
Manitoba, Taverns. Bers and Night CIubs (SIC 9221)


(1) Average lobour units are celculated by dividing total payrol by the everage annut wage and solary rote os reported in the Surver of Employment. Payroll and Hours. Stalispics Canaco. Casalogue 72-002. An average lobour unit could be interpreted es e
 500 employees in canso as a mole but less than that number in any given province it is show in the 500 and over group
(2) Reters to businesses reporting no payroll deductions in the previous yenr
(3) Reters to businesses reporting no paypoll decuctions in the fallowing vear
"Newly reporting" and "no longer reporting" Dusinesses are assumed to nave been in activily for six months and the information is - ojusied accordingly

See table ifor symbols and notes

TABLE 6. Selected opereting characteristics of small businesses by sales quartile. 1985-1987
Manitoba, Taverns, gare and Night Clubs (SIC 9221)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { m.ddle } 25 \% \end{aligned}$ | Upder midde $25 \%$ | $\begin{aligned} & \text { Top } \\ & \text { 25: } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in smmple | 10 |  |  |  |  |
| Average sales $\$$ | 391.244 | -- | -- | -- | -- |
| Aversge expense \$ | 371,298 | -- | -- | -- | -- |
| Averse net profit (loss) \$ | 19.948 | -- | -- | -- | - |
| Businteses reporting profit (Mo.) | 5 |  |  |  |  |
| Aversge soles $\$$ | 270.975 | -- | -- | - | - |
| Average expense \$ | 245.581 | -- | -- | -- | - |
| Average net profit \$ | 25.394 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 1 |  |  |  |  |
| Averege seles ${ }^{\text {a }}$ | 1.365.000 | -- | -- | -- | - |
| Averege expense \$ | 1.378.000 | -- | -- | -- | -- |
| Average net loss | -13.000 | -- | -- | -- | -- |

1985

| Number of observetions in semple <br> Average sales $\$$ <br> Average expense \$ <br> Averse net profit (loss) \$ | $\begin{array}{r} 30 \\ 236.730 \\ 237.390 \\ -660 \end{array}$ |
| :---: | :---: |
| Susinesses reporting oprofit (Wo.) | 22 |
| Aversee sales | 235.078 |
| Aversge expense \$ | 216.257 |
| Aversge net profit 5 | 18.821 |
| Businesses reporting loss (Mo.) | - |
| Avorage sales | 234,390 |
| Averspe expense \$ | 259.719 |
| Averse net loss \$ | -25.329 |

TABLE 1. Selected operating ratios, in percent of sales, 1987
manitobs. Entertainment Production Companies and Artists (Sic 9631)

|  | Totol(1) |  | Bot tom 25\% |  | Lowermiddle 25\% |  | Upper midde 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses is sampie (Mo.i Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 13 \\ & (1) \\ & 11 \end{aligned}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { y busi- } \\ & \text { nesses } \\ & \text { Peporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowei } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { midd } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | - | -- | -- | -- | -- | - |  | - | - | -- | -- |
| Occupancy expense | 25.5 | - | - | -- | - | 37.2 | 28.2 | - | - | -- | -- |
| Depreciation | 8.9 | -- | -" | -" | -- | 92.5 | 9.7 | -- | -- | - | - |
| Repairs \& maintenance | $1 . ?$ | -" | -- | -- | -- | 50.8 | 3.4 | - | -- | -- | - |
| Heat. light 8 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 83.4 | 0.6 1.1 | - | -- | -- | -* |
| Profossional fees | 0.9 | -- | -- | - | -- | 83.4 |  | - | - |  |  |
| Other expenses | 45.7 | -- | -- | -- | -- | 100.0 | 45.7 | -- | -* | -- | -- |
| Profit (loss) | 19.2 | -- | -- | - | -* | 100.0 | 19.2 | -- | -- | - | - |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | =* | - |

## Syabol:

zero or no observations
-. 100 small too de expresseo
.. not BDD icable
$\times$ confioutiol

## Footnotes



(3) Value in each cell $=\frac{\text { lotel weighted expendique on given item }}{\text { Totbl weighted seles of businesses feporting this item of expenditure fortile }}$

This portion of the seble pertains only to the busineses pepopting the specific expense iten. Therefore these retios ert calculated individually and the total mili not necesterity equal 100\%.
motes
Data are shown by quartifes whan at last 13 of the sampled businesses report the soecific iteat
Records were renked in escending order eccording to sales size. Each guertile li. ©. Dottom 25x. Lower midde 25\%, Etc.l represents one querter of the cotal mumber of businesses. Hithin each quartile. the overage ratio is presented. for comper ison purposes. the high and lom volues of sales er shown.

## How to use the tebles

(1) Loces the mpropriste seles ronge that is displayed on the two lines entithed low seles value and ahigh seles velues
(2) The selgeted range will indicete the proper quertile. i. . the botsom 25k. the somer middle 25s. the upper middle 2st or the 100 25\%.
(3) Dets ofteining so the selected sales size range will be in that quertile

## Stenderd Industriet Clostificetion Definition (SIC 18so):

SIC SE31 - Entertsineent Production Compenies end Artists
Businesses primarily engaged in promoting. producing and performing in live thestricel productions sha staged entertainment. promotion

 own-account performers lenteriainerl. pop groups roao companies. own-account singers, staged entertainment. stock theatricall companies. theatre comoanies, thearte production agencies. thestrical promopion egencies and omp-ccount vocalisis are included in this industry

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobe. Entertainment Production Companies and Artists (SIC 9631)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lowe! } \\ & \text { miode } 25 \% \end{aligned}$ | Uope? middie 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\circ}$ s) High sales valua ( $\$ 000^{\circ}$ s) | $(1)^{3}$ | -- | -- | -- | -- |
|  | Averape (\$000's) |  |  |  |  |
| Aseets |  |  |  |  |  |
| Cesh Accounts and notes peceivable | x | -- | -- | -- | -- |
| Inventory | $x$ | -- | -- | -- | - |
| Other current assets | x | -- | -- | - | - |
| Total cupiont sasets | K | - | -- | -- | -- |
| Fixed ussets | $x$ | - | -- | -- | -- |
|  | K | -- | - | -- |  |
| Opher essets |  | -- | -- | - | -- |
| Totsl assets | X | -- | - | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Curient loans liobilities | $x$ | -- | -- | -- | -- |
| Total curcent liabilities | $x$ | -- | -- | -- | -- |
| mortgages payable | X | -- | - | -- | -- |
| Long ierm debt | x | -- | -- | -- | -- |
| Diner liabilities | $x$ | -- | -- | -- | -- |
| Total liabilities | $x$ | -- | -- | -- | - |
| Total equity | $\times$ | -- | -- | - | -* |

111 These estimates are baseo on sample of businesses reporting $\$ 8 /$ es between $\$ 25.000$ ond $\$ 2.000 .000$
See teole ifor smols ond notes.

TABLE 3. Financial retios (1) for incorporated businesses only, 1987 Menisobe, Entertainment Production companies and Artiste (SIC 9E31)

|  | Total(2) | Bottom 25\% | Lower middle 25\% | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesser in samole (No.) Low soles value ( $\$ 000$ 's) High sales value ( $5000^{\prime}$ s) | $\left(\begin{array}{l} 3 \\ (1)^{3} \end{array}\right.$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current eatio (times) | 4.6 | -- | -- | -- | -- |
| Leverege retios <br> Debi/equipy rotio (times) <br> Interest coverage ratio (times) <br> Debt ietio (times) | $\begin{array}{r} -10.9 \\ 1 . i \end{array}$ | -- | -- | -- | -- |

(1) The retios represent the everege of rutios for esch business in the group end cennot celculated fon the figures shom in fable 2 .

See teole 1 for symbola and notes.

Definitions:
i. Liquidity retio:

Curient a cuprent sasers / current lisbilisies.
2. Leverage ratios:

3 Dept/equity $=$ potal liabilities / equity.
D) Debt tatio $=$ toral lisbilities $/$ total assers
ci Interes coverge s net prolit inferest expense/interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Manitoba, Entertainment Production Companies and Artists (SIC 9631)

|  | iotalil | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midele } 25 \% \end{aligned}$ | $\begin{aligned} & \text { UoDer } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Toc } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value $\left(\$ 000^{\prime}\right.$ s) Migh sales value ( 9000 's) | $\begin{aligned} & 1 \\ & (1) \\ & 1 \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage (5000 |  |  |
| Opersting ectivities Cash from oderations Depreciation Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - | - | -* | -- |
| lnvestment ectivities <br> Disposel of fixed assets Purchase of fixed assots Inciease in investment Decicese in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- | -- | -- | -- |
| Finencing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans fiom shareholders <br> Repoyment of loans from shareholders <br> Aovances 8 loans fiom government <br> lncrease in equity <br> Decrease in equity <br> Otre? | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | - <br> - <br> - <br> - <br> - <br> - | -- -- -- -- -- | $-=$ -- - - $=-$ |
| Incrosesidecreasel in cssh \& equivelents Cash s equivelents-Beginning of the year Cesh s equivelents - End of the yeer | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | =- | -- | -- |

111 These estimates are bused an somple of incorporsed businesses reporting sties betwen $\$ 25.000$ and $\$ 2.000 .000$. Somple count includes only those bus inesses reporting statement of chenges.
see Table f for symbols and notes

TABLE 5. Employment chenges by size of business. 1984-1987 besed on SIC cimevificetion in 1987
Manitobe. Theatrical other Steged Entertalnment Services (SIC 953)

|  |  |  |  | Changes in number of businesses with osid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in overege labour units(l) | Number of Dusinesses | $\begin{array}{r} \text { Total paypoll } \\ \text { (\$000's) } \end{array}$ | Average Isbour units(1) | $\begin{array}{r} \text { Nowly } y \\ \text { ieporting(2) } \end{array}$ | No longer reportinc (3) |


| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 45 | 6.607 | 392 | 9 | 4 |
| less than 20 20-99 100-499 | $\begin{array}{r} 42 \\ 2 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r} 2.131 \\ x \\ x \end{array}$ | $\begin{aligned} & 127 \\ & 160 \\ & 105 \end{aligned}$ | 9 | 4 |
| 1587 |  |  |  |  |  |
| Totel | 51 | 8.341 | 457 | 10 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20^{-} 99^{2} \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 46 \\ 3 \\ 2 \\ \hline \end{array}$ | $\begin{array}{r} 2.277 \\ x \\ x \end{array}$ | $\begin{array}{r}138 \\ 131 \\ 228 \\ \hline\end{array}$ | 10 | . |

(1) Avarage labour units art calculated by dividing total paypoll by the overage annust wage and salary pere as poported in the Survey of Employment. Payroll and hours. Staristics Canada. Catolcgue 72-002 an average laboup unit could be interpreted es a
 500 mployees in Cansda as whole but lass than that number in ery given province it is shown in the 500 and over groub
(2) Reters 10 businesses repor ting no payrolt deductions in the previous year
(3) Refers to busimesses reporting mo parrall deductions in the following year
"Mewly reporting and "no longer peportinge businesses are assumed to have been in activity for six months and the intormat on st edusteg eccorcingly

See isbie 1 for symbols and nores

TABLE 6. Seiected oparating cheracteristics of smali businesses by sales quartile. 1985-1987
Manltobe. Entertainment Production Companies and Artists (SIC 9531)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample <br> Averoge seles $\$$ <br> Average expense $\$$ <br> Average net profit (los) s | $\begin{array}{r} 9 \\ 156.688 \\ 152.575 \\ 4.111 \end{array}$ | -- | -- | -- | -- |
| Businesse reporting prof it (No.) <br> Average sales \$ <br> Average expense \$ <br> Averege not profit | $\begin{array}{r} 1 \\ 71.941 \\ 80.902 \\ 11.039 \end{array}$ | -- | -- | -- | -- |
| ```Businesses emorting loss (Mo.) Avermge sules Avermge expense s Average net loss $``` | $\begin{array}{r} 1 \\ 836.000 \\ 643.000 \\ -7.000 \end{array}$ | -- | -- | -- | -- |


| Mumber of observations in smmple <br> Average sales $\$$ <br> Average expense 5 <br> Averge net profit (loss) $\$$ | $\begin{array}{r} 9 \\ 87.132 \\ 71.301 \\ 15.831 \end{array}$ | -- | -- | $\cdots$ | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting e profit (Mo.) <br> Averoge sales $\$$ <br> Average expenses <br> Average net profits | $\begin{array}{r} 86.352 \\ 70,118 \\ 16,234 \end{array}$ | -- | -- | -- | -- |
| Businesees reporting lost (No.) <br> Average estes $\$$ <br> Averoge expense <br> Averge net loss s | $\begin{array}{r} 1 \\ 136.550 \\ 137.303 \\ -753 \end{array}$ | -- | -- | -- | -- |


| Number of observetions in sample <br> Average solus $\$$ <br> Avernge expense \$ <br> Average net profic (loss) s | $\begin{array}{r} 13 \\ 65.715 \\ 57.748 \\ 7.967 \end{array}$ |
| :---: | :---: |
| Busincsaes reporting appofit (No.) | 11 |
| Average sales \$ | 61.292 |
| Averoge expense 5 | 51.672 |
| Average net profis | 9.120 |
| Businesees reporting eloze (Mo.) | 2 |
| Averoge soles | 197.895 |
| Average expentes | 210.689 |
| Average net loss | -12.794 |

(1) These eximates ere based on semple of busimesses reporting sales between $\mathbf{\$ 2 5 , 0 0 0}$ end $\$ 2.000,000$

Sen isble 1 for symools and notes

TABLE 1. Selected operating ratios. in percent of sales, 1987
Manitobs. Sports and Recretion Clubs and Services (SIC 965)

|  | Toral(1) |  | Bottom 25\% |  | Lowermiddle 25\% |  | Uppe 1 m:dde 25\% |  |  | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales vatue ( $\$ 000$ s) High sales value (\$090's) |  | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Solectod expense item | Industry sversoge (2) |  |  |  |  | $\begin{aligned} & \text { X busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upder middl $25 x$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{array}{r} \text { Lomer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { midd } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of seles | 4.0 | -* | -- | -- | -- | 17.1 | 23.4 | -- | - | -- | -- |
| Occupency expenses | 28.0 | -- | -- | -- | - | 96.5 | 29.0 | $\cdots$ | - | -- | - |
| Deprecition | 2.5 | -- | -- | -* | -- | 53.7 | 4.7 | -- | -- | -- | -- |
| Repairs \& maintenance | 6.8 | - | -- | - | -- | 8 C. 2 | B. 5 | -- | -- | -- | - |
| Heat. light 8 telephone | 8.0 | -* | -- | -- | -- | 90.5 | 8.9 | -- | -- | -- | -- |
| Rent ${ }^{\text {a }}$ | 10.6 | -- | -- | -- | -- | 67.9 | 15.7 | -- | -- | - | -- |
| Personnel expenses | 23.0 | - | *- | - | -- | 69.1 | 33.4 | -- | -- | -- | - |
| Finencial expenses | 3.7 | - | -- | -- | -- | 75.5 | 5.0 | -- | -- | -- | -- |
| Inrerest 8 bonk charges | 1.7 | - | - | -- | -- | 26.8 | 6.2 | -- |  | -- | -- |
| Professional fees | 2.1 | -- | -- | -- | -- |  |  | -- | - | -- | -- |
| Other expenses | 38.6 | - | - | - | - | 100.0 | 31.6 | - | -- | -- | -- |
| Profit (loses) | 2.6 | -* | -- | -- | -* | 96.7 | 2.7 | -- | * | - | - |
| Total | 100.0 | - | -- | -- | -- | 100.0 | . . | - | -- | -- | -- |

## Symol

zero or no observietions

- too small too be expritssed
not spplicsole
- conlidential


## gotnotes

11) Thes estimetes er besed on sample of businasses reporling sales betwen 525,000 end $\$ 2.000 .000$
12) Value in each cell = lotal weighted expend pur on given item

This portion of the ebble pertains only to the businesses reporting the specific expense item. Therelope these ratios ara calculated individusily and the cors? will nol necesserily tausl $100 \%$.

Mote
Doto spe shown by quartiles when at least 13 of the sempled businesses report the specific itan.
Aecordewer ranke in ascending order eccopding to saies size. Esch quertile li. bottom 25z. lower middie 25z. etc.l represents one quspter of the rotal number of businessps. Within bech quartila, the gerge pofio is presented. for comperison purposes. the high and low vilues of seles are shown

## how to use the tebles


12\} The selected range will indicete the proper quertile. i. e. the botton 25\%. the lower niddl 25\%. the upper middle 25z or the 100 25:
(3) Deta pertaining to the setucted selet size range wilt be in that quertile

## Seenderd Industrisl Clsssificetion Definition (S1C 1880):

SIC 9550 - Sportz and Atereation Clubs and Services
Businesses primarily engaged in operabing golf courses, curling clubs. skiing facilipies, boer ponels, merinas ano other sporis and pecrearion clubs anc services

TABLE 2. Balance sheet proflle for incorporated businesses only. 1887
Manitobe, Sports and Recreation Clubs and Services (SIC 965)

|  | Total(1) | Botrom 25\% | $\begin{aligned} & \text { Lowe: } \\ & \text { midole } 25 \% \end{aligned}$ | Uppe; midole $25 \%$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 0000^{\circ}$ s) | 10 $(1)$ $(1)$ | -- | -- | -- | -- |
|  | Averoge (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Cosh | - | -- | -- | -- | - |
| Accounts and notes receivabie | 6 | -- | - | -- |  |
| lnventory | 7 | -- | -- | - | -- |
| Other current assets | 27 | -- | -- | - | -* |
| Total cuprent essets | 33 | -- | -- | -- | -- |
| Fixed sssets | 39 | - | - | -- | -- |
| Less: Accum. deo. on lixed esints | - | -- | - | -- | -- |
| Dther sssets | 2 | -- | -- | -- | -- |
| Total seseta | 73 | -* | -- | -- | -- |
| Lebilities and equity |  |  |  |  |  |
| Dther current liabilities | 14 | -- | -- | - | -- |
| Total current liabilities | 18 | - | -- | - | -- |
| Martgages perobl | - | -- | -- | -* | -- |
| Long term debt | 4 | -- | -- | - | -- |
| Other lisbilities | 33 | -- | -* | - | -- |
| Total lisbilities | 55 | - | - | - | -- |
| Totel equity | 13 | - | -* | -- | - |

(11) These estimates be bested on sample businesses reporting sales deiween $\$ 25,000$ and $\$ 2.000,000$.

See ieble i for symbols and notes.

TABLE 3. Financisi retios(1) for incorporated businesses only. 1987
usnitobe. Sports and Recreation Clubs and Services (Sic gs5)


IIf The retios represent the everage of retios for each business in the group end cannot be colculated from the figures shown in table 2 .
(2) These sstimetes ore besed on semple of businesses reporting seles between $\$ 25,000$ and $\mathbf{2 , 0 0 0 , 0 0 0 .}$

Set lieble I for symbols and notes.

## Definitions:

1. Liquidiry ratio:

Cupren: = cupreni assets / current bisbilities.
2. Leverage retios:
at Deby/equity $=$ rotel liabilities / eauiey.
b) Debr ratio: rotal liabilities/ totel assers.
ci Interest coverage z net profit interest expense / interest expense.

