



# The Daily

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## Releases

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### Annual retail trade

2004

Retail sales strengthened in 2004, as consumers took advantage of easier credit, growing employment and rising personal disposable income to fix up their homes and buy some new furniture.

Store retailers reported operating revenues of \$370.7 billion, a 4.2% increase from 2003. This was a faster pace than the gain of 3.5% in 2003. Retailers were buffeted during 2003 by events such as the SARS outbreak and the power blackout in Ontario.

In 2004, revenues, profit margins and operating profits all rose. There was also a strong housing and renovation market coupled with rising personal disposable income and lower interest rates, both of which drove consumer spending on retail goods.

Revenues rose among all major retail trading groups, except for computer and software stores, where they were off 4.7%.

The strongest growth occurred in stores with direct links to the housing and renovation markets. Revenues for home furnishing stores surged 11.6%, while those for home centres and hardware stores rose 10.2%.

Revenues for gasoline stations surged 10.7%. In 2004, the Consumer Price Index for gasoline increased 10.5% compared to 2003.

Proportionally, of every \$100 in total retail operating revenues in 2004, new car dealers accounted for \$20, the biggest share, followed by supermarkets at \$16, general merchandise stores at \$11 and gasoline stations at nearly \$10.

#### Retail chain stores accounted for two-fifths of total revenue

Retail stores can be divided into two broad categories: chains and independents.

Retail chain stores accounted for just over two-fifths (43%) of total retail operating revenues in 2004, or \$159.6 billion. Independent retailers continued to account for the largest share of the retail industry, with about 57% of total operating revenues.

A retail chain is an organization operating four or more retail outlets in the same industry class under the same legal ownership, at any time during the survey year. An independent retailer operates fewer than four locations.

Operating revenue in retail chain stores rose 6.3% over 2003, while gross margins (the difference between total operating revenues and the cost of goods sold)

#### Note to readers

*This release combines data from two surveys: the annual Retail Store Survey, covering independent retail outlets, and the annual Retail Chain Survey, covering chain retailers.*

*Retail stores can be categorized into two broad groups: chains (including department stores) and independents.*

*The information in this report is based on the North American Industry Classification System (NAICS).*

***Gross margin** is obtained by subtracting the cost of goods sold from the total operating revenues. The ratio is expressed as a percentage of the total operating revenues. This measure is also known as the return on sales.*

***Operating profit** is obtained by subtracting the total operating expenses plus the cost of goods sold (opening inventory plus purchases and direct costs minus closing inventory) from the total operating revenues.*

***Operating expenses-to-operating revenue ratio** is obtained by dividing the total operating expenses by the total operating revenues. The ratio is expressed as a percentage.*

rose 5.6%. Operating revenue among the independents increased 2.7%, with gross margins up 5.3%.

Almost three-quarters (73%) of operating revenues for retail chains came from those in the 27 census metropolitan areas. Gains were stronger in the western centres with revenues rising 9.4% in Calgary and 8.6% in Edmonton. Gains in the three largest urban centres were much slower: Toronto (+4.7%), Montréal (+5.0%) and Vancouver (+4.8%).

#### Housing and renovation markets spur sales

As mortgage rates fell and housing starts rose, Canadians leaned more and more toward spending on their homes. This translated into strong sales in stores serving the housing and renovation markets.

Among all retail stores, excluding gasoline stations sales, the strongest gain in operating revenues occurred in home furnishing stores and home centres and hardware stores.

Total operating revenues for these two categories of stores, combined with specialized building materials and garden stores, as well as furniture stores, amounted to \$36.4 billion in 2004, or 10.0% of total retail operating revenues.

Miscellaneous store retailers, which include such home related merchandise as hot tubs, whirlpools and swimming pools, saw a healthy 7.9% gain in their operating revenues.

Consumers spent nearly \$9.6 billion in home electronics and appliances stores, a 6.1% increase from 2003.

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## **Clothing retailers lead in gross margins**

The gross margin for store retailers (the difference between total operating revenues and the cost of goods sold) increased 5.4% to more than \$97.1 billion in 2004.

This level accounted for 26.2% of operating revenues, slightly higher than the proportion of 25.9% in 2003.

Increases in retail gross margins were broad-based. Margins were stable, or fell, in only 7 of the 18 trade groups.

Margins as a percentage of operating revenues varied greatly among the retail trade groups. Among car dealers, the percentage was only 13.3%, the lowest among trade groups. The margin was 47.0% for clothing stores, the highest, followed by 46.8% for shoe, clothing accessories and jewellery stores.

Clothing stores recorded the largest gain in margins among all retail stores, thanks to falling prices and increased sales. Their margin was 2.5 percentage points higher than it was in 2003. The cost of goods sold for clothing retailers fell 2.4% from 2003.

In contrast, despite rising operating revenues, home furnishing stores saw their margins as a percentage of revenues fall 1.9 percentage points to 37.4%, as the cost of goods sold rose 15.1%.

## **Operating expenses under control**

Operating expenses for the retail industry as a whole rose 4.8% to \$76.8 billion in 2004. Even so, retailers were able to control expenses relative to revenue.

Operating expenses represented 20.7% of operating revenues in 2004, virtually unchanged from the proportion of 20.6% the year before. Operating profits among store retailers rose 8.1% to \$20.3 billion.

The ratio of operating expenses to operating revenues varied widely among the 18 major retail groups, with 13 recording a ratio above the national average.

Among shoe, clothing accessories and jewellery stores, operating expenses represented 40.7% of revenues, while the ratio for miscellaneous store retailers was 35.4%. Each increased 0.7 percentage points from 2003, the largest gain among all groups.

The most notable declines in the ratio occurred among furniture stores, where it fell 1.7 percentage points, and home furnishing stores retailers, who recorded a 1.4 percentage-point decline.

These two groups enjoyed robust revenue growth. Growth in furniture stores offset any rise in expenses, while home furnishing stores (-0.1%) maintained expenses at 2003 levels.

## **Inventories rise among most retailers**

Overall, store retailers raised their inventory levels 5.5% to \$52.7 billion.

Despite the increase, the ratio of inventories to operating revenues remained relatively stable. In 2004, inventories represented 7.0% of revenues, down slightly from 7.1% the year before. (A decline in this ratio is favourable for retailers.)

The increase in retail inventories was broadly based, with only 4 of the 18 groups reporting declines. Computer and software stores reported the largest drop (-9.7%), reflecting a continuing effort by these retailers in 2004 to cut costs and maximize revenues.

## **Definitions, data sources and methods: survey numbers, including related surveys, 2446 and 2447.**

For data or general information, contact the Client Services Unit at (1-877-421-3067 or 613-951-3549; [retailinfo@statcan.ca](mailto:retailinfo@statcan.ca)) or to enquire about concepts, methods or data quality of this release, contact Alexander Hays (613-951-3552), Distributive Trades Division.

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## Retail trade by province and territory 2004

	Number of stores	Operating revenues	Gross margin	Operating revenues 2003 to 2004	Operating revenues
		\$ million		% change	% share
<b>Canada</b>	<b>197,043</b>	<b>370,711</b>	<b>97,106</b>	<b>4.2</b>	<b>100.0</b>
Newfoundland and Labrador	3,641	5,716	1,420	0.2	1.6
Prince Edward Island	957	1,407	356	0.1	0.4
Nova Scotia	6,010	10,568	2,680	1.8	2.9
New Brunswick	4,707	8,317	1,989	2.0	2.3
Quebec	47,208	83,719	20,612	3.5	22.7
Ontario	73,636	137,906	38,442	2.7	37.7
Manitoba	6,796	13,282	3,332	7.1	3.5
Saskatchewan	6,338	11,202	2,802	5.6	3.0
Alberta	20,028	47,192	11,532	7.7	12.3
British Columbia	27,212	50,138	13,586	6.7	13.2
Yukon	200	416	107	2.8	0.1
Northwest Territories	236	597	157	0.3	0.2
Nunavut	74	251	91	2.9	0.1