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1987
Manltoba. Sports and Recreation Clubs and Services (SiC 965)

|  | Tozal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper middle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses ip sample (No.) Low sales va ue ( $\$ 000$ 's) High sates value (9000's) | (i) ${ }^{5}$ | -- |  | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Operting activities <br> Cash foom operations <br> Depreciation <br> Other | $\begin{array}{r} -36 \\ 17 \\ 71 \end{array}$ | -- | -- | -- | -- |
| Dividends | -11 | =- | - | - | - |
| lnvestment ectivities <br> Disposel of fixed assets <br> Purchase of fixed essets <br> Incresse in investment <br> Decrease in investment | -22 | -- | -- | -- | - |
| Finoncing activities <br> Incresse in long term debt <br> Regayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> lncresse in equity <br> Decrease in equity <br> Dither | $\begin{array}{r} 24 \\ -9 \\ 7 \\ -27 \\ \hline \end{array}$ | - - - - - -- | - - - - - - | - <br> - <br> - <br> - <br> - <br> - | - - - - - - |
| Incresse(decresse) in cesh s equivalents Cash s equivalents-Beginning of the yoar Cesh equivelents - End of the yeer | $\begin{array}{r}12 \\ \hline 13\end{array}$ | -- | -- | -- | -- |

(1) These estimstes are based on sample of incorporated businestes reporing sales between 325,000 and 32.000,000. Sanplo count inctuces
only those bus inesses popiting a statement of changes
See table ifor symbols and notes.

TABLE 5. Employment changen by size of businesi. 1984-9987 based on SIC cinssification in 1987
Manltoba, Sports and Recreation Clubs and Services (SIC 985)


(1) Average labour units ore colculated by dividing totel poypoll by the overage annual wage and salapy tate as repartind in the Survey of Employment. Poyroll and Hours. Siatistics consob. Calologue 12-002. An oversge leour unit could be interpreted as a full-time employee. Note thet the business size groups used are delertined bi the conode level. Thus if ousiness hes of less? 500 amployes in Canade as a whole but less than that number in any given province it is show in the 500 and over group
(2) Refers to businesses reporting no payroll deductions in the previous yeer
(3) Refers 10 Dusinesses reporting no payroll deductions in the following year
"Newly ceopqing" and mo longer peporting" businesses are assumed to have been in activity for six months and the information is aojusted accordingly

See table 1 for symbols and notes

TABLE 6. Selected operating charmcteristics of mall businesses by sales quartile, 1985-1987
Manitobe, Sports and Recreation Clubs and Services (SIC 955)

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



1985

| Mumber of observations in somple <br> Average sales \$ <br> Aversge expense \$ <br> Aversge net profit (loss) \$ | $\begin{array}{r} 15 \\ 281.169 \\ 294.341 \\ -13.172 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting profit (Wo.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profits | $\begin{array}{r} 331.559 \\ 295.276 \\ 35.283 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting lose (Mo.) <br> Average seles <br> Average expenses <br> Average net loss 5 | 7 259.84 289.206 -29.365 | -- | -- | -- | -- |

1987

| Mumber of observetions in semple <br> Aversge seles $\$$ <br> Average expense 5 <br> Average net profit (loss) $\$$ | $\begin{array}{r} 24 \\ 93.059 \\ 85.636 \\ 7.415 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busincsses reporting a profit (Mo.) <br> Average soles $\$$ <br> Average expense $\$$ <br> Averge net profits | $\begin{array}{r} 19 \\ 95.855 \\ 83.260 \\ 12.595 \end{array}$ | -- | -- | -- | -- |
| ```Buginesses reportine lees (Mo.) Avorage sules $ Average expense $ Average net lozs``` | $\begin{array}{r} 5 \\ 122.229 \\ 144.025 \\ -21.796 \end{array}$ | -- | -- | - | -- |

[^27]See rable i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba. Barber Shops (SIC 9711)


| Businesses in sample (No. Low sales value ( $\$ 000$ s) Hich sales value ( 8000 s) | $(1)^{8}$ |  | -- |  | -- |  | -- |  |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selectod expense item | Industry averope(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses onlyl 3: |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Oceupmey expenses | 14.3 | -- | -- | -- | -- | 100.0 | 14.3 | -- | -- | -- | -- |
| Deprecition | 0.5 | -- | -- | -- | -- | 49.8 | 1.0 | -- | -- | -- | -- |
| Repairs \% maintenence | 2.4 | -- | - | -- | -- | 68.6 | 3.4 | - | -- | -- | -- |
| Heat. I ight \& 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 | -- | -- | -- | --- |  | 0.8 | -- | -- | -- | -- |
| Interest \& bank charges Protessional fees | 0.3 0.5 | -- | -- | -- | -- | 15.7 100.0 | 2.1 0.5 | -- | -- | -- | -- |
| Other expenses | 11.1 | - | -- | -- | -- | 100.0 | 11.4 | -- | -- | -- | -- |
| Profit (loss) | 66.2 | -- | -- | -- | - | 97.6 | 67.8 | -- | - | -- | -- |
| Total | 100.0 | -- | -- | - | - | 100.0 | ... | - | - | - | -- |

## symbol:

zero of no observetions

- $t 00$ smsll 100 be expiessed
not applicable
$\times$ confionntisl


## ootnoter

(1) These estimates Ere besed on sempl of businesses roporting sales between $\$ 25.000$ end $\$ 2.000 .000$,
(e) Velue in each cell $=$ lotsl wighted expenditure on given item
(1) Value in esch cell:
$\frac{\text { Total whened expendive on given item }}{\text { lotel weighted seles of businesses reporqing this isem of expenditure }} \times 100$ for eech quertile.

This portion of the table pertains only to the businesses reporting the specific expense iqem. Fherefore thest retios are colculoted individually and the sotal will not necesserily equal 1002.

## Notes

Date be ghown by quertiles when at leest 13 of the sampled businesses report the specific item.
Mecor os were rented in escending of der eccopding to sties size. Esch quertile li, e. Dotton 25z. Iower nidde 25\%, etc. represents one querter of the rotel numor of businesses. Within each quartite. the average retio is presentec. For comperison purposes. Ihe high and lom volues of seles are show

Mow to use the sables

(2) The selected range will indicete the proper quertile. i. the bottom 25x. the lower niddle 25\%. the upper midd 258 or the 100 25\%.
(3) Dase pertsining 20 the selpcted sales siteronge will be in that quertile

Standerd Industriml Classificetion Definition (51C 1980):
SIL 9711 - Barber Shope
Businesses pr marily engaged in providing men's Darpering and haip styling services such os oapber shops end men's hoir stylist shops

TABLE 2. Ballance sheet profile for incorporated businesses only, 1987
Manitobe. Barber Shops (SIC 9711)

| Toial(1) Bottom | Lower | Uoper | TOD |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | midole $25 \%$ | $25 \%$ |


| Businesses in sample (Mo.) Low sates value ( $\$ 000$ 's) High sales vaiue ( $\$ 000$ 's) | $(1)^{2}$ | -- |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Ave:age (\$000's) |  |  |  |
| A mets |  |  |  |  |  |
| Cosh | x | -- | -- |  |  |
| Accounta and notes receivable | $x$ |  | -- |  | - |
| Inventory | $\times$ | -- | - | - | -- |
| Other current assets | $x$ | - | -- | -- | - |
| Total current assets | $x$ | -- | =- | -- | -- |
| Fixed sesets | $x$ | - | - | -- | -- |
| Less: Accum. dep. on fixed ensets | $x$ | - | - | - | - |
| Other essets | X | -- | - | -- | - |
| Total sesets | X | -- | -- | - | -- |
| Liebilitles end auity |  |  |  |  |  |
| Current loans Other cuprent liobilities | $x$ | -- | -- | -- |  |
| Other current liobilities | X | -- | -- | - | -- |
| Moragares Deyable | $\chi$ | -- | -- | -- | -. |
| Long lerm debt | $x$ | -- | - | -- | -- |
| Other liabilities | X | -- | -- | -- | -- |
| Total limbillties | $x$ | -- | -- | -- | -- |
| Total equity | x | - | - | - | - |

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

See Teble i for symols and notes

TABLE 3. Finuncial ratios(1) for incorporeted businesses only. 1989
Menltobe. Berber Shope (SIC 9711)

|  | Totol (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe P middie $25 \%$ | Upoer middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\circ}$ s) Migh sales value ( 5000 's) | $(1)^{2}$ | -- | -- | -- | - -- |
|  | Average |  |  |  |  |
| Liquidity ratio Cuprent ratio (times) | $x$ | - | -- | -- | -- |
| ```Leverage rasios Debt/equity retio (times) Interest covermge ratio (times) Oebt retio (times)``` | X | -- | -- | -- | -- |

(1) The retios represent the everege of ratios for anch business in the group ond cannot be celculated from the figuras shom in teble 2 .
(2) Thete estimetes erened on smple of businesses reporting seles betuesn $\$ 25,006$ end $52,000,000$.

Ses Table 1 for smools nad not wis.

Definitions:

1. Liquidity revio:

Current a curcent asseis / current linbilities
2. Leverage retion:

- D Detr/equify $=$ qoral liabilities / equity
b) Debr ratio = rosal liabilities / total essers.
c) Interest coverage $=$ net profit inverest expense / interest expense

TABLE 4. Statement of changes in financitl position for incorporated businesses only. 1987
Manitoba, Barber Shops (SIC 9711)

(1) These estimates are based on sample of incorporatec businesses peporting sales betwen $\$ 25.000$ and $\mathbf{3 2 . 0 0 0 . 0 0 0 \text { . Sample count includes }}$
only those businesses reporting stotoment of chanper.
see fiol 1 for symools and notes.

TABLE 5. Employment changes by stze of business. 1984-1987 based on SIC ciessificetion in ige7
Manltobe, Barber and Beauty Shops (SIC 971)

| Business size expiessed in oversoe labous units(i) | Number of businesses | Total paypoll | Aversoge labour units(1) | Changes in number of businesses with poid mployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reoorting }(2) \end{array}$ | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 451 | 16.927 | 1.552 | 75 | 46 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}40 \\ 9 \\ 2 \\ \hline\end{array}$ | $13.165$ | $\begin{array}{r} 1.215 \\ 258 \\ 89 \end{array}$ | 75 | $45$ |
| 1987 |  |  |  |  |  |
| Totel | 514 | 22.778 | 1.523 | 81 | -.. |
| $\begin{aligned} & \text { 1es: then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 498 11 4 1 | $\begin{array}{r} 15.782 \\ 3.426 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.338 \\ 290 \\ 300 \\ 1 \end{array}$ | 78 3 - | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units ore calculsted by dividing total poyroll by the oversge shnuel wage and selery toit os reported in the
 fuli-sime emplovee. Note that the business size groups used ere depernined or the canoog level ihus if business has ot least 500 omployees in canado os o whole but less than that number in any given province it is show in the 500 ond ovel group
12) Reters to businesses reporting no payioll deductions in the previous year
(3) Refers to businesses peporting no payroll alactions in the following year
-Newly ceporting" ano "no longer reporging" businesses ere assumed to have been in activity for six months and the information is adjusted accordingly

See iable i for smmols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manltoow, Barber Shops (SIC 9711)


1985


1087

| Number of observetions in semple <br> Average sates $\$$ <br> Averape expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 36.667 \\ 15.570 \\ 21.097 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businestes reporting eprofit (Mo.) | 5 |  |  |  |  |
| Average sales \$ | 36.867 | -- | -- | -- | -- |
| Aversge expense \$ | 15.570 | -- | -- | -- | -- |
| Averege net proflt \$ | 21.097 | -- | -- | - | -- |
| Ausinesses reporting lass (Mo.) | - |  |  |  |  |
| Average salus |  | -- | -- | -- | -- |
| Average expense \$ | - | -- | -- | -- | -- |
| aversge net loss \$ | - | -- | -- | -- | -- |

It) These estimets are based on sample of businesses peporing siles between $\mathbf{2 5 . 0 0 0}$ and $\mathbf{2 2 . 0 0 0 , 0 0 0}$
See Table for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manltoba, Beauty Shops (SIC 9712)

|  |  | (1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower$\text { midde } 25 \%$ |  | Upper$\text { middle } 25^{\circ}$ |  |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampie (No. Low sales value ( $\$ 000$ 's) High sales va ue ( $\$ 000$ 's) |  | $\left(\begin{array}{r} 33 \\ 1 \\ 1 \end{array}\right.$ |  | -- |  |  |  |  |  |  |  |
|  |  | Indus | try ever | ape (2) |  |  |  | potting | busines | es only |  |
| Selected expense item | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Upper } \\ \text { middl } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { ieporting } \end{aligned}$ | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | Uoper middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
|  |  |  | Prcent of | f sales |  |  |  |  | cent of | sales |  |
| Oecupancy expenses | 19.5 | $\cdots$ | -- | - | -- | 100.0 | 19.5 | -- |  | -- | -* |
| Depreciation | 3.2 | - | - | -- | - | 73.4 | 4.4 | -- | -* | - | -* |
| Repails s maintenance | 1.2 | -- | -- |  | -- | 76.2 | 1.6 | -- | -- | -- | - |
| Heat. Iight s telephone | 2.3 | -- | -- |  |  | 68.0 | 3.4 | -- | -- | -- | - |
| Rent | 12.8 | -. | -* | - | -- | 76.8 | 16.7 | -- | -- | -- | -- |
| Personmel expenses | 24.0 | -- | *- | - | $\sim$ | 76.8 | 31.3 | - | - | ** | -- |
| Financiol expenses | 3.9 | -- | -- | -- | -- | 94.6 | 4. 2 | -- | -- | -- | -- |
| Interes: 8 bank charges Professional fees | 2.0 2.0 | -- | -- |  | -- | 68.7 82.5 | 2.8 | -- | -- | -- | -- |
| Other expenses | 26.4 | - | - | -- | - | 100.0 | 28.1 | -- | - | -- | -- |
| Profit (lost) | 26.1 | -- | - | -- | -- | 94.1 | 27.7 | -- | - | -- | - |
| Totel | 100.0 | -- | - | $\cdots$ | -- | 100.0 | . $\cdot$ | -- | - | -- | -- |

## Syebols

- zero or no observations
- too Emell to0 De expressed
not opplicable
$\times \quad$ confiden!lal


## Feotnotes

(1) These estimes are besed on sempl of businesses peporting sties between $\$ 25.000$ end $\$ 2.000 .000$
lossl whighied expendisure on given item

Inis portion of the table pertoins only to the busineses reporting the specific expense ipem. Therefore inese retios ofe celculated individubly and the rotal will not necessarily equal 1002

## Motes

Data are shown by quariilas when at least 13 of the sompled businesses peport the specilic item
Recoros were renked im oscending order cecording to steles size. Ench quartile li. boitom 25s. Iomer midol 25z, etc. represents one quarter of the total number of ousinesses. Within eth quertile, the averoge tatio is presented. for comparison purposes. the high and low values of stims ere shown.

How to une the tebles

(2) The selected ronge will indicste the proper quertile. i. e. the botton 25\%. The lower micdio 25\$, the upper midula 25\% or the $10025 \%$
(3) Dase pertaining to the selected sstos site ronge will be in that oustile.

Stenderd Industrisl Clesgificetien Definition (SIC 1880);
SIE 9712 - Betuiy Shops
Businesses primsrily engeged in providing women's hairdressing ond beaty services such os beaty parlours, beaty sslons. belluty shops. women's oniy man: curing and women's hair stylist shops

TABLE 2. Balance sheet profile for incorporated bustnesses only, 1987
Manitobs, Beauty Shops (SIC 9712)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middie 25\% | Upper $\text { middle } 25^{\circ}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Lom sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | 11 $(1)$ (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Asete |  |  |  |  |  |
| Cash |  |  | - | -- | -- |
| Accounts and notes receiveble | - |  | - | -- | -- |
| Inventory | 3 |  |  |  | -- |
| Other current ossets | 33 33 |  |  | -- | -- |
| Total current issets fixed assets | 33 34 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | - | -- | -- | -- | -- |
| Other aseets | 29 | -- | - | -- | -- |
| Total eseets | 95 | -- | -- | - | - |
| Lisbillties and equity |  |  |  |  |  |
| Other current liabilities | 25 | -- | -- | - | - |
| Total current lisbilities | 27 | - | -- |  |  |
| Mortgages dayable | - | -- | -- | -- | -- |
| Long term deot | ! | -- | -- | -- | -- |
| Other liabilities | 31 | -- | -- | -- | - |
| Totel lisbilities | 60 | -- | - | -- | - |
| Totel equity | 35 | - | = | - | - |

11) These estimmes are based on sample of businesses reporting sales betwen $\mathbf{5 2 5 . 0 0 0}$ and $\mathbf{5 2 . 0 0 0 , 0 0 0}$

Set tople i for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1987
Mmitobe, Beauty Shops (S|C 9712 )

|  | Tot 1 \2 | $\begin{array}{r} \text { Botton } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 x \end{aligned}$ | Upper $\text { middle } 25 x$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low ssles value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ a) | $\left\{\begin{array}{l} 11 \\ 11 \\ 1 \end{array}\right\}$ |  | -- | -- |  |
|  | Averoge |  |  |  |  |
| Liquidisy retio Current retio (times) | 1.2 | - | -- | -- | -- |
| ```Leverege retios Deot/equity retio (times) Interest coverage ratio (t\|mes) Oobt ratio (times)``` | 1.7 4.3 0.6 | -- | -- | -- | -- |

(1) The retios represent the everege of retios for each business in the group and connot be celculated from the figur shom in toble 2 .
(2) These estimntes ere besed on semple of businesses reporting seles betwen $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0 .}$

Sen Teble 1 for symbols and notes.

## sefinitlons:

1. Liquidity Pesio:

Cuprens z current assets / Curfens lisbilities
2. Leversge retios:
) Dedrequity $=$ totel liabilisies / equity
b) DeDt ratio = 10 al liabilities/ potal assers
c) Insertst coverage $=$ net profis . interest expense $/$ inferest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba. Beauty Shops (SIC 9712)

(1) These essimates are based on sample of incarporated businesses reporting sales between $\$ 25.000$ and 32.000 .000 . Senple count includes only those businesses reporting stotmment of chonges
ser Tedie for symools and notes.