## Retail trade by trade group 2004

	Operating revenues	Operating expenses	Gross margin	Operating profit	Operating revenues 2003 to 2004
		\$ million			% change
<b>Totals</b>	<b>370,711</b>	<b>76,821</b>	<b>97,106</b>	<b>20,286</b>	<b>4.2</b>
New car dealers	75,656	8,444	10,055	1,612	0.8
Used and recreational motor vehicles and parts dealers	16,050	3,166	3,685	519	1.7
Gasoline stations	35,681	4,559	6,985	2,426	10.7
Furniture stores	8,805	2,773	3,308	535	5.1
Home furnishings stores	5,278	1,713	1,976	263	11.6
Computer and software stores	2,213	523	557	34	-4.7
Home electronics and appliance stores	9,599	2,669	3,014	345	6.1
Home centres and hardware stores	17,232	3,896	5,147	1,251	10.2
Specialized building materials and garden stores	5,094	1,322	1,529	207	2.7
Supermarkets	58,670	11,767	14,444	2,677	3.5
Convenience and specialty food stores	13,674	2,933	3,375	443	5.1
Beer, wine and liquor stores	13,531	2,154	6,125	3,971	3.2
Pharmacies and personal care stores	24,295	6,319	7,416	1,097	5.4
Clothing stores	15,716	6,176	7,387	1,211	2.2
Shoe, clothing accessories and jewellery stores	5,122	2,085	2,395	310	0.4
General merchandise stores	42,339	8,920	11,278	2,358	4.0
Sporting goods, hobby, music and book stores	9,740	3,147	3,549	402	1.8
Miscellaneous store retailers	12,016	4,255	4,882	626	7.9



## Study: New Frontiers of Research on Retirement

Broad social changes are forcing Canadians to rethink their traditional ideas about retirement, according to *New Frontiers of Research on Retirement*, a new book released today by Statistics Canada.

The baby boom generation, the vanguard of whom turns 60 this year, has caused fundamental changes in every social institution it has touched. Retirement will be no exception.

Analysts looking at the evolution of society expect that the wave of retirements that the baby boom generation is about to unleash will trigger key institutional and cultural changes. This book sheds new light on adjustments that may be needed in consequence. Several studies highlight differences in the way men and women retire.

The report centres on four main themes.

First, there are gender differences in retirement patterns. The behaviour of baby boomer women will greatly influence what retirement in Canada looks like in the future. Women are much more likely than men to see retirement as involving more than just getting a pension or stopping paid work.

Second, joint retirement is becoming an issue for many couples. The growing number of women with substantial pension benefits is having a major impact on decisions about retirement in Canadian families. For more and more couples, decision-making is becoming much more complex.

Third, maintaining a standard of living in retirement is also becoming an issue. Amid growing uncertainty about their future financial security, an increasing number of people do not know when they will retire. Others have simply delayed their retirement.

Lastly, retirement paths will become more and more flexible as some workers opt for self-employment. With a massive wave of retirement looming among baby boomers, the labour supply from older workers will grow in importance. Many will likely choose to become self-employed, making flexible retirement paths more prevalent.

### Unique pattern of retirement among women

Patterns of retirement from paid work among women will be much more prominent when the wave of baby boomer retirement gets underway, and their retirement patterns will be unique, the book shows.