TABLE S. Employment changes by size of business. 1984-1987 based on SiC ciassification in ig87
Manltobs. Barber and Beauty Shops (SiC 971)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ 1 \$ 000 \text { s } \end{array}$ | Average labour units(1) | Chenges in number of businesses with poid moloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly rooorting(2) | No Ionger reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 451 | 16.527 | 1.562 | 75 | 46 |
| $\begin{aligned} & \text { less then } 20 \\ & 20-95 \\ & 100-199 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 40 \\ 9 \\ 2 \\ - \end{array}$ | $\begin{array}{r} 13.165 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.215 \\ 258 \\ 88 \end{array}$ | 75 | 45 1 - |
| 1987 |  |  |  |  |  |
| Totel | 514 | 22,778 | 1.929 | 81 | -.. |
| less than 20 <br> 20-39 <br> 100-499 <br> 500 and over | 198 11 1 1 | $\begin{array}{r} 15,782 \\ 3.426 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.338 \\ 290 \\ 300 \\ 1 \end{array}$ | 78 3 - - | … |

(1) Averse labour units are calculated by dividing totsl payroll by the overape annual wage and salary pate as reported in the survey of Employment. Payroll and Hours. Stotistics Conada. Catalogue $12-002$. An averoge loboup unit couto be interdieted bs e full-time emplovee. Note that the business size groups used are detumined at the conada level. Thus if business has al leas 500 mployees in Cansab as whole but less than that number in any given province it is show in the 500 and over group
121 Refers to businesses reporting no payroll deductions in the previous year
13) Reters to businesses eporting no payroli deductions in the following year
-Newly reporting" and "no tonger ropering" businesses are sssumed to have been in activity for six months and the informarion is adjusted accordingty

See table ifor symbols and nores

TABLE 6. Selected operting charecteristics of small businesses by sales quartile, 1985-1987
Monitobs, Besuty Shops (Sic 9712)

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

Munber of observations in smple
Averape sales $\$$
Averape expense $\$$
Averege net profit (lose) S

Businesses reporting profit (Mo.)
Aversoge sules
Average expente s
Aversge net profit \$

Butineses reporting lose (Mo.)
Average sales ?
Average expense s
Averoge net loss

38
60.750
60.750
45.378
15.382
50.38
60.760
45.378

15,382

1988

Mumber of observations in semple Aversge sales \$
Aver rege expense \$
Averese mpense (loss) \$

Businesses reporting aprofit (Mo.)
Aver og sales $\$$
Aversge expense
Average net itat

Businesses reporting loss (Mo.)
Aver ege seles $\$$
Aver spe expense s
Average expense $\$$
Average net loss $\$$
61.48
51.434
49.089
12.345

61.28
48.291
12.989

49.910
50.693
-783

1987
Wumber of observetions in sample
Aversge soles $\$$
Average expense $\$$
Averege not profit (lose) $\$$

Businessen reporting apofit (Mo.) Average sales 5
Average expense 5
Average net profi:

Businesses reportime low (Mo.)
Average soles $\$$
Average expenses
Averope net loses
[1] These estimetes ore besed on semple of ousinesses reporting soles between $\$ 25,000$ und $\$ 2,000,000$.
see table I for symols and notes

TABLE 1. Selected operating ratios. In percent of sales, 1987
Manltoba. Combinstion Barber and Bataty Shops (SIC 9713)


## symbol:

zero or no observetions
-- too small zoc de expressed
not apolicabl
$\times$ confidentil

## Footnotes

(1) These estimeses bre Desed on a sample of businesses reporiing ssies betwean $\$ 25.000$ snd $\$ 2,000,000$

(3) Value in each cell $=\frac{\text { lotal weighted bxpenditure on given item }}{\text { iotal weighted seles of ousinesses reporting this item of expendizure }}$ for each quertile

This portion of the table pertsins only to the businesses roporting the specific moense item. iherefore these ptios ore colculbtec individuslly end the lotal will fot necessarity equal $100 \%$

## Notet

Data are shown by quartiles when al least 13 of the sompled businesses repor: the speclfic item
 one querter of the total number of businesses. Within esch qusitile, the guerse ratio is presented. For comparison purposes. the high end lom values of sales are shown

## Mow to use the teble


2) The selected range will indicate the proper quartile. i. ©. the botton 25*. the lower middle 25\%. the upper midde $25 \pi$ or the 10p 25\%
(3) Dats pertining to the sulected sales size renge wilt be in thet quertile

## Stenderd Industrlel Clestificetion Definition (51C 1980):

SIC 071 - Combinetion Befber and Beauty Shops
Businesses crimbrity engeged in providing men's barbering op hair styting and women's haiporessing andor beas services on the same premises such as barde ane beauty shop compinations and unisex mair styils: shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba. Comblination Barber and Beauty Shops (SIC 9713)

|  | Total (i) | Bot tom 25\% | Lomer $\text { middle. } 255^{\circ}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( 5000 's) | $\begin{aligned} & 92 \\ & (19 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Aswets |  |  |  |  |  |
| Cawh |  |  |  | -- |  |
| Accounts and notes receivable Inventory | $\stackrel{-}{-}$ | -- | -- | -- | -- |
| Other current assets | 19 | -- | -- | -- | -- |
| Total current ussets | 99 | -- | - | -- | -- |
| Fixed sisets | 74 | - | - | - | - |
| Lest: Accum. dep. on fixed essets Other essets | 12 | -- | -- | -- | -- |
| Total asseta | 108 | -* | -- | -* | -- |
| Liabillties and equity |  |  |  |  |  |
| Other curient liabilities | 32 | -- | -- | -- | -- |
| Total current liabilities | 36 | -- | -- | -- | -- |
| Mortgages perable | - | -- | -- | -- | - |
| Long term dobt | 2 | -* | - | - | - |
| Other liabilities | 68 | -- | -- | -- | -* |
| Total liabilities | 108 | - | - | -- | - |
| Total equity | -1 | -- | -- | -- | -- |

11 These estimetes are besed on semple of businesses reporting soles between 525,000 and $32,000,000$.
See Table for symbols and nores.

TABLE 3. Financial ratios (1) for incorporeted butinesses only. 1987
Menltobe, Combinetion Barber end Beacy Shops (SIC 9713)

|  | Total(2) | Bottom 25x | $\text { middle } 25 \%$ | Upper $\text { middte } 25 x$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ( | 12 $(1)$ $(1)$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity retio Curfent patio (times) | 0.5 | -- | - | -- | -- |
| ```Leverage ratios Debt/mquity retio (times) Inserest coverage patio (times) Dabt ratio (times)``` | $\begin{array}{r} -119.0 \\ 9.2 \\ 1.0 \end{array}$ | -- | -- | "- | -- |

IIf The retios represtent the verage of ratios for each business in the group ond connot be culculated from the figurts shom in roble 2 .
(2) These estingtes ere besed on seple of businesses reporting seles between $\mathbf{8 2 5 , 0 0 0}$ ens $\mathbf{2}, 000,000$.

See lable if for syoois and notes.

Definisions:

1. Liquidity refio:

Current = current assets / current libbilities
2. Leversge retios:
a) Depr/equity $=$ roral liabilities / equity
D) Dedi patio $=$ rotal fisbilipies $/$ potal assets
c) Interest coverage $=$ net profit : interest expense/ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitobe, Combinstion Barber and Beauty Shops (SIC 9713)

|  | Total(1) | $\begin{array}{r} \text { Bot10m } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe! } \\ & \text { midde } 25 \% \end{aligned}$ | Upper riddele 25\% | $\begin{aligned} & \text { TCD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sumole (No. Low sales value (19000's) High sales value : $9000^{\circ}$ s) | $\begin{array}{r} 8 \\ (1)^{8} \\ (1)^{2} \end{array}$ | -- |  | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Operating ectivities Cash from oderations Depreciation Dther | 15 | -- | -- | -- | -- |
| Divitends | - | - | - | - | -* |
| Investment ectivities <br> Disposel of fixed essets <br> Purchase of 1 ixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 1 \\ -11 \\ -4 \\ 2 \end{array}$ | -- | -- | -- | -- |
| Financing ectivitios <br> Increase in long term debt Redayment of long term debt Loans from sharenolders <br> Repayment of loans from shareholders Advances \& loans from government <br> lncrease in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 4 \\ -4 \\ 14 \\ -17 \end{array}$ | - - - -- -- | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> $=-$ <br> - | - <br> - <br> - <br> - <br> - <br> - |
| Increse(decrease) in cash savivalents Cash sequivalents-Beginning of the yeer Cash sequivalents - End of the year | 5 5 9 | -- | -- | -- | =- |

11 These estimates are based on samole of incorporsted businesses peporting sales Detween $\mathbf{3 2 5}$. 000 and $32,000,000$. Semple count includes onty those ousinesses reborting e statement of changes.
See Teble 1 for symbols ana mores
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in 1987
Manitobs, Barber and Beauty Shops (SIC 971)
Business size expressed in
average labour units(l)
 Survey of Employment, Dayroll and Hours, Sqatistics Gansda. Cata ogue 72-002. An gursge labour unit could be interpited as b full-time mployee. Note thet the business size groups used are determine at qhe conads level. Thus if business has st leas 500 employes in Canada as thole but less than that number in any given province it is shown in in 500 and ower group
(2) Refers to businesses reporting no payroll deductions in the provious year
(3) Reters to businesses reporting no payrolt dequctions in the following year
"Ngwly peporting" and mo longer reporting" businesses are assumed to have been in acivity for six months and the intormation is adjusted accordingly

See isble i for symbols anc notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1989
Manltoba, Combination Barber and Beauty Shops (SIC 9713)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe! } \\ & \text { midde } 25 \% \end{aligned}$ | UDDE: middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in semple <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) ? | $\begin{array}{r} 13 \\ 108.126 \\ 94.321 \\ 13.805 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) <br> Averoge sules \$ <br> Average expense $\$$ <br> Averege net profit? | $\begin{array}{r} 17 \\ 108.354 \\ 92.800 \\ 15.754 \end{array}$ | -- | -- | -- | =- |
| Busineses reporting loss (Mo.) <br> Aver age sales <br> Aver ape expenses <br> Average net loss \$ | $\begin{array}{r} 2 \\ 62.630 \\ 65.278 \\ -2.648 \end{array}$ | -- | -- | -- | -- |

1985

Wumber of observations in semple
Aversge sales 8
Average expense
Average net profit (loss) $\$$

Businesses reporting eprofit (Mo.)
Aversa sales 5
Aversge expense
Average net profits

Businesses reporting los (Mo.) Average sales
Average expenies
Average net loss $\$$

34
57.07
47.455
9. 952

31
56.95
56.956
45.475
11.481
$111.50^{3}$
111.150
117.230
-6.080
-- --
-

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


| $=-$ | - |
| :--- | :--- |
| -- | - |
| - |  |

"-

1987

Uumber of observations in sample
Average sales \$
Average expense \$
Average net profit (loss)s

Susinesses reporting prefit (Mo.)
Avereg seles $\$$
Averoge expense $\$$

| Averope net profits | 178.827 |
| :--- | :--- |
| 7.629 |  |

Gusinesses reporting loss (Mo.) Aversen seles Average expenses
Average not loss?

21
155.383
145.043
10.340

15
136.456
118.827
$202,08{ }^{6}$
202.088
207.288
-5.204

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

"
--
(1) These espimates besed on semple of businesses reporting seles between 525.000 and 52.000 .000 .
see Teble 1 for symbals and notes

TABLE 1. Selected opereting ratios. in percent of sales. 1987
Manitoba, Laundry end Cleaners (SIC 972)

|  |  | (1) |  | Bo: 10 m 25\% | Lowe!$\text { middle } 25 \%$ |  | Uope:$\text { midd } 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) Migh sales value $(\$ 000$ s) |  | $\begin{array}{r} 25 \\ (1) \\ (i) \end{array}$ |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry suerage (2) |  |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { roporting } \end{aligned}$ | Reporting businesses only 3 ! |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midel } \\ & 25 \% \end{aligned}$ |  |  | Total | Bot4om 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd1 } \\ 25 \% \end{array}$ | UDoer middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Decupancy expenses | 34.0 | -- | -- | - | - | 95.5 | 35.2 | -- | - | - | - |
| Deprecierion | 9.4 | -- | -- |  | -- | 91.9 | 10.2 | -- | - | - | -- |
| Repairs is maintenance | 4. 4.2 | -- | -- | -- | -- | 67.3 95.8 | 14.3 | -- | -- | -- | -- |
| Rent | 6.1 | -- | -- | -- | -- | 45.0 | 13.6 | -- | -- | -- | -- |
| Personnel expenses | 24.8 | -* | -- | -- | -- | 82.2 | 30.2 | - | -- | - | - |
| Finsencisl expenses | 3.2 | -- | -- | -- | -- | 78.2 | 4.1 | -- | -- | -- | -* |
| Interest \% bank chatges | 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 | -* | - | - | -- | 37.0 | 7.0 | - | - | -- | -- |
| Totel | 100.0 | -* | -- | -- | -- | 100.0 | $\cdots$ | - | - | -* | - |

## Symbol:

```
zero or no obsurvetions
```

.- 200 smell 100 be expressed
not applicable
$\times$ confiden\&isl

## Feotnotes

(1) These estimetes ar bssed on e sample of businesses feporting seles between 225,000 snd 82.000 .000 .

(3) Value in eech cell $=\frac{\text { lotel wighted expenditure on given item }}{\text { lotel wighted sates of Dusinegses reporting this item of expendisure }}$ for fech gutgile

This portion of the cobl pertins only to the businesses reporting the specific expense item. Thercfore these refos er celculateo
individully and the lotal will hot necesserily equal 1002

## Notes

Data are shown by quartites when ot teast 13 of the stmpled businesses report she specific item
 one quarter of the topel number of businesses. Within mach quartile, the overage ratio is presented. for comptison purposes. the high ono low values of sules are shown

Mor to uee the rebles
Ill locete the spopritetestes renge thet is oispleyed on the two limes entisled "low sales value" end "Migh sites value"
121 The selected renge wilt indicete the proper quspile. i.e. the botzom 25\%. the lower midd 25z. the upper middt 25z or the top 252.
(3) Dete perteining to the selocted salit size renge will be in thet quertile

Senderd Industrial CIssificetion Definition (SIC 1960):

```
SiC 9720. Leundr ies and Cleenece
gusinesses primafily engaged if providing loundering. dpy cleaning. valge, carpet cleanimg amd linen supdly services
```

TABLE 2. Balsnce sheet profile for incorporated businesses only. 1887
Manltobe. Laundry and Cleaners (SIC 872)

|  | Total(1) | $\begin{array}{r} 80 t+0 m \\ 25 \% \end{array}$ | Lower $\text { midde } 25 \%$ | Upper $\text { middle } 25^{\circ}$ | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sampl (No.) Low sales value ( $\$ 000^{\prime}$ e) High sales value ( $\$ 000^{\prime}$ s) | 14 <br> $(1)$ | -- | -- | -- |  |
|  | Average ( 5000 \% |  |  |  |  |
| Asents |  |  |  |  |  |
| Cash | 10 | - | -- |  | -- |
| Accounts and notes receivable | 10 |  | -- | -- | -- |
| lnventory Other current assets | 30 | - | -- | -- | -- |
| Totel current ussets | 40 | -- | -- | - |  |
| Fixed assets | 111 | -- | -- | - |  |
| Less: Accum. ded. on fixed sessets | 15 |  |  | - | -- |
| Other assets | 15 | -- | -- | - | - |
| Total asseta | 185 | - | -* | - | -- |
| Limbillties end equity |  |  |  |  |  |
| Other curient lisbilities | 36 | -- | - | -- | -- |
| Total current lisbilities | 47 | -- | -* | - | -- |
| Mortgages payable | - | -- | -- | - | -- |
| Long term debt | 23 | -- | -- | - | -- |
| Other lisbilities | 77 | - | -- | -- | -- |
| Total liabilities Total equity | 149 19 | -- | -- | -- | -- |

(11) These estimetes are besed on sample of businesses reporzing seles beiwen $\$ 25,000$ and $\$ 2.000 .000$.

See iatel ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorporated buyinesees only. 1987
Menltobe, Leundry and Clemere (SIC 972)

|  | Totsl(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 x$ | Upper $\text { modle } 25$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businosses in sample (Mo.) Low soles value ( $\$ 000^{\prime}$ ) Migh seles value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Averst |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.9 | - | - | -- | -- |
| Leverage retios <br> Oebtlequity ratio (times) <br> Interest coverage retio (times) <br> Debt intio (times) | 7.9 1.1 0.9 | -- | -- | -- | -- |

(1) The posios papresent the everage of ratios for sech business in the group and connot be caiculeted from the figures shown in lable 2 .
(2) These estimetes ore sened on semple businesses reporting seles betwen $\mathbf{5 2 5 , 0 0 0}$ and $\mathbf{2 0 . 0 0 0 , 0 0 0}$

See fable "for symbols and motes.

## Deflinitions:

1. Liquidity petio:

Current = cuprent assess / cuprent liabilities
2. Leveime retios:
a) Dest/equity $=$ total |iabilities / equitr
b) Dedt ratio = total liabilities / rotal assets
c) inserest coveroge = net prolit interes? expensef interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manitoba. Laundry and Cleaners (SIC 972)

|  | To:al1) | $\begin{array}{r} \text { Bettom } \\ 25 \% \end{array}$ | $\text { m. dole } 25 \%$ | UpDer $\text { midde } 25 \%$ | $\begin{aligned} & \text { Ton } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samele (No.) Low sales value $(\$ 000$ s) High sales value ( $\$ 000$ s) | $\{1\}^{8}$ |  | -- | -- | -- |
|  |  |  | verage (\$000 |  |  |
| Operting ectivities Cash from oderations Dedrecistion Other | $\begin{aligned} & 12 \\ & 14 \\ & 13 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | -1 | -- | -- | -- | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incresse in investmen: <br> Decrease in investment | -15 | -- <br> -- <br> - | -- <br> - | -- | - <br> - |
| Finencing ectivities <br> Increase in long term debt <br> Reparment of long term debt <br> Loans from shareholders <br> Reparment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Othe? | $\begin{array}{r} -15 \\ 2 \\ -3 \end{array}$ | - <br> - <br> - <br> $=-$ <br> $=-$ | -- - - - -- -- | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br>  |
| Increse (decrease) in cesh s equivalents Cash s equivelents-Beginning of the year Cash sequivalents - End of the rear | $\begin{array}{r} 7 \\ 12 \\ 19 \end{array}$ | -- | -- | -- | -- |

11 These espimates are based on a sample of incorporbteo dusinesses reporting sales between $\$ 25,000$ no $\$ 2,000,000$. Semple count includes only ihose businesses roporiing o statement of chonpes
See rob: i for symbols and notes

TABLE 5. Employment changes by slze of business. 1984-1987 bused on SIC cisetficetion in is87 Menitobs. Laundry and Clemers (S|C 972)

| Business sze expressed in |
| :--- | :--- | :--- |
| average labour unitsili |

[^28]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987
Manisoba, Laundry and Cleaners (SIC 972)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower <br> modde 25\% | UpDer midele 25\% | $\begin{aligned} & 700 \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observations in smple Average sales $\$$ | 92.979 | -- | -- | -- | -- |
| Avertge expense | 79.484 | - | -- | -- | -- |
| Average net profit (lose) \$ | 13.493 | -- | -- | -- | -- |
| Businesser reporting a profit (Mo.l | 17 |  |  |  |  |
| Aversge sales ${ }^{\text {s }}$ | 79.025 | -- | $\cdots$ | -- | -- |
| Average expense \$ | 63.392 | -- | - | -- | -- |
| Avorage net profit \$ | 15,633 | - | - | -- | -- |
| Businesses raporting loss (Mo.) | - 3 |  |  |  |  |
| Averseg sales 5 | 151.561 | -- | -- | -- | -- |
| Averege expenses | 152,808 | -- | - | -- | -- |
| Average net loss | -1.245 | -- | -- | -- | -- |



| Number of observations in sample Averoge sales ${ }^{\text {s }}$ | 118.824 | - | - | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Aversge expense $\$$ | 109.307 | -- | - |  |  |
| Averege net profit \{loss) | 9.517 | -- | - | - | -- |
| Businesses reperting profit (Mo.) | 31 |  |  |  |  |
| Average sales ${ }^{\text {a }}$ | 122.315 | -- | -- | -- | -- |
| Aversoe expense 5 | 105.097 | -- | - | - | - |
| Average net prolis | 17.218 | -- | -- | -- | - |
| Businestes reporting lose (Mo.) | 13 |  |  |  |  |
| Average saies ${ }^{\text {S }}$ | 136.112 | - | -- | -- | -- |
| Average expense ${ }^{\text {s }}$ | 150.475 | = | - | -- | - |
| Average net loss | -14,363 | - | -- | -- | -- |

[^29]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitobs, Power Laundries and/or Dry Cleaners (SIC 9721)

|  | To:al! 11 |  | Bot 10 m 25\% |  | Sowe:$\text { ridce } 25$ |  | Upper$m \text { dole } 25 \%$ |  |  | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value (\$C00's) Migh sales value ( $\$ 000$ ' ) | $\begin{aligned} & 14 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  | -- |  | -- |  |  | -- |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% bus - } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bot } 10 \mathrm{~m} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 10 \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upoer } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Peicent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soles | 7.9 | -- | -- | -- | -- | 51.4 | 15.3 | - | - | -* | - |
| Dccupency expenses | 30.8 | -- | -- | -- | -- | 93.1 | 32.9 | - | -- | -- | -- |
| Depreciotion | 11.7 | -- | - | -- | -- | 93.1 | 12. 8 | "- | -- | - | -- |
| Repairs a maintenance | 1.6 | -- | - | -- | - | 70.0 | 2.4 | -- | -- | -- | - |
| Heas. Iight \& ielephone | 1. ${ }^{5.2}$ | -- | -- |  | -- | 91.6 68.1 | 6.8 | -- | -- | -- | -- |
| Rent |  | -- | - |  | -- | 68.1 | 16.2 | -- | -- | -- | -- |
| Personnel expenses | 38.8 | -- | -- | -- | -- | \$3.1 | 41.7 | -- | -- | - | -- |
| Financial expenses | 4.5 | -- | -- | -- | -- | 91.6 | 5.0 | -- | "- | -- | -- |
| Interest ${ }^{\text {a b bonk charges }}$ professional lees | 4.2 0.4 | -- | -- | -- | -- | 61.7 73.3 | 6.0 0.5 | -- | -- | -- | -- |
| Other expenses | 21.0 | -- | - | -- | -- | 100.0 | 21.0 | =- | -- | -- | - |
| Profis (loss) | -2. | -- | -- | -- | -- | 35.2 | -2.9 | -* | - | -- | - |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | - | -- | -- |

## Sywols

zero or ho observations

- 100 small 100 be expressed
. not apoliceble
$\times$ confidenris.