Baby boomer women will be the first female cohort to have participated in the labour force for most of their adult lives. They will start their transitions with far higher levels of pension coverage than earlier female

#### Note to readers

*This release is based on findings in a book New Frontiers of Research on Retirement, published today by the Unpaid Work Analysis Division of Statistics Canada.*

*The 458-page volume contains 22 chapters whose authors include leading researchers from three countries, as well as a prominent contributor to existing social policy on retirement.*

*The book showcases Statistics Canada's contributions to the wealth of information pertinent to developing useful knowledge about retirement and other later-life transitions.*

*For decades, the Agency's pensions section has produced widely used information in this field. It is now joined by the several surveys that have stimulated relevant analyses, especially the General Social Survey and the Survey of Labour and Income Dynamics. Most recently, work has started on pension satellite accounts related to the system of national accounts.*

*A large part of the book is devoted to scientific papers, which are based on Statistics Canada's data and which require substantial conceptual and statistical innovations that illustrate the usefulness of the Agency's data.*

*In developing this focus, Statistics Canada received important collaboration from L'institut de la statistique du Québec dating back to its major role in the 2003 Symposium on "New Issues in Retirement".*

cohorts. The behaviour of baby boomer women will greatly influence what Canadian retirement looks like in the future.

Studies reported in the book have found that women are much more likely than men to see retirement as involving more than just getting a pension or stopping paid work. Women tend to include in their concept of work the time they spend doing unpaid work, such as care giving, volunteering, and so on.

Once they start the transition from paid work to retirement, women tend to complete it much faster than men. This is particularly the case when there has been a job loss or other involuntary job change. Women are more likely than men to retire from paid work when they experience an involuntary job change.

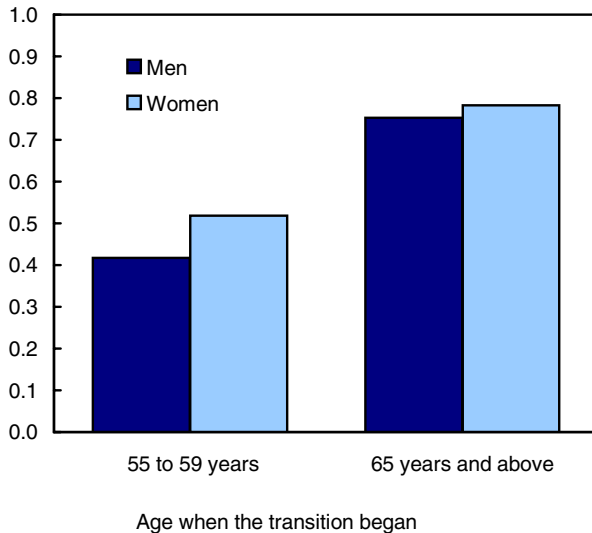
Among women who started the transition to retirement at age 55 to 59, roughly 50% had retired within the next four years; whereas this was true for 40% of their male counterparts.

Women also have a greater likelihood of experiencing involuntary retirement. Among those who began their transition to retirement in or after 1996, 10.4% had retired involuntarily by the end of 2001, nearly double the proportion of 5.7% among men.

Household and family matters tend to influence a woman's decision to retire much more than they do a man's. For example, in 2002, 12% of women retired to take care of a family member, while only 6% of men did the same.

## Women move faster into retirement from paid work

Probability of retiring by 2001



## Joint retirement: Decision for older couples more complex

The increasing number of Canadian women with substantial pension benefits is having a big impact on decisions about joint retirement. For more and more couples, deciding whether to retire at the same time as a spouse is becoming complex. It is even more so when the wife contributes nearly one-half of the household's total income.

In 2002, 48% of women and 46% of men said they expected to retire at the same time as their spouses. The proportion jumped to 60% among women who were the same age as their husbands, and fell to 39% among women who were five to nine years younger.

Women in their late 50s are less likely to expect to retire at the same time as their spouses or partners than those in their 40s. However, this may be explained in part by the higher percentage of persons already retired among those in their late 50s.

The expectation of joint retirement varies between salaried and self-employed workers, and among occupational groups. It also varies according to the wife's economic dependency on her spouse.

For example, two-thirds (68%) of self-employed women expect joint retirement compared to only 44% of women working for someone else, according to the General Social Survey. However, a substantial

proportion of self-employed women are likely to be married to a self-employed men.