## footnotes

11 thase estimstes ere based on samole of businesses poperting sales between $\$ 25,000$ mid $\$ 2,000,000$
Total weighted expenditure on aiven item

131 Velue in each cell $=\frac{\text { Total weighted expenditur on given item }}{\text { Totel weighted seles of businesses reperting this item of expenditure }} \times$ loo for ench quartile
This portion of the table pertains only to the businesses poporting the specific expense isum. Therefore these ratios are calculated individually and the toisl mill not necessarily equal $100 z$

## Notes

Oata ar shown by quartiles when at least 13 of the sampled Dusinesses report the specific item
Aecor ds wer ienked in ascending order according to seles size. Eech quartile li. . Dottom 25\%. Iower midde 25\%, elc.l repestis one quarter of the co:al number of businesses. Within esch queriile, the over pe palio is presented. for comparison pupposes, the high ind low volues of seles are shown

## How to use the tebles


(2) The selucted range will indicete the proper quartile. i. the bottom 25\%. the lower midde 25\%. the upper midel $25 \%$ or the top $25 \%$
(3) Dete pertaining to the selfeted vitus tize range will be in thet quartile.

## Standerd Industriel Clessificetion Definition (SIC 1980):

Sic 9721 - Power Leundrice endor Dry Cleenere
 businesses include dry cleaners lexcept self-servicel. power laundry services lexcept self-servicel and pawer laundry and diy cleaning plants.

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lowel } \\ & \text { midde } 25 \% \end{aligned}$ | Joper <br> middle 25* | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samble (No.) Lom sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | (11) ${ }^{9}$ | -- | -- | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Aseets - .. .- .- .- |  |  |  |  |  |
| Cssh Accounts and notes receivoble | 8 | -- | -- | -- | -- |
| Inventopy | - | -- | -- | -- | -- |
| Other current sssets | 23 | -- | -- | -. | -- |
| Totsl current assets | ${ }_{92}^{28}$ | -- | -- | -- | -- |
| Less: Accum. ded. on fixed assets | - | -- | -- | -- | -- |
| Dther essets | 9 | -- | -- | -- | -- |
| Total essets | 130 | -- | -- | -- | -- |
| Llabilitier and equity . .- .- |  |  |  |  |  |
| Cuprent losns | 22 | -- | -- | - | -- |
| Total current liabilities | 30 | - | -- | -- | -- |
| Mortasges daysble | - | -- | -- | -- | -- |
| long term debt | 25 67 | -- | -- | -- | -- |
| Total limblities <br> Total equity | 122 | -- | -- | -- | -- |

(1) These estimates ar besed on sample of businesses reporting sales betwen $\$ 25,000$ and $\$ 2.000 .000$.

See fable $i$ for symbals and notes.

TABLE 3. Financiel ratios(1) for incorporated businesses only. 1987
Manltobs. Power Laundrles and/or Dry Clamers (Sic 9721)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { midd } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in smole (No. Low soles value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & (1)^{9} \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liguidity ratio Current ratio (times) | 1.0 | -- | -- | -- | -- |
| Leverege ratios Debtleavity istio (times) <br> Interast coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} 15.1 \\ 0.8 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

(1) The retios represens the merage of retios for each business in the group and cannot be celculated from the figures shom in table 2 .
(2) These estimies ore besed on smple of businesses raporting sules betwen $\$ 25,000$ and $\$ 2,000,000$.

Ser Toble 1 for symbols and noties.

Definitions:

1. Liquidity ratio:

Curfont $z$ cuprent ssets / currant lisbilities.
2. Leverage fitios

- Debt/equity : total liabilities / equity
c) Interest coverage = net protit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1987
Manltoba. Power Laundries and/or Dry Cleaners (SIC 9721)

|  | Total(1) | Bot tom 25: | $\begin{array}{r} \text { Lowe? } \\ \text { midore } 25 \% \end{array}$ | Upper $\text { midd } e 25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ino.) Lon sales value $(\$ 000 \mathrm{~s}$ ) High sales value ( $\$ 000$ 's) | $(1)^{5}$ | -- | -- | -- | -. |
|  |  |  | erage (\$000 |  |  |
| Operating ectivities Cast from operations Depresiation Other | $\begin{array}{r} 19 \\ 14 \\ 2 \end{array}$ | -- | -- | -- | -- |
| Dividends | -2 | -- | -- | -- | -- |
| Investment ectivities <br> Dispasal of fixed assets <br> Purchase of liand assets <br> Incresse in investment <br> Decresse in investment | -17 - | -- | -- | -- | -- |
| Financing ectivities <br> Increase in long term debt Repayment of long term debt Loans fiom shateholders Reparment of laans from shareholders Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | -6 3 -6 | - - - - $\therefore$ - | - <br> - <br> - <br> - <br> - | - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increse(decresse) in cash sequivalents Cash equivalents-Beginning of the reer Cash equivalents = End of the rear | 7 31 38 | -- | - | - | -- |

(11) These estimates based on ample of incorporated businesses reporting sales betwen $\$ 25,000$ and $\$ 2.000,000$. Sample count includes only those businesses ruporting statement of chenges.
sec iable for symbols and nores.

TABLE 5. Employment changes by size of business. 1984-1987 based on Sic classification in ig87
Manltobe. Laundry and Cleaners (SIC g7z)


[^30]


(1) These estinetes are besec on asmple of businesses reporting seles between $\$ 25.000$ end $\$ 2.000 .000$

See rable i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitoba, Self-Serve Leundries and/or Dry Cleaners (SIC 9723)


| Businesses in samole (No.) | ? |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Low sales value ( 8000 's) | (1) |  |  |  |  |
| Migh sales value ( 5000 's) | (1) | -- | -- | -- |  |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Botiom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midol } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { UDDef } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 8.0 | -- | -- | - | -- | 22.8 | 35.0 | - | -- | -- | - |
| Occupency expenses | 43.1 | -- | -- | -- | -- | 100.0 | 43.1 | -- | -- | -- | -- |
| Dedreciasion | 8.7 | - | -- | - | -- | 98.0 | B. 8 | -- | =- | -- | -- |
| Repaiss \% mainienance | 7.4 | -- | -- | -- | - | 67.1 | 11.1 | -- | -- | - | -- |
| Heat. light s telephone | 24.7 | - | -- | -- | - | 100.0 | 26.7 | -- | -- | -- | - |
| Rent | 2.3 | -- | -- | -- | -- | 24.8 | 9.2 | -- | -- | - | - |
| Personnel expenses | 4.9 | -- | -- | -- | -* | 67.1 | 7.3 | -- | - | - | - |
| Finencial expenses | 2.4 | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| interest \& bank charges Professional fees | 2.1 0.3 | -- | -- | -- | -- | 56.7 55.7 | 3.7 0.5 | -- | -- | -- | -- |
| Dther expenses | 23.9 | - | - | - | -- | 100.0 | 23.9 | -- | - | -- | - |
| Profit (loss) | 17.7 | -- | - | -- | -- | 100.0 | 17.7 | -- | - | -* | -- |
| Totel | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | - |

[^31]
## ootnoter

(1) These estimetes ar besed on sample of businesses reporting selus between 325.000 and $\mathbf{2 2 . 0 0 0 . 0 0 0}$
2) Yalue in Total weighted expendiure on given item
12) Value in eoch cell $=\overline{\text { Total weighied sales of all Dusinesses in the sonple } \times \text { foo for auertile. }}$
(3) Volue in esch cell= lotal weighted expenditure on given item

This portion of the toble pertains only to the businesses reporting the specific expense item. Therefore thest ratios are calculated individually and the lotai will not necessafily equal 100\%.

## Notes

Deta are shown by quertiles when of loest 13 of the sompleo bus inesses rapopt the specific ivem
fecords wer ronked im escending order according to seles size. Esch quertile li.e. Dofiom 25\%. Iower nidde 25z, ete. represents
 high inc low values of seles ere shown

Mow to une the fobles
11 Locape the appropriate sales renge thet is displayed on the two lines entitled cow sales value" end enigh selos value"
(2) Ine selected ponge will indicate the proper quertile. i. e. the bottom 25\%, the lower midde 25\%. the upper midal 25z op the top 258
(3) Deta pertoining to the selected salts size ronge will jo in thet quartile.
standerd Inoustrisl CIBeslicsetion Definition (S(C 1880):
S16 9723 . Self-Serve teundries and/or Dry Elemers
Susinesses primarily engaged in providing coin-operaqed auqomstic laudary andor dry cleaning facilities for the use of the public. Included in this industry are businesses engaged in coin-operated ary cleaners. coin-oper ered laundies, self-serve dry cleaners and self-serve launglins

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitoba. Self-Serve Leundries and/or Dry Cleaners (SIC 9723)

|  | Total(1) | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd } 025 \% \end{array}$ | Upoer middle $25 \%$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000^{\prime}$ s) | (11) | -- | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\text {a }}$ ) |  |  |  |  |
| Asete |  |  |  |  |  |
| Accounts and notes receivable | X | -- | -- | - | -- |
| Inventopy | X | -- | -- | - | -- |
| Other current assets | $\times$ | - | -- | - | - |
| Total current ossets | K | - | - | -- | -- |
| Fixed assets | x | -- | -- | - | -- |
| Lese: Accum. deo. on lixed sesets | $\times$ | -- | -- | -- | -- |
| Other essets | K | -* | - | - | -- |
| Total ascets | $x$ | -- | -- | -- | =- |
|  |  |  |  |  |  |
|  | $x$ $\times$ | -- | -- | - | -- |
| Other cuerent liabilities Total cuspent liabilities | $x$ | -- | -- | -- | -- |
| lota cuspent ${ }^{\text {mortgages dayabliol }}$ | ${ }^{\chi}$ | -- | -- |  | -- |
| Long term debi | $\times$ | -- | -* | - | -- |
| Other lisbilities | $x$ | -- | -- | - | -- |
| Total limbllities | $x$ | - | - | -- | -- |
| Total equity | $x$ | = | -- | - | -- |

(11) These extinetes ere besed on semple of businesses reporing siales between 825.000 and $\$ 2.000,000$.

Ser iable i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987
Menltobe. Self-Serve Leundries end/or Dry Cleaners (SIC 9723 )

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low seles value ( $\$ 000^{\circ}$ s) High seles value (\$000's) | $\begin{aligned} & 2 \\ & \left.(1)^{2}\right) \end{aligned}$ | -- |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity petio Cuptent ratio (times) | $x$ | -- | -- | -- | -- |
| Levarsge ratios <br> Debi/equity ratio (times) <br> Interest coverige intio (times) <br> Debt latio (times) | x x | -- | -- | - | - |

(1) The petios rapresent the verege of ratios for each business in the group and cannot be celculated from the figures show in imble 2 .
(2) These espinetes spe besed on semple of businesses pepopting stet tetmeen 525,000 and 52.000 .000

See Table 1 for symbols wot notes.

## Definitions:

1. Liquidity ratio:

Current a cuprent essets / curfent liabilitios
2. Ievernge retios:

- Debs/equity = rotal fiabilities / equity
b) Debi ratio $=$ eotal liabilipies $/$ total assets
c) interest coverage $=$ net profiq + interest expense $/$ interest expense.

TABLE 4. Statement of changes in financlal position for incorporated businesses only, 1987 Manitobs, Self-Serve Landries and/or Dry cleaners (SiC 9723)

|  | Tcarl! ${ }^{\text {a }}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midole 25\% | $\begin{aligned} & \text { Uoper } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Toc } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 s) High saies value ( $9000^{\prime}$ s) | - | -- | -- |  | -- |
|  | Average ( 8000 s) |  |  |  |  |
| Opereting ectivities Cash fram operations Depreciation Othe? | $\begin{aligned} & \bar{x} \\ & \bar{x} \\ & \bar{x} \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -* | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets incresse in investment Decresse in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Finencing setivities <br> Incresse in long ferm deba <br> Reparment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> advances 8 loans from government <br> lncrease in equity <br> Decrasm in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - -- -- -- | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | - - - $=$ $=-$ |
| Inciease(decresse) in cesh sequivalents Cash equivalents-Beginning of the year Cash sequivalents - End of the year | $x$ $\times$ $\times$ | -- | -- | -- | -- |

 only fhose businesses reporiing stetemen of changes.
Seg latio for symools ind notes

TABLE 5. Employment changes by size of businese, 1984-1987 besed on SIC classificetion in ig87
Manltobe, Laundry and cleaners (SIC 972)


1987

| Total | 134 | 25.154 | 1.881 | 24 |
| :---: | :---: | :---: | :---: | :---: |
| less than 20 | 122 | 4.491 | 344 | 22 |
| 20-98 | 6 | 1.417 | 103 | $!$ |
| 100-499 | 6 | $x$ | 547 | 1 |
| 500 and over | 2 | $\times$ | 887 | - |

111 average labouf units bie calculbted by dividing total paypoli by the averoge manal wage and salary fete as reported in the
 full-time employee mote that the business size groups used are determined eq the tanade level. Thus if a business has of least 500 emplovees in canada as o mhole but less than that number in any given province it is shown in the 500 and over group.
(2) Keters to businesses faporting no payrall deductions in the previous year

131 Re!ers to businesses reporting no parioll deductions in the following year
"Newly reporting" anc "no longer peporting" businesses ore assumed to mave deen in activity for six months and the information is aojusted accopding'y

See late i for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quertile. 1985-1987
Menitoba. Self-Serve Leundries and/or Ory Cleaners (Sic 9723)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower miadle 25\% | $\begin{aligned} & \text { UDoer } \\ & \text { middie } 25: \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in semple <br> Aversege selus $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 7 \\ 38.097 \\ 32.169 \\ 5.928 \end{array}$ | -- |  | -- | =- $=-$ |
| Businesses reporting apofit (No.) <br> Average sales $\$$ <br> Aversge expenses <br> Averege net profits | $\begin{array}{r} 6 \\ 37.933 \\ 30.067 \\ 7.866 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting loss (Mo.) Aversge soles $ Average expense $ Averoge not loss $``` | $\begin{array}{r} 1 \\ 26.083 \\ 26.109 \\ -26 \end{array}$ | -- | -- | -- | -- |

1986

| Mumber of observetions in sample | 5 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 36.045 | -- | -- | -- |  |
| Average expense $\$$ | 29.714 | - | $\cdots$ |  | -- |
| Averse net profit (lose) \$ | 6.331 | -- | - | -- | -- |
| Businesses repopting opofit (Mo.) |  |  |  |  |  |
| Averoge sales ${ }^{\text {a }}$ ( | 35.227 | -- |  | -- |  |
| Average expenses | 28.450 |  |  |  |  |
| Aveinge net profit \$ | 6,777 | -- | - | - | -- |
| Businesses peporting lous (Mo.) | 1 |  |  |  |  |
| Averape seles | 68.407 | - | - | - |  |
| Aversge expense | 73.834 | -. | - | - |  |
| Averepe net loss \$ | -5.427 | - | -- | - | -- |



[^32]TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba. Industrial Machinery and Equipment Rental and Leasing (SIC g911)

| Tota:(1) | Betiom | Lower | Uoser | TOL |
| :---: | :---: | :---: | :---: | :---: |
| Cra.ll | 25:\% | midole 25\% | m. 801 e $25 \%$ | 25\% |



## Symbele

```
zero or no observations
-- too smell too be expressed
    not eppliceble
x confidenti
```


## Footnotes

11 These estimates ere besed on a sampl of businesses peporting seles betwean 525.000 and $\$ 2.000 .000$
(2) Volue in each cell $=\frac{\text { Totel weighted exponditure on given item }}{\text { lotel weighred seles of sll businesses in the sample }} \times$ for each ourtile.
(3) Yalue in each ceil
$\frac{\text { Potal wighted expenditure on a given itgm } \quad \text { Total wighted sales of businesses reporting this item of expenditure }}{} \times 100$ for ench quartile

This portion of the toble pertains only io the businesses reporting the specific expense ifen. Jherefore these potios ere csiculted individually ano phe soial will not necesserily equal $100 \%$

## Notes

Date Pre shown by ouertiles when ot least 13 of the sampled businesses report the specilic item
Records were ranked in ascending orger bccopoing to saies size. Each quartile li. bottom 25\%. Iower midde 25\%, etc. pepresents one quarter of the toisi number of businesses. Within each quariile, the overage retio is presensed. For comperison purposes. the high and low values of seles re shown

How to use the tebles

(2) The selected range will indicete the proper guertile. i.e. the botton $25 \%$. the lower midde $25 \%$. the upper mide $25 \%$ or the $10025 \%$
(3) Data pertaining 10 the stected sales size pang will of in shat quertile

## Seenderd Induseriml Elassificusion Definition (SIC 1880):

SIC 8811 - Indusirivl minery end Equipment fentel end leasing
Businesses primarily engaged in the rental or leasing of meavy industrial machinery and equipnent. Businesses engeged in apricultur bl mochinepy and equipmenf rensals, industrial machinery and equipmen rental and leasing. ieesing of indusprial machinery end equionent, industrial machinery and equipment renesls. maperials handing machinery and equipment fentals (exceps with operstops). metaiwopking, machinery and quipment pentals. mining machinery ono equipment rentals. oil well drilling machinery ano equipment rentals, rentol of indusifial machinery and equipment anc woodorking machinery ano equipmen: rentais are included in this industry

TABLE 2. Balance sheet profile for incorporated businasses only, 1987
Manitobe, Industrisl machinery and Equipment Rental and Leasing (SIt 9911)

|  | Total (1) | Bottom 25\% | $\begin{array}{r} \text { Lowe? } \\ \text { midde } 25 \% \end{array}$ | Upper midele 25* | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000 \mathrm{~s}$ ) High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $(1)$ | -- | -- | -- |  |
|  | Aversoe ( $8000{ }^{\circ}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash Accounts and notes receivabie | 13 | - | - | - | -- |
| Inventory | - | -- | - | - | -- |
| Other cuprent essets | 48 | -- | -- | - | -- |
| Totel current essets | 61 | -- | -- | -- | -- |
| Fixed assets | 290 | -- | -- | - | -- |
| Less: Accum. dep. on lixed mssets | - | -- |  |  | -- |
| Dther ossets | 43 | -- | -- |  |  |
| Total meste | 393 | -- | - | -- | -- |
| Liebilitien and equity |  |  |  |  |  |
| Current loans liabilities | 131 | -- | -- | -- | - |
| Total current liabilipies | 145 | -- | - | - | -- |
| Mortgages dayable | - | - | -- | - |  |
| Long term debt | 10 | -- | -- | -- |  |
| Other liabilities | 65 | -- | - | -- | -- |
| Total liebilities | 219 | -* | -- | -- | -- |
| Totel equity | 174 | -- | -- | - | - |

(1) These estinetes are besed on semple of businesses reporting sales between \$25.000 and \$2,000.000.

See Table 1 for symbols and notes.

TABLE 3. Financtal rattos (1) for tncorporated butinesees only. 1987
Manltobe. Industrlal Machinery end Equipment hental and Leasing (SIC 9911 )

|  | Tot 1(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upoep midde 25 \% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High seles value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 5 \\ & (1)^{5} \\ & (1)^{2} \end{aligned}$ |  |  | -- |  |
|  | Average |  |  |  |  |
| Liauidity ratio <br> Current iatio (times) | 0.4 | -- | -- | -- | -- |
| ```Leverage retios Dabt/equity retio (times) Interest coverage ratio (times) Debt ratio (times)``` | 1.3 6.6 0.6 | -- | -- | -- | -- |

(1) The retios represent the everse of fotios for tech business in the group and cannot culculated from the figures shown in tabie 2 .
(2) These mstimetes er besed on seple of businesses peporting senies between $\mathbf{2 5 , 0 0 0}$ and $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$

Set Table ifor symols and notes.

## Definisions:

1. bicuidity retio:

Currens = current assets / current liabilities.
2. Leverege retios:
al Debt/equity : total lisbilities/equity.
bl Debr ravio = rotal lisbilifies/total assers
c) Irterest coverage = net profit . interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1987
Manltoba, Industrial Machinery and Equipment Rensal and Leasing (SIt 9911)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe ? $\text { midde } 25 ;$ | Uoder mode 25\% | To ? $5 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 200^{\circ} \mathrm{s}$ ) Migh sales value i $\$ 000$ s | $\begin{aligned} & 1 \\ & (1) \\ & 11 \end{aligned}$ |  | -- |  | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operting ectivities Cash from oderations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | - | -- |
| Investment ectivities <br> Disposel of fixed assets <br> Pupchase of fixed assets <br> Increase in investment <br> Decresse in investment | $x$ $x$ $x$ $x$ $x$ | -- | - -- -- | -- | -- <br> - <br> - |
| Financing ectivities <br> increase in long term debt <br> Repayment of long term deb: <br> Laans from shareholders <br> Redayment of loans from shareholders <br> advances 8 loans from government <br> lnerease in equity <br> Decrease in equity <br> Diner | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | $\square$ <br> - <br> - <br> - <br> - | $=$ <br> - <br> $=$ <br> - <br> - | - <br>  <br> - <br> - <br> $=$ <br> - |
| lirrease (decrese) in cash tequivalonts Cash equivalents-Beginning of the rear Cash s equivalents - End of the yeap | $x$ $\chi$ $\chi$ $\chi$ | -- | - | -- | -- |

 only those businesses reporqing a statement of changes
See iabte i for symbols and notts.
 Manitobe. Industrial Mechinery end Equipment Rental and Leasing (Sit 9g11)

(1) average lobour units se calculeted by dividing cotal paypall by the overage onnusl wage and salary rate as reported in the Surver of Employment. Payroli and Mours. Stapistics Lanaoa. Catalogue $92-002$ an average labour unit could be interpreted as a full-time employee note that the ousiness size groups used are detarmined of the Canson level inus if obusiness has ot luas? 500 employees in tanajo ss whole but less than that number in any given province it is show in the 500 and over group
(2) Refers to Dusinesses redorting no payroll deductions in the previous year

131 Reters 10 tusinesses reporting no peyroll deductions in the toliowing yesp
"Mewly reporting" and "no longer reporting" Dusinesses are assumed to nove been in activity for six months and the information is edjusece occordingly.

See table 1 for symbols and nores

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe, Industriti Mechinery end Equipment Rentel end leasing (sic g911)


1985

| Mumber of observetions in sample | 3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | $x$ | -- | = | -- | -- |
| Average expense 3 | $x$ | -- | -- | - | -- |
| Averoge net profit (loss) \$ | $x$ | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 3 |  |  |  |  |
| Averoge sales | K | -- | - | - | -- |
| Averoge exdense 5 | $x$ | -- | -- | -- | -- |
| Averse net profits | X | -- | -- | -- | -- |
| Susinseses reporting - loss (Mo.) | $=$ |  |  |  |  |
| Average rales | $x$ | -- | -- | -- | -- |
| Average expenses | $x$ | -- | -- | -- | -- |
| Average net loss | $x$ | -- | -- | -- | -- |

number of observations in smple
Average sales
Averoge expense ?
Averspe net prolit (loss) \$
486.184
275.934
275.934
210.250

Businesses peporting a profit (Wo.)
Average soles $\$$
486.184

Average expense
275.934

Average net profit $\$$
210.250

Businesser repoptine loss (Wo.)
Averege ieles 8
Averige expense s
Average net loss

1987

| mumber of observitions in sample | (21. 13 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average soles \$ | 121.221 | -- | -- | -- | -- |
| Average expense \$ | 84.124 | -- | -- | -- | -- |
| Average net profit \{loss) s | 37.097 | -- | -- | -- | -- |
| Eusinesses reportine profis (Wo.) | 10 |  |  |  |  |
| Average saliss | 176.441 | -- | -- | -- | -- |
| Average expense 5 | 107.463 | -- | - | -- | -- |
| Averape net profits | 68.978 | - | -- | -- | -- |
| Susinesses reporting loss (Mo.) | ${ }^{3}$ |  |  |  |  |
| Averege seles | 125.802 | -- | -- | -- | -- |
| Aversege expense \$ | 137.924 | -- | -- | -- | - |
| Averse net loss | -12.122 | -- | -- | -- | -- |

(19) These estimetes ere dosed on sample of businesses reporting soles between $\$ 25.000$ and $\$ 2.000 .000$.

See iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba, Video Movies and Audio-visuel Equipmene Rental (Sic g912)


## Symbols

zero or no observetions

- 100 small 100 de expresseo
not spolicatele
$\times$ confiountisl


## Foptnotes

$11 \%$ These estimeres bre besed on sample of Dusinesses pepoiting salas between 325,000 end 32,000,000.
2) Value Toial weighted moenciture on given item

This porsion of the table pertsins only to the businesses reporting the specitic expense item. Therefore these retios ere celculated individusity ane the rotal will not necesserily equal $100 \%$.

## motes

Dete are shown oy quertiles when bt least 13 of the smpled businesses report the specific item

 high sino lom velues of ssies sre fhown

## How to use the tebles

(11) Locste the eporopriste seles pange thet is displayed on the two lines ontitled low sel velue" and "Migh salag velue".
(2) The selected iange will indicte the proper quertile. i. . the bottom 25m, the lower middle $25 \%$, the upper midde $25 \%$ op the top $25 x$
131 Deto pertsining to the selected seles size ronge will be in thot quartile

## Stenderd Industriml CIEstification Definition (SIC ISB0):

SIC 1812 - Audio-Visual Equipment Renel and lessing
Businesses primarily engaged renging ano basing audiovisubl equipment. Businesses engeged in audio-visubl pentel end letsing. projection equipment refqu!. Dutic addess system renta!. rental of audio-visual equipment. Sound equipment fental. tape recorder pental and qelevision pental are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Manitobs, Video Movies and Audio-visull Equipment Rentel (SIC 9912)


See Table I for symbol and notes

TABLE 3. Finencial ratios(i) for incorporated businesses only. 1987
Manisobe. Video Movles and Audio-Visuml Equipmont Rentel (Sic 9912)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Too } \\ & 258 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles vilue (\$000's) Migh sales value ( $\$ 000^{\circ}$ s) | $\left.\begin{array}{l} 12 \\ (1) \\ 11 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio <br> Current fatio (times) | 1.4 | -- | - - | -- | -- |
| Leverage retion <br> Oebtleavity ratio (times) <br> Interest covernge phtio (times) <br> Debt rotio (times) | 2.4 5.3 0.7 | -- | -- | -- | -- |



Set lable f for symols and notes.

Definitions:

1. Liquidity retio:

Current $=$ cuprent assets / cuprent lisbilities
2. Leverape retion:
a) Debr/equity = poral iotilities / equity.
D) Debtra:10 = lota! lisbilities f total assets
cl Interest coverage $=$ net profit. interesi expense $/$ interest mpense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987 Manitoba. Video Movies and Audio-Visual Equipment Rental (SIC g912)

|  | Total(1) | $\begin{array}{r} \text { Bot } 90 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $-1061 \in 25 \%$ | UDCe: midole 25: | $\begin{aligned} & 102 \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus inesses in sampte (No.\} Low sales value 5000 sj High sales vaive ( $\$ 000$ 's) | $\begin{array}{r} 5 \\ (1) \\ (1) \end{array}$ |  | -- |  | -- |
|  | Querage (3000's) |  |  |  |  |
| Operating activities Cash from oderations Dapraciation Other | $\begin{array}{r} 17 \\ 151 \\ 50 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | - | -- | - | -- |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 9 \\ -229 \\ -33 \end{array}$ | -- | -- <br> - <br> $=-$ | -- | -- |
| Finencing setivities <br> Increse in long term debt <br> Reoryment of lang term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from governmen? <br> increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r}43 \\ 5 \\ -17 \\ \hline\end{array}$ | -- -- - - -- | - <br> - <br> - <br> - <br> - <br> - | -- - - - - - - | -- - - - - -- |
| Incresse(decrease) in cash tequivelents Cesh s equivalants-Beginning of the yeer Cosh s cquivalents . End of the yeer | $\begin{array}{r} -12 \\ 6 \\ -6 \end{array}$ | -- | -- | -- | -- |

(1) These estimetes ape pased on semple of incorporated businusses repor ing sel between $\$ 25$, 000 sna $\$ 2,000$. 000 . Sample count includes on iv thase businesses reporting e statement of changes.
see Tablif for symbols and notis.
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC ciassification in is87 Manltobe, Video Movies and Audio-Visuel Equipment Rentel (SIC 2912 )

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Averge labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer teDoiting(3) |
| 1984 |  |  |  |  |  |
| Tos. 1 | 61 | 2.517 | 110 | 28 | 12 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 59 \\ 1 \\ \vdots \\ 1 \end{array}$ | $\begin{array}{r} 2.080 \\ x \\ x \end{array}$ | $\begin{array}{r}92 \\ 9 \\ \hline 17\end{array}$ | 28 | $1 ?$ |
| 1987 |  |  |  |  |  |
| Total | 73 | 3.406 | 189 | 17 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 72 - $i$ | $x$ <br>  | 159 - 30 | 17 | $\ldots$ $\cdots$ $\ldots$ |

(1) Average labour units orelculated by dividing total payroll by the average annuel wage and salary iate os ieported in the

Surver of Employment. Payroll and mours. Statistics Lanada. Catalogue $12-002$ an overage labour unit could be interpreted as a
fuli-time employee. Note that the business sige groups used aredermined at the cande level. Thus if ousiness has at leas
500 employees in Canade as whole Dut less than thot number in any given province it is shown is the 500 and over group
121 Refers 10 bus inesses reporting no dayroll oeouctions in the previous year.
(3) Refers 10 businesses reporting no pavroll deductions in the following year
*Newly reporting" and "no longer reporting" Dusinesses are assumed to have been in activity for six months and the intormation is adjusteo accordingly
see taple 1 for symbo's ano noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. i985-1987
Manisoba, Video Movies and Audlo-Visull Equipment Rental (SIC 9912)

|  | Topalil) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midole 25\% | Uoder midole 25: | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in semple | 18 |  |  |  |  |
| Aversge geles $\$$ | 194.006 | -- | - | -- | -- |
| Average exdense \$ | 170.501 | -- | -- | -- | -- |
| Averseg net profip (loss) s | 23.505 | -- | -- | -" | -- |
| Businesses reporting a profit (Mo.) Aversge sales | 195.091 | - | -- | -- | -- |
| Aversge expense 5 | 169.599 | -- | -- | -. | -- |
| Average net profits | 25.492 | -- | =- | -- | -- |
| Businesses reporting lose (Mo.) | 2 |  |  |  |  |
| Average sales \$ | 50.350 | $\cdots$ | -- | -- | -- |
| Average expense | 60.749 | -- | -- | -- | -- |
| Averape net loss \% | -10.399 | -- | -- | -- | -- |

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1887

(1) These estimates ore besed on s semple of businesses reporsing sales beiween $\$ 25.000$ and $\$ 2.000 .000$.

See rable 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)

|  | Tctal(1) | $\begin{array}{r} \text { Boitom } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Unper $\text { midole } 25 \%$ | T00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bus nesses in sample (No.) | 10 |  |  |  |  |
| Low sales value i 8000 's) | (1) |  | -- | - | - |
| High sales vaive (\$COO's) | (1) | -- | -- | -- |  |


| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Repopting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { miod } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\text { Bot } 10 \mathrm{~m}$ $25 \%$ | $\begin{array}{r} \text { Lowel } \\ \text { midole } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { UCDE } \\ \text { midel } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 16.7 | -- | -- | -- | - | 62.3 | 26.8 | -- | -- | -- | -- |
| Dceupancy expenses | 27.9 | - | -- | -- | - | 100.0 | 27.9 | " | - | $\cdots$ | - |
| Deprecistion | 17.0 | -- | - | -- | -- | 92. 1 | 18.5 | -- | - | - | -- |
| Repairs $f$ maintenance | 3.5 | -- | -- | -- | - | 60.4 | 5.7 | -- | -- | - | -- |
| Heat. light s 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 | -- | -- | -- | -- |
| Inferest \& bank charges Professiona fees | 3.9 0.8 | - | - | -- | -- | 100.0 92.1 | 3.9 0.9 | - | -. |  | -- |
| Protessiona fees | 0.8 | - | $\cdots$ | -- | -- | 92.1 | 0.9 | - | $\cdots$ | -- | - - |
| Dther expenses | 12.1 | -- | -- | -- | -- | 100.0 | 12.1 | - | =- | -- | - |
| Profit (loses) | 16.7 | -* | -- | -- | -- | 92.6 | 18.1 | -- | - | - | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | -- |

## syabol:

zero of no obsepvations

- 100 smell 100 de expiesseo
not spplicsole
- confidentil


## Footnotes

$(11$ These estimetes ar Dased on a sample of businesses repopting seles beiwten 825,000 and $\$ 2.000 .000$ lolel weighted expenditure on siven isem
$(2)$ Valu in ach coll =

This portion of the ratiepertions onfy to the businesses poperting the specific expense ifen. itherafore these fatios afe calculated individually and the corsl will not necessarily equal $100 z$

## Motes

Data are shown by quartiles whan bt leas? 13 of the sampled businesses report the specific i?um.
fucords were ronked in ascending order according to soles size. Esch oustile li e. Dottom 25\%, Lower midele 25\%, erc. I represents on quarter of the total number of businesses. Within esch quartile, the guerage ratio is presented. for comparison purgoses, the high and low viluas of sales ere shown

Mow to use the tebles
(1) Locste the approp iate sales pange thet is displayed on the two lines entitled lom seles valuem and enigh seles velue"
 $10025 \%$.
(3) Dats derisining to the selected ssigs size range will be in thet oustile

## Stenderd Indusifisl CIsesificetion Definition (SIC 1980):

SIC 9921 - Autowobile and Truck Rentel and Leasing Servicet
Businesses primarily engaged in renting and leasing passenger cers op trucks wishout drivers automobile rental or lasing lw: thout driver!, car rental agencies and truck rentals lwitnout of ivept are included in this industry.

TABLE 2. Balance sheet profile for incorpormted bustnesses only. 1987
Menitobe, Automoblle and Truck Rentel and Leesing Services (Sic 9921)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { miodle } 25 \% \end{array}$ | $\begin{aligned} & \text { Uppe: } \\ & \text { midel } 25^{\circ} \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No. <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $9000^{\prime}$ s) | (1) ${ }^{7}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | = | -- | -- | $\cdots$ |
| Accounts and notes receivable | 44 | -- | -- | -- | -- |
| Inventory | - | - | -- | - | -- |
| Other cuprent assets | 50 | -- | -- | -. | -- |
| Total current assets | 94 | -- | -- | -- | -- |
| Fixed asset: | 311 | -- | -- |  | -- |
| Less: Accum, dep. on fixed assets | 195 | -- | -- | -- | -- |
| Other assets | 198 | - | -- | -- | - |
| Totel menets | 801 | -- | -* | -- | *- |
| Llebilities end equity |  |  |  |  |  |
| Current loans Diner current lisbilities | 27 82 | -- | -- | -- | -- |
| Total current liobilities | 109 | -- | - | -- | - |
| Mortgages dayable | - | - | - | - | - |
| Long term debt | 47 | - | -- | -- | -- |
| Other liabilities | 120 | -- | -- | -- | -- |
| Total liabilities | 276 | -- | -- | -= | - |
| Total equity | 325 | -- | -- | -- | -* |

(II) These estimeter re desec on sample of businesses reporting soles berween $\$ 25,000$ and $\$ 2.000,000$

See inble 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated busineates only. 1987
Manltobe, Automobile end Truck Rentel and Leating Servicet (Sic 9921)

|  | Tot 1 (2) | sottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{array}{r} \text { UpDer } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in somple (No.) Low seles value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000^{\circ}$ is) | $(1)^{7}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retic Cuprent ratia (times) | 0.9 | -- | -- | - | -- |
| ```Leveroge rutios Debt/equity rotio (times) Interest coverage retio (times) Debt retio (times)``` | $\begin{aligned} & 0.9 \\ & 5.5 \\ & 0.5 \end{aligned}$ | -- | . $\quad=-$ | -- | -- |

(1) The ratios represent the eversge of ratios for mech business in the oroup end cennot bebleulededron the figures shom in fable 2 .
(2) These estimetes breped on seple of businesses reporting seles between $\mathbf{1 2 5 , 0 0 0}$ and $\mathbf{8 2}, 000,000$.

Set fetio ifor symools and notes.