Generally, if a woman is in a managerial and professional occupation, has her own pension coverage, and contributes most of the household income, the odds are higher that she will view the timing of her retirement independently of her spouse's.

## New vulnerabilities concerning standard of living in retirement

Many older workers feel increasingly vulnerable about maintaining their standard of living in retirement, the book found. There are several reasons for this.

For example, declining stocks prices after the crash of the high-tech sector in 2000 pushed many pension plans into deficit status and undermined the value of individual retirement savings.

Canadians are also living longer. That places additional pressure on pension-plan funding by requiring pension plans to pay benefits to individuals for longer than expected periods. This problem will be compounded by the huge size of the baby boom generation.

Amid growing uncertainty about their future financial security, an increasing number of people do not know when they will retire. Others have simply delayed their retirement.

Almost one-fifth of those surveyed in the 2002 General Social Survey said they did not intend to retire at all. Also, many individuals who took early retirement are going back to work, some for financial reasons.

In addition, the rising prevalence of non-standard work arrangements, such as contract, part time, or casual jobs, will worsen the financial security of future retirees. Workers in non-standard jobs generally do not have an on-going relationship with a particular employer, thus limiting their access to workplace pension plans.

Two particularly vulnerable groups are immigrants and women living alone. Employment was the major source of income for older immigrants from 1980 to 2002. This group has not benefited as much as the Canadian-born from the maturation of public and private pension systems. Workplace pension income for immigrants 65 and over was 21% lower than for the entire elderly population.

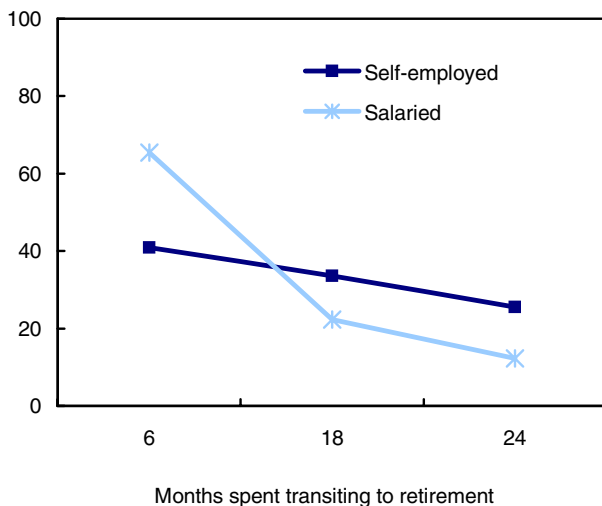
A challenge for employees of all ages is to better understand how to plan financially, how government pensions work, what kinds of pensions or retirement savings plans are available, the risks associated with different plans, and how to effectively manage personal saving and debt.

## Self-employed: More likely to have a flexible retirement

In 2004, the self-employed accounted for 15% of the total employed, but over 20% of those aged 45 to 69. It is likely that with the massive future wave of retirements among baby boomers, the rate of self-employment in Canada will grow.

### Self-employed workers are much more likely than salaried to delay retirement (aged 60 to 64 in 1996)

Percentage retiring by 2001



The book sheds new light on the degree to which self-employed and salaried workers differ in their patterns of retirement.

Once they begin the transition toward retirement, retirement within the first year is far more likely for wage and salary earners than for the self-employed. The gap between them is more than 20 percentage points for those aged 60 to 64 in 1996.

The study provides the first estimate of the size of the advantage enjoyed by the self-employed in terms of retirement flexibility. It found that the self-employed were 10 percentage points more likely than the salaried to have a flexible retirement.

Data also show that the self-employed are more likely to return to the labour market after having left it. Among those who were in their transition to retirement and left the labour market between 1996 and 1997, 29% of the self-employed were rated as having a high or medium likelihood of returning. This was double the proportion of only 13% of salaried employees.