Definirions:

1. Biquidity ratie:

Current = current assels / current liabilities
2. Leverage ratios:
a) Debt/equity = qu:al liabilities / equiey
(b) Debi pasio = potal liabilities / iotal assets
c) Inserest coversge $z$ 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 (SIE 9921)

(1) These estimates ape basto of somple of incopporated dusinesses peporting sales detween \$25.000 anc \$2.000,000. Sample count includes only those Dusinesses reporiing b stotement of chenges.
see imble 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 besed on sic classificetion in ig87
Manlzobe, Automoblle and Truck Rental and Leasing Servicee (SIL 9921)


Ith Average labour units are celculated dy dividing totol payroll by the overoge onnusl wege and solery fote os reported in the
Surver of Emplovment. Paytoll and Mours. Staistics Conade. Catalogue 72-002 an bverage lobour unit could be interpreted as b
furl-ime emplover Note that the businest size groups used are derermined or the Cenode level. Thus if obsiness hes of less
500 mployees in Canade as ahole but less than thet number in any given province it is shown in the 500 ond over group
(2) Reters so businesses reporting no payrall oeductions in the prev ous year
(3) Refers to businesses reporting no payroll deductions in the following year
 Bdjusteo accordingly

See tate 1 for symbols ano noles

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\% | $\begin{aligned} & \text { Lower } \\ & \text { midele } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Unoer } \\ \text { midole } 25 \% \end{array}$ | $\begin{array}{r} T 00 \\ -\quad 25: \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetians in semple | 4 |  |  |  |  |
| Average sales ${ }^{\text {S }}$ | $x$ | - | - | -- | -- |
| Average expense \$ | $x$ | -- | -- | -* | -- |
| Aversge net piofit (loss) \$ | X | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) | 3 |  |  |  |  |
| Aversge salos | $x$ | -- | -- | -- | =- |
| Aversge expense | $x$ | -- | -- | -- | -- |
| Average net profit | X | -- | -- | - | -- |
| Businesses reporting bote (Mo.) | 1 |  |  |  |  |
| Averege sales 5 | $x$ | - | -- | -- | -- |
| Averme expenses | $x$ | -- | -- | -- | -- |
| Average net loss \$ | $x$ | - | -- | -- | -- |

1988

| Mumber of observations in smmple | 4 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | $x$ | -- | -- | -- | - |
| Average expense 5 | $x$ | -- | - | -- | -- |
| Average net profit (loss) \$ | X | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 2 |  |  |  |  |
| Aversoe sales $\$$ | $x$ | -- | -- | -- | -- |
| Average expense \$ | $x$ | -- | -- | -- | -- |
| Average net profit \$ | $\times$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 2 |  |  |  |  |
| Average sslos | x | -- | -- | -- | -- |
| Average expense 5 | x | -- | -- | -- | -- |
| Average net loss \$ | $\times$ | -- | -- | -- | -- |

1987

Mumber of observations in sampla


Average sales \$
Average expense $\$$
Average net profit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales $g$
Averspe expense \$
Average net profit
susinesses reporting loes (Mo.)
Averoge sules 5
Average expense?
$4-18$
Average net loss 5

- $23 . \$ 28$

TABLE 1. Selected operating ratios, in percent of sales. 1987
Manitoba. Photographers (SIC 9931)

| Totall11 | Lowe? | Uooer | Tom |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | midole $25 \%$ |



| Selected expense item | Industry average 23 ) |  |  |  |  | $\begin{aligned} & \text { K busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only 3 ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tota! | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middI } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middl } \\ 25 x \end{array}$ | $\begin{aligned} & \text { To0 } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of seles | 22.2 | - | -- | -- | -- | 54.7 | 40.6 | - | - | -- | -- |
| Occupency expenses | 7.4 | - | -- | -- | -- | 100.0 | 7.4 | -* | -- | -- | -- |
| Depreciation | 3.1 | -- | -- | -- | -- | 96.3 | 3.2 | -- | -- | -- | -- |
| Ropairs 8 ma intenance | 0.2 | -- | - | -- | -- | 48.0 | 0.5 | -- | -- | -- |  |
| Hest. light \& telephone | 2.9 | -- | -- | -- | -- | 100.0 64.7 | 2.9 | -- | -- | -- |  |
| Rent |  | - | -- | -- | -- | 64.7 |  | -- | -- | - | - |
| Personnel expenses | 20.8 | -- | -- | - | -- | 100.0 | 20.8 | $\cdots$ | -- | -- | - |
| Financial expenses | 2.8 | -- | -- |  | -- |  |  | -- | -- | -- | - |
| Interest \& bank charges | 2.0 0.8 | -- | $\therefore$ | -- | -- | 100.0 100.0 | 2.0 0.8 | -- | -- | -- | -- |
| Other expenses | 29.8 | -- | -* | - | -- | 100.0 | 29.8 | $\cdots$ | -- | -- | -- |
| Profit (lose) | 17.0 | - | -- | - | -- | 96.3 | 17.7 | -- | $\cdots$ | -- | -- |
| Total | 100.0 | -= | -- | - | -- | 100.0 |  | -- | -- | -- | -- |

## Syabol:

zero or no obselvations
-. 200 small too be expressed
not applicable

* confidentiol

Toss weignted expenditurs on given item

12) Velue in each cell $z$ pols weignied sales of sll businesses in the somple $x$ for foch guertile.

ih:s portion of the table perttins only to the businesses reporting the specific expense item. Therelore these retios sute culculated indizioulity ono the cotel will not necessarily equs! 100 z .

## Notes

Deis ere shown by queptiles when ot leas: 13 of the sampled ousinesses roport the specific iqem
 one querter of the cotel number of businesses. Within each quartile. the gerege retio is presented. gor comperison purposes. the high eno low velues of selus rit hown.

Mow to use the toblat

12) The selected ronge will indicete the proper quartile. i. C. the botion 25y. the lower midde 25z, the upper midde 25 z of the 100 $25 \%$
(3) Oets pertsining so the selected seles size range will be in thet gustile.

## Stenderd Industrial Clestificetion Definition (SIC 1080):

SIC 9831 - Photogrephers
Businesses primarily engaged in portrait and comercial phozography. This industry includes comercial photographers. phozographic studios and porerait photographers

TABLE 2. Balance sheet profile for incorporated businesses only. 1987
Monltobn, Photographers (SIC 9931)

|  | Total(1) | Bottom 25\% | $\text { midde } 25 \%$ | Upde: midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample ( No .) Low sales value ( $\$ 000 \mathrm{~s}^{\prime}$ ) High sales value ( $\$ 000{ }^{\text {s }}$ ) | $(1)^{4}$ | -- | -- | -- | - |
|  | Average ( 1000 's) |  |  |  |  |
| Asents |  |  |  |  |  |
| Cseh | $x$ x | -- | -- | -- | -- |
| Accounts end notes receiveble | x | -- | -- | -- | - |
| Inventory $\begin{aligned} & \text { Other curpent assets }\end{aligned}$ | x $\times$ $\times$ | -- | -- | -- | - |
| Total cupient assets | $x$ | -- | -- | - | -- |
| Fixed ussets | X | - | -- | - | -- |
| Less: Accum. dep. on fixed sssets | $x$ | -- | -- | -- | *- |
| Other assets | $x$ | -* | - | -- | *- |
| Totel useets | $x$ | -* | -* | -- | - |
| LIsbllitios and equity |  |  |  |  |  |
| Current losen | $x$ $x$ | -- | -- | - | -- |
| Doher curcent liabilities | $x$ <br> $\times$ | -- | -- | -- | - |
| Mortgages paysble | $x$ | -- | -- | - | -* |
| Long ferm debt | $x$ | -- | -- | - | - |
| Other lisbilities | x | - | -- | -- | -* |
| Total lisbilitles | $x$ | -- | -- | -- | ** |
| Totel equity | x | -- | -- | - | -- |

(1) These estinates bre based on semple of businesses reporqing seles between $\$ 25.000$ end $\$ 2,000.000$ See rable ifor symbols and notes.

TABLE 3. Financial ratios(1) for incorported businestes only. 1987
Manitoba, Photographers (Sit 9831)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middl } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Lom seles value ( $\$ 000^{\circ}$.) <br> High sales value ( $9000^{\circ}$ ) | (1) ${ }^{4}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.7 | -- | -- | -- | -- |
| Leverage ratios Debt/eaity ratio (times) Intertest coveruge ratio (times) Debt retio (times) | $\begin{array}{r} 0.7 \\ 25.0 \\ 0.4 \end{array}$ | -- | -- | -- | -- |

(1) The retion represmt the overage of retios for each business in the group and cannot be celculated from the figures shown in toble 2 .
(2) These ustimetes tre besed on exmple of businestes reporting sales between $\$ 25,000$ and $\$ 2,000,000$.

Set leole 1 for symbols and notis.

## Dotinitiont

1. Liquidity ratio:

Current s current assets / current liabilities
2. Leverege retios:

```
Debt/gquigy = qotal liabiliqies / equiqy
bl DeDt ratio = {otsl liabilivies / possl assets
c) Interes: coveroge = net profit * inserest expense/ interest expense
```

TABLE 4. Stitement of changes in financial position for incorporated businesses only. 1987
Manitoba, Photographers (SIC 9931)

|  | Total(1) | $\begin{array}{r} 80 t \geqslant 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lomer middle 25: | $\begin{aligned} & \text { UPDer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in ample (No.) Low sales value $\$ 000$ s High sales vaiue ( 8000 's) | $(1)^{4}$ | -- | -- | -- |  |
|  |  |  | crage $1 \$ 000$ |  |  |
| Dpersting ectivities Cash from oderations Dedieciation Othef | $x$ $x$ $x$ | -- | -- | -- | $\cdots$ |
| Dividends | X | - | -- | - | -- |
| Invesiment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncreese in investment <br> Decresse in investment | $x$ $\times$ $\times$ $\chi$ $x$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt Redayment of long term deb? <br> Loans from shareholders <br> Repayment of loans from sharehol ders <br> Advances \& loans lrom: government <br> lncrease in equity <br> Decrease in equity <br> Othe? | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - - - -- -- $=-$ | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | -- -- -- -- -- |
| Increase(decrease) in cash s equlvielents Cash s equivalents-Beginning of the yeer Cash \& equivalenis - End of the year | $x$ $\times$ $\times$ | -- | -- | -- | -- |

(1) These estimetes are based on sample of incorporated businesses reporing seles detwen $\mathbf{8 2 5 . 0 0 0} \mathbf{~ a n o} \mathbf{5 2 , 0 0 0 . 0 0 0 \text { . Somple count inctudes }}$ only those Dusinesses reporing bielment of chenges.
5ee iable i for symbols and notes

TABLE 5. Employment changes by size of business. 1984-1987 bused on sic ciassification in igs7
Manitoba, Photographers (SIC 9931)

| Bus, ness size expressed in average labour units! 1 ) | Number of businesses | $\begin{array}{r} \text { Total poyroll } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units(1) | Changes in number of businesses with de id employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Totel | 73 | 6.194 | 377 | 12 | 8 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-409 \\ & 500 \text { and over } \end{aligned}$ | $\begin{gathered} 86 \\ 6 \\ 3 \end{gathered}$ | $\begin{array}{r} 2.036 \\ 139 \\ 4.019 \end{array}$ | $\begin{array}{r} 124 \\ 8 \\ 245 \end{array}$ | 12 | 7 <br>  |
| 1987 |  |  |  |  |  |
| Totel | 73 | 7.795 | 534 | 12 | . . |
| less than 20 $20-99$ $100-499$ 500 and over | 88 3 3 9 | $\begin{array}{r} 2.133 \\ 47 \\ x \\ x \end{array}$ | 146 3 332 53 | 10 $\vdots$ | $\cdots$ $\cdots$ $\cdots$ |

(1) Averge labour units bre colculbied by dividing totbi payroll by the overoge annul wage and solery rote as ieported in the Survey of Employmen. Peypoll and hours. Statistics Canade. Calologue $72-002$. An everege iabour unit could be interpreted as a full-time employes. Note that the busimess sige groups used are derermined of the Cenode level. Thus if obusiness has at least 500 employees in canade as a whole but less than thei number in any given province if is shown in the 500 and over group
12) Relers io businesses reporing no daysoll ceductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Nowly reporting" and "no longer reporting" businesses are assumed to have been in acpivity for six months and ithe information is adusted accordingly

See table i for symbols and motas

TABLE 6. Selected operating characteristics of amall businesses by sales quartile. 1985-1987
Manitoba, Photographere (SIC 9931)

|  | Fotal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\text { middle } 25 \%$ | $\begin{aligned} & \text { Uppe: } \\ & \text { middi } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Mumber of observetions in semple Average sules? | $95.017$ | - | - | -- | -- |
| Averape expense \$ | 91,893 | -- | -- | -- | -- |
| Average net profit (lose) \$ | 3,124 | -- | -- | -- | -- |
| Susinteses reporting a profit (Mo.) | . |  |  |  |  |
| Averspe sales | 98.230 | - | -- | - | -- |
| Averope expense s | 90.321 | - | - | - | - |
| Average nat drofit \$ | 7.909 | -- | - | -* | - |
| Busimesees reporting loss (Mo.) | 3 |  |  |  |  |
| Average ssless | 61.328 | -- | -- | - | -- |
| Averege expenses | 57.427 | -* |  | -- | -- |
| Average net loss \$ | -6.099 | -- | -- | -- | -- |



| Number of observetions in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) s | 20 210.052 171.629 38.423 | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: |
| Susinesses reporting a profit (Mo.) | 12 |  |  |  |
| Average sales \$ | 216.985 | -- | -- | -- |
| Aversge expense ? | 167.634 | -- | -- | -- |
| Average net profits | 49.351 | -- | -- | -- |
| Dusinesees reporting lees (Mo.) | 8 |  |  |  |
| Average ssless | 139.513 | -- | -- |  |
| Aversoe expense | 153.851 | -- | -- |  |
| Averson net loss | -14.348 | - | -- | -- |

[^33]TABLE 1. Selected operating ratios. in percent of sales. 1987
Manitoba, Welding (SIC 9942)

|  | Total(1) |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ |  | Lower$\text { middle } 25^{\circ}$ |  | Upor 1$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25: \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) Migh sales value i\$000's) |  | $\begin{aligned} & 24 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Tote1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midole } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Porcent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Oceupency expenses | 10.1 | - | -* | -- | -- | 100.0 | 10.1 | -- | - | -- | -- |
| Deprecietion | 6.2 | -- | -- | - | -- | 98.9 | 6.2 | -- | - | -- | -- |
| Repairs meintenance | 1.1 | -- | -- | -- | -- | 58.0 | 1.8 | -- | -- | - | -- |
| Hear. light steleonons | 2.2 | -- | -- | -- | -- | 85.7 | 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 | -- | -- | -- | -- |
| Inierest 8 bank charges | 2.0 | -- | -- | -- | -- | 83.0 | 2. 6 | -- |  | -. | -- |
| Professional lees | 1.1 | -- | -- | -- |  |  |  | -- | -- | -- | -- |
| Other expenses | 55.4 | - | -- | -- | -- | 100.0 | 55.4 | -- | -- | -- | -* |
| Profit (loss) | 13.0 | -- | -- | -- | -- | 100.0 | 13.0 | -- | -- | -- | = |
| Totel | 100.0 | -- | -* | - | = | 100.0 |  | *- | -- | - | - |

## Symbols

- zero or no observations
- 100 small too de expressed
... not applicsbie
- confidentiel


## Foosnotes


Tots weighted expenditur on a given item
(2) Value in each celt $=\overline{\text { Total weighred sales of bli businesses in the sample }} \times 100$ for esh quertile
(3) Value in sach ceil: s ots weighted expenditur on given item

This porpion of the table pertains only to the businssses reporting the specific expense ifem. fherefore these retios er celculated individually and the sote! will not necessarily equi 100 z
motes
Date be shown by queftiles when at least 13 of the samplod businesses report the specific item.

 high end low velues of seles ere shown

## Mow to use the potiet

(1) bocete the approprist seles page that is displeyed on the two lines entitisd low seles velue" and EMigh seles velues
(2) The selected renge will indicat the proper queptile. i. the botion 25\%, the lower midde 25k. the upper midd 25i or the 200 $25 \%$.
(3) Dats pertaiming to the telected sales size range will be in that quattile

Stenderd Industrisi Elostificetion Dofinition (SIC Inso):
sIC 9942-melding
 Electic welding services lexcept construction sisel. welding repeir work ond widing shops

TABLE 2. Balance sheet prof ile for incorporated butinesses only. 1987
Manitobe, Welding (SIC 9942)

|  | Total(1) | 80ttom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middi } 25 \% \end{aligned}$ | Under $\text { middle } 25 ;$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 13 $(1)$ (1) | -- | -- |  | -- |
|  | Average (\$000's) |  |  |  |  |
|  |  |  |  |  |  |
| Csen |  |  | -- | -- | -- |
| Accounte and notes receiveble | 27 | -- | -- | -- | -- |
| Inventory | - | - | -- | -- | - |
| Other current assets | 32 | -- | - | -- | -- |
| Total curient assets | 59 | -- | -- | - | -- |
| Fixed asets | 42 | - | -- | - | -- |
| less: Accum. dep on fixed meets | - | -- | -- | -- | -- |
| Other essets | 3 | -- | -- | -- | -- |
| Totel mests | 103 | -- | -* | - | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans liabilities | 8 36 | -- | =- | -- | -- |
| Total current liabilities | 43 | - | -- | - | -- |
| Mortgages dayable | - | - | - | - | -- |
| Long term debt | 5 | -- | - | -- | -- |
| Other lisbilities | 20 | - | - | -- | -- |
| Total liabllities Total equity | 58 | -- | - | - | -- |

(1) These estimetes are based on sample of businesses reporing ssies betmeen $\$ 25,000$ and $\$ 2.000 .000$

See table 1 for symbols and nores.

TABLE 3. Financial ratiow(1) for incorporated butinesses only. 1987
Menitobe, Welding (SIC 9942)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 x \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales vilue (9000's) Migh sales value ( $9000^{\circ}$ s) | $\left.\begin{array}{l} 13 \\ (1) \\ 1 \\ 1 \end{array}\right)$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Llquidity ratio Curient retio (times) | 1.4 | -- | -- | -- | -- |
| Leverage retios <br> Debs/eavity ratio (times) <br> Interest coverage ratio (times) <br> Dabt retio (times) | $\begin{aligned} & 1.9 \\ & 6.6 \\ & 0.7 \end{aligned}$ | -- | -- | -- | -- |

(1) The retios reprosent the everage of fetios for esch business in the group ond cannor be celculated fiom the figures shown in iable 2 .

see itole I for symools end notes.

## Definisiens:

1. Liquitity rmio:

Current eurcent assets / curfent liabilities.
2. Leverege retios:

```
Debe/equity = rotal \,milicies / equity
D) Oebi potio = cosal liabilities f toral assets
c) Interest coverage = net profi& ( interest expense/ interest mxpense.
```

TABLE 4. Statement of changes tn financial position for incorporated businesses only. 1987
Manitobe, Welding (SIC 9942)

|  | Total(1) | $\begin{array}{r} \text { Bo:tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lowe! } \\ & \text { midde } 25 \% \end{aligned}$ | Upoe? midole 25: | 705 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Lom sa:es value ( 5000 's) High sales voive ( $\$ 000$ 's) | $(1)^{4}$ | -- | -- | - | -- |
|  |  |  | erage : $\$ 000$ |  |  |
| Operating ectivities Cash from odertions Dediecistion Dther | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | -- | -- | -* | = |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- <br> - <br> - |
| Financing etivities <br> Inccease in long term dedt Repayment of long teim debt <br> Loans from shareholders <br> Repaymen: of loans from shareholders <br> advances \& loans from government <br> increase in equity <br> Decrease in equity <br> Other | $x$ | - - - - - - | - - - - - - - | - <br> - <br> - <br> -- <br> -- <br> - | - <br> - <br> - <br> $=-$ <br> - |
| Increaseldecrease) in cesh s equivelents Cash soquivelents-Beginning of the year Cash 8 equivalents - End of the year | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

111 These estimetes se baseo on sample of incorpormied businesses reporting ssies between 325.000 and $\$ 2,000.000$. Sample count includes only those busingstes reporting statement of changes.
See inte 1 for symbly and motes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC cisssification in i987
Menlsobe. Weldine (SIC 9942)

| Business size expressed in |
| :--- | :--- | :--- |
| average labour units(i) |

III average labour units ere colculated by dividing totol poyroll by the average annusi wage and salary rate as ieaop ted in the Surver of Emplorment. Peyroll and Mours. Statistics Canada. Casalogue 72-002. Ar average labour unit could be inqerpreied as o full-itme tmployee wote that the business size groups useo are determined ot the Conaoa level. Thus if ousiness hes at last 500 employees in Canada as whole dut less than that number in any given province it is shown in the 500 and over groud.
(2) Reters ic businesses feporting no payrall deductions in the previous year
(3) Reters to businesses reporting no payroll beductions in the following year.

ENewly roporing and *no longer repofting businesses are assumed to have deen in acpivity for six months and the information is adusted accordingly

See itule 1 for symbols and noies

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitobe. Welding (SIC 9942)


1986


1987

| Number of observations in sample | 190 119.773 | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense s | 108.024 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 11.749 | -- | -- | - | -- |
| Susinesses reporting epofit (Mo.) | 24 |  |  |  |  |
| Average sales | 120.154 | -- | - | - | -- |
| Average expense \$ | 104.502 | -- | -- | -- | -- |
| Average net profit | 15.652 | -- | -- | -- | -- |
| Businesses reporting lons (Mo.) | 15 |  |  |  |  |
| Average seles 5 | 182.288 | -- | -- | - | -- |
| Aversoe expense \$ | 185.973 | -- | -- | - | -- |
| Average net loss \$ | -3,685 | -- | -- | -- | -- |

(1) These instimstes sfebased on semple of businesses reporting sqies ofteen $\mathbf{5 2 5 . 0 0 0}$ end $\mathbf{5 2 . 0 0 0 . 0 0 0}$

See iable 1 for symbals and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitobe, Services to Buildings and Dwellings (SIc 995)


## Sybole

zero or no observations

- too smail too be expressed
. not appilicabla
$\times$ confidentiol


## Footnotife

(1) These estimetes ere besed on semple of Dusinesses reporing stes between $\$ 25,000$ and $\$ 2.000 .000$

Totel weightec expenditure on siven item

Inis portion of the toble pertains only to the businesses reporting the spec: fic expense item therefore these retios ere calculated individubily and the total will not mecessarily qual 1008.

## Motes

Data are shown by quertiles when of teas: 13 of the sampled businesses peport the specific item
Hecoros were ranked in ascenging order according 10 setos size. Each qubrtile li. bottom 25\%. Iowter nidde 25\%. etc.) represents one quarter of the totsl number of businesses. Within esch quapile. the ever ge rotio is presented. for comperison purboses. the high and lom velues of seles are shown

How to we the teblee
(1) Locaie the appropriate seles range that is displayed on the two lines entitisd "Low salus valum" and migh sales value"
(2) The selected rangemill indicate the proper quartile. i. the botlom 25\%. the lower midde 25\%. the upper middit $25 \%$ or the top 25\%
(3) Dete perteining to the telected teles size penge will be in thet quertile.

## Standerd Industriel Claseificetion Definition (SIC 18s0):

5IC 1950 - Services to buildings and Dwellings
Businesses primerily engaged in disinfecting end exterminsting. window cleaning. janitorial and other services to buildings and owelings.

TABLE 2. Balane sheet profle for incorporated businesses only, 1987
Manltobe, Services to Bulldings and Dwellings (SiC 995)

|  | Total(1) | $\begin{array}{r} \text { Bot }+0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | $\begin{aligned} & \text { UpDer } \\ & \text { middle } 25^{*} \end{aligned}$ | $\begin{aligned} & \text { Toc } \\ & 25^{*} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $8000{ }^{\text {a }}$ ) Hign sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 17 \\ & (1) \\ & 11 \end{aligned}$ | -- | -- |  | - |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  | -- | -- | -- |
| Cash ${ }_{\text {accounts }}$ and notes receivable | 30 | -- | -- | -- | -- |
| Accounts and notes Inventory | 30 | -- | -- | -- | -- |
| Other cuprent assets | 34 |  | - | -- | -- |
| Total current sssets | 64 |  |  |  | -- |
| Flxed mssets | 21 |  |  |  | -- |
| Less: Accum. dep. on fixed aseetg Other issets | 25 | - | -- | -- | -- |
| Totol msets | 110 | -- | -- | -- | -* |
| Lisbilities and equitr - .o. |  |  |  |  |  |
| Other current liabilities | 32 | -- | -- | -- | -- |
| Total current liabilities | 43 |  |  |  |  |
| Mortgages Dayable | - | - |  |  | - |
| Long term debt. | ${ }_{16}^{3}$ | .- |  | -- | + |
| Other liabilitios | 16 | -- | - |  |  |
| Total liabilities Total equity | 62 48 | -- | -- | -- | -- |

11) These estimates bre besed on semple of businesses reporting sains between $\$ 25,000$ and $\mathbf{\$ 2 . 0 0 0 , 0 0 0 .}$

See rate i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated butinesses oniy, 1987
Manitobe. Services to Buildings and Dwallinge (SIC ges)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample \{No.\} Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 0000^{\prime}$ s) | 17 111 $11)$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.5 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/aquity ratio (times) <br> Interest coverage retio (times) <br> Debt retio (times) | 1.3 4.4 0.6 | -- | -- | -- | -- |

ill The retios represent the everage of ratios for each business in the group and connot belculated from the figuras shown in fable 2
(2) These estimetes beted on sempl of businsses reporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$

Sue Teble i for symols and notes.

Definitions:

1. Liquidity retlo:

Current = eurrent assets / current liabilitios
2. Levertage retios:

Debt/equity = toral |isbilities / equity
b) Debt ratio = coral libbilities/toral assets
c) Interest coverage $=$ net profit +interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987
Manitobs. Services to Buildinge and Dwellings (SIC 995)

|  | Tota! ! ! | $\begin{array}{r} \text { Sottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Under middle 25\% | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | 5 |  |  |  |  |
| Low soles value (\$000's) | \1 |  | - | -- |  |
| High sales value (\$900's) | 11 |  |  |  |  |
|  | Average (\$000's) |  |  |  |  |
| Operating activities |  |  |  |  |  |
| Cast from operations Dadeciation | 9 5 | -- | -- | -- | -- |
| Other | -5 | -. | -. | -- | -- |
| Dividends | -3 | - | -- | -- | - |
| Investment ectivities |  |  |  |  |  |
| Disposal of fixed assets | 20 | -- | $\cdots$ | -- | -- |
| Purchase of fixed assets | -4 | -- | - | -- | -- |
| Incresse in investment | -16 | -- | - | -- | - |
| Decrease in investment | - | -- | -- | -- | -- |
| Financing activities |  |  |  |  |  |
| Incresse in long term debi | - | -- | -- | -- | -- |
| Repayment of long term debt | -17 | -- | -- | -- | -- |
| Loans fiom sharehalders | 3 | -- | -- | -- | -- |
| Repayment of loans from shareholders | -1 | -- | -- | -- | - |
| Advances $\delta$ loans from government | - | -- | -- | -- | - |
| Incresse in equity | - | -- | -- | -- | - |
| Decrease in equity | - | -- | -- | - | = |
| Othes |  |  |  | - | =- |
| Incresecoceresel in cesh t oquivalents | -8 | - | -- | - | - |
| Cash fequivalents-Beginning of the year | 19 | -- | -- | -- | -- |
| Cosh equivalents - End of the year | 12 | -- | - | -- | -* |

 only those businesses roporting stetement of chenges.
set Toble ifor symbo! end notes.
TABLE 5. Employment changes by size of business. 1984-1987 based on SIC classification in 1987
Manitobe. Services to Bulldings and owellings (SIC 995)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Tota! payro!! } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units(1) | Changes in number of buslnesses wh paid employens |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting } 12 \text { ) } \end{array}$ | No longer reporting(3) |
| 1984 |  |  |  |  |  |
| Total | 242 | 16.919 | 2.071 | 58 | 27 |
| $\begin{aligned} & \text { loss than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { end over } \end{aligned}$ | $\begin{array}{r} 210 \\ 20 \\ 9 \\ 3 \end{array}$ | $\begin{array}{r} 4.774 \\ 5.385 \\ 5.822 \\ 938 \end{array}$ | $\begin{aligned} & 541 \\ & 831 \\ & 775 \\ & 124 \end{aligned}$ | $\begin{array}{r} 56 \\ 1 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r} 25 \\ 2 \\ - \end{array}$ |
| 1517 |  |  |  |  |  |
| Totel | 290 | 25.055 | 2.784 | 95 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 254 \\ 22 \\ 10 \\ 4 \end{array}$ | $\begin{aligned} & 7.065 \\ & 6.500 \\ & 7.866 \\ & 3.664 \end{aligned}$ | $\begin{aligned} & 887 \\ & 707 \\ & 935 \\ & 435 \end{aligned}$ | $\begin{array}{r}93 \\ 2 \\ 1 \\ \hline\end{array}$ | - |

 Sufver of Emplayment. Payroll and Mours. Statistics conade. Calalogue 92-002. An average labour unit coulo be interpretid as a full-time employet. Nole that the business size groups used stedeternined the conede level. Thus if of biness has of leas 500 mployees in Canadas as whole but less than ihal number in ony given provinct is is shown in the 500 and over group.
(21 Refers to businesses reporting no peyroll deductions in the previsus year.
(3) Refers to businesses reoorting no perrall deductions in the folloming year
"Newly reporting" and "no longer reporting" businesses are assumed to hove been in ectivity for six months ond the information is ediusies accordingly

See isole 1 for symbols and notes

TABLE 6. Selected opereting characteristics of small businesses by seles quartile, 1985-1987 Manisobs, Services to Buildings and Dwellings (SIC 995)

|  | Total(1) | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | $\begin{aligned} & \text { UDDe } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observetions in emmple Average sales $\$$ | 43 96.459 | -- | -- | -- | -- |
| Average expente s | 86.681 | -- | -- | -- | -- |
| Aversge net protit (loss) \& | 9.778 | - | -- | -- | -- |
| Businesses reporting profit (Mo.) |  |  |  |  |  |
| Average sales s | 129.291 | -- | -- | -- | -- |
| Avoroge expense \$ | 111.603 | -- | -- | -- | -- |
| Aversge net Drofit | 14.688 | -* | -- | -- | -- |
| Businesees reporting lose (Mo.) |  |  |  |  |  |
| Average sales | 91.932 | -- | -- | -- | -- |
| Averige expense | 93.474 | -- | -- | -- | -- |
| Average net loss \$ | -1.54? | -- | -- | -- | $\cdots$ |


| Mumber of observations in stmple <br> Average sales s <br> Avarage expense $\$$ <br> Average net profit (loss) $\$$ | 128.569 110.947 17.614 | 29.810 18.258 11.552 | $\begin{aligned} & 40.461 \\ & 26.843 \\ & 13.518 \end{aligned}$ | $\begin{aligned} & 55,701 \\ & 42,283 \\ & 13,418 \end{aligned}$ | $\begin{array}{r} 388.270 \\ 356.403 \\ 31.867 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses repoting profit (Mo.) | 89 |  |  |  |  |
| Averoge soles ${ }^{\text {s }}$ | 100.183 | 29.810 | 40.461 | 55.150 | 275.309 |
| Aversge expense s | 79.370 | 18.258 | 26.843 | 39.848 | 232.530 |
| Average net profit | 20.813 | 11.552 | 13.818 | 15,302 | 42.779 |
| Businesser reporting lose (Mo.) | 12 |  |  |  |  |
| Average sales | 403.506 | - | - | 59.815 | 747.197 |
| Average expense $\$$ | 405.225 | - |  | 60.448 | 750.002 |
| Average net loss S | -1.719 | - | - | -633 | -2.805 |

1987

| Number of observations in sample Average sales $\$$ | $\begin{array}{r} 55 \\ 131.049 \end{array}$ | 29.250 | 43.922 | 68,148 | 382, 875 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expenses | 115,682 | 18.994 | 25.938 | 48,810 | 368,986 |
| Average net Drofit (loss) 5 | 15.367 | 10.256 | 17.984 | 19.338 | 13.889 |
| Businesces reporting profit (Wo.) | 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 |
| Businetses iopertinge lote (Mo.) | 12 |  |  |  |  |
| Aversee sales | 185.423 | - | - | 88.059 | 284.787 |
| Aversge expense ${ }^{\text {s }}$ | 195.174 | - | - | 90.196 | 300, 151 |
| Average net loss | -8.751 | - | - | -2,137 | -15.364 |

111 These esfinates bre besed on sanpl of businesses peporting ssiss between \$25.000 and \$2,000.000.
See imole 1 fop symbols and notes

TABLE 1. Selected operating ratios. in percent of sales. 1987
manltobe, Janitoriel Services (SIC 9953)

|  | Tota!(1) |  | Bostom 25\% |  | Lomer$\text { middle } 25 \%$ |  | Undermidole 25\% |  |  | Tof |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$00C's) Migh sales volue ( $\$ 000$ 's) |  | $\left.\begin{array}{l} 32 \\ (1) \\ 11 \end{array}\right)$ |  |  |  |  |  |  |  |  |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Redorting businesser only 3 ) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { lower } \\ \text { miodl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midd } 10 \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lowe! middle 25\% | Udoe? middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salos |  |  |  |  |
| Oceupancy expenses | 6.6 | -- | -- | -- | -- | 100.0 | 8.8 | - | -- | -- | - |
| Deprecietion Repsips of meintenance | 3.6 0.5 | -- | -- | -- | -- | 87.0 36.2 | 4.1 | -- | -- | -- | -- |
| Heat. light \& telechone | 0.9 | -- | -- | - | - | 52.5 | 1.7 | -. | -- | -. | -- |
| Rent | 1.7 | - | -- | - | -- | 50.3 | 3.3 | - | -- | -- | - |
| Personnel expenses | 24.1 | -- | - | =- | -- | 79.4 | 30.3 | -* | -- | -* | =- |
| Financiel expentes | 1.9 | -- | -- | -- | - | 92.9 | 2.1 | - | $\cdots$ | -- | -- |
| Interest 6 dank chorges | 1.6 | -- | -- | -- | -- | 71.7 | 2.0 | -- | -- | -. | -- |
| Professional fees | 0.5 | -- | - | - | -- | 89.4 | 0.6 | -* | -- | *- | -- |
| Dther exponses | 37.5 | - | -- | - | -- | 100.0 | 37.5 | -- | - | - | -* |
| Profit (loge) | 29.9 | - | - | -- | -- | 98. 5 | 30.3 | -- | -- | -- | -- |
| Totel | 100.0 | -- | -- | - | -- | 100.0 | $\ldots$ | - | -- | -- | - |

## Symel:

zero or no observetions
-- $t 00$ zmell 100 de expressec
not spolicebl
confidential

## foornotes

lII These estimetes ere based on semple of busineses poporting salas between $\$ 25.000$ end $82,000.000$
Total weighted expenditure on given item

(3) Value in ench cell = lotel weighted expenditur on given item $\frac{\text { Total weighted soles of businesses reporting this item of expenditure }}{x}$

This portion of the teble perteins only to the businesses ceporting the soecific expense item. fherefore these retion are celculated individutly and the fotal will not necesserily equal $100 \%$.

## Moses

Deio ere shown by queriles when of lesst 13 of the somplod businesses report the specific item.
 one quarter of the torsl number of businesses. Within each quartile. Zhe everage ritio is presented. For comparison purposes, the high and low values of seles er shown.

How to use the teblet
(1) Locete the approprise sele renge that is displeyt on the two lines ontilled "Low zales value end "High selmelue".

121 the selected renge will indicete the proper quertile. i. the botion 25x. The lower nidde 25\%. the upper midele 258 of the $80025 z$.
(3) Dete perteining to the selseted sales size penge will bo in thei qustils.

## Stenderd Industriel Clessificetion Definition (SIC 1N80):

[^34]TABLE 2. Balance sheet profile for incorporated businesses only, 1987
Menitoba, Jenitorial Services (SIC 9953)

|  | Total(1) | Botiom 25* | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) Lom sales value ( $\$ 000^{\circ}$ s) High sales value ( $5000^{\circ}$ ) | $\left.\begin{array}{l} 11 \\ \langle 1 \\ 1 \\ 1 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  | $\bullet$ |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounta and notes receivable | 45 | -- | -- | -- | - |
| Inventory | - | - | -- | - | - |
| Other curtent assets | 29 | -- | -- | -- | - |
| Total current assets | 75 | -- | -- | -* | - |
| Fixed assels | 25 |  | -- | - | - |
| Less: Accum. dep. on fixed essets Other assets | 32 | -- | -- | -- | -- |
|  |  |  |  |  |  |
| Totel essets | 132 | -- | - | -- | - |
| Liebillies end equity |  |  |  |  |  |
| Current loans | 17 | -- | -- | -- | - |
| Other current liabilities | 38 55 | -- | -- | -- | -- |
| Moptgeges payable | 5 | -- | - | -- | -- |
| Lone term debt | 3 | -- | -* | -- | -- |
| Other lisbilitios | 23 | -- | -- | -- | -- |
| Totel lisbilities | 81 | -- | -- | - | - |
| Totel equity | 51 | -- | - | - | -* |

(1) These estimetes ore based on sample businesses reporting sales between \$25.000 and $\mathbf{5 2 . 0 0 0 . 0 0 0}$.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(i) for incorporated businesses only. 1987
Manitobs, Janitorial Services (Sic g953)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { middle } 25 x$ | $\begin{aligned} & \text { TOD } \\ & \text { 25\% } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Busineses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) migh seles volue ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 11 \\ & (1) \\ & 11\} \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity etio Current ictio (times) | 1.4 | -- | -- | -- | -- |
| ```Leverege retios Oebt/equity retio (times) Interest coverage retio (times) Debt ratio (times)``` | 1.8 6.2 0.6 | -- | -- | . | -- |

(11) The retios reppesent the merege of fotios for ench business in the group and cennot be culculsted from the figures shom in foble 2 .
(2) These estimates ore besed on sumple of businesses reperting swies beimen $\$ 25,000$ and $\$ 2,000,000$.

Ste rable 1 for symbil and notet

Definitrons:

1. Liquidity rintio:

Current $=$ curront assets / curront liabilities.
2. Leversoge cotios:

Debt/equity $=$ cotal liabilisies / equity
Dt Debt ratio $=$ potal liabilities / total assess.
cl Interest coverage $=$ net prafit * interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporatad businesses only, 1987
Manitoba, Jenitorlal Services (SIC 9953)

 only those Dusinesses reporting staremant of chenges
Set icbl i for symbols and noles

TABLE 5. Employment chunges by size of bustness, 1984-1987 beesd on SIC ciassification in 1987
Manltobe, Services to Buildinge and Dwellinge (Sic g95)

| Business size expressed in |
| :--- | :--- | :--- |
| sverage labour units(i) |

1987

| Total | 290 | 25.095 | 2.764 | 98 |
| :---: | :---: | :---: | :---: | :---: |
| 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 | - |

[^35]"Newly roboling" ond mo conger reporting" Dusinesses are essumed to have deen in bcsivisy for six months ond the informetion is sdjusted accordingly.