### Definitions, data sources and methods: survey numbers, including related surveys, 3889 and 4500.

The book *New Frontiers of Research on Retirement* (75-511-XIE, \$49; 75-511-XPE, \$65) is now available. A technical paper entitled *New Frontiers of Research on Retirement: Technical Annex* (75-512-XIE, \$20; 75-512-XPE, \$30) is also now available. See *How to order products*. To obtain a copy of either of these reports, contact (1-800-267-6677; [infostats@statcan.ca](mailto:infostats@statcan.ca)). For general enquiries call (1-800-263-1136).

For more information, or to enquire about the concepts, methods or data quality of this release, contact Dr. Leroy Stone (613-951-9752; [stone@statcan.ca](mailto:stone@statcan.ca)), Unpaid Work Analysis Division.

## Changing contribution of wives to total household income

	1980	2000
	%	
Couples in which both partners were employed full time for 49 weeks or more during the year	20	37
Couples in which the female partner contributed 40% or more of total household income	19	43
Average contribution of female partner to total income of couple	20	35

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## Farm Product Price Index

January 2006

Prices farmers received for their commodities fell 4.5% in January 2006 from the same month a year earlier as prices for both crops and livestock dropped.

Overall, producers received prices for crops that were 4.8% below levels in January 2005, continuing the downward trend in year-over-year price changes since the summer of 2003, according to the Farm Product Price Index (FPPI). Farmers received lower prices for all crops except potatoes and vegetables.

Prices for livestock and animal products dropped 3.2% from the January 2005 level, only the third decline since June 2005. Hog and poultry prices continued their year-over-year slide, pulling down the overall livestock and animal product index, despite persistent strength in cattle, calf and dairy prices.

The two major contributors to the livestock and animal products index were hogs and cattle and calves. Hog prices made substantial gains in 2004 over the lows in 2003, but started to slide in the spring of 2005. Cattle and calf prices, however, struggled in the wake of the bovine spongiform encephalopathy (BSE) situation until the end of 2004 and then made considerable improvement through 2005, after the border reopened.

On a monthly basis, prices farmers received for their commodities were up 0.3% in January from December, as the slight gain made in the overall crops index more than compensated for the slip in the livestock and animal products index.

The FPPI (1997=100) stood at 91.8 in January, a slight increase from the six year low of December 2005.

The overall crops index was up 1.9% in January compared to the revised December index, mainly because of higher grain prices.

Grain and oilseed prices have been plagued by record production in both Canada and the United States, adding to already burdensome supplies. However, grain prices found support as weather concerns emerged in major growing areas.

The overall livestock and animal products index edged down 0.6% between December and January. All commodities except poultry and eggs declined.

Cattle and calf prices were down 2.5% in January, the third decrease since the border reopened to trade of live animals in July 2005.

The hog index, down 5.4% from December, stood at its lowest level since January 2004. Hog prices continued their downward slide as the supply of North American market hogs remained strong.

**Available on CANSIM: tables 002-0021 and 002-0022.**

**Definitions, data sources and methods: survey number 5040.**

The January 2006 issue of the *Farm Product Price Index*, Vol. 6, no. 1 (21-007-XIE, free) is now available online. From the *Our products and services* page, under *Browse our Internet publications*, choose *Free*, then *Agriculture*.

For general information or to order data, call (1-800-465-1991). To enquire about the concepts, methods or data quality of this release, contact Marco Morin (613-951-2074; fax: 613-951-3868; [marco.morin@statcan.ca](mailto:marco.morin@statcan.ca)), Agriculture Division. □