See lable f for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1985-1987
Manitoba, Janitorial Services (SIC 9953)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { lower } \\ \text { mioole } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1985 |  |  |
| Number of observations in sample | 25 |  |  |  |  |
| Aversge sales ${ }^{\text {a }}$ | 82.913 | -- | -- | -- | -- |
| Aversge expense \$ | 72.174 | -- | -- |  | -- |
| Aversoe net profit (loss) | 10.739 | - | - | -- | -- |
| Businesses reporting profit (Mo.) | 174.193 |  |  |  |  |
| Average sales 5 | 174.192 | -- | -- | - | - |
| Aversge expense $\$$ | 152.878 | -- | - | -- | -- |
| Average net profits | 21.314 | -- | - | - | -- |
| Businesses reporting lose (Mo.) | 2 |  |  |  |  |
| Averege soles \$ | 91.932 | -- | -- | -- | -- |
| Average uxpense \$ | 93.474 | -- |  | -- | -- |
| Average net loss\$ | -1.542 | -- | -- | -- | -- |

1986

| Number of observations in sample <br> Average sales \$ <br> Aversoe expense 5 <br> Aversoe net profit (loss) \$ | 54 133.716 120.346 13.370 | $\begin{aligned} & 34.051 \\ & 23.716 \\ & 10.335 \end{aligned}$ | $\begin{aligned} & 44,495 \\ & 26,066 \\ & 18,429 \end{aligned}$ | $\begin{aligned} & 52.557 \\ & 41.949 \\ & 10.608 \end{aligned}$ | $\begin{array}{r} 403.782 \\ 389.652 \\ 14.110 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesees reporting eprofit (Mo.) | 43 |  |  |  |  |
| Averape sties ${ }^{\text {a }}$ | 79,926 | 34.051 | 44.495 | 50.969 | 190.189 |
| Averepe expense | 63,532 | 23,718 | 26.066 | 37.903 | 166.441 |
| Average not profits | 16.394 | 10.335 | 18.429 | 13.056 | 23.748 |
| Susinesses reporting - lose (Mo.) | 11 |  |  |  |  |
| Averspe sales 5 | 420.838 | - | - | 59.815 | 781.861 |
| Averepe expense s | 422.630 | - | - | 60.448 | 784.812 |
| Average net loss 5 | -1.792 | - | - | -633 | -2.951 |

1987

Mumber of observations in stmplo
Aversge sales
Aver ge expense $\$$
Aversge net profit (loss)

Businesses reporting e proflit (Mo.)
Aversog soles 3
Avertge expense ?
Average net profits
dusinesses reporting Elese (Mo.) Average sules Average expense Averige net loss

39
108.646
108.646
94.740
13.905
99.15
99.152
80.384
18.76
393.519
418.130
$-24.611$

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


--
$\begin{array}{ll}-= & = \\ -- & =\end{array}$
$\therefore$
--
$\begin{array}{ll}-- & -- \\ -- & --\end{array}$
--
$\qquad$
(13) These estinetes bre bested on semple of businesses peporting ssles between $\$ 25.000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1987
Manitobe, Ticket and Trevel Agencies (SIC 9961)

|  | To: 1 1(1) |  | Bottom 25\% |  | Lown$\text { midde } 25 \%$ |  | Uopermiddle 25\% |  |  | $\begin{aligned} & 700 \\ & 25^{\circ} \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samol (No.) Low sales value (3000's) High sales vaiue ( $9000^{\circ} \mathrm{s}$ ) |  | $\left.\begin{array}{l} 31 \\ (1) \\ 11 \end{array}\right)$ |  |  |  | .- |  |  |  |  |  |
| Solected expense item | Industry average(2) |  |  |  |  | $\left\lvert\, \begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { renorting } \end{gathered}\right.$ | Reporting businesses only: 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lowel } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { midd } 10 \\ & 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middl } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd le } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of eales |  |  |  |  |
| Cost of seles | 3.4 | -- | - | -- | -- | 1.0 | 41.3 | -- | -- | -- | - |
| Decupency expenses | 18.2 | -- | - | -- | - | 100.0 | 16.2 | -- | - | ** | - |
| Deprecistion | 1.8 | -- | -- | -- | -- | 98.3 | 1.8 | -- | -- | -- | -- |
| Repaips maintenance | 0.3 | -- | -- | -- | - | 35.6 | 1.0 | -- | -- | - | -- |
| Meat, light t telephons | 3.3 | - | -- | - | -- | 79.7 | 4.1 | -- | -- | - | -- |
| Rent | 10.8 | -* | -- | -- | -- | 88.4 | 12.2 | -- | -- | -- | -- |
| Personnel expenses | 50.0 | -- | - | -- | -- | 97.5 | 51.3 | - | -- | -- | - |
| Financiel expenses | 4.1 | - | -- | -- | - | 97.5 | 4. 2 | - | -- | -- | -- |
| Interest of bank cherges | 1.4 | -- | -- | -- | -- | 86.1 97.5 | 1.6 2.7 | -- | -- | -- | - |
| Protessions fees | 2.7 | -- | -- | -- | -- | 97.5 | 2.7 | -- | -- | - | - |
| Other expenses | 32.5 | -- | -* | -- | -- | 100.0 | 32.5 | -- | -- | -- | - |
| Profit (loss) | -6. 1 | -- | -- | -- | - | 37.5 | -6. 3 | -- | - | =- | = |
| Totel | 100.0 | -- | -* | -- | - | 100.0 | ... | - | - | - | - |

[^36]
## footnotes

(11) These estinetes ar based on semple of businesses reporting seles between $\mathbf{5 9}, 000$ and $\$ 2,000.000$.
(2) value Totel wighted expenditure on eiver item

Volub in esch cell 2 Topal wighted seles of businesses roporting this iten of oxpenditure
Phis portion of the table pertains only to the pusinesses repopting the specific oqense item. Therefore these retios ere calculeted indivioully end the total will not necessefily equel 100 s .

Motes
Dats of show by quartiles when at letst 13 of the sampled businesses pepoit the specific item.
 one querter of the totel number of bugingsses. withim ench quertile, the gersege peio is presented. for comperison purposes. the high and low values of sistere shown.

Mow to use she tebles

(2) The selected renge will inolcett the proper quertile. i. . the bottom $25 \%$. the lower midde z5z. the upper sidde z5s or the top 258
(3) Deta perteining to the selected seles size ronge will be in that quartile.

## Stender Industrisl Clastificetion Detinition (3IC 1sto):

SIC Igel - Ticket end Travel agencies
Businesses prims ily engaged in fuphishing trevel informstion, acting as egenis in arfanging tours, scommodetion ond trensportarion for trgupliers of acting as independen agencies for tfansportation establishments. Incluced are businesses engsped in booking accomodetion for iravellers. booking fransportation for trovillers, travel arpanging. travel booking and planning services. travel infopmation services and vecetion pravel sepvices

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lomer } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoder } \\ & \text { middie } 25 \% \end{aligned}$ | ToD $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gusinesses in samole (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | 24 (1) (1) | -- | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\text {c }}$ s) |  |  |  |  |
| Asets - . . .- .- .- |  |  |  |  |  |
| Cashron and notes receivable | 35 | -- | -- | -- | -- |
| Inventory |  |  | -- | -- | -- |
| Other current assets | 76 | -- | -- |  | -- |
| Total curient assets Fixed asseis | 111 | -- | -- | -- | -- |
| Less: Accum. dup. on fixed essets | - | -- |  | -- | -- |
| Other essets | 15 | -- | -- | -. | -- |
| Totel essets | 137 | -- | -- | -- | -- |
| Liebilities end eavity $\quad 13$ |  |  |  |  |  |
| Other current liabilities | 80 | -- | - |  |  |
| Total current liabilitios | 73 | -- |  |  |  |
| Mortoages payable | - | -- | -- |  | -- |
| Long term debt | 11 | -- | -- | -- | -- |
| Total liabilizies | 15 52 | -- | -- | -- | -- |
| Totel equity |  | -- | -- | - |  |

(1) These estimates are besed on sample of businesses reporting sales beiween 525,000 and $\mathbf{\$ 2 , 0 0 0 , 0 0 0}$.

See rat. i for symbols and notes

TABLE 3. Financial ratios(1) for incorporated butinesses oniy, 1987
manltoba. Ticket and Travel Agencies (Sic age1)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper middle 25x | $\begin{aligned} & \text { Tod } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{gathered} 24 \\ (1) \\ (1) \end{gathered}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current iatio (times) | 1.5 | -- | -- | - | -- |
| ```Leverage ratios Debt/equity retio (times) Intarest coverige ratio (t\|mes) Debt rotic (times)``` | 1.8 0.8 | "- | -- | -- | -- |

(1) The retios represent the evertge of resios for esch business in the group and connot be celculeted from the figures shown in lable 2

see Teol i for symbols and notes.

Definisiens
P. Liquidity ratio:

Current = eurfent ossets / curfent tisbilitios
2. Leversege retios:
a) Debr/equity s total lievitities / equity
bl Debt ratio statal lisbilities / total assers.
cl Interest coverage $=$ net profit interes: expense $\mathcal{f}$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. ig87 Manitoba. Ticket and Travel Agencies (SIC 9981)


| Business size expressed in everage labour unise(1) |  | $\begin{array}{r} \text { Totel peypol! } \\ \left(\$ 000^{\prime}\right) \end{array}$ | Averope 1 abouf units(1) | Chenges in number of businceses with of employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses |  |  | $\begin{array}{r} \text { Newly } y \\ \text { conot ing }(z) \end{array}$ | No Ionger reopetino(3) |


| 1984 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Totel | 111 | 8.035 | 455 | 14 | 11 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 100 \\ 5 \\ 5 \\ 1 \end{array}$ | $\begin{array}{r} 5.111 \\ 1.289 \\ x \\ x \end{array}$ | $\begin{array}{r} 290 \\ 73 \\ 68 \\ 24 \end{array}$ | 12 2 | $\begin{aligned} & 10 \\ & = \\ & i \end{aligned}$ |
| 1987 |  |  |  |  |  |
| Total | 130 | 9.572 | 539 | 15 | ... |
| $\begin{aligned} & \text { lese then } 20 \\ & 20^{\circ}-99^{2} \\ & 100^{\circ}-499 \\ & 500 \text { ond over } \end{aligned}$ | 125 $i$ | 7.437 $\bar{x}$ x | 419 59 64 | 18 | ... |

(1) Average labour units are colculated by dividing totsl peyroll by the average annual wage and salspy fote is reported in the Survey of Employment. Paypoll and Hours. Statistics Cansda, Catalogue 72-002. An overage labour unit could be interpited as o
full-time enoloyee. Mote thet the business size groups used ore determined at the Consol lovel. Thus if business hes ot lemet
500 employes in conade s mole bu? less than inat number in any giver province it is show in the 500 and over group
(2) Reters to businesses reporting no peyroll deductions in the previous yeer.

131 Refers to businesses paporting no payroll deductions in the following year
 odjusted eccordingiy

Set lable for symbols and notes

TABLE 6. Selected operating chertcteristics of small butimesses by sales quartile. 1985-1987
Manitoba. Ticket and Travel Agencies (SIC 9951)

| Total(1) Bottom | Lower | Upoer | Too |
| ---: | ---: | ---: | ---: | ---: |
| $25 \%$ | midele $25 \%$ | $25 \%$ |  |

1985



1987

(1) inese estimates bre based on semple of businesses reporting seles betwen $\$ 25,000$ and $\mathbf{5 2 , 0 0 0 , 0 0 0}$.

See fable 1 for symols and notes

Statiater Canada Linrary



[^0]:    (11) These estimates are based on sample of businesses reporting seles beiween $\$ 25.000$ and $\$ 2.000 .000$

[^1]:    111 These estintes are dased on sanple of businesses reporting seles between $\$ 25,000$ ond $\$ 2,000,000$.
    See Tible 1 for symbois and motes

[^2]:    sic 3030 = Ornementel and Archienctural Metel Products Industrites
    Businesses or imarily engegeo in manufacturing metal windows and soors; prefabriceted. portable metal buildings: bnd other ornamental and architecturel metel produc?s

[^3]:    11 These estimeres sre besed on samole of businesses reporting sales berween $\mathbf{\$ 2 5 , 0 0 0}$ and $\mathbf{8 2 , 0 0 0 , 0 0 0 .}$
    See Table ifor symbols and notes

[^4]:     Survey of Empioyment. Payroll and Hours. Siasistics Canada. Catalogue 12-002. An overage labour unit could be interpretid as a full-time employee. Note that the business sige groups used or cetermined at the Canoda level. Thus it business has at least 500 employes in Conade as owhole but less thon thot nunber in shy given province it is $\$ \mathrm{hom}$ in the 500 ond over group.
    121 Rete:s 10 businesses reporting no parpall deductions in the previous year.
    131 Refers to businesses reporiing no payroll deductions in the following yoar

[^5]:    111 These ustimetes are besed on somple of Dusinesses reporting suies between $\$ 25.000$ and $\$ 2.000 .000$.
    See table ifor symols and notes

[^6]:     Supver of Employmint. Payroll and Hours. Statistics Canada. Calalogue 72-002. An sverage loboup unit could be in?erproted os a
     500 employees in Canade as ehole bue less than that number in any given province it is ghow in the soo end over group.
    121 Refers 10 Dusinesses reporting no poyroll deductions in the previous year
    131 Refers to businesses reporting no poyroll deductions in the following year

[^7]:    (1) These estimates are besed on sample of businesses reporting sales between $\$ 25.000$ and $\$ 2.000 .000$

[^8]:    (1) Averbge labour units are colculsted by dividing total payroll by the average annul wage and salary rate as reported in the Surver of Employment. Payroll and mours, Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a fuil-time employee. Note that the business size groups used are deiermined at the Canado level. Thus if business has bi last 500 employees in Canace as a whole Duf less than that number in my given province it is shown in the 500 and over group
    121 Refers to businesses reporting no payroll deductions in the previous year
    (3.) Refers to businesses reporting no peyroll deductions in the following year
    "Newit reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adiusted accordingiy

    See incle : for symbols and notes

[^9]:    (1) These estimates are based on sample of businesses reporting seles between $\$ 25,000$ and $\$ 2.000,000$

[^10]:     Surver of Emplovmen:. Poysoll and Hours. Statistics Conade. Catalogue 92-0ç An average iabour unit coutc be interpreted as a filfime employee Note that the business size groups used are ofermined at the Canaca ievel. Thus if a Dusiness has at leas? 500 employeas in Canada as a whole but less than that number ir any given provinct it is shown in the 500 and over group
    1 Reiers to Dusinesses reporting no payroll deouctions in the previous yea:
    (3) Refers to Dusimesses reporting no payroll deductions in the following year

    - Newly redorting" and mac longer reborsing" Dusinesses are assumed to have beem in activity for six nonths and the information is adjusted according'y

    See iable 1 for symools and noles

[^11]:    
    
    iull=ime mployee Note that the Dusiness site groups used ore determined si the Canade level. inus if business hes at leest
    500 employets in Canada as whole but less than that number in any given province it is shown in the 500 ond over group
    12: Refers to businesses teporting no osyioll deductions in she previous yeer
    (3) Refers to ousinesses reporting no peyroll deductions in the following year
    *mewly peporting and so longer reporting businesses are assumed to hove deen in sctivity for six months anc the information is adjusted accordingly.

    See isble 1 for sympors and noies

[^12]:    (1) These estimates are Dased on a semple of businesses reporting soles beiween 525,000 and $\mathbf{2 2 , 0 0 0 , 0 0 0 .}$

[^13]:    S1C 6012 - Specielty Food Stores
    Businessef dimarily engaged in reqail dealing usually in one line of food included in this industry are phose petail bererits which seil mainly purchased gooos and shops which bake their products on the premises and sell then over-qne-counter to final consumers. This indusify includes bread and pastry shops, burcher shops. confectionery siores. deiry products stores, delicatessens, fish ono sea food stores. fruit and vegetable stores, health food stores. ice cream stores, milk stores and specialiy tood stores lexcept take out fooo services)

[^14]:    11 These estimates are based on semple of businesses reporting sales betwen $\$ 25,000$ and $\mathbf{5 2 . 0 0 0 . 0 0 0}$
    See Toble ifor symbols ano notes

[^15]:    (1) These estimetes be based on sample of Dusinesses reporting $\$ 81$ es between $\$ 25,000$ and $\$ 2,000.000$

    See isble ifor symols and notes

[^16]:    SiC 6312 - Mutonobile IUted Oenlert
    Businesses primarily engoged in reisil dealing in used cars. Such businesses may be seconderily engaged in selling new cars
    and equipment

[^17]:    See Toble for symols and noies

[^18]:    SIC 8351 . Gertats lGenerel Repeirt
    Businesses primarily engaged in general mechanical and electical repsirs zo motor vehiclas. Garages may be seconderily engaged in selling gasoline and lubricating motar vehicles. These ousinasses include motor vehicle peneral repairs

[^19]:    (11) Average lebour units ore calculated by dividing total payroll by the overge manal wage ond golary iste as reported in the Survey of Emplormens. Payroll and Hours. Statistics Canads. Catalogu 72-002. An average labour unit could be inferpreted as a full-time mployen, Not that the business size groups used ere derermined ot the conedo level. Thus if business hes ot leest 500 employees in Consde to whole but less than thet number in ony given province it is shown in the soo and over group
    121 Refers 10 businesses reporting no poyrall deductions in the previous yeer.
    (3) Refers to businesses reporting no payroll deductions in the following yeer
    "Mewly reporting" and "no longer reporting" businesses are assumed to hove deen in activity for sim months and the information is adjusted accordingly

    See rable 1 for 5 ymbols and notes.

[^20]:    (11) These estimetes bebsed on sample of businesses reporting soles between $\$ 25,000$ and $\$ 2.000 .000$

    See Table ifor symbals and notes

[^21]:    (1) Average lobour units ape colculated by dividing total poyroll by the meverge annual wage ond solary rate as reported in the Survey of Emplovment. Payroll bnc hours. Statistics Conode. Cotologue 72-002. An ever ege labour unit could de interprered as a sull-time employee. Note that the ousiness size groups used are determineo of the Canada level. Thus if business has at least 500 employes in canasa as owhole but less then that number in any given province it is show in the 500 and over group
    12 R Refers to businesses reporting no deytoll deductions in the provious year
    Refers to businesses reporing no poyroll deductions in the following yer
    "Nowly reporting" and "no tonger reporting" businesses afe assumed to nave been in scivity for six months and the intormation is ájusteo accopdingly

    See ieble 1 for symbols and notes

[^22]:    11 These estimes are osed on sanple of businesses reporing sales peiween $\mathbf{5 2 5 , 0 0 0}$ end $\mathbf{8 2 , 0 0 0 , 0 0 0}$

[^23]:    III These estimates are basto on sample of Dusinesses reporting sales between $\mathbf{3 5}, 000$ and 32,000,000
    See toble i for symbols and notes

[^24]:    (1) Thase estimates sre basec on ample of Dusinesses reporting soles beiwan $\mathbf{8 2 5 . 0 0 0}$ and $\mathbf{8 2 . 0 0 0 . 0 0 0}$

    See table 1 for symools and notes

[^25]:    (11) These estimetes bre besed on sample of Dusinesses reporiing sal between \$25.000 and 52.000 .000

    See fable 1 for symbols and notes

[^26]:    111 These espimples sie based on semple of businesses reporting sales between 825,000 and $82,000,000$.

[^27]:    

[^28]:    11) Average labour units to colculated Dy dividing total peyroll by the everage annul wage and selsiy role os reported in the Survey of Employment. Payroll and Hours. Statistics Canado. Catalogue 72-002. An averge lacour uniq could be inierpreted os o
     500 employees in Canada as a whole but less than that number in any given drovince is is shown in the 500 and over group
    121 Refers to businesses reporting no payrall deouctions in the peevious yeat.
    (3) Reters io businesses teparting no payrall deductions in the following year
    -Newly reporting" and "no longer reporting" Dusinesses are assumeo to have been in bctivisy for six months and the information is adjusted accordingly.

    弓ea table i for symbols and nores.

[^29]:    (1) These espinates are desed on sample of businesses roporting $\$ \mathbf{s i l e s}$ beiween $\$ 25,000$ end $\$ 2,000,000$

    See toble i for symools and noies

[^30]:    (1) humage labour units ore calculeted by dividing totol paypoll by the overage onnuel wage ond solory poie as feporied in the Survey of Employment. Payrol and hours. Statistics Canada. Caralogue 12-002. An Buerage labour unit could be interdreded as futintime emplovee mote thot the business size groups used ore tetermined at the conede level. Thus it obusiness hes of loast 500 employes in canada as a whole but less than that number in any given province it is shown in the 500 and over groud.
    (2) Refers 10 businesses reporting no paypoll deductions in the previous year.
    13) Refers to businesses reporting no payroll deductions in the following year
    "Mewly reporting" and "no fonger reporting" businesses are assumed to have been in activity for six nonths and the informetion is -djusted accordingly.

    5ee laole 1 for symbols and notes.

[^31]:    syobal:

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    zero or no observetions
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    * confidenti|l
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[^32]:    (1) ihese estimetes ore besed on sampl of businesses reporting sales biween $\$ 25.000$ end 82.000 .000 .

    See Table ifor symbols and nopes

[^33]:    (1) These estimetes we bosed on smple of businesses reporting sales betwen $\$ 25.000$ and $\$ 2.000 .000$.

    See fable i for symbols and notes

[^34]:    SiC 9853 - Jenitoricl Servicet
    Businesses primarily engaged in cleaning and maintenance of buildings and dwollings such as char service. floor waxing. janitorial services. janitorial maintenance of buildings and amellings and oflice cleaning.

[^35]:     Supvey of Employment. Peyroll and Hours. Steristics Cande. Catalogu 12-002. An everge labour unit could be interpered es e full-qime employee. Note that the business size groups used oredetermined ot the Cande level. Thus if ousiness hes at leasy 500 mployees in Canade as ahole but less than that number in ony given province it is shown in the 500 and over group
    (2) Refers io Dusinesses reporting no payroll deductions in the previous yas
    (31 Refers 10 businesses reporting no poyroll deductions in the following yest

[^36]:    symbels
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