## Farm Product Price Index (1997=100)

	January 2005 <sup>r</sup>	December 2005 <sup>r</sup>	January 2006 <sup>p</sup>	January 2005 to January 2006 % change	December 2005 to January 2006
<b>Farm Product Price Index</b>	<b>96.1</b>	<b>91.5</b>	<b>91.8</b>	<b>-4.5</b>	<b>0.3</b>
<b>Crops</b>	<b>85.5</b>	<b>79.9</b>	<b>81.4</b>	<b>-4.8</b>	<b>1.9</b>
Grains	73.3	58.9	60.1	-18.0	2.0
Oilseeds	76.0	70.0	69.9	-8.0	-0.1
Specialty crops	97.4	72.5	71.9	-26.2	-0.8
Fruit	101.7	107.8	100.8	-0.9	-6.5
Vegetables	115.4	119.9	121.4	5.2	1.3
Potatoes	116.5	151.2	151.9	30.4	0.5
<b>Livestock and animal products</b>	<b>104.4</b>	<b>101.7</b>	<b>101.1</b>	<b>-3.2</b>	<b>-0.6</b>
Cattle and calves	105.2	110.1	107.4	2.1	-2.5
Hogs	88.0	70.7	66.9	-24.0	-5.4
Poultry	102.2	91.3	101.1	-1.1	10.7
Eggs	96.9	97.1	97.7	0.8	0.6
Dairy	121.9	131.9	128.3	5.3	-2.7

<sup>r</sup> Revised.

<sup>p</sup> Preliminary.

## Non-store retailers 2004

Non-store retailers posted a modest increase in revenues in 2004, but their actual share of the Canadian retailing market fell slightly.

These retailers provided \$11.8 billion in goods and services, a 1.2% increase over 2003. Even so, this format has made only modest inroads into the Canadian retailing market, accounting for a mere 3.1% share in 2004 down from 3.3% in 2003.

Non-store retailers sell their products and services through other than fixed point-of-sale locations. Instead, they reach consumers through such venues as broadcasting of infomercials, direct-response advertising, traditional and electronic catalogues, door-to-door sales, in-house demonstrations, temporary display of merchandising (using stalls) and distribution by vending machines. Also included are establishments delivering products such as heating oil and newspapers to homes.

The largest group, fuel dealers, accounted for 46.0% of total non-store retailers' operating revenues in 2004. Their revenues rose only 4.6% despite higher oil prices. However, higher oil prices were reflected in the automotive fuel category, where revenues rose 12.1% over 2003. In contrast, household fuels increased by only 3.5%.

Electronic shopping and mail-order houses, the second largest group at 33.0% of revenues, saw revenues decline 1.8%.

Direct sellers, the third largest industry group at 15.0%, rebounded with a modest 1.0% increase in 2004 after sales edged down the year before.

Vending machine operators, the smallest industry group at nearly 6.0%, recorded a significant 6.0% decline in revenues.

Combined, gross margins for non-store retailers fell to 34.5% in 2004 from 35.0% in 2003, reflecting increased competition and the inability to fully pass on to customers the higher cost of purchased merchandise. This was particularly the case for fuel dealers and electronic shopping and mail-order houses.

Vending machine and coffee service operators had the highest gross margin at 51.8% in 2004, followed by direct sellers at 51.1% and electronic shopping and mail-order houses at 39.9%. Fuel dealers recorded the lowest gross margin at 23.3%.

Overall, operating profit as a percentage of operating revenue for non-store retailers increased to 7.2% in 2004 from 7.0% in 2003. Fuel dealers reported the highest operating profit at 8.1%, followed by electronic shopping and mail-order houses at 7.2%. Direct sellers recorded an operating profit of 5.0% and vending machine and coffee service operators 5.3%.

Among the 10 non-store retail major commodity groups, only 4 posted higher sales. The most notable gain was recorded by the group comprising household and automotive fuels, oils and additives (+6.0%), largely a result of higher oil prices.

Sales rose 4.5% in the health and personal care products group, reflecting continued growth in sales by

Canadian Internet pharmacies. The most noteworthy decline occurred in the group comprising hardware, home renovation and lawn and garden products (-21.1%).

**Note:** Gross margin is measured by subtracting cost of goods sold (opening inventory plus purchases and direct costs minus closing inventory) from total operating revenues. The ratio is expressed as a percentage of total operating revenues. Operating profit is calculated by subtracting total operating expenses plus cost of goods sold from total operating revenues. The ratio is expressed as a percentage of total operating revenues.

**Definitions, data sources and methods: survey number 2448.**

For general information or to order data, contact Client Services (1-877-421-3067; 613-951-3549; retailinfo@statcan.ca). To enquire about the concepts, methods or data quality of this release, contact Denis Fournier (613-951-0096; denis.fournier@statcan.ca), Distributive Trades Division.

**Non-store retail by industry  
2004**

	Operating revenues	Gross margin	Operating profit	Operating revenues 2003 to 2004	Operating revenues
	\$ thousands			% change	% share
<b>Total</b>	<b>11,845,350</b>	<b>4,086,825</b>	<b>852,454</b>	<b>1.2</b>	<b>100.0</b>
Electronic shopping and mail-order houses	3,934,386	1,568,170	281,425	-1.8	33.2
Vending machine and coffee service operators	677,587	350,966	36,161	-6.0	5.7
Fuel dealers	5,502,136	1,283,610	447,781	4.6	46.4
Direct selling businesses	1,731,241	884,079	87,086	1.0	14.6

**Non-store retail sales by major commodity group  
2004**

Commodities	Sales of goods and services	Sales of goods and services	Sales of goods and services
	\$ thousands	2003 to 2004	
		% change	% share
<b>Total</b>	<b>11,749,550</b>	<b>1.3</b>	<b>100.0</b>
Food and beverages (excl. meals and lunches)	971,057	-3.0	8.3
Health and personal care	1,508,353	4.5	12.8
Clothing, footwear and accessories	658,437	1.7	5.6
Housewares (non-electric) and household supplies	224,953	-8.5	1.9
Home furnishings and electronics	1,221,316	1.5	10.4
Hardware, home renovation and lawn and garden products	262,307	-21.1	2.2
Sporting and leisure goods	807,937	-5.9	6.9
Household and automotive fuels, oils and additives	5,224,972	6.0	44.5
Services (incl. meals and lunches, repairs, rental and leasing)	310,365	-1.3	2.6
Other goods	559,852	-10.1	4.8

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## **Survey of Business Incubators**

2005 (preliminary)

Preliminary data is available on business incubators in Canada. A business incubator is a business unit that specializes in providing space, services, advice and support designed to assist new and growing businesses to become established and profitable.

The survey covered information on business incubator affiliation; infrastructure; sources of funding; policies; clients and activities; services; impact; management; and barriers.

As part of a program in Statistics Canada's Science, Innovation and Electronic Information Division, the survey was established to provide information to assist other government departments in developing policies and programs. This survey was a collaborative effort between Statistics Canada and Industry Canada.

A working paper on business incubators in Canada is forthcoming.

**Definitions, data sources and methods: survey number 5095.**

For more information, or to enquire about the concepts, methods or data quality of this release, contact Michael Bordt (951-8585; [michael.bordt@statcan.ca](mailto:michael.bordt@statcan.ca)) or Rad Joseph (613-951-6830; [robert.joseph@statcan.ca](mailto:robert.joseph@statcan.ca)), Science, Innovation and Electronic Information Division. ■

## **Intellectual property management in federal science-based departments**

2004/05 (preliminary)

Preliminary results from the intellectual property management annex to the Survey on Federal Science Expenditures and Personnel are now available.

**Definitions, data sources and methods: survey number 4212.**

For more information, or to enquire about the concepts, methods or data quality of this release, contact Michael Bordt (613-951-8585; fax: 613-951-9920; [michael.bordt@statcan.ca](mailto:michael.bordt@statcan.ca)), Science, Innovation and Electronic Information Division. ■

## **Asphalt roofing**

February 2006

Data on asphalt roofing are now available.

**Available on CANSIM: table 303-0052.**

**Definitions, data sources and methods: survey number 2123.**

For more information, or to enquire about the concepts, methods or data quality of this release, contact the dissemination officer (1-866-873-8789; 613-951-9497; [manufact@statcan.ca](mailto:manufact@statcan.ca)), Manufacturing, Construction and Energy Division. ■

